



CELEBRATING
55 YEARS

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2021 Year in Review: Joe Petrillo, Director of Preconstruction, Erland Construction, Inc.

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Joe Petrillo
Erland Construction, Inc.

How has your working environment changed over the last year? A hybrid working environment seems to be the new normal. Erland has been working hard to maintain our family culture while ensuring everyone's health and well-being. This hybrid model allows them to do that.

What is the best advice you have received, and who was it from? "Don't get attached to the plan." A friend of mine's brother said that to her before he passed from cancer. Everything in life is subject to change at any time and we just have to deal with it by accepting it and adapting as best we can.

What are your predictions for your industry in 2022? The industry is ever-changing. And the current market volatility makes it difficult to really predict what we will see next. It's important that we continue to talk to our subcontractors and better understand the supply chain and material shortage issues each are dealing with.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? With so many of our jobs stalled/delayed due to COVID-19, it was a remarkable feat to re-estimate, buyout, staff, and start the number of projects we did, many large-scale, throughout 2021.

What was the biggest lesson you learned while working during the pandemic? Communication was key. Internally and externally. We had to adapt to working from home and virtually meeting with current and potential clients. Maintaining communication with our subcontractors was also critical. We had projects ready to takeoff that had to be put on hold or ones in the early stages that came completely off the table. Erland had to clearly relay the information and next steps to them. It was a learning curve for everyone.