

## **Crosswinds Construction**

When Keenan Fitzgerald's previous boss announced he wanted to slow down production and focus on business opportunities elsewhere, Keenan had a decision to make--look for a new job or start his own company. Keenan opted to take the road less traveled, and Crosswinds Construction was born.

That was in August 2017 and business has taken off. Keenan has six homes currently under construction, with five of those already sold.

"I didn't expect to be this busy so fast," he said. "Before I went out on my own, I was building 30 houses a year for my previous employer, so it's not uncommon for me to be managing a lot of projects at a time."

Keenan and his wife, Katrina, who does the interior design for the homes, are the only employees of Crosswinds Construction. Keenan manages the projects and uses subcontractors to do most of the work. "I use subcontractors I've used for six years or so. I have a good base of subs that know what I need and have worked with me pretty extensively," he said.

Keenan and Katrina are both Campbell County High School graduates. After a stint in the Air Force that included four years in Iraq and Afghanistan, Keenan married Katrina, and they returned home. He learned the construction business working at a local business supply store and a home construction company.

Keenan's short-term goal is to build 15 to 20 homes each year. Long-term he wants "Crosswinds to be the name people immediately think of when they want to build a house."

He hopes to someday have an office space with a design center where people can design their homes from top to bottom and select materials, complete with 3-D modeling. But for now, he's happy to be getting his start in the FUEL Business Incubator.

"I needed some office space. With four kids, it was difficult for me to do the paperwork side of things at home, but just starting out, I had limited resources," Keenan said. "This is a great place for a young business to get office space at a good rate and it has great resources to learn how to operate a business. I don't have a business degree, so I'm learning a lot. I can be more successful with the advice available here."

