



# Pipino Builders

Paul D. Pipino Jr., CGP Member

**Success Magazine: Paul, you founded Pipino Builders in 2001. What was your experience prior to starting the business?**

Paul Pipino: As a kid, I worked for my father framing houses and remodeling during the summers and school vacations. After high school I worked for him for a little over a year before starting my own company.

**SM: How has your business grown and evolved over the past decade?**

PP: We started out as a subcontractor specializing in framing for other local builders. After three years in business, I began to build houses start to finish on spec while still framing and remodeling. In '09 I started planning my first subdivision that consisted of eight lots. We received our approvals earlier this year and have started building our first house in the new subdivision.

**SM: Pipino is a trusted name in construction. How have you secured your reputation in such a competitive industry?**

PP: We set an expectation before a project

begins. Then we try to exceed it. We do what we say we are going to do.

**SM: How have you differentiated yourself from other area builders?**

PP: We take a common sense approach to home building. We design and build our homes using the National Association of Home Builders (NAHB) National Green Building Standard. This incorporates a lot of common sense practices, and guides us to build not just a green home but a better built home.

**SM: What principles do you strive to adhere to daily? How have they helped you achieve success as an entrepreneur?**

PP: We believe in having a strong work ethic, education, and innovation. These kind of go hand in hand. Without the strong work ethic it would be impossible to keep up with educating ourselves so that we can be innovative and still get projects done. In order to be competitive and succeed in our quickly changing industry, we must stay on top of the newest practices and technologies.

**SM: What has been the most difficult challenge you have faced as an entrepreneur? How did you overcome the adversity?**

PP: The most difficult thing that I faced was being a newcomer in such an established industry. I was nineteen when I started Pipino Builders and it was a challenge for some to believe that I was as good as I was at what I do. I can remember being asked to frame the Builder Blitz house for Habitat for Humanity in '06. Joe Constantine, who never met me and was coordinating the on-site work, looked at me and said "You have only six hours to frame this you know." To which I replied, "We will only need five!" He later told me he couldn't believe we actually pulled it off in a little over four hours. Even though we had to move fast on that project we still kept our high level of quality from start to finish, as we do on all of our projects. It's that kind of action that helped build our reputation.

**SM: Why should a prospective client choose Pipino Builders to make their dream home a reality?**

PP: If a potential client is looking to build a new home or remodel and are interested in building a resource efficient, energy efficient, and water efficient project with better indoor air quality, they should choose Pipino Builders. It's what we do. We not only build the floor plan and finishes that our clients are looking for, we also incorporate these practices seamlessly into our projects.



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