

***Zerodraft's mission statement: Zerodraft uses modern building science and technology to improve health and safety, comfort, energy efficiency and durability of homes and businesses.***

Zerodraft of CNY/Capital District is a BPI (Building Performance Institute, Inc.) –accredited home performance contractor, whose crews are trained and certified by Canam, building envelope specialists. Canam is on the leading edge and one of the pioneers in the residential, commercial, and industrial building sciences. Matthew Mageean President of Zerodraft of CNY/Capital District chose Canam because of their reputation and their high standards; he feels the training they receive in air-sealing techniques and product knowledge will always give his company an advantage over their competition. “Our primary focus is on the health and safety, durability and energy efficiency of our customers’ homes and business,” says Matt. And, as a BPI-accredited contractor, Zerodraft can also offer many financial incentives to their customers through NYSERDA and the ENERGY STAR programs available in New York State. Some examples of these programs include low interest loans, grant money and 10 percent subsidy from the state. These incentives through the Home Performance with ENERGY STAR program account for approximately 50 percent of their work.

Zerodraft of CNY/Capital District is a small company focused on quality rather than on volume. They ensure their customers’ satisfaction first and foremost. Matt was quick to point out they have earned a stellar record with the Better Business Bureau, and have achieved a first-rate safety record. Many companies tout “referrals” as their primary source of new business. This may be so, but Zerodraft records such referrals and currently estimates 40 percent of their new business comes from customer referrals.

A challenge and specialty of Matt’s has been to always take on the tough jobs other contractors walk away from and finding a way to make them happen. He prides himself on fixing the difficult home performance issues found in apartment complexes and high-rise buildings, to name a few. To do this, he takes advantage of the latest technologies and equipment, as well as products and training. The company has invested appropriately to keep themselves at the forefront of the industry, such as with a new spray foam applicator truck for new construction and retrofit projects on homes and businesses.

On the sensitive side, Matt and Toni are supporters of the Syracuse Humane Association, CNY SPCA and Camillus Animal Shelter. Over the past 10 years, they have rescued many dogs and cats from abusive situations and have saved malnourished strays from the street. Even the staff at Zerodraft is witness to their kindness. The company has adopted two very special office staff: Zero and Draft, a pair of calico cats from the local cat coalition. They are sisters and have become a welcome addition to the friendly atmosphere of the Zerodraft of CNY headquarters and Matt and Toni have a few dogs of their own.

Matt founded Zerodraft of CNY in 2003 after spending seven years as a contractor in home remodeling. He has always enjoyed construction and working with his hands, and especially enjoys seeing the finished product and the joy of satisfaction from a happy customer. Today, his company works on approximately 50-60 projects a month ranging in price from \$2,500 to \$900,000. He estimates that the market mix is 60 percent residential and 40 percent commercial. Zerodraft of CNY/Capital District received the 2006-2007 Outstanding Achievement Award through Home Performance with ENERGY STAR for New York State. To qualify for this award, companies had to average a minimum of 24 completed projects per month, be in good standing with the program and have made a substantial and significant commitment to effectively promoting the Home Performance with ENERGY STAR program. Their ongoing commitment to consumer education and marketing truly represents their outstanding commitment to the quality of our work and our customers’ building performance.

“Construction is like climbing a mountain; it’s exciting, challenging and can truly bring out the best in you” says Matt. “However, our customers will always come first.” This thought lends itself to Matt’s philosophy on business in developing strong relationships; he believes this will lead to long-term growth and allow him to expand his product offering and market base.

Zerodraft takes a very detailed approach to all their projects by testing a number of areas, such as windows, insulation, furnace, hot water heater, etc. This allows them to offer their customers a complete energy assessment with estimated energy savings and payback period. Matt says this may cost more upfront, but the return on the investment will be far greater. “We go in as consultants, not as salespeople. We offer the best possible solution to provide our customers with improved comfort, energy savings and indoor air quality,” says Matt.

It is obvious Matt has a great future ahead of him. He is driven to succeed and enjoys the challenge of what each day has to offer him. He takes a personal responsibility for the welfare of his employees and the satisfaction of his customers. Plus, he finds his work very gratifying. He knows with every minor or major improvement he makes to a building, he is improving the health and safety of the occupants, the building and the environment.

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