

hanley wood

Remodeling

Tom Sertich, Julie Sertich

Kirk Development Co., Phoenix, AZ

Award category: Market Wise
Speciality: Design/build remodeling
31 years in business
2007 volume: \$3.7 million
Staff: 9 office, 8 field



Credit:

Julie Sertich's father, George Kirk, was named to the Big50 in 1987, but the similarities between the current Kirk Development Co. and the one that Tom Sertich took over seven years ago — after serving as general manager for the previous six — pretty much end at the company name. It's now a design/build firm, for starters, and brings in between three and four times the revenue that it used to, while maintaining profitability.

The Sertiches credit much of their success to the employees, but they deserve plenty of accolades themselves for finding those people and keeping them.

Kirk Development Co. employs seven people who have owned their own contracting companies, and a handful of local industry leaders. The current president of the Greater Phoenix National Association of the Remodeling Industry chapter works there, and the team includes three who have formerly held that title, including Tom himself.

It's no surprise that so many industry leaders come to work there: The company has appeared on *Professional Remodeler* magazine's list of best remodeling companies to work for. Bonuses for under-budget jobs, and 401(k) plans are standard.

- Hayden Alfano