

# Member Highlight

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# 40

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## AZTECA-OMEGA GROUP

Celebrating 40 Years of Performing Beyond Expectations

*Luis Spinola, President and CEO, shares insight on how the company was established, overcame challenges in the ever-evolving construction industry and built the foundation of today's RHCA.*

### *First and foremost...*

Luis Spinola, the President and CEO of Azteca-Omega Group, was born and raised in Mexico City, Mexico, before immigrating to the United States in 1983. At that time, Dallas was experiencing a surge in construction projects as the foundation for Azteca-Omega Group was established.

Initially, the company focused on heavy civil and site work, but in 1989, it expanded its services to include General Contracting. This expansion coincided with the construction boom of high-rise buildings in Downtown Dallas. Recognizing the growing demand, the company opened its first office in Houston in 1986, where highway construction was thriving. A few years later, the tollway from Forest Lane North was completed. Meanwhile, in Irving, the construction of Valley Ranch had just begun, along with other private developments across the Metroplex.



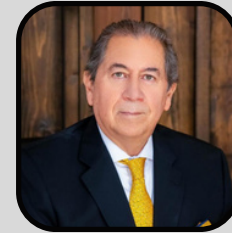
### *What challenges did the company encounter in its first 40 years of operation?*

Establishing credibility, accessing capital, and obtaining our initial bonds were crucial steps in our journey. We experienced significant success from 1986 to 1987, working with various private developers. However, the Savings and Loan and Banks crisis hit, causing many of our clients to declare bankruptcy and cease operations. These challenging circumstances persisted for three years.

To overcome this adversity, we implemented several strategies. First, we reduced our fixed costs to maintain financial stability. Second, we prioritized the well-being of our employees, ensuring their needs were met during this challenging period. Additionally, we made the decision to sell excess equipment that we didn't require for full-time operations. By doing so, we minimized our debt and positioned ourselves for a stronger and more resilient future.

Building upon these lessons, we emerged stronger and wiser in 1990-1991. From that point onward, we faced ongoing challenges that demanded our attention and perseverance. These challenges have tested our mettle.

As we progressed from 1990 to the present day, we have encountered a series of ongoing challenges that have demanded our constant attention and perseverance. These challenges have been instrumental in shaping our operations and driving us toward continuous improvement.



**Luis Spinola,**  
Azteca-Omega Group's  
visionary founder,  
President & CEO

Some of the most significant challenges we have faced, and continue to face, include:

- 1. Sustaining a proper backlog amidst intense competition:** Despite the competitive landscape, it has been essential for us to maintain a healthy backlog of projects. This requires strategic planning, effective marketing, and a focus on delivering exceptional quality and service to our clients.
- 2. Ensuring profitability:** Maintaining profitability is paramount in an industry prone to fluctuations and economic uncertainties. We employ sound financial management practices, closely monitor project costs, and make informed decisions to ensure sustainable profitability.
- 3. Growing Lines of Credit:** Access to capital is crucial for our operations and growth. We strive to maintain and enhance our relationships with financial institutions, enabling us to secure adequate lines of credit for our projects and future endeavors.

Header: The Parkland Hospital SkyBridges Project.

Left Corner: Dallas County College, Mountain View Campus Athletic Facilities.

**4. Expanding Bonding Capacity:** As our business grows, it becomes essential to increase our bonding capacity. This allows us to take on larger projects and demonstrate our financial strength and reliability to clients and partners.

**5. Selecting the right size and type of projects:** We carefully evaluate and select projects that align with our capabilities and strategic objectives. This involves assessing project size, complexity, profitability, and fit within our expertise.

**6. Establishing relationships with fair contractors and owners:** Collaborating with ethical and fair contractors and owners is crucial to maintaining successful partnerships. We prioritize working with reputable and responsible entities who share our commitment to excellence.

**7. Retaining and attracting talented employees:** Our team is the backbone of our success. We prioritize employee satisfaction, offer competitive compensation packages, foster a positive work environment, and invest in professional development opportunities to retain our valued employees. We also actively recruit and hire talented individuals who align with our company culture and goals.

**8. Upholding a stellar industry reputation:** Our reputation is built on delivering quality work, meeting deadlines, and exceeding client expectations. We consistently strive to maintain our positive standing in the industry through ethical practices, transparent communication, and a commitment to delivering exceptional results.

**Footer:** New Parkland Hospital and DART Orange Line, Section I-3.

**Right Corner:** DART Rail, DFW Airport Terminal A.

By actively addressing these challenges, we strengthen our position in the industry and propel our company forward. We remain dedicated to embracing innovation, fostering strong partnerships, and maintaining our commitment to excellence as we navigate the ever-evolving landscape of the construction industry.

***What measures did the company take to overcome the impact of the pandemic?***

Our top priority during the pandemic was our employees' and their families' safety and well-being. To achieve this, we implemented several measures and initiatives:

**Ensuring employee safety:** We provided face masks, sanitizers, and conducted temperature tests twice a day to mitigate the spread of the virus. Remote work arrangements were also facilitated for employees whenever possible.

**Fieldworker precautions:** Our field workers underwent temperature testing twice daily, were provided with individual bottled water instead of shared water coolers, and were equipped with personal tools to minimize contact. Regular disinfection of work trucks, vehicles, and tools became crucial to our field teams' routine. Additionally, we limited the number of people allowed per vehicle as an extra precaution.

**Access to COVID-19 testing:** COVID-19 test kits were made readily available to all our employees and workers, enabling them to test themselves and their family members as needed from the comfort of their homes.

**Support from project owners and developers:** We express our gratitude to the owners and developers we collaborated with during the height of the pandemic.

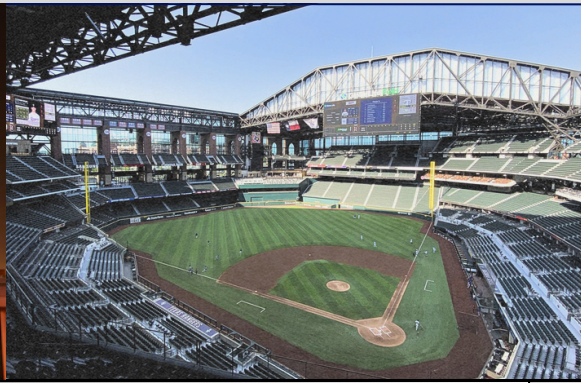
Their cooperation and decision to continue most projects, with only a few experiencing delays, contributed to maintaining stability within our operations.

**Appreciation for employees and workers:** We extend our sincere appreciation to all our employees and workers for their unwavering support and dedication throughout the pandemic. Their commitment played a vital role in overcoming the challenges we faced.

By prioritizing health and safety and implementing these measures, we aimed to create a secure working environment for our employees while ensuring uninterrupted project progress. Our team's collective efforts and the cooperation from project stakeholders were instrumental in successfully navigating through this difficult period.

***"Our reputation is built on delivering quality work, meeting deadlines, and exceeding client expectations..."***





**Can you tell us about the current projects being undertaken by Azteca-Omega?**

Currently, our company is engaged in various projects across different sectors. Here are some of the projects we are currently involved in or will be commencing within the next 30-120 days:

- **Private corporate projects:** We are actively working on a couple of private corporate projects, catering to the specific needs of our clients.
- **Jackson Street Parking Garage:** In collaboration with H.J. Russell, we are in the final stages of the Jackson Street Parking Garage project. This 12-story parking structure in Downtown Dallas can accommodate 1,200 cars, providing much-needed parking facilities for the area.
- **Reverchon Park Renovation:** We have undertaken the renovation of Reverchon Park in Dallas on behalf of the City of Dallas Parks and Recreation Department. This project aims to enhance the park's amenities and recreational offerings for the community.
- **Upcoming Parking Garage projects:** Within the next 30-120 days, we will commence work on several Parking Garage projects. These projects will contribute to expanding parking infrastructure and meeting the growing demands of urban areas.
- **DART Facility Renovation:** We are currently engaged in a project with DART (Dallas Area Rapid Transit) involving renovating and modifying one of their facilities. Our expertise will help enhance the functionality and efficiency of this transportation facility.

- **Program/Project Management projects:** We are actively involved in multiple Program/Project Management projects. Through our expertise in this area, we provide comprehensive management solutions, ensuring the successful execution of complex initiatives.
- **Civil Division Projects:** Our civil division is currently undertaking various projects involving concrete work, underground utilities, and structural, miscellaneous, and ornamental steel. These projects contribute to the development and improvement of vital infrastructure systems.
- **Parking guidance and collection systems:** We have secured projects involving parking guidance and collection systems. Our expertise in this area enables us to implement efficient and user-friendly solutions for parking management.

These projects exemplify our diverse portfolio and expertise across different construction industry sectors. We are committed to delivering high-quality results while meeting the unique requirements of each project and exceeding client expectations.

**How did Azteca-Omega participate in the creation of the RHCA?**

During the mid-1990s, I actively participated in the Hispanic Contractors Association in Austin, TX. Our monthly meetings took place near the Hyatt Hotel on Congress Ave, right by the TxDOT highway letting. These gatherings were filled with camaraderie, as we enjoyed barbacoa, tortillas, and salsa while discussing strategies to grow and support our contractor association. Our shared goal was to make a significant impact in the construction industry.

Header Photos: Margaret Hunt Hill Bridge; Globe Life Park; Jackson Street Parking Garage.

At that time, Frank Fuentes and Laura Cagle played leading roles in our efforts. After gaining valuable experience with the Hispanic Contractors Association of Dallas and Fort Worth, I had the privilege of assuming the position of Chair for the Association in 1994. Thanks to the generous support and financial sponsorship from Home Depot, we were able to hire the first President of the DFW-RHCA (Regional Hispanic Contractors Association), John Martinez. In that same year, we initiated the inaugural Day of the Construction Worker event at the Cathedral of Guadalupe in Downtown Dallas.

Our association's journey became a part of history from that point forward. We experienced tremendous growth, expanding from less than 100 paid members to over 1,500 paid members today. Through our dedication, we became a national leader in providing safety training to Hispanic contractors, establishing ourselves as the largest Hispanic Contractors Association in the country.

I express my heartfelt gratitude to John, Yolanda, Julio, and all the dedicated staff members who contributed their time and efforts over the years. I sincerely appreciate the Board members and Chairpersons who provided unwavering support and leadership, including Adam Treviño, Chris Escobedo, Elizabeth Ponce, Mike Treviño, Pat Gorman, Ben Muro, Juan Rodriguez, Ruben Landa, Bianca Sandoval, and Luis Delgado.

Together, we have built a vibrant community within the construction industry, fostering collaboration, professional growth, and advancement for Hispanic contractors. I am honored to have been a part of this incredible journey, and I am grateful for the collective effort that has made our association the success it is today.