

## OUR GOALS...THE KEYS TO ACHIEVING OUR MISSION

### **Relationships – Mutually Beneficial and Long Term**

- Commitment to “Internal and External” Client Focus
- Consistent Application and Demonstration of Core Values
  - Continued commitment and focus on the relationships with our clients, subcontractors, suppliers and design professionals allows Wharton-Smith to excel in every phase of our business. Attention by management to these external relationships, as well as to the equally important internal relationships, along with the consistent demonstration of our **Core Values** will help drive Wharton-Smith’s continued success.

### **Quality – Superior Performance of Work**

- Provide World Class Workmanship on Projects and in All Business Areas
- Increase Efficiency, Productivity, and Responsiveness
  - Wharton-Smith’s reputation for superior quality is one of the keys to obtaining repeat work from our clients. Quality relates to the craft work performed at the job sites as well as to every employee’s commitment to exceptional workmanship in all business areas.

### **Profitability – Providing Resources for Growth**

- Assure Profit Margins are Sufficient to Achieve the Growth Plan
- Control and/or Reduce the Cost of Doing Business
  - Profit is one of the requirements for the continued success of a company. It demonstrates the commitment of management to the clients and employees. Profit permits Wharton-Smith to provide continued employment, better compensation, and attractive benefits. Financial investment in our employees allows them to grow both professionally and financially.

