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Construction needs manager
Energy-efficient jobs a specialty

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By Tendai Musakwa
For The Poughkeepsie Journal

Hammering away at floorboards and mixing cement all day long might not be everyone's cup of tea.

For Joseph Malcarne, owner and president of residential construction company Malcarne Contracting Inc. of Staatsburg, however, construction work has a hands-on appeal.

"The thing I like about construction work is building. When you're building anything, you see it take shape. It's practical, it's real and it's an accomplishment you can see at the end of the day," he said.

Malcarne is responsible for overseeing the sales, marketing, finance and human resource functions of Malcarne Contracting.



Lee Ferris/Poughkeepsie Journal
Construction manager Joseph Malcarne enjoys the hands-on part of his profession.

Construction managers like Malcarne also plan, direct and implement projects and oversee their organization, scheduling and implementation, according to the New York state Department of Labor.

According to the department, experienced construction managers in the industry earn an average \$142,920 per year.

Unlike your typical company president, Malcarne very much enjoys the physical part of construction work, although he said he is trying to get more involved in the running of his business.

"I'm trying to focus more on being president of the company, rather than being out there swinging a hammer or running a bulldozer."

Position is in demand

According to the Department of Labor, there are 21,070 construction managers employed in New York state and managers are in demand, with job openings increasing at a rate of 224 new each year.

Malcarne Contracting, in addition to routine construction work, specializes in energy-efficient housing and is a certified Energy Star Home partner.

"An Energy Star partner is a company, or business, that supports the Energy Star program by promoting energy efficiency," according to Maria T. Vargas, an Energy Star representative. Energy Star is a United States government program to promote energy sustainable consumer products.

All of Malcarne Contracting's construction is done in an environmentally conscious manner, Malcarne said.

Construction manager

Profile

Name: Joseph Malcarne.

Age: 35.

Job Title: Owner and President, Malcarne Contracting Inc.

Years on the job: 11.

Education/ Training: Bachelor of mechanical engineering, Brigham Young University, Provo, Utah; Home Energy Rating System Program rater; Building Performance Institute certified Building Analyst, Shell Specialist and Heating Specialist; Energy Star certified Universal Air Conditioning Technician; on-the-job training

Job facts

Training: Most construction manager occupations require a four-year bachelor's degree.

Earnings: Average earnings were \$66,700 for entry level workers and \$142,920 for experienced workers.

Source: New York state Department of Labor

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The number of green homes - defined by McGraw-Hill Construction as homes built with a commitment to sustainability - built and sold in America is increasing. In a report, McGraw-Hill said the market for green homes is expected to rise from \$2 billion to \$20 billion over the next five years.

Standard homes are also becoming increasingly green, with homeowners using environmentally conscious materials for 40 percent of their remodeling work.

Malcarne has taken advantage of the trend, establishing a business that handles 200 to 300 construction contracts per year.

How exactly did Malcarne build such a successful company?

"Adhering to the old-fashioned values of hard work and integrity and, of course, using the latest technology that is available today," he said.

Plus, he heeded the advice from his father.

"Fundamentally, the best training I received for being an entrepreneur was from my father, who basically taught me that I shouldn't place any limits on myself. People are limited by and large by what they say they can or cannot do," Malcarne said.

Part of Malcarne Contracting's success also lies in good customer service.

According to the Better Business Bureau, the company has properly addressed all complaints from customers in its 11-year history and has had no complaints filed against it in the last 36 months.

Enjoying job is a plus

Malcarne, who started his own construction projects at age of 15, also attributes part of his business success to his fascination with construction work.

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"Construction is the love and passion of my life. My job is fun and I enjoy it very much. There are certainly challenging times, but by and large, every day I look at the clock and think, 'Oh my God, time is going too quickly.' The days just fly by for me."

Malcarne said he is fortunate to have his wife, Jennifer, to help him with advertising and marketing.

Malcarne and his wife also take care of five children, ranging from 3 months to 7 years.

"Raising five children is difficult but it is very fulfilling; they keep us on our feet," Jennifer Malcarne said.

Joseph Malcarne is also president of the Energy Conservation Group of the Hudson Valley, chairman of the Town of Clinton's zoning board of appeals and executive secretary of the church he attends.

In spite of this, he manages to make time for his family.

"Joseph is very conscious of spending time with his family. We work together to make sure that the family is our biggest responsibility," Jennifer Malcarne said.

Tendai Musakwa is a Journal intern. Reach him at tmusakwa@poughkeepsiejournal.com or 845-437-4810.

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