


The Art of Doing Business



2007
Success Awards

ARIZONA SMALL BUSINESS DEVELOPMENT CENTER NETWORK



HOQUE & ASSOCIATES, INC.

Hoque & Associates, Inc. is a tale of the American dream. Enamul Hoque, 100% owner of the company, grew up in Bangladesh. Poverty was extreme in his village; however, Enamul learned to be an incredibly grateful man from his family. Despite their own poverty, Enamul's family consistently took care of the poor in their village by doing things like distributing 14 handfuls of rice on a weekly basis to those who had no food.

Enamul came to the U.S. in 1982 with the goal of attending Arizona State University. He had \$50 in his pocket. The first night in the U.S., he spent \$23 on a hotel room and \$2 at Arby's. The next day he went to the International Students Center at ASU and was given the name of a student group of Bangladeshis, one of whom took him in giving him food and shelter. Then he called a friend in Washington, borrowed \$1,000 to register for school, and he was off. He enrolled in the School of Engineering and earned his B.S. and M.S. in civil and environmental engineering. His dream was to be a professor but when things did not work out for him to pursue his PhD, he went to work in private industry and for the government.

In 1996, while Hoque was working in private industry, he was told that if he wanted to move up in the company he needed to move to California. That was

not an option for him. Instead he told his employer that he would start his own business right here in Arizona. By mid-February 1997, Hoque had opened the doors of Hoque and Associates, Inc., a firm that specializes in civil, geotechnical, material, and environmental engineering. Two of their signature projects are familiar to local residents: the Rio Salado Project and the Tempe Market Place.

In 2005, Hoque met Maricopa Community Colleges SBDC counselor, John Snodgrass, through a local program. The impact the SBDC has had on Hoque and Associates is best captured in Hoque's claim, "The SBDC and my advisor, John Snodgrass, have acted the way a parent molds a child. He has molded Hoque and Associates to reach its next goal." With this partnership, Hoque and Associates has grown its business to 25 employees and \$2.1 million in revenue. In 2007, Hoque is confident that the company will reach its goal of \$2.5 million in revenue.

Whether good times or bad, Hoque & Associates has always believed strongly in giving back to the community. Hoque leads the way, serving on the City of Chandler Housing Commission, working with refugees from overseas and participating as a member of the Society of Engineers.

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**MARICOPA
COMMUNITY
COLLEGES®**

SBDC

**2400 North Central Avenue, Suite 104
Phoenix, AZ 85004
480.784.0590**

GOOD ADVICE

"Business is business but they need to focus on their contribution to the community."

SECRET OF SUCCESS

"My secret of success is just to be yourself and be humble. Be humble and truthful."

NAME OF BUSINESS
Hoque & Associates, Inc

NATURE OF BUSINESS
Civil, Geotechnical, Material and
Environmental Engineering Firm

OWNER
Enamul Hoque

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BUSINESS STRUCTURE
Arizona C-Corporation

YEAR BUSINESS BEGAN
1997

EMPLOYEES AT START-UP
3

EMPLOYEES IN 2006
23

FIRST YEAR REVENUE
\$300,000

REVENUE IN 2006
\$2.1 million

2007 REVENUE FORECAST
\$2.5 million

START-UP CAPITAL
\$26,000

SOURCE OF INITIAL CAPITAL
Family borrowing

2006 LINE OF CREDIT
\$90,000

SBDC COUNSELOR
John Snodgrass

