
SPOTLIGHT ON EMERGING CONTRACTORS

JP Hogan Coring and Sawing Corporation, Staten Island, NY

Bernadette Hogan has a vision for her company and that is to be the number one concrete cutting company in New York. So, after picking up the pieces of the business that her father founded decades ago, and that Hurricane Sandy nearly destroyed recently, Bernadette Hogan sought to figure out how to gain a share of the concrete cutting market in the tri-state New York, New Jersey, and Connecticut region.

“We’d never been asked for bonding, but the subject came up over and over again at workshops and events we’d go to,” Bernadette remembered.

Then, in 2014, through a mentor-protégé relationship with Skanska Civil, she enrolled JP Hogan Coring and Sawing in the SFAA/USDOT Bonding Education Program (BEP). In New York, the nine-week program was hosted by the USDOT’s Small Business Transportation Resource Center and the joint venture of Skanska Kiewit Ecco (SKE) for the Kosciuszko Bridge Replacement Project.

JP Hogan understood that in order to grow and move up in the industry,

the company would need to adjust the way they operated the business. The BEP, with workshops led by industry experts in surety, accounting, legal, estimating, project management, and others accelerated JP Hogan’s decision to align with construction professionals while holding on to a team of loyal workers they had so carefully put together over the course of two decades.

“We listened to the experts, examined what we had and what we needed to improve on. The day after the workshops we would measure our strengths and weaknesses and organize the knowledge we had acquired to make our case for bonding capacity presentable and strong,” said Kathleen Makowski, VP for Administration

and Finance at JP Hogan.

The effort paid off. By the end of the BEP in December, JP Hogan Coring and Sawing Corporation, a NY Disadvantaged Business Enterprise (DBE), was approved for bonding capacity up to \$1 million. The company’s portfolio includes some of the region’s mega infrastructure projects: The New NY Bridge Project, the Kosciuszko Bridge Replacement Project, the Brooklyn Battery Tunnel, and the Second Avenue Subway among many others.

