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Cornerstone
CONSTRUCTION

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By Kathy Bowen Stolz

Although he grew up helping his dad on construction sites, Andrew Dailey, owner of Cornerstone Construction, readily admits that he's always learning more about the business and how to improve the quality of his custom homes.

As early as eight years old, Dailey was cleaning his dad's job sites in Tupelo, Miss.; then he graduated to framing (walking joists at age 13 or 14) and trim carpentry before heading to Mississippi College on a soccer scholarship to study accounting. Despite a detour into coaching soccer at the collegiate and semi-professional level, "I always knew I was going to settle back down into construction."

Looking back, he wishes he had asked more questions on the early job sites while working with tradesman. "I spent a lot of time with those guys, but I could have maximized my learning if I had been more curious and asked more questions."

"I'm constantly learning, I'm always looking for new tricks to the trade. There's a lot of knowledge out there in the industry, both among the trades and the builders. The local resources in Houston are ample." Dailey said he also still consults his father, Gary Dailey, back in Mississippi who's

been building "for over 35 years."

In fact, the lessons he did learn from his dad are the ones he's used as the basis for his custom home business. First and foremost is quality. "I never want to sacrifice quality," Dailey said.

He enjoys the detailed, high-end craftsmanship required in creating a custom home. Although he worked as a project manager for a commercial builder when he relocated to Houston, "I just really like the residential work. It brings me more fulfillment." He noted that a good painter and trim carpenter can really elevate the appearance of a home, so he chose subcontractors carefully to help provide the best product.

Dailey admits to being "old school" when he communicates with his clients by using phone, text and email. He prefers the personal touch of having regular face-to-face meetings with his clients to give explanations "because a lot of things can be lost in communication." He also does a walk-through with the clients every couple of weeks to show the home's progress and answer questions.



With Cornerstone Construction providing services from design through finish, “We want our clients to be a good fit because building a custom home is a long process that can be stressful for the clients. Sometimes it’s a two- or three-year process. Our goal is to exceed their expectations along the way,” he noted.

Andrew encourages clients to bring him their ideas. “I love working with people who find new products. They challenge me. I’m not one to say, ‘We can’t do that.’ I love working on new design concepts” that the clients may have seen in a publication or online. “We want to make their dream home a reality and provide a space that brings them peace.”

The company completes four or five projects each year, with each project in a different stage to allow Dailey – who meticulously manages each detail – to provide exceptional customer service. One project may be in the planning stage while another is being framed while another is the finish stage, while yet another is at the punch-out stage.

Dailey learned that sort of cost and time management from his father. He also learned the complex process of building a home that starts at consultation and continues to construction, a process which is detailed on the company website, www.cornerstonebuilt.com.

Cornerstone Construction’s typical custom home is 3,500



square feet and up at a cost of \$700,000 and up. Dailey builds in Houston and the surrounding areas of Cypress, Spring, The Woodlands, Tomball, Katy, Hockley and Magnolia.

Although he currently focuses on contracted new construction, Andrew would like to expand to the speculative home market in the future. "We're looking to grow the company. Long term I'd like to double or triple the number of projects over the next 10 years. Eventually I'd like to have a company large enough to support my three boys (with one on the way) if they want to join in the business."







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