



Island Residence designed
by Elmshie Osler Architects
in Islesboro, Maine.

BRUCE LAUKKA, INC.

Built on a strong foundation of quality and versatility

BY CHRISTOPHER CUSSAT

AT A GLANCE

LOCATION:
ROCKPORT, ME

ANNUAL REVENUE:
\$11 MILLION

AREA OF SPECIALTY:
BUILDING CUSTOM
HOMES AND
COMMERCIAL
PROJECTS

EMPLOYEES:
25

Sometimes being in the right place at the right time is one of the keys to having a highly successful business. And when the right company happens to turn that key, its growth from small family business to major industry player seems inevitable. Bruce Laukka, Inc. (BLI) is the right company, and its rapid growth can be attributed to timing, location, dedication, hard work, and an overall destiny.

What Leo Laukka began in 1965 as a small construction company in mid-coast Maine, Leo's son Bruce Laukka has since transformed into BLI. Now leading the company as its president,

Laukka worked for his father from the very beginning. Today, BLI covers clients from Blue Hill to Wiscasset and was one of the first companies in the area to continue construction work through the blistery Maine winters. BLI is truly a family-owned and operated corporation. Laukka's daughter, Abby, works in the office as a project manager and has been involved with the company for over 12 years. His son, Ben, has recently joined the crews working in the field.

According to Laukka, BLI initially focused on building small homes and repairing roofs. But when the condomini-

um boom hit Maine, BLI soon became the premier contractor for the building craze. He explains, "Our company built most of the condominium complexes from Belfast to Boothbay during the 1980s." This high volume of specialized work helped BLI to cut its teeth for bigger and broader developments in the future. Says Laukka, "These were large-scale projects that helped give us the experience to move into high-end custom homes and large commercial structures, which are the backbone of the company today."

In fact, as a general contracting company BLI now builds high-quality

commercial projects and customized residences and completes additions and renovations. Laukka elaborates on the company's strong human resource and organizational infrastructure, "We are versatile in that we have employees who are capable of managing a project and who are also wonderful craftsmen." In addition, BLI has the capability to pour its own foundations, hang drywall, produce its own cabinetry or casework, and do all of its own framing and finishing work.

With clients from all over the United States, BLI has constructed a diverse portfolio of buildings including summerhouses, municipal buildings, schools, and hospitals. A few of its notable commercial projects are the Knox County jail, the Rockland Wal-Mart, the Waldo YMCA, and the North Haven Community School.

Laukka attributes BLI's success to its versatility, focus on detail, and complete commitment to quality. He says that this puts his company "head and shoulders above everyone else," and has led to its loyal customer base. Laukka explains, "We've had some clients for over twenty years and there are many customers for whom we've built several houses." He also notes that many of his company's commercial clients become long-term business relationships and they often ask BLI to be involved with them project after project.

BLI's uniqueness is considered to be a direct result of its excellent employees who foster the company's tradition of building lasting client connections. Says Laukka, "Each of our lead carpenters is involved with every aspect of their project and they develop strong relationships with our clients and architects." This is not accidental; rather, it is part of BLI's corporate philosophy of client personalization and trust in the instincts of its highly-skilled workers. Laukka explains, "We give [our employees] the freedom to make their own decisions on the jobsite to do

“The business has taught us to be one step ahead, yet not to lose sight of the small things.” *Bruce Laukka, President*



Top: Native stone entry porch.
Above: President Bruce Laukka with daughter, Abby.

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what is best for the building.”

Laukka hopes that BLI’s sturdy infrastructure and service-oriented philosophy will carry it through any future challenges. He notes, “We have some serious concerns about the turn in the economy and we are preparing to adapt to what these changes may bring.” Although the economy may be the biggest challenge BLI is facing this upcoming year, Laukka is confident that his company’s versatility will allow for BLI’s continued success now and through any future uncertainties.

Its family-founded history of growth and success has ingrained a caring outlook and humble perspective in everyone at BLI. Laukka explains, “The business has taught us to be one step ahead, yet not to lose sight of the small things. For example, when a client from 1982 calls and has a small plumbing leak or wants us to re-shingle their tiny garden shed, we respond. They are our clients for life and no matter how small the issue, they are always a high priority.” ABQ

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