Brian Taylor
Painting and Drywall, Inc.
Dalton Gardens, Idaho
www.btaylorpainting.com

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BRIAN TAYLOR spent years learning the painting trade in California. In 2002, he took his experience in residential and large scale commercial/industrial painting and started his own company.

In the beginning, Brian worked alongside his crew. When a four wheeling accident landed him in an arm cast, he was forced from the ladder and spent his time working on his business.

It would be a better move than he imagined. He met with customers and built relationships with potential clients. He found that having his crew do the painting while he focused on management was a better business model. In 2005, Brian moved his family and the business to northern Idaho.

In 2010, he sought assistance from the Idaho Small Business Development Center (SBDC). Brian worked with his coach, Mike Wells, specifically in the area of processes and systems. With the assistance from SBDC coaching, Taylor Painting saw sales growth of 164 percent between 2011 and 2012. The company also grew from 20 employees to 82 employees, as the business has expanded up and down the West Coast.