

THIS WAY FORWARD

THE BUILDING BLOCK



This 76,000 square-foot office building is part of the **InterPark Office Campus** in Parsippany. Corporate Contracting, Inc. has a longtime relationship providing construction services for the project's developer, Commercial Realty Group.

Corporate Contracting, Inc. Thrives

>>>Mike Walsh has built a reputation for being hard-working and honest.
By George N. Saliba, Managing Editor

For Michael J. Walsh, president of Morris Plains-based Corporate Contracting, Inc., construction is a passion. It allows him to create things, solve problems and say that “each day is different.” Corporate Contracting, which handles everything from interior office fit-ups to projects that start from scratch, has evolved over the past 18 years into a company that had gross revenues in excess of \$14 million in 2008.

Walsh attributes his success, in part, to his integrity: “In this particular business, the other guy that goes for the low bid is usually playing a game in which during the rest of the job he wants to change orders, etc. He has someone over a barrel, for use of a better term. I’m exactly the opposite. I’ll actually tell a client up front what all the potential problems are and what those problems might cost, so there are no surprises. I do that for the client – and also for selfish reasons – because if I don’t give the client all the information, it would be perceived at

the end that it was left out on purpose. [My way] has cost me some jobs because sometimes it is just about the dollar number [that is presented], but I think it is the only way to do business. I think my integrity has helped me with my long-term relationships; people know that when I say something, it’s going to happen.”

For Walsh, one showcase Corporate Contracting project includes the 40,000 square-foot, state-of-the-art television studio for the Major League Baseball network (MLB) in The Meadowlands. With studio sets resembling ballpark décor, the MLB broadcast headquarters telecasts baseball games and other Major League Baseball pro-

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gramming to worldwide audiences.

Of course, across the United States, the office, industrial and residential real estate sectors have been hit hard by the recession. Walsh says he was pleasantly surprised, however, that his firm’s 2008 revenue exceeded that of 2007. Overall, many landlords have been performing capital improvement projects during these economic doldrums including lobby, restroom, hallway and parking lot renovations; they want their properties to look better than their competitors’. Moreover, the economy has warranted companies moving to smaller spaces with less expensive rents. This brings work to the 21-employee Corporate Contracting. Also, Walsh credits his unique relationship with Commercial Realty Group, a multi-faceted real estate organization, with providing an opportunity to understand the wide spectrum of real estate essentials.

Walsh explains, “We have fared rather well compared to others.”

Meanwhile, beyond being “brutally honest” with his clients, Walsh relates that he has a “sense of urgency that others don’t have.

“There is no nonchalant attitude in this company; if something is supposed to take 30 days to complete, it will be done in 30 days,” he says.

As for the future, Walsh can envision further expanding projects’ size and scope.

He says, “There might be a skyscraper one day.” **NJB**