



Better Together.
Celebrating the Success
of Our Merger.



On November 22, 2019, Cook & Krupa and Stuart Berger Construction executed the legal agreements to merge the two companies. At the time, John Cook, co-owner of Cook & Krupa, described what he felt would be the tangible outcome when he said, “The power of this merger is that each company is expanding its capabilities through the alliance with the other.”

Today, we can say that vision has been achieved and operationalized. The combined insights produced by this merger have **enhanced the value** we have delivered on every project we touched since. We have evolved from two merged companies working together to a single company with a seamless, integrated set of services. Now, we have more to offer existing customers, and we can approach new opportunities that would not have been viable previously.

The Whole is Greater than the Sum of its Parts.

The philosopher Aristotle is credited with introducing the concept that “the whole is greater than the sum of its parts.” He lived in the fourth century BC, so there’s no way he could have imagined applying this to the merger of two modern construction companies in the 21st century. But it is **particularly descriptive** of the result of this merger.

Stuart Berger’s long history and reputation with Butler® pre-engineered metal buildings (PEMB) create opportunities where Cook & Krupa can be invited to bid on other aspects of projects. Likewise, Cook & Krupa has access to projects with requirements that would have been sub-contracted in the past. Now, they can be handled in-house through Stuart Berger. It creates a neat and efficient package for the client as well.

Historically, both companies always collaborated effectively with architects and engineers. So, when we bring our combined construction services to the table today, there are fewer independent construction companies and a **greater spirit of being in the room together** to focus on the best possible outcome for the building owner.



When the World Gives You Lemons...

Within four months of executing the merger, the world was rocked by the COVID-19 pandemic, and many construction projects ground to a halt. Then, as COVID restrictions began to lift, we found ourselves embroiled in the staffing shortage that followed. A string of events like this could have been catastrophic for a newly formed venture. Fortunately, we were able to make progress in a situation that stymied others.

We used that time to focus energy and resources on internal systems to support our newly combined companies. Those projects included new systems for customer relationship management (CRM), bidding and budgeting, project management organization, and other internal controls. With an **enhanced foundation of business operations**, we returned to job sites with a level of efficiency and effectiveness that would have been harder to achieve previously.

Another outcome of this work is a centralized estimating department to support the whole team. That allows our most experienced people to be involved at the beginning of more projects where their **experience and insights** can provide maximum value to the overall project.



Real World Results.

One early success story of the merger played out with a project for **Holy Cross High School** in Flushing, NY. Cook & Krupa would have gotten the opportunity to bid on the project as a general contractor but would have sub-contracted the PEMB portion in the past. Now, we can do all that under one roof and provide tremendous value-added services to the client.

While we were equipped to work on a project like this in the past, now we can do it much more efficiently. Previously we would have taken designs from the architect and worked through sub-contractors (including Stuart Berger) who would have had questions and engineering suggestions. This typically required several communication cycles back and forth as we would have been in the role of an intermediary.

With our new structure, we are **all around the table at the same time**, so everything is outlined and designed at one time. Also, the architects and engineers maintain their design vision because they have better access to information about the structural requirements. The collaboration gets through the design and bid phases faster and sets us up for a very efficient construction process for the client.



Where the Merger is Taking Us.

We couldn't be more pleased with the success we've seen with the merger of Cook & Krupa and Stuart Berger Construction. Good planning and disciplined follow-through efforts have kept us on track and allowed us to achieve more as a combined company.

Reputation and size work together to fuel growth in the construction business. This merger has added to both factors for us. Our flexibility of providing full-service general contractor or construction management services with the additional dimension of providing industry-leading Butler PEMB products in-house will open doors to many new opportunities.

Our commitment is to use this growth to continuously find ways to add more value for our clients on each and every construction project we do.



Better. Not Just Bigger.

The merged strengths of Cook & Krupa and Stuart Berger Construction can deliver a better construction experience and greater value in the finished project. Give us a call to learn how.

Business Integrity Commission #3098

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