

# 2009 Existing Business of the Year

## Oliver Electric Construction



Owner	Robert and Deidre Oliver
Nature of Business	Electrical Contracting
City	Lawrence
County	Douglas
Phone	785-748-0777
Business Structure	S-Corp
Business Began	1981
Employees	25
KSBDC Consultant	Will Katz

**Robert and Deidre Oliver contacted the KSBDC for business plan guidance and have received input on marketing, hiring and performance management.**

**“We had no idea that one-on-one consulting could be so valuable for our business.”**

**Deidre Oliver, Co-owner**

In 1981, Robert Oliver was an electrician looking for his next job. As an employee, he was stuck relying on his employer to find work. Robert decided to take matters into his own hands. His decision to become an entrepreneur has turned out to be a great choice for himself, his family, and many employees and clients over the last 29 years!

Today, Oliver Electric Construction is a fixture in the industry in the Lawrence and Kansas City markets. They provide electrical systems installation to a variety of commercial and high-end residential customers. The day-to-day operation is now run by Deidre Oliver. Their son, Jeff, is a key manager and also sits on the Board of Directors.

### Secret to Success

**“Hard work, dedication, commitment...seem like clichés but they are all true. Be prepared to work long hours.”**



Oliver Electric Construction typically works on approximately forty to sixty projects per year. Some of the projects may be larger than \$1 million in scope, while some may be as small as \$30,000. For existing customers, though, no job is too small. This is in keeping with a guiding principle for Oliver Electric Construction, which is that customer service is of the utmost importance.

Oliver Electric Construction believes in the cornerstone business principle of operational excellence. The motto is “We Make It Happen” and Oliver Electric Construction makes it happen every day. Oliver Electric Construction takes a detailed approach to each project, including upfront planning and hands on project management. This detailed approach results in a quality project at a fair competitive value. They believe in hard work, commitment, and dedication as the keys to their success.

Oliver Electric Construction came to the KSBDC in 2009. They were hoping for some business plan guidance. The Olivers have been thrilled with the variety of help they have received, including input on marketing, hiring, and performance management.

**“We had no idea that one-on-one consulting could be so valuable for our business. Our KSBDC consultant is helpful and knowledgeable about many aspects of our business. Even if it just confirms our thoughts, we are happy to have the KSBDC as a resource.”**

**University of Kansas  
Kansas Small Business  
Development Center**

734 Vermont  
Suite 104  
Lawrence, KS 66044-2370  
(785) 843-8844  
[www.kusbdc.net](http://www.kusbdc.net)