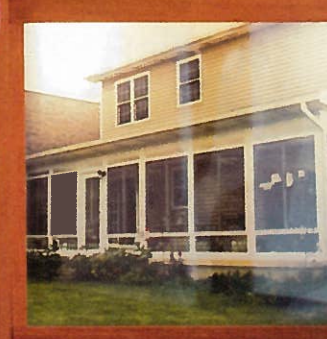
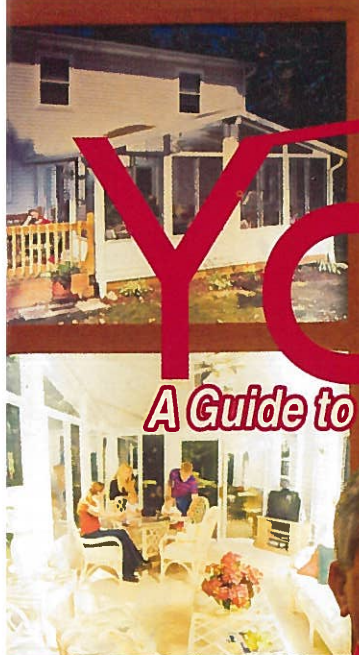


March 2017

YOUR HOME

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Adding value

ALLPRO

HOME IMPROVEMENT

Story and photos by Mark Shephard

AllPro Home Improvement, LLC, has been serving the people of Fairmont and North Central West Virginia since 1963.

"We take care of everything on the exterior of the home except the roof and the foundation," said Cliff Jackson, the third owner of the company, having purchased AllPro four years ago. The company, located at 201 Fairmont Avenue is a specialty contractor in sunrooms, patio covers, decks, awnings/covers, siding, soffit, fascia, continuous gutter and leaf guard, doors, windows and bathroom remodeling.

Jackson had become involved with Main Street Fairmont (an economic development agency) in 2007, and together they looked at the dilapidated downtown neighborhood, and became part of a blueprint community development initiative that the Federal Home Loan Bank of Pittsburgh offered.

The Fairmont Blueprint Community gained momentum. Jackson said the once "thriving, booming community back in the '50s and '60s" that "went through a period of decline in the '70s when

we lost our manufacturing base started to turn around the decay and decline.

We're between Clarksburg, Bridgeport and Morgantown, and those areas are really growing," said Jackson, who said Fairmont's proximity to Morgantown has helped Fairmont immensely. "What you would spend for commercial or residential property in Monongalia County, you can get 50 to 100 percent more value in Marion County."

"I got concerned about seeing this area redeveloped. I started volunteering and then I started buying property in this area, and when I heard that this building was for sale, I came in and talked to the owner, and I thought what a shame for a 50-year-old business to close. I thought it might be a good fit for me," said Jackson.

"We've been here for a long time, so we have 40,000-plus former customers. When I was evaluating this business to purchase it, there were a number of things that I really liked about it. Number one was how the previous owners treated their customers. I'm very particular about my reputation, and I won't put my name on anything that I don't believe in, and



e for more than 50 years

I got the same impression from them (prior owners, Marvin and Donna Blaney). They took care of their customers,” said Jackson, who said that one of the things he did before he became owner was to work their booth at the Morgantown Home Show. “I saw person after person after person that I personally knew that was a former customer of AllPro.”

“The folks that we work with are looking for what we offer. They’re looking for someone they can trust, that’s going to do a good job, that’s going to provide them a quality home improvement at a value-price point that they can afford. And when I worked at the home show, one person after another had nothing but good things to say,” said Jackson.

Jonell Ervin, office manager, and Sam Scalise, sales manager, are an integral part of the AllPro team. Ervin has been with AllPro for 22 years, and emphasizes “we answer the phone.” Scalise has been with AllPro for 11 years, combining sales and PR skills, helping the company’s mission of attaining and achieving high quality products and work by emphasizing that most of its product line is manufactured in the United States. Jackson said AllPro’s 12 employees have “different skills that overlap. We have three licensed journeyman electricians, we’ve got some excellent carpenters, and we’ve got some guys that are really good with metals, and factory-trained sunroom installers.” Prior owner Donna Blaney told Jackson something that the original owner of the business, Viola Becker, had told her. “She said this community needs this business. You need a contractor that you can trust and depend on to do the job, and do a quality job for you, and that’s going to be here going forward.”

