

## Home improvement firm building on 2014 growth

The Penfield company has 24 workers and its own plumbing division

By **ANDREA DECKERT**

The local home improvement business has paid off for DeRisio Construction Inc., with the firm logging annual sales in 2014 that were twice as high as those in 2013. Company officials expect 2015 to be another year of growth.

Nick DeRisio, owner and president, attributes the firm's success to hard work, experience, attention to detail, fair rates and a focus on customer satisfaction.

"It's the DeRisio difference," he said.

His interest in home improvement projects started when he was a youth working alongside his grandfather, the late Dominic DeRisio, in his wood shop.

What started out as a pastime became a business for Nick DeRisio, who formed Nick DeRisio Custom Carpentry in 1999 at the age of 19.

For the first few years, he fabricated furniture and worked on kitchens and decks while earning an undergraduate degree in construction and a master's degree in education. After graduation, he continued to run the business while teaching. Then, in 2008, he rebranded the firm as DeRisio Construction, a name he felt better communicated the scope of the firm's work.

The business is located on Empire Boulevard in Penfield and now has 24 workers, including a licensed plumbing division, DeRisio Plumbing LLC.

The company does kitchens, baths, additions, windows, deck, custom woodworking and general improvements. It serves customers throughout Monroe and neighboring counties. DeRisio estimates 90 percent of the company's work is residential, with the remaining 10 percent coming from customers in the light commercial field.

All work is done in-house, which he believes ends in a well-planned and well-designed project through an organized process.



Photo by Kimberly McKinzie

**Nick DeRisio, owner and president, started his business in 1999 at age 19.**

With all the growth over the last few years, the firm's hourly rate has changed very little. DeRisio largely attributes that to buying supplies in bulk, directly from the manufacturer.

"That reduces costs significantly," he said.

Its customer base is growing annually, DeRisio said, and the firm's growth is largely due to repeat business.

DeRisio Construction is renovating a U-shaped brick ranch on Lake Ontario for Michele Harnischfeger and her husband.

She interviewed three contractors before going with DeRisio and is happy with her decision. DeRisio was personable, and he gave tips and ideas as to what would work best in the house.

Harnischfeger also praised DeRisio's crew, and said being able to use one company for the process has helped move the three-phase project along in a timely manner.

DeRisio said the challenge now is keeping up with the demand. The increased work led DeRisio to increase his headcount by five people last year. He is looking to expand into a larger space.

He expects sales to continue to climb, noting sales in the first quarter have surpassed those for the quarter in 2014.

"My company has grown more than I ever anticipated," DeRisio said. "It's amazing with the right recipe what you can accomplish."

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