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Successful Trucking Firm and Strong Community Advocate

By Yordanos Dejen and Todd Kyger

Michael Gregory Sr., President of HVYW8 Trucking, Inc., uses his hard-won experiences to empower other local truckers and help mentor them along the way. Michael and Tricia Gregory, husband and wife team and business partners, are the embodiment of the saying, “*lift as you climb*”, and have instilled that principle into their business practices.

Prior to starting HVYW8, Michael was a mentee himself, having received guidance from others, such as Charlie Walker, CEO of the Bayview trucking company, Walker Trucking Co., who taught him some of what to expect when owning a trucking company, and who pushed him to make a leap into starting his own business in 2001. Dan Boardman, President of Bode Concrete, also gave Michael insight into the power of advocacy. It was Boardman who was influential in advocating for District 10 minority-owned trucking companies on projects with the Port of San Francisco.



Fast forward to the outreach that was conducted for the SFPUC-facilitated townhalls that were presented in District 10 for the community to learn about the agency’s upcoming projects, and HVYW8 says, “*We’re grateful to the SFPUC and Bonner Communications. We wouldn’t have known about these [upcoming] projects if it weren’t for Bonner coming into the community and telling us.*”

When the SFPUC held these townhalls for projects happening in Michael and Tricia’s neighborhood, HVYW8 made a concerted effort to ensure the prime contractors met and worked with local truckers. Through their experience advocating alongside Boardman, as well as Michael and Tricia’s own firsthand experience on other projects, HVYW8 knew that they needed to be vocal advocates for their community, and to make sure trade package prime contractors didn’t relegate local trucking firms to only certain portions of the work. There was a strong desire and ability among the local truckers to perform a larger percentage of the project’s overall trucking. This was the one of the main catalysts for HVYW8’s advocacy, and Michael and Tricia did some due diligence through the SFPUC’s Contractors Assistance Center to learn more about the projects. From there they were able to connect with one of the subcontractors on the project, RDJ Enterprises, who was principally responsible for helping to coordinate with local District 10 LBEs and businesses, and to help inform the project management team’s cohesive subcontracting strategy to utilize a representative number of D10 LBE trucking firms on their project.

HVYW8 understands the power and value of mentorship and the benefits of “*lifting as you climb*”. Michael is proud to be able to pay it forward, in addition to continuing his advocacy work and making sure the City delivers on its promise to provide opportunities to small, local firms on its public works projects. He’s working towards establishing a trucking school for men and women from the D10 community who were formerly incarcerated and now want to launch a trucking career of their own, which Michael can attest to, is both rewarding and profitable when given an opportunity.