

The Business of the Month

"McCluskey Construction Management"

Tim McCluskey, Owner

Give us a brief description of your business.

I do all phases of residential remodeling from finished basements, kitchens, and full additions.

How long have you been in business?

I've been in business for myself since 1988.

How do you get started?

Working for Lee Kennedy Co. in Boston as a laborer on commercial jobs and then as a union carpenter until 1988 when I got married and started my own business. I've been doing it ever since.

What should people know about your business?

That my business comes from referrals. I've never advertised my business in 20 years. All my work comes from people I have worked for in the past. Those people are the ones that keep me busy these days.

What's the best advice you every received?

Always treat people the way you would want to be treated your self. Call people back when they have a problem even if you don't want to and do your best to fix the problem.

Tell us a memorable story about your business.

In 2005 we were featured on NECN "New England Dream Home" for an addition we designed and built on Main Street in Norwell. On certain days, we would have to ready for the film crew. It was fun to see ourselves on TV.

Tell us about a mistake you made in business. What did you learn from it?

At one time, I had too many people working for me and my job suffered because of it. I lost control of the work being done for me. I got the phone calls while my guys were home sleeping.

If you could wave a magic wand and make any change in your industry that you wanted, what would it be?

Sometimes people stereotype contractors in a bad way. A lot are church-going family guys who try and live a clean life. Some of the shady contractors give the rest of us a bad name.

What's the best thing about your job?

Never doing the same thing twice and always going somewhere different. I've done jobs from Nantucket to New Hampshire. It's never the same old thing. I also enjoy the challenges of remodeling and designing new spaces.

So, how's business these days, anyway?

I have had to scale down my business like everyone else but I think the good thing about this economy is that all the people that are looking to get work done are getting very good service and prices from contractors. I'm in a good position with the shop. The job I am doing in Duxbury now, I saved the customer over \$2,500 by supplying all the doors and windows from the Builders Surplus Shop. If people are flexible, they can save a lot of money.

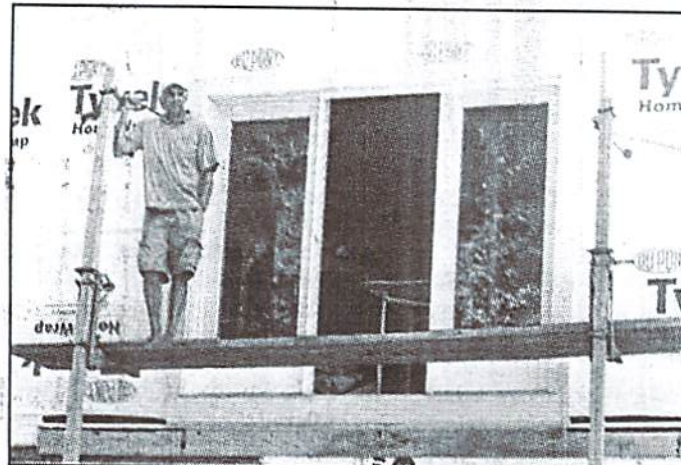


STAFF PHOTO/CHRIS BERNSTEIN
Builder Tim McCluskey with a recent addition and remodeling job.

**To reach McCluskey Construction
Management**

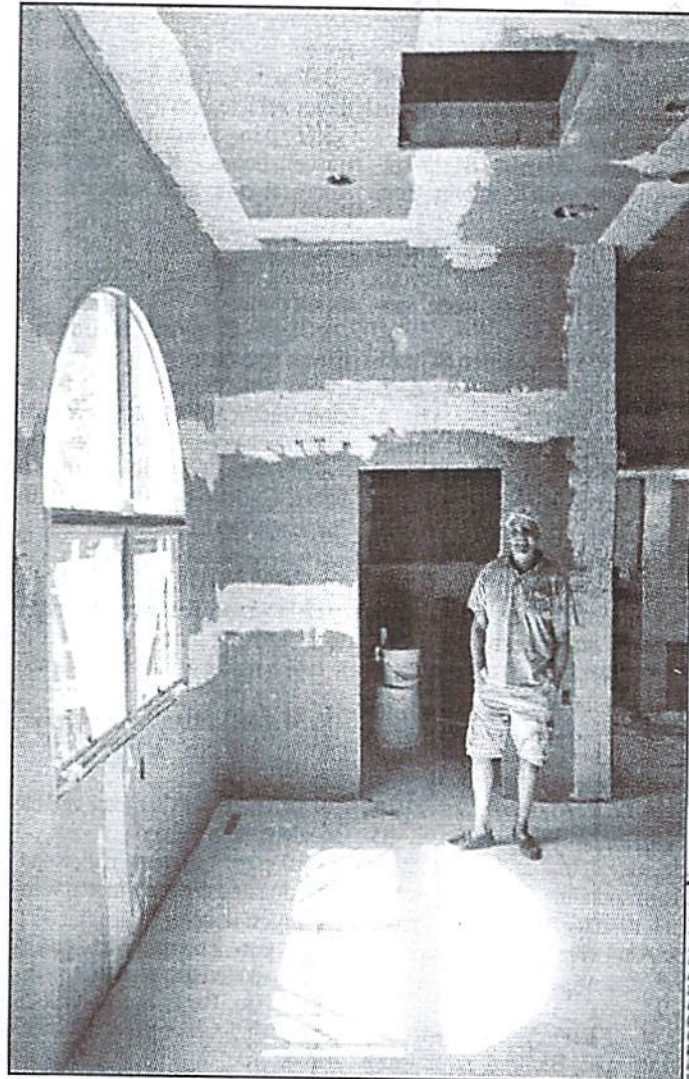
Call 781-934-5022 or
781-249-0507

You can also find them on the Web
at www.mcluskeyconstuction.com



STAFF PHOTO/CHRIS BERNSTEIN

**Builder Tim McCloskey with a recent addition and remodeling
Job. Builder Tim McCloskey with a recent addition and remodeling Job.**



STAFF PHOTO/CHRIS BERNSTEIN

**Builder Tim McCloskey surrounded by brand new blue board interior
work at a recent addition and remodeling Job.**