



# Furlong Building Enterprises

## Success Story

The Prosperity Experience® for Business

In the 18 months that the Furlong Building Enterprises team has been working with Mackey Advisors, they have continued their exceptional growth while increasing earnings and finding a better work life balance.

Annual sales increased by **80%**  
Annual net income grew by more than **1000%**  
Return to Owner increased by **2200%**  
Equity increased **300%**

**The Challenge** | When Furlong partners Jude Hehman and Pete Nicolau founded their design-build construction business, they became an immediate success. With a foundation rooted in an open, transparent process of estimating and construction delivery, Furlong was growing by leaps and bounds. With their explosive growth, the partners quickly realized they needed a better handle on their company's financial performance and bottom line.

**The Solution** | The Furlong team partnered with Mackey Advisors to:

- Build their internal financial expertise
- Create a comprehensive tax strategy
- Reorganize financial statements for increased clarity
- Build financial trend reports to monitor the business through monthly CFO meetings
- Analyze and evaluate numerous decision points from employee benefits to office space options

**About** | Furlong offers design-build construction and maintenance services for commercial, industrial, and retail construction projects. With every project they are building their reputation and a relationship for the future.

*"The decision to work with Mackey Advisors was a life-changer. They truly care about our success and give us the tools to do so."* – Jude Hehman, President

