

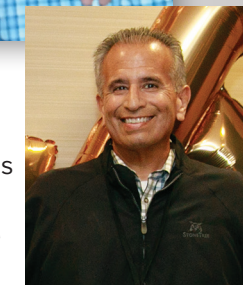
# ASSOCIATE LEADER AWARD

**Dave Jordan**  
*Vulcan Materials Co.,  
Western Division*

## ASSOCIATE LEADER AWARD

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The UCON Board recognizes and awards our Associates' remarkable contributions to our overall success. Our Associate members' ideas, energy, talent, and commitment make them a vital part of UCON. The Associate members serve on Committees, including our Board of Directors, coaching and developing future Associate leadership. Associate members actively engage in the Association and inspire engagement from other members.

David Jordan is a 38-year construction industry veteran currently serving on the UCON Board of Directors. For the past seven years, he served on the Associate Committee, and for the past two, he served on the UCON Scholarship Committee. More recently, Dave was integral to UCON's return to in-person events in 2021, serving as the voice of the Associate Committee. Dave is an inspiration to up-and-coming Associate leaders.



My customers trust me because I have earned their trust over the years. People want to do business with other people that they trust and like. It's not always about the lowest cost. This is what I work very hard to achieve and what I strive to bring to our industry each day.

**Q: What is the value of involvement in United Contractors that you would like others to know?**

**A:** 2022 marks my tenth year of involvement with UCON. I am proud of my time and have met many friends here. It is a great organization and I would highly recommend that young people who are starting their construction careers to get involved. It is highly rewarding. ■



**T**he Associate Leadership Award is important to me because when I started in this role, I was not a strong leader. No one would have confused me with John F. Kennedy or Ronald Reagan. I have learned a great deal as the Associate Director. I'm still growing, learning each day, and applying what I learn.

As an alum of the "school of hard knocks" in my career, I have made many many mistakes. But I have learned from them, and have not made them again. I believe there is no substitute for experience.



Experience not only tells us what to do, it equally, and in many cases, more importantly, tells us what not to do. I tried my best to bring with me into this leadership role, my many years of experience, and wide knowledge of the industry and the people who participate in it.

I am extremely honored to receive this award. I am a compassionate person with empathy for others, who works hard for my customers and this union industry. Thank you for this recognition.

**Q: Is there a mentor that shaped your career, philosophy, or work values?**

**A:** When I was at Central Concrete Supply, our Sales Manager, John Barker was my role model and my mentor—and he still is! He always demanded that we be accountable for our words and our actions. I consider him a father figure, so much so, that at my wedding I asked him to do a reading.

A part of my philosophy is that I believe in strong, mutually benefiting relationships, whether in my personal life or my business life. My customers know that I am always looking out for their best interest. This is all about trust, which is earned, not given.