

2010 Oklahoma Small Business Person of the Year

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Phil G. Busey's phenomenal climb to success was achieved in just eight years. In 2002 he created the Delaware Resource Group (DRG) with one other employee. That same year, his Oklahoma City-based company was awarded its first subcontract to support the U.S. Air Force's E-3 AWACS Mission Crew Training program at Tinker Air Force Base. Overnight the company grew to 95 employees. Today, Busey's business boasts a 1000 percent growth with 235 employees and sales in excess of \$24 million. The company has expertise in industries such as aerospace, defense, oil and gas, and manages contracts in six states including Alaska and Hawaii.

A member of the Cherokee Nation and Delaware Tribe, Busey practiced law as a partner with several firms, and served as general counsel in a number of commercial enterprises, before living his dream of running his own business. Early on, he developed a long range approach that DRG would walk before it ran. The first years of operation were focused on subcontracting roles and building government contracting expertise. The company hired retiring government contracting professionals to mentor other employees, and employed a philosophy of participation and open communication among senior staff and management.

In 2007, using project management experience gained from Department of Defense contracts, the company expanded into the oil and gas industry. They were selected by Marathon Oil Company to provide field service operations in the Powder River Basin, Wyoming. DRG assumed a 65-person field service unit for coal bed methane gas extraction and acquired over \$5 million of equipment and vehicles. DRG improved performance for Marathon, with assets exceeding record production amounts, improved employee retention, and safety and quality systems, while providing substantial cost savings. Marathon named DRG the 2008 "Living Our Values" National Diversity Supplier of the Year in recognition of their outstanding performance.

In 2008, Busey's business was awarded a five-year contract by the Air Force as the prime contractor for the E-3 program with Boeing subcontracting. That same year, the Department of Defense recognized DRG with the "Patriot Award" and the "Above and Beyond Award" for their support of employees serving in the National Guard.

Busey believes diversification of DRG's customer base enabled it to remain virtually untouched by the economic downturn and is essential to its future growth. DRG is continuing to expand by offering seminars in management, communication and leadership to a wide variety of students, both in the military and in private business.

Over the past several years, DRG has been recognized as one of the fastest growing companies in America by INC. 500. The company was honored by the Oklahoma Minority Supplier Development Council as the Small Minority Business Supplier of the Year for 2008, and has been named to the Oklahoma City Chamber Metro 50 three times since 2005.

Busey and Cathy, his wife of 30 years, are both alumni of Oklahoma City University (OCU). They believe the primary mission of a successful business is to give back to the community. They fund annual minority scholarships to the OCU Meinders School of Business. Since 2006, they have sponsored and hosted three summits on Oklahoma Business at OCU and in 2005 and 2006 offered, with VA sponsorship, two summits for minority veteran-owned businesses. In 2008, they created the Busey Leadership Institute at Meinders.

In 2009 OCU faced a funding shortfall. The Busey's met the need by personally sponsoring over 25 OCU students to attend the World Business Forum in New York City. Also, Busey writes a weekly column for the *Edmond Sun* and has written over 100 columns, article and editorials for various publications and magazines.