



Project Type: Renovation

Delivery Method: Negotiated Guaranteed Maximum Price (GMP)

Cost: \$0.5 Million

Architect: Steckel-Parker Architects

Project Goals:

- Renovate 10,000-square-foot showroom
- Build out warehouse space
- Remove large wall and two cinder block rooms
- Modify overhead doors to increase size

Roofers Mart

Springfield, Illinois

As vice president of branch operations, one of Jared Cruzen's job responsibilities is opening new locations for Roofers Mart, a national supplier for professional contractors.

His most recent opening, with construction by O'Shea Builders, is a highlight over his 10-year career with Roofers Mart.

"This was my sixth time remodeling an existing building or moving to a new one, and it was the smoothest experience I've had," Cruzen said.

Based out of Shrewsbury, Mo., Roofers Mart offers a full line of exterior products and materials for contractors. In 2018, the company acquired a property in Springfield, Ill., on Clearlake Ave., to operate a new distribution branch.

The property needed a major overhaul, and it didn't take long for Roofers Mart to decide to contract with O'Shea.

"Henson Robinson Company (a Springfield-based contractor specializing in heating, cooling and other systems) is a customer of ours; when we asked them who they would recommend to do the work in Springfield, there was no list. O'Shea was the one name they gave us," Cruzen said.



THE CHALLENGES

The renovation for Roofers Mart included a 10,000-square-foot showroom, with a new breakroom and updated finishes throughout. The building needed substantial modifications to fit the company's needs.

"We basically did a full interior gut and a build-out in the warehouse area," Cruzen said. "We did have to knock down a wall and take down a couple of cinder block rooms. We also had to make modifications to the overhead doors to increase the size."

Roofers Mart's biggest concern for the project was a tight timeline. That challenge was exacerbated due to a 30-day delay caused by the property's environmental report.

"Despite that, O'Shea was able to deliver to us on time. We were definitely happy with that outcome," Cruzen said.

"We wanted to be ready to open the first day in April; that was a deadline we had pinned on the calendar back in November (2018). Every month that goes by that we couldn't be open, we are paying the cost but not reaping the rewards from sales. So having a facility up to code is critical for us. O'Shea delivered on that timeline, even with a delay in starting."

"I would absolutely recommend O'Shea to anyone. If possible, they would be my first choice for my next project."

— Jared Cruzen
Roofers Mart Vice President of Branch Operations

THE OUTCOME

The finished product is a beautiful facility that provides Roofers Mart with a robust branch to serve Central Illinois-based clients in the roofing and housing trade industries.

"O'Shea offered insights, efficiencies and ideas, rather than just looking at me and asking 'what do you want to do?'," Cruzen shared. "Between O'Shea and our architect, it was the best combination we've had for any projects I've been involved with."

Being located in the St. Louis region, Cruzen could personally only visit the job site once a week. He notes that he was extremely impressed by O'Shea's communication throughout the project.

"From a standpoint of communication, O'Shea was the best contractor I've ever worked with," he said. "I couldn't be there every day, but I got regular updates on the process."

When he was able to see the site in person, he was pleased.

"I've been on other job sites where there are soda cans and Styrofoam cups laying around, but each time I came, I never felt that it was untidy," he said.

Maintaining the project's tighter timeline was due to diligent project management, communication and high level of production, Cruzen said.

"We had a good planner running the project," he said. "There is a delicate balance with having multiple trades and not stepping all over each other, and O'Shea was able to pull that off. There was almost no lag time with various contractors, but they weren't on top of each other either."

O'Shea's post-project process "speaks volumes about the type of company O'Shea is," Cruzen said. He gained appreciation for O'Shea's emphasis on customer satisfaction and high construction quality as he was invited to meet with O'Shea staff to discuss the project.

"I would absolutely recommend O'Shea to anyone. If possible, they would be my first choice for my next project," Cruzen said.

"Aesthetically, our new facility has exceeded my expectations. We had an engaged architect and engaged construction team. I've opened up six new facilities now, and this is the best-looking one we've got."