



# A 'Demonstration': JJS is now building its fifth major project for the New Brunswick Development Corp

By staying diversified, Joseph Jingoli & Son (JJS) Inc. stays successful, Senior Vice President of the General Construction Division Dennis Mockaitis says. "We just don't build in one specific venue," he says. "When one venue is down in terms of the economy, the others [can be up]. I think that helps us overall as a corporation."

Based in Lawrenceville, N.J., the company is a full-service construction management, general contracting and development firm that was founded 85 years ago. Today, JJS remains privately owned and is in its fourth-generation of Jingoli family leadership.

CEO Joseph R. Jingoli Jr. and CFO and COO Michael D. Jingoli share ownership in the company, which has a portfolio that includes educational, healthcare, correctional and industrial projects. In addition, JJS has several subsidiaries, including DCO Energy, a constructor of co-generation operations and energy plants, as well as Energetics, an energy plant builder.

## Success Factors

Two key factors in JJS' longevity and success, Mockaitis says, have been its people and their broad range of expertise. "Their ability to change from one venue to the other and have that opportunity to do[so] is significant to our success," he says, noting that the company now employs a staff of 450.

The company also makes sure it provides proper support to its workforce. "We're really not interested in [becoming] that huge, mega corporation that forgets their employees [are] their greatest asset," he says. "We really manage from the bottom up. We're here to supply the information, materials and support to the field."

Currently, 85 percent of JJS' work is comprised of repeat clients, due in part to its ability to stay ahead of schedule. "We're very efficient in the management of our projects," he says. "A lot of that comes from the fact that we build our own projects and develop them. Most of our people feel that it's our money that we're dealing with, even when it's with a client."

## Continuing the Partnership

JJS is now at work on the New Brunswick Demonstration School, a 410,000-square-foot school facility project located on a 32-acre site in New Brunswick, N.J. Mockaitis notes that this is the company's fifth major project for New Brunswick Development Corp.

"They're very engaged in the New Brunswick area and have really brought a [large number of developments] to the city," Mockaitis says. "It's been a really great partnership in how we operate together, in the sense that we're brought on in an early capacity, through a request for proposal."

In addition, there is mutual respect between both organizations, Mockaitis says, as well as a sense of security. "We can put together numbers in very trying times," he says. "We can see our way through

that to be able to look at numbers and forecast that construction projects [will or] will not be started in the future."

The two firms are aiming to begin occupancy in January 2010. The school will accommodate approximately 1,730 students in two education wings. Mockaitis notes that the finished building also will feature education pods that house the classroom sections of the building, a state-of-the-art auditorium complex, and baseball, soccer and football fields.

#### Eyes on Safety

To keep safe, JJS has supplied its own full-time safety officer for the project. "That officer is constantly in observation mode," Mockaitis says, noting that the site also has visits from JW Ruffalo, a safety-consulting firm.

"We encourage [our insurance company] to walk by on the site on a monthly basis," he says. "It never hurts to have another set of eyes."

Mockaitis adds that all of JJS' superintendents are 30-hour OSHA trained. "Our [philosophy] is we want everybody to go home at night and safety is the priority," he says.

#### Staying Engaged

As it has built the school, JJS also has enjoyed strong relationships with its subcontractors, including Arnold Steel Co. Inc., based in Howell, N.J. The company provided the structural steel for the facility.

Mockaitis adds that JJS uses an outreach program to employ local contractors as well as minority and women-owned businesses. "We track that on a regular basis to make sure our contractors are engaged in that program," he says.

#### JJS's Dedication

Mockaitis joined JJS 10 years ago. "I think what I've enjoyed most is the entrepreneurial type [of] spirit that we continue to grow the company with," he says. "[The Jingo] allow people to run the company as they see it. That's extremely important in this day and age--[that the] company is allowed to grow. [We have] varied amounts of different types of ideas and formats so we're not stifled. There's multiple ways in our business to get the job done."

He notes that JJS feels very confident that it will finish the project on time. "We're about to complete the paving operations," he says, noting that the company also has completed several of the pods at this point, as well.

In addition, he is confident about the future of JJS. "As long as we continue to work hard and continue to seek out various diversified venues, the company will continue to grow as we have most recently," Mockaitis stresses.

"It's not an easy market, and you have to work hard," he says. "Our people work long hours here, but they're dedicated, and I think that's the difference [between us and others]. You have to have people that are engaging in this market."

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