



# Tankersley Construction Inc.

Courtesy & Commitment to Quality

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To Whom It May Concern,

The leadership team at Tankersley Construction respectfully submits Steve Tankersley, LEED AP for consideration of the 2022 NARI John Quaregna Award.

Steve started his construction career as a carpenter while attending Sacramento State studying Construction Management, eventually moving to an internship with the largest Sacramento-based commercial construction company. In 2009 Steve gained his LEED AP accreditation as a leader in green building. After college graduation, Steve quickly grew to Project Engineer, Sr. Project Engineer and Project Manager with some of the nation's largest construction firms.



Between 2014 and 2015, at age 29, Steve was part of the management team completing the restoration of the Sacramento Valley Train Station, a \$32 million milestone project for the City of Sacramento. During this period, Steve obtained both his Real Estate license and Contractor's license; a personal goal he had worked hard to achieve. In 2016, at age 31, Steve managed the \$40 million construction of a new 200,000 sqft PG&E service center in the City of Auburn, as well as multiple projects for high profile private clients.

Steve saw a need in the construction industry for a residential contracting company who could deliver projects in the timely, quality and professional standard set in commercial construction. With a two-year old son and another on the way, Steve left his position in 2017 to found his own residential construction company, Tankersley Construction.

Tankersley Construction achieved seven-figure gross revenue in the first year of business, winning multiple awards and completing difficult projects. Since inception, Tankersley Construction won nine chapter, three regional, and one national NARI "Contractor of the Year" awards. In addition to our "COTY" awards, Tankersley Construction has won the "Best of Sacramento" in the Homebuilder



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Category for 2021, and continues to lead the industry by promoting quality project execution in the Sacramento Region.

In large part due to Steve's leadership efforts, Tankersley Construction has grown to nine full time employees and seven trucks on the road. Furthermore, gross revenue has grown 333% since 2018, marking Tankersley Construction as one of the fastest growing companies in the Sacramento region.

Steve and his wife, Heather, have been featured in several podcasts and publications with Buildertrend, AFT Construction, Remodelers Advantage, and the Tim Faller Show. These publications have given the Tankersley's a platform to promote excellence in our industry, as well as to provide key brand building for Tankersley Construction. Steve's passion for delivering excellence in residential construction can be seen in the "Tim Faller Show" podcast here:

<https://thetimfallershow.com/ep-84-residential-vs-commercial-construction-with-steve-tankersley/>

In 2014 Steve joined the board of the Construction Management Chapter of the Sacramento State University Alumni Association. In 2016 Steve was voted as board president, and doubled the chapter membership through his direct efforts. In 2016 and 2017 Steve coached Sacramento State construction management students for the Reno Competition, an annual competition of the best students from universities across the country. Steve remains active in the Construction Management program at CSU Sacramento; Tankersley Construction employs interns from the department to provide real-world working experience.

Steve joined NARI in 2018 and quickly became integrated in the local chapter, winning two COTY awards in the first year of membership. Steve was nominated and elected to the NARI Sacramento Chapter board in 2021, and re-elected for 2022. Steve's board position allows him to pursue his goal of increasing membership, as well as charitable and networking opportunities for NARI in the region.

Steve is an active member in both the professional and local community, and has a passion to excel in all organizations and associations he is a part of. As a board member and eventually board president of the Construction Management chapter of the Sacramento State University Alumni Association, Steve doubled membership by increasing events and fundraising opportunities aimed at supporting the university student programs such as the Reno competition. Steve has organized events with both the CM Alumni chapter and Sacramento Regional Builders' Exchange NEXT group, aimed at increasing membership in both organizations.

Steve coached Construction Management students after work and weekends in both 2016 and 2017 to prepare them for the Reno competition; an annual competition of students from across the country. In 2015, Steve founded the "Folsom Dog Owners Group"; a group which has grown to over 3,600 members, and holds local events and meetups aimed at increasing community interaction in Steve's home of Folsom.

Steve is excited for the future of Tankersley Construction and values the leadership opportunities provided through his board position at NARI. Steve strives for excellence in all organizations he is a part



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of, and is known to be on the “winning team”. Steve and his wife Heather are able to provide an experience to Tankersley Construction’s clients, employees, and vendors that is unlike any other in the Sacramento region. Through excellence in craftsmanship, customer service, project management, and overall project execution, Tankersley Construction is a powerhouse remodeling and construction company in Northern California. At 36 years old, Steve is most proud of his accomplishments as a father, husband, son, and employer, and community leader. Steve would be an excellent choice for the John Quaregna Award.

Respectfully,

Tankersley Construction Leadership Team

Links to supporting articles:

<https://buildertrend.com/blog/women-in-construction/>

<https://buildertrend.com/case-study/tankersley-construction-inc/>

<https://www.aftconstructionpodcast.com/podcast/84>

<https://thetimfallershow.com/ep-84-residential-vs-commercial-construction-with-steve-tankersley/>

<https://remodelersadvantage.com/ep-88-women-in-production-management-with-heather-tankersley/>