

Building Tradition

Commercial | DIMARCO CONSTRUCTION CO. INC.

DIMARCO CONSTRUCTION CO. HAS GROWN INTO A HIGHLY SKILLED GENERAL CONTRACTOR WITH A DIVERSE PROJECT PORTFOLIO. BY ERIC SLACK

Family owned and operated DiMarco Construction Co. was founded in Pittsburgh in 1980. The company began as a small masonry and concrete contractor specializing in residential renovations and driveways. DiMarco Construction quickly distinguished itself from the competition by providing customers with a higher-quality and superior finished product.

"The cornerstone of our reputation is our insistence upon honesty and integrity when dealing with customers," President Phil DiMarco says. DiMarco founded the firm along with his father, Domenic, a veteran of the construction industry and a highly regarded brick mason. "We galvanized our reputation by providing high-quality work that was done with skill, craftsmanship and integrity. These steadfast principles helped the company steadily grow in its initial years."

Internal Strengths

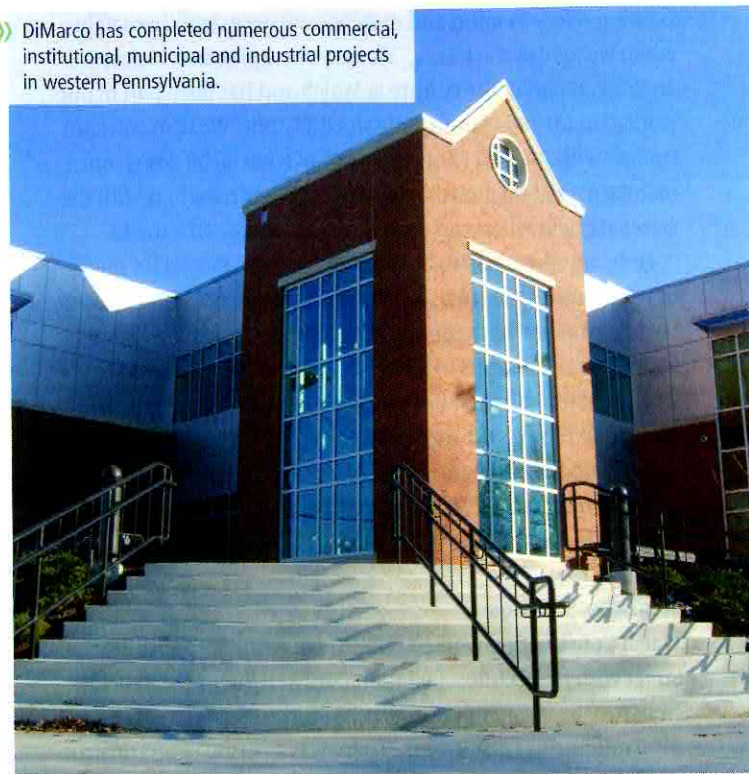
DiMarco Construction has evolved from a small residential contractor to a mid-sized general contracting firm that has completed numerous commercial, institutional, municipal and industrial building projects throughout western Pennsylvania. Its typical workforce averages between 50 and 60 tradesmen, and the company is fully bonded and capable of handling projects in excess of \$25 million.

One of the elements the company is most proud of is its in-house capacity to perform the majority of the general trades using its own workforce. As a union contractor, DiMarco Construction has the ability to man large-scale projects with skilled tradesmen as needed. DiMarco also owns and operates its own equipment fleet, which is valued at more than \$2 million.

The company has completed building projects that primarily consist of new buildings or renovations of office buildings, schools, religious facilities, retail stores and a multitude of municipal and industrial structures. DiMarco Construction recently expanded into the energy market, having completed water treatment facilities and heavy foundation structures for the coal, oil and gas exploration industries.

"Our clients traditionally contract us because of our in-house capability to self-perform the work and our impeccable reputation of completing complex work with demanding schedules," DiMarco says.

» DiMarco has completed numerous commercial, institutional, municipal and industrial projects in western Pennsylvania.



DiMarco Construction Co. Inc.

www.dimarcoconstruction.com

- Annual revenue: \$30 million
- Headquarters: Pittsburgh
- Employees: 50-60
- Specialty: General contracting

"The cornerstone of our reputation is our insistence upon honesty and integrity when dealing with customers."

- Phil DiMarco, president

The company's core competency since its inception has been concrete work. Its background in executing high-quality concrete finish work and extensive experience in forming complex structures have distinguished DiMarco from competitors for de-

acades. DiMarco Construction also utilizes a sizable crew of carpenters for self-performing wood and metal framing in addition to complete drywall and interior ceiling systems, and it has a complete in-house crew dedicated to excavation and sitework.

"It is unusual for most construction companies to self-perform a multitude of trades in-house," DiMarco says. "But this has given us our competitive edge over the competition. We control every aspect from the ground up. Quality control and proper managing of a project can sometimes be tedious and difficult when dealing with outside subcontractors. But by self-performing a majority of the work, we have become an industry leader by guaranteeing a quality finished project for clients within difficult scheduling constraints."

Pursuing Opportunity

Today, DiMarco Construction continues to grow after three decades in the Pittsburgh construction market thanks to its longstanding guiding principles. But it also continues to invest in new equipment and technologies to pursue growth and maintain a competitive edge. Having the latest equipment also ensures that employees will be safer. Additionally, the company is in the process of expanding its office and equipment facility to a new, larger location in 2016, which has become a necessity due to increased volume, a growing workforce and equipment acquisitions.

Although the company possesses many internal capabilities, it does strive to maintain strong vendor and supplier relationships. It says it has a strong reputation in the industry for paying on time and being fair and reasonable.

"We train our vendors to meet our unique needs and we remain loyal to them by giving them consistent work and business," DiMarco says. "We don't expect something for nothing and recognize that our vendors are in business to make money as well. Our subcontractors and vendors, in return, offer us discounts and better pricing, helping us secure better price quotes on bid day."

Among the current trends facing DiMarco Construction is a growing scarcity of premium talent and skilled workers. It is no secret that the construction industry is seeing a large-scale labor shortage, so obtaining skilled labor from the small existing pool and attracting younger talent is essential for the company to bid a diversity of work. Fortunately, DiMarco Construction is able to train inexperienced workers in-house because it actively self-performs the majority of its work.

"We have made major investments in the hiring of younger, inexperienced workers and training them ourselves," DiMarco says. "Companies in recent years have chosen not to train workers in-house because of cost. But as talented skilled workers become harder to find, the cost of developing and obtaining the skills needed are critical to the company's success."

Another issue facing the construction industry is the fact that many construction companies rely solely on a specific type of project. DiMarco Construction has traditionally been able to perform a diverse array of construction projects, allowing the company to adapt and pursue different sectors of the market if any specific segments of the industry are in flux.



» DiMarco Construction has the in-house capacity to perform the majority of the general trades using its own workforce.

"Prioritizing our efforts to develop our workforce and expanding our marketshare are key goals for DiMarco Construction moving into the future," DiMarco says.

With a strong history behind it, DiMarco Construction is confident that a prosperous future lies ahead. Phillip's son Domenic DiMarco II recently joined the company as a third-generation owner, with the expectation that he will one day lead the company to further growth and expansion based on the principles that have always defined DiMarco Construction. ♦

Murin & Murn, Inc.

EXCAVATION
LANDSCAPING
PAVING

Chuck Murn & Mike Murin
Owners

234 Oak Way, Glassport, PA 15045
Phone: 412-896-0031 Fax: 412-896-0033