

indy Stumpo is one the most successful residential contractors in Massachusetts. She is best known for building luxury homes renowned for their magnificent floor plans and exquisite attention to detail. Stumpo is a strong, independent woman who has forged an excellent name for herself in the building business by being "tough as nails" in a male dominated profession. When she entered the business, her male counterparts had little time or patience for a smart, resourceful woman attempting to create her niche in their field. Faced with the male stereotypes which pervade the construction industry, Stumpo persevered to create the career and the company she envisioned as her destiny from the time she was a young girl. She built and sold her first house at age twenty-four and has never looked back. "I was never intimidated by the men I worked with, but I maintained a healthy respect for what I did not know. I studied my craft," she says, "and I worked harder and longer than my doubters. Over time, I earned their grudging respect."

Stumpo has been the recipient of several "Builder of the Year" awards and has been featured prominently in the *Boston Globe*, *Boston Common* and the *Boston Herald* as well as countless national publications. Her homes are a reflection of both her design innovations and her old-fashioned New England work ethic. "The homes I build are not trendy," she states. "They are classic and timeless, yet up to the moment in technology." Stumpo takes great pride in her reputation and stresses strong customer service. "My

team builds quality homes which we stand behind with one of the most extensive warranties in the industry."

Her company, C. Stumpo Development, eventually caught the attention of a television producer who believed that a show featuring a female builder, prospering in an industry overwhelmingly dominated by men, would be an instant "hit." It is ironic that the very stereotypes and barriers that Stumpo faced and overcome at the beginning of her career became the basis for a compelling and successful television program.

Tough as Nails, her show on HGTV, sent shock waves through network television as viewers clamored to see a woman with strong convictions become a leader in her field. Most recently, Stumpo has been named a "Woman of the Year" by Magic 106.7. As her business thrives, Stumpo continues to support and mentor other women striving to make their dreams their realities. "I hope that other women who learn of my story will feel empowered to act and pursue a career in the profession of their choice. I welcome them to join me in the construction business." Smiling, she adds, "My twenty-five-year-old daughter, Samantha, works with me. It's great that she is learning the business, but, it is most important that she finds something she really loves doing, whether it's being a contractor or doing something else entirely." From the sound of things, it appears that C. Stumpo Development is in good hands for years to come.



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