



Kevin Harney of Stalco Construction, Inc.

December 26, 2011 - Spotlights

What are your predictions for commercial real estate in 2012?

We see encouraging signs in the commercial, hospitality and institutional markets, particularly office, medical, boutique hotel and casual restaurant sectors. We also foresee a stronger retail construction market due to the expected growth in consumer confidence and positive holiday sales statistics from major retailers. In New York City, the borough of Brooklyn is rapidly expanding its commercial and institutional real estate base and will provide significant business opportunities to the AEC industry.

What was your greatest professional accomplishment in 2011?

2011 was another year of growth for Stalco Construction, despite the unfavorable economic conditions and the nationwide decline in construction spending. We beat the recession by focusing on marketing activities and involving all of our employees in business development and strategic decision-making. Stalco expanded its staff by 20% and solidified its position in key markets of New York City and Long Island. We also grew our custom-engineered structures division by winning new projects in the industrial and warehousing sectors. Our 2011 project volume was nearly \$100 million.

What was your most notable project, deal or transaction in 2011?

Stalco has become a leading builder of LEED projects in New York City and the region. We broke ground for the \$19 million Queens Public Library Elmhurst Branch in Queens, NY, which targets LEED Silver certification. We continue work on the \$15 million renovation of LEED Silver-targeted Pier A in Manhattan and the 60,000 s/f Battery Park City Community Center with a LEED Platinum goal. Other projects include the new Lincoln Medical and Mental Health Center Emergency Department in the Bronx and the CM contract for CA, Inc.'s headquarters in Islandia, NY.

What are some of your resolutions for 2012?

In 2012, we plan to continue our growth in New York City and strengthen our commercial and LEED-targeted markets presence. We also plan to begin serving clients outside of the Greater New York area and Long Island. The expansion will be focused on serving national and regional retailers and developing the pre-engineered structure design and construction services throughout the Northeast.