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EXPANDS SERVICE TO TRI-STATE AREA

Sailing into sight: MAST Construction grows presence



Ted Domuracki

LITTLE FALLS, NJ Much like the mast of a ship, which bends, but does not break even in the strongest of winds, running a successful company these days requires both strength and, more importantly, flexibility. This analogy holds especially true for one leading tri-state construction management and consulting firm, MAST Construction Services, Inc.

The three year old construction firm, headed by president and 30-year industry veteran Ted Domuracki, embodies both of these traits—strong in its knowledge, yet flexible enough to meet the unique needs of its clientele. However, what really sets the firm apart from the majority of the construction industry is its guiding philosophy.

The firm's founder explains, "We pride ourselves in staying 'in the box' of core service rather than expanding outside of it. We don't try to be all things to all people, but rather specialize in what we do and do it the best we can. We're not afraid to say 'no' to a potential client if the project is not in our area of expertise or if their philosophy is not in line with ours."

It's this type of hands-on, straightforward management that has allowed MAST to quietly build a successful track record and grow as a company, even in spite of

handling prominent and innovative projects throughout the tri-state region.

To those who know Ted well, it's really no surprise. After all, several years ago, starting his own firm was the *last* thing on his mind.

Prior to founding MAST, Ted held senior construction, engineering and management positions at some of the country's most well respected firms — Lehrer/McGovern, Inc., Philip Morris, Inc., Bechtel Power Corporation and York Hunter, just to name a few — for more than 25 years, handling numerous noteworthy projects along the way. He has been instrumental in the successful implementation of several complex and demanding renovation and new construction projects involving residential, industrial, office and retail properties throughout New York, New Jersey and Pennsylvania.

Projects that Domuracki oversaw during his career include the \$35 million Colgate Waterfront esplanade project, a \$35 million, 25-story Tower at Avalon Cove in Jersey City and a \$25 million assisted living development, Jewish Homes at Rockleigh, in Rockleigh, N.J.

Eventually, he decided to parlay his consulting, management and construction experience into a career in construction services and distressed projects consulting. He began advising on construction projects and serving as an owner's representative for several Fortune 500 firms. He found the work to be so plentiful that, at the urging of clients, he opened his own firm in September 2001.

"It was really more of a natural

progression," Ted said

Today MAST is a full-service project/construction management and distressed projects consulting firm, providing construction services to clients in the public and private sectors. The company specializes in educational, institutional, governmental, health care, commercial and residential projects.

To date, MAST has overseen \$145 million worth of construction management projects and \$315 million in construction consulting assignments, most of which has been completed. Over the next ten years, it will coordinate and monitor \$1.1 billion worth of construction projects, serving as the owner's representative.

The firm's impressive growth details its steady success. In fact, MAST has seen a 70% increase in revenues over the past last year.

Current projects include a \$40 million new building addition and security and life safety upgrades at the Hudson County Correctional Center in Kearny, New Jersey and a \$19 million adaptive project reuse for a new East Orange Police Facility in East Orange, N.J. The firm also serves as construction manager for a \$25 million project at Hudson County Community College in Jersey City that will create a new 73,000 s/f Culinary Arts Institute and Conference Center. MAST is also managing several other construction projects for the college, totaling \$14 million. Other projects the firm is overseeing include the \$108 million construction of Columbus Towers, a new one million s/f mixed-use facility in Jersey City and a \$5 million

renovation at Saint Peter's Rectory in lower Manhattan. MAST serves as owner's representative for both.

In addition, MAST specializes in providing distressed projects consulting services to Fortune 500 companies on diverse project portfolios. Under its leadership, projects ranging in size from \$2 to \$55 million have been completed, including providing claims and litigation support on several of these projects.

In spite of a busy schedule, Domuracki believes that "slow and steady wins the race." He currently lives in Little Falls, where the company is based, with his wife and two daughters. Keeping business close to home has had many rewards, allowing Ted to spend time with his family, as well as give back to the community in his free time. Having spent many years of his boyhood as a Boy Scout and Eagle Scout in Scranton, Penn. Domuracki has spent the past several years as executive board member of the Bergen County Council of the Boy Scouts of America, serving over 35,000 boys.

So where does Domuracki, see the company going in the future?

Staying true to form, he says, "I'd like for MAST to remain a closely-held regional firm with no more than a few dozen people. For me, it's important that the core management group act as working principals, so I never want the company to grow beyond the point of hands-on management."

"Hopefully it will be smooth sailing ahead for MAST as we continue to grow our tri-state presence," Domuracki said