



LAMBERT-ST. LOUIS  
INTERNATIONAL AIRPORT®

## Strategic Partnership Leads to Business Success At Lambert Airport and Beyond



*Greg Twardowski, President,  
Whelan Security*



*Diana Jackson, President, Brinkmann  
Security Services, Inc.*



*Roger Spearman, President,  
A-1 Private Investigations, LLC*

Building a resume of experience and the capacity necessary to compete for large contracts can be a challenge for a Minority or Woman Business Enterprise (MBE/WBE). One path to success is to engage in strategic partnerships with prime contractors. Just ask Diana Jackson, President of Brinkmann Security Services, Inc., and Roger Spearman, President of A-1 Private Investigations, LLC. Their business success stories can be attributed, in part, to their successful partnership



*Jackson checks in with Brinkmann  
Security Guards at Lambert Airport.*

with Greg Twardowski, President of Whelan Security, on a contract to provide security guard services at Lambert Airport. Jackson had the added challenge of being a woman business owner in a field dominated by men. "When Greg approached me about working with him when he was first awarded the contract in 2005, I jumped at the opportunity," she explained. "For a smaller sized company like mine, this was a great way to gain experience and exposure." Spearman joined the team in 2008. "I saw this partnership opportunity as a great way to build capacity and get experience," he said.

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*Amber Gooding, Airport Assistant Director of Community Programs and Business Diversity Development (BDD); Greg Twardowski, President, Whelan Security; Rhonda Hamm-Niebruegge, Director of Airports, and Roger Spearman, President, A-1 Private Investigations, LLC, at the 2016 Business Diversity Forum.*

Spearman and Jackson are sub-contractors on the Lambert Airport security contract. Twardowski views their relationship as a partnership in its truest form. "Our team works exceptionally well together. We see ourselves as one single entity providing service to Lambert Airport," he explained. "Security guards and supervisors from all three companies work side by side. At any given time, a supervisor from one company may be overseeing the work of security guards from the other two companies."

Twardowski believes that this approach is the key to the success of the partnership and the quality of the service they are providing at Lambert. He is not alone in his thinking. The partnership was recognized at the 2016 Business Diversity Forum with the Airport Services Award. In presenting the Award, Amber Gooding, Airport Assistant Director of Community Programs and Business Diversity Development (BDD), noted that "Whelan Security has consistently performed well on their MBE and WBE participation."



Twardowski believes that much of the credit should go to his partners, Jackson and Spearman. He also emphasized that their partnership extends far beyond meeting or exceeding minority participation goals at the Airport. "I trust their service and want to help them grow their businesses," he said. As a result, Whelan Security also partners with A-1 Private Investigations and Brinkmann on projects outside the Airport. "We do so solely to support their business and do not report those contracts or revenues to any Disadvantaged Business Enterprise (DBE) program office," he noted. For example, Brinkmann provides 100 percent of the security service on a contract Whelan has with the St. Louis City Water Division. Likewise, A-1 Private Investigations has provided 100 percent of the service on Whelan contracts with various downtown St. Louis properties.



Twardowski's relationship with Spearman has grown to a point where they will refer business to one another based on the nature of the contract. "Roger has been a blessing. He has turned into a trusted subcontracting partner and a great friend. My real hope and expectation is that he can compete as a prime contractor for the next Airport security contract," he said. "I may wind up being the sub-contractor." This is what the Disadvantaged Business Enterprise (DBE) program is all about, according to Twardowski. It's about mentoring and helping to give minority and women owned businesses opportunities to compete.

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