

AZURITE LAIN FLOORING & CARPENTRY, LLC (MBE/DBE)



Newly Certified Firm Finds Success in Flooring Restoration

Terence Blue, owner of Azurite Lain Flooring & Carpentry, LLC, is a newly certified firm. He became a Minority Business Enterprise and a Disadvantaged Business Enterprise in 2019 with the help of the Business Diversity Development (BDD) office. Completing all the paperwork in three months, Blue called the process “smooth.”

In business since 2009, Blue hopes the certifications will help him develop partnerships in his industry, provide the necessary tools to compete for contracts and grow his business. He invited a member of the BDD staff to a job site to show his work. “The project was full restoration of hardwood floors on a home in the Central West End area that sold for about \$350,000,” he said. “The family thought they were going to have to replace all the hardwood floors, but I saved them a ton of money by sanding and refinishing the floors to bring them back to life.”

Flooring restoration is a specialty, according to Blue. He’s never seen a paint-covered floor that he could not restore. “You must have the patience to sand and finish the floor instead of giving up on the floor and just putting something on top of it,” he said.

Blue has completed commercial flooring and carpentry work for major chain restaurants, retailers in local malls and government

agencies. His company is a supplier of hardwood, carpet, ceramic and tile needed to complete large and small projects.

“Take baby steps and pray.” That’s Blue’s motto for growing and keeping a business. He learned that from his father who worked as an exterminator and owned his own cleaning company. Blue’s first job was working at a famous family-owned restaurant. “My aunt and uncle owned London & Sons Wing House. I started working there when I was 14 years old,” he recalls.

Blue is the proud father of a son who works as a pharmacist in Boston and a daughter who lives in New York and works for Apple and HBO. She helped design the Azurite Lain Flooring & Carpentry website and gave the company its name. “She was doing a project on Azurite when she was in college. Azurite is a stone that means sky blue—like my last name Blue.”

Throughout his time in business, Blue has given back to St. Louis. He employs clients from community-based organizations like Better Family Life and SLATE. He encourages his workers to keep a positive attitude and keep pushing and pushing until the job is done. To make his point, Blue uses this analogy: “Think of a job like a puzzle. It might look like a mess when you start the job but work hard on it and the puzzle always comes together in the end.”