



St. Mary's Church, Newark, NJ

FRANKOSKI CONSTRUCTION COMPANY

A band of brothers, fathers, and sons

BY CHRISTOPHER CUSSAT

FRANKOSKI CONSTRUCTION COMPANY (FCC) has been building religious structures for people of all faiths. And when talking to company president, Joseph C. Frankoski, one gets the distinct feeling that this third-generation family business has simply been blessed.

What began in the 1950s as a one-man home-building operation by Frankoski's father, Stanley, Sr., has grown into a highly-specialized, well-regarded construction company with expertise in the area of spiritually-related commercial contracting. In fact, FCC primarily builds churches, temples, and religious educational structures.

Frankoski and his brothers, Anthony and Stanley, Jr., were literally born into the business. He explains, "We all grew up as tradesmen more or less—we always had hammers in our hands." In 1974, the Frankoski brothers had a family meeting that was a defining moment in all of their lives. He recalls, "We decided that we liked the flexibility my father had and the ability to be our own bosses. We wanted to be able to depend on each other rather than having to depend on somebody else to make a living." The next step seemed natural, and three years later the brothers changed their father's company name from S.P. Frankoski and Sons to FCC, and a solid family

tradition of hard work and success was born. Today, the Frankoski brothers' respective sons, Joseph Jr., Gregory, Ian, and Stanley III, are poised to steer FCC into its next era.

Frankoski remembers his renewed company's first big commercial project. "We had all graduated from Saint Benedict's Prep in Newark, New Jersey, and my youngest brother, Stan, heard that the school was planning renovations—so we bid on it and we won." FCC has not stopped building since. As the company grew, it became well-known as an outfit that did an excellent job on religious institutional work—which now comprises 80 percent of FCC's contracts.

Sustaining the company's outstanding reputation and family tradition are just as important to Frankoski as the structures he builds. "Since 1974 we've served the religious institutional industry with value-added general contracting, construction, and management services.

AT A GLANCE

LOCATION:
EAST ORANGE, NJ

AREA OF SPECIALTY:
COMMERCIAL
CONTRACTING

ANNUAL SALES:
\$18 MILLION

EMPLOYEES:
25



Left: Our Lady of Good Counsel
Pompton Plains, NJ.
Below: Fairleigh Dickinson
University Cafeteria
Madison, NJ.

My father created a legacy to be passed down to three sons—a legacy of standards, exceptional business practices, and, in return, a loyal clientele familiar with our commitment to quality.”

Frankoski says that FCC’s competitive advantage is directly related to the relationships the company develops with its clients. “We approach our projects as partnerships with the owner, architect, and engineer. Once we’re able to establish such relationships, we integrate them into our work process and create a forum to meet each other’s expectations—this allows us to give our clients the best product possible. Our goal when we’re finished is to be friends with our customers and establish a relationship that’s lasting.”

FCC’s entire staff, as well as the accessibility of the principals within the corporation, further strengthens their

relationships. Frankoski explains, “Our customers also become very familiar with our employees and we have a structure that allows us to always have a principal involved with our clients. We feel that they like being able to talk to a Frankoski—I think this establishes a comfort level with our clientele and makes them feel confident that they’re being heard by the people who impact their business.”

What Frankoski loves most about his work is the longevity of FCC’s projects. “I like the fact that we build things to last for 100 years. Twenty-five years from now I can take my grandchildren past a church and say, ‘Your father and uncles and I built that church.’ Our fingerprint is on a lot of these things and that is what I find most satisfying—the fact that we do monumental work and build things that are there for the long haul. To me, it’s all breathtaking.” ABQ

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Joseph C. Frankoski, President

