

HERMITAGE

Wallace and Pancher Inc. grows, diversifies

Work force grows from 5 to 100

By Kimberly Nanosky
Marketing Coordinator
for Wallace and Pancher

Daniel Wallace, P.E., and Brian Pancher began Wallace and Pancher Inc. in 2001 to provide engineering and environmental consulting services to developers, nonprofit organizations and state and municipal agencies.

The company has rapidly grown and diversified into many areas, including civil site

The Outlook
A community point of view

design, surveying, energy resource management and construction.

It has continued to grow into a full-service construction company that provides landscaping stream and wetland mitigation, and commercial roofing and sheet metal installation. In 2010, these activities grew to the point where construction became a separate company called Wallace & Pancher Construction, Inc. (WPC).

"While our companies have grown to provide an array of services," Wallace says, "our mission remains the same: To provide the best quality services to our clients to meet their project goals and needs. With the complexity of the regulato-



Contributed

Wallace and Pancher designed and completed this landscaping for Applebee's at the new Butler Crossing.

ry environment, permitting requirements, building codes, etc., this is not an easy task, but WPI has been doing it successfully for almost 10 years.

"It's unusual to have a firm that contains engineers, ecologists, taxonomists, GIS analysts, and construction personnel working in an array of industries from retail/commercial to energy to provide con-

sistent quality services with the same focused vision, to give more than what's expected, Pancher says.

However, it is the relationship between these skills that differentiates WPI in project planning, development and implementation.

WPI continues to grow and think "outside the box" to solve complex issues for its clients. Steadfast focus on cus-

tomers service leads to continued growth. WPC follows the same focus with its customers, resulting in repeat business and continued growth.

"Having the support of engineers, surveyors and technicians provides the construction company the technical skills and know-how to bid on projects more reliably and accurately," says Frank Rudge, who recently joined WPC as

vice president of construction.

The need to strengthen our company's administrative abilities became evident during 2010 when WPC was awarded the landscaping contract for the Flight 93 National Memorial Project in Shanksville, Pa.

"Our company has grown from five employees in August of 2005 to over 100 employees during 2010," says Wallace. "You can only imagine how

complex the administration of our company has become."

This led to the hiring of Antoinette Wallace, chief financial officer, and Rosemary McBurney, human resources manager. Ms. Wallace comes to WPI with more than 23 years of corporate accounting and management experience and Ms. McBurney has been in the human resource industry for about 30 years.

And most recently, Frank Rudge, who earned an executive MBA from the University of Pittsburgh and has worked for many years with international companies in the United States and Europe on business development, operations and acquisitions.

"We've done a great job building our technical and construction capabilities to meet our clients' needs and realized that our administrative staff had to also grow to keep up with our internal operations," Pancher says.

WPI and WPC continue to focus on customers' needs and to further grow and expand. The company continued its growth pattern in 2010, realizing 58 percent revenue growth compared to 2009. This momentum is planned to continue for 2011 with expansion of commercial roofing operations into North Carolina and the Southeast and through an expansion of services offered to the Marcellus Shale gas producers.