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## **2018 Women in Construction: Penney Smith, Delphi Construction Inc.**

March 30, 2018 - Spotlights

Name: Penney Smith

Position: Quality Manager

Company: Delphi Construction Inc.

Years in the A/E/C Industry: 20+ years in the industry, 16 years licensed contractor (CSL).

What associations or organizations are you a member of? Home Builders and Remodelers Association of Cape Cod

Why the A/E/C Industry? Having been exposed to construction by my Dad during his retirement years, it was a fairly easy transition for me to get involved in the industry. I often say I was raised with my hands in the dirt (so to speak). Building waterfront, high end homes, moving from one to the next as they were completed, exposed me to every aspect of construction. Having grown up with 4 older brothers, dealing with an industry predominantly male, was very easy for me.

What was your most notable project in 2017? A high end residential project in Marstons Mills that not only presented challenges along the way, but resulted in an Excellence in Construction Award by ABC-MA and a happy (repeat) customer.

Advice/Keys to Success: Keep your mind open to learning as things change constantly. Work well with your peers as each project is a team effort. Be mindful of safety and quality as both result in a successful project and often times repeat customers. Communicate well and constantly; there's no such thing as too much information.

If you had a mentor in your career, who was it and what did they teach you? To this day, I would consider my boss Keith Shaw, now COO of Delphi Construction, my mentor. The company started out very small and has grown tremendously. He has coached me along the way, found my strengths and promoted me for them, taught me aspects of the business I was unfamiliar with, encouraged me to listen as a means of learning (don't speak too soon), remains approachable and accessible for help in any given situation, instills the need for balance between work and home life. All around great guy and I feel extremely fortunate to work with him and the company we represent.