



The Way at Carney

John 14:6 "I am the way, the truth, and the life"

Standards are high at Carney.

The company's principles aren't just about the craftsmanship applied to painting and other contracting services.

From day one, employees are expected to behave honestly and to act with integrity. After interviews with both the contractor's owning and managing partners, every employee is schooled thoroughly in the company's distinct brand of craftsmanship. They're also groomed in interpersonal skills and expected to apply them on the job.

Honesty and integrity aren't just part of the company uniform they wear from 9 to 5; every Carney employee is expected to display integrity both on and off the job. The motto "faith based, straight laced" means that Carney endeavors to keep all of its job sites free of both drugs and alcohol.

To Carney, it's not only about craftsmanship. It's about character.

In its brief three-year history, Carney Painting has established an impressive record.

The fledgling painting and general contracting firm has completed projects for Nestle Waters, Chick-fil-A, Gap, H&M clothing stores. They also finished 50 refresh jobs for Bob Evans Restaurants in seven different states. In 2013 alone, the Philadelphia area contractor wrapped up more than 30 commercial jobs.

When Mariner Finance cuts the ribbon on its new corporate headquarters in June, Carney will have completed their biggest accomplishment to-date. The 69,000-square foot space in White Marsh, MD, — which more than quadruples office space for the consumer loan company — also sets the record as Carney's largest renovation project, giving them a paycheck of over \$1M.

Company founder Michael Carney attributes the company's success to its highly trained professionals, a focus on establishing strong client relationships, and to an emphasis on fair pricing, accountability, and communication.

"A company's reputation is built one project at a time," says Carney. "That's why we maintain a dedication to honesty, to integrity, and to quality. It's why we stress the importance of both good communication on the worksite and of quality craftsmanship. Establishing and holding to these high standards in our work and in the work environment pays off for both our clients and for our employees."

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Importance of communication

Nowhere is the emphasis on communication more evident than in Carney's decision to put a project manager on each job. While the project manager handles purchase and change orders, they also function as the Carney's liaison with the client. They ensure that client feedback is valued and used to steer efforts, whenever possible. The PM also helps clients to understand aspects of the project that they might otherwise miss.

If you want to find one of Carney's project managers (PM) on a job site, don't spend all of your time looking for the guy with a clipboard or a punch list,

or searching for the one delegating tasks. While Carney's PM's do handle these duties, they are just as likely to roll up their sleeves and get a job completed. The company favors having working leaders who are educated in people and management skills, and experienced in all fields that apply to the scope of their work.

In addition to improved communication, having an on-site PM offers a number of benefits. Customer satisfaction is enhanced and clients who have a single point of contact sense the improvements in communication. In addition, satisfaction improves simply because of the PM's focus on getting work done on time and within budget. A resident PM also helps to minimize risk by noticing red flags while problems are still small and manageable. And since Carney's PM's have the authority to make

decisions, informing a PM about an issue brings quick resolution. A veteran PM who knows his way around projects also can ensure consistent quality, simply because he's been there before.

Quality and self-performing work

Carney attributes their ability to produce high-quality jobs to an emphasis on doing the work themselves rather than relying on subcontractors.

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"Contractors who self perform regularly spend years developing and training a strong crew of professional craftsmen and project managers whose approach to their work is in line with their own," wrote Mike Bolen, CEO/Chairman of McCarthy Building Companies, one of top commercial builders in the U.S. "By contrast, in a busy construction market a subcontractor may be too stretched to put their best people on all of their projects, and a broker will not be able to control these personnel choices."



Carney reports that using their own crews promotes safety and aids efficiency, which is especially important with fast-track projects. The time normally required to obtain, orient, and train new subcontractors is minimized.

"Self performing our work helps to eliminate subcontractor delays, which are often difficult to make up later," says Carney's website. "In addition, with fewer layers of bureaucracy and red tape, self performing enables us to expedite change orders promptly and punctually."

Benefits of using a local contractor

As a local contractor, Carney offers pricing advantages that are not available from national chains. In most cases, national chains standardize prices across the country, giving a local firm a distinct pricing advantage.

As local contractors know the importance of word-of-mouth advertising, it's frequently easy to find a company with a reputation for high-quality work.



Carney Painting and Contracting is an experienced contractor

Offering a variety of services that can help our clients save time and money. Headquartered in Philadelphia, we service locations from Maine to Florida, and several adjacent states.

Our commercial and residential services include:

- Interior and exterior painting
- Production painting and roll-outs
- Staining
- Carpentry (restorations, repairs, and new installs)
- Drywall and plaster (repairs, installs, expert finishing)
- Installation of molding, chain rail, and baseboards
- Decorative faux finishing
- Wall covering removal and installation
- Door and window replacement
- Woodwork stripping and refinishing
- All types of restoration, remodeling, and repair

We specialize in:

- Rollouts
- Restaurants
- Commercial Towers
- Churches
- Enclosed Malls
- Refreshes
- Residential Apartment Buildings
- Retail Department Stores
- Mixed Use

For information, calls us today: 1-866-628-9196
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