

Meet Daniel Warner, President at Structural Restoration Services

Jim Ries: Hello and welcome to Java with Jim. I'm Jim Ries, Director of Business Development at Offit Kurman. Joined here today with Daniel Warner, President at Structural Restoration Services. Daniel, how are you?

Daniel Warner: Good, sir. How you doing?

Jim Ries: I'm doing great. Thanks for joining us today. Daniel, tell us about Structural Restoration Services or as your little sweatshirt shows, SRS, what do you do there and how is your company different from other companies in your industry?

Daniel Warner: My role is the President, obviously, and I've also been the Chief Estimator for a while as well. So, a lot of estimates and everything go through me as far as that go out to clients and everything. But as far as my role now with being in leadership and all that kind of stuff, it's basically to run the business as well as I possibly can.

And what we do is a lot of masonry and concrete restoration. A lot in the greater Baltimore area surrounding areas, Columbia and other areas like that. So [00:01:00] a lot of high-rise, historical condominium buildings, historical churches, schools and educational facilities, healthcare facilities, all that kind of stuff.

So we do a lot of brick masonry work, stone masonry work, waterproofing's, flashings, sealants. And all the like, so, that's what we do mainly in our business.

Jim Ries: Great. So, literally brick and mortar, right?

Daniel Warner: Yep, yep, yep.

Jim Ries: Daniel, when it comes to Structural Restoration Services, what are you most proud of?

Daniel Warner: I would say that I'm most proud of the fact of the quality that of that we're known by. Our clients have come to know us to be the contractor of quality that they pick when they want a job done right. I am very proud that we're known as that contractor in our industry that they don't have to worry about, what's going in their wall and what is going behind their wall.

They know it's going to be right and it's gonna be, per the right specifications, what the engineer wants or what they want as a client. And so I would say that I'm most [00:02:00] proud of the fact that when it comes to SRS and the reputation that we have in the industry, we are known as the quality contractor, the top-notch quality contractor.

Jim Ries: Excellent. Yeah. So what are the next six months look like for you and Structural Restoration Services? Got anything you're looking forward to or any industry trends? Any growth?

Daniel Warner: Well, I would say that the next six months we're got extremely positive next six months as far as workload. We're looking to hire our field personnel and guys that can help us with, even technicians and, possibly lead technicians or foreman and everything like that.

Because of our workload and the backlog that we have. So we've been extremely blessed with that. We got, association meetings and marketing type things going on through the next six months that are towards the end of the year that we always look forward to and we always like being a part of.

And like giving back to the community and around us. We're very blessed and we're thankful for the [00:03:00] position that we're in. And I'm very grateful to be leading the charge with it and also to have the team around me that I need to support me in it.

Jim Ries: Yeah. Congratulations. Sounds wonderful. So Daniel, what do most people watching this video not know about you personally?

Daniel Warner: Well. It's funny 'cause I was thinking about this and my brother who passed away in 2019 from a heart condition that him and I share. His birthday was September 5th.

So it was just this past Friday. And he wrote a leadership book called Let the Socks Lead and I edited that book for him. And what you may not know is that my brother, he was a very successful businessman for a company called Niko in New England area. And so he wrote that book and then he had me edit it.

And it's a leadership type book that I draw a lot of my leadership style from as far as seeing his example knowing who he was, and obviously looking up to him as my bigger brother.

Jim Ries: Oh, well thank you for sharing that. [00:04:00] That's certainly personal. It's something most people don't know about you.

If I may, what is the significance of the name of the book?

Daniel Warner: So, whenever he got married his wife bought him his first pair of what he called Crazy Socks, and he wasn't gonna wear 'em at first. And whenever that happened, he started a trend of what he called let the socks lead. So now that throughout the day when he would be overwhelmed or he would get busy or things like that would happen, or would he have to make decisions, he would just look down at the socks and it would be a helpful reminder to him to keep things in perspective and to keep the right priorities on the things that he should have priorities.

And since then he's obviously worn crazy socks every day, just to remind him of that. And obviously I try to do that as well. Right now I'm wearing a pair of Donkey Kong socks just a way to keep it light, and also to try to keep your head straight throughout the day.

Jim Ries: Oh I love the story. I love the message. And Daniel, thank you for sharing that. And thank you for sharing information about [00:05:00] Structural Restoration Services. Sounds like you got a busy couple of months ahead of you, and we wish you the best.

Daniel Warner: Thank you very much, Jim. Thank you very much for having me on. I really appreciate it.

Jim Ries: You bet. Well, I'll see you soon.

Daniel Warner: Take care.

Jim Ries: Bye.