

» D'Onofrio General Contractors counts marine projects among its strengths.



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« D'Onofrio has built many marine projects since its founding in 1991.



« Despite the economy, D'Onofrio says the company is in a growth mode.

Heavy Presence

D'ONOFRIO EXCELS IN MARINE AND HEAVY INFRASTRUCTURE PROJECTS. BY KATHRYN JONES

When it comes to complex heavy infrastructure and marine projects, D'Onofrio General Contractors Corp. has the people and processes in place to achieve continuous success. The Brooklyn, N.Y.-based company was formed in 1991 by brothers Jerry, John, Vincent and Harry D'Onofrio, but its roots go back to the 1950s when their father, Jerry Sr., operated a concrete masonry business. After he retired and dissolved his company in 1988, his sons, having grown up in the industry, opted to carry on the family tradition of providing quality construction. And, "We'll do anything for our clients," President Jerry D'Onofrio Jr. asserts.

Building throughout New York, New Jersey, Pennsylvania and Connecticut, D'Onofrio General Contractors performs in a number of heavy construction disciplines, each of which is run by a member of the executive management team. For example, the company works on heavy infrastructure projects, such as modernizing generation plants or building power substations, for local utilities such as Consolidated Edison of New York, US Power Generating Co., PSEG and National Grid plc. This group is led by Assistant Vice President Vincent Leone, who has been with the company since its inception.

D'Onofrio General Contractors also works on specialty roofing and building restoration jobs. As a certified roofing applicator working with a line of chemical roofing products and construction sealants from Momentive Performance Materials – formerly known in the construction industry as GE Toshiba Silicones in Asia and GE Bayer Silicones in Europe – the company works on the larger commercial roofs in its region. Secretary/Treasurer John D'Onofrio oversees that department.

In addition, D'Onofrio General Contractors builds marine and harbor structures along the East Coast and has its own fleet of marine construction equipment, including barge-mounted cranes. This group is managed by Assistant Vice President Jay H. Reichgott.

The rest of the executive management team includes Jerry D'Onofrio, who heads special projects; Vincent D'Onofrio, who handles the company's finances as controller and vice president; and Harry D'Onofrio, who is a senior project manager and head of IT and development. The

D'Onofrios' sister, Angela Barbero, is office manager.

D'Onofrio General Contractors Corp.

www.donofrio.biz

• 2007/2008 combined revenue: \$150 million

• Headquarters: Brooklyn, N.Y.

• Employees: 30+

• Specialties: Heavy infrastructure and marine work and harbor structures

"We'll do anything for our clients." – Jerry D'Onofrio, president

Distinguishing Characteristics

As the rest of the industry suffers through the recession, D'Onofrio General Contractors is actually in growth mode, Jerry D'Onofrio notes. One reason is that it is performing on heavy infrastructure projects funded by federal stimu-

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lus money. Unfortunately, "I think 2010 is going to be the worst year New York City has ever seen," he says.

"Private is not going to rebound until the banks stabilize. Until that happens, it's just going to be infrastructure and emergency work, which is what we do. However, companies that normally wouldn't bid in our arena are bidding projects, which is good competition and competition that we're not worried about. They come in with a lot of overhead. We are still a size that can handle small, specialty clients."

D'Onofrio General Contractors stands apart from the competition for several reasons, Reichgott says. A key distinguisher is its self-performing capabilities. The company can perform its own excavation, pile driving, concrete, sheet metal, roofing applications and most of its underwater dock-building work.

Plus, "We are a union house, so we get the best people available in the industry," Reichgott remarks.

"The experience and skill of our project managers, foremen and supers is what separates us because they know the most efficient and cost-effective way of taking the design and turning it into a reality," he adds.

'It was built on a tight budget and on the water, which added to the complexity.'

Floating Ferry Terminal

The \$91.5 million Floating Ferry Terminal at Battery Park City in New York is a prime example of how the D'Onofrio team was able to turn a complicated design into a reality and create the successful product that the project's owner – the Port Authority of New York and New Jersey – envisioned.

The original Battery Park City Ferry Terminal was a temporary structure consisting of a floating landing terminal and appurtenances constructed in 1989.

The replacement facility encompasses more than three-quarters of an acre and is the largest

floating ferry terminal in the United States. The structure consists of a mono-hull main terminal, two anchorage towers anchored to bedrock 75 feet below the water, and pedestrian walkways connecting to the Battery Park City Esplanade. With its glass walls and tension fabric roof, the project is "an architectural marvel," Reichgott describes.

"It has very complex geometries to the portions that were being built," he says. "It was built on a tight budget, on a tight schedule and on the water, which added to the complexity of construction because you had to deal with a structure that was moving all the time. You had to be standing in the building that you were working on."

"Because work had to be done in its own footprint, you had the usual coordination issues of numerous contractors and numerous trades all working in the same space and trying not to get in each other's way," Reichgott continues. "We did have the luxury of a base vessel, which was built in Texas and towed to the Brooklyn waterfront so we had some laydown area to take deliveries and do fabrication."

The Floating Ferry Terminal at Battery Park City opened to the public in March 2009. ♦



Self-performing much of its work is another of D'Onofrio's strengths. <<