

BUSINESS PROFILE

By Michael DeMarco,
with Rebecca Holland
Photos by Peter Sharp-
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On the Spot Home Improvements

When Michael DeMarco was only 12 years old, he started doing handy work for his neighbors and also had a snow shoveling business with dozens of loyal customers. It became clear to him then that doing this kind of work was his passion. Mike's Handy Man Service became On the Spot Home Improvements when he was 17, in 1987. Michael married his wife, Piera, when they were both 21, and in addition to running On the Spot, they also took over Piera's father's restaurant for a period of time and built it into a very successful business. They later turned that business over to Piera's siblings, so they could focus on building their home improvement business. Taking the idea for a one-stop-shop home improvement company, these entrepreneurs worked 80-hour weeks and grew the business into one of the most recognized and successful businesses in Bergen County. Piera and Michael's sister, Theresa, worked hard to develop excellent customer service, and Theresa managed the office and contributed to the company's growth from 2003 to 2011. Today, Michael and Piera have an 8,000 square-foot office/warehouse in the heart of Bergen County. They also have 14 work trucks and 20 loyal employees, some of whom have been there for over 20 years. Their company's motto is: "Nobody is left unhappy."



Michael and Piera say that their children are the inspiration for their lives. Michael III, 20, and Nicholas, 18, both work part-time in their family business, in customer relations and on SEO/ website work, while they attend college. Their daughter, Gianna, is 14, and their third son, Antonio, is 9. After raising their children in Wyckoff, they recently moved to Franklin Lakes. Michael and