

# ALAN JESKEY BUILDERS



The Ponderosa and Jones Office Complex and the Red Rock Building Complex (inset) are just a couple of examples of projects by Alan Jeskey Builders Inc.

## Expect what you inspect. Do not assume.

### Since 1989, Alan Jeskey Builders Inc. has had a solid reputation for

quality construction. Long-time residents, Alan Jeskey, president, and Curtis Cummings, CEO, own the company and both are actively involved in daily operations.

“We take pride and personal interest in our projects and customers. Our team of highly qualified employees sees that what is promised is always delivered,” said Alan Jeskey.

As the company quickly approaches the milestone of 20 years in business, there are many exciting projects to reflect upon — projects like the construction of banks, credit unions, offices, warehouses, taverns, restaurants, retail centers, medical offices, laboratories and many other types of buildings. The kind of projects they build always depends on what the customer needs. A strong aspect of the Alan Jeskey Builders’ philosophy is that they take their customers’ decisions seriously and welcome feedback throughout the entire building process.

“We welcome our customers’ ideas and involvement. We operate under a project-team model, and experience has shown that one size does not fit all. Each project has unique qualities, so we assemble a team to deal with individual needs,” explained Cummings.

AJ Builders is a conscientious builder and competitively bids on new projects. Throughout the years, their service has far exceeded conventional expectations and has made them an important player in the design/build industry. AJ Builders offers a number of services including site selection and assessment, predesign and feasibility assistance, off-site to final-building design, systems

evaluation, cost/benefit analysis, value engineering, due diligence, permitting and construction. They also have local banking relationships and routinely introduce customers to reputable lenders.

AJ Builders recommends that prospective clients involve them in the very early stages of their project so they can capitalize on AJ Builders’ expertise and know-how. Early involvement can save time and money and can help eliminate unnecessary aggravation.

Today’s competitive marketplace dictates that in order for a company to be successful, it must do more than just provide adequate service. It must excel in the job they do in addition to being more efficient than their competitors. The fundamentals of cost control, accounting accuracy, project management, quality, safety and warranty services are not just done, but are done well by AJ Builders.

“Efficiencies gained by doing the work well transcends into improved internal savings and reduced costs to customers. The reality is that we are looking for a fair return for our given level of risk, but understand that hitting the jackpot is not always a reality,” said Cummings.

“We develop relationships and treat our customers very

well,” added Jeskey. “Most of our business is earned the old-fashioned way because our customers keep coming back. Plus, they refer others they know. Most of our business is based on referrals...”

Well-designed, well-planned and well-managed projects are the most satisfying to the builder because they are, quite simply, the most fun to do. Aligning project expectations; identifying cost exposure in budgets; developing efficient, realistic schedules and management parameters all negate the opportunity for surprise. Unexpected costs impact someone — usually the owner — and no owner is happy to absorb the cost of unanticipated change orders, something that AJ Builders keeps to a minimum.

“Change orders occur on construction projects but we do not like them. We do not like presenting them to owners or subcontractors because they almost always affect efficiency,” Alan Jeskey said.

In addition to controlling construction costs, AJ Builders takes pride in not only a job well done but in completing a job ahead of schedule. They know the danger that assumptions can bring to a project.

“We have a saying within the company, ‘Expect what you inspect. Do not assume,’” said Jeskey.

Words like integrity, quality, trust and value are easy to say but tough to deliver. Alan Jeskey Builders has successfully delivered those concepts and has withstood the test of time. In such a competitive market, 20 years of constructing quality buildings proves they are among the best local contractors in the business not only today but for years to come.

### AT A GLANCE

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