



## OUR HISTORY

1999—2024

Twenty-five years ago, Mark Cerrone, Inc. (MCI) was formed from the vision of founder Mark V. Cerrone. MCI Officially launching in May 1999, is one of today's largest premier civil construction firms that began at Mark's kitchen table focusing on residential site work such as residential lots, dug foundations, paving, landscaping services, and demolishing houses. Throughout the company's history, capitalizing on opportunities and spin-off work became the keys to service expansion and growth opportunities for the firm.

Residential work opened opportunities in the commercial sector. Demolition and snow removal led the way as MCI began small commercial demolition projects and snow removal services for business properties in Niagara County.

The demolition of a number of 1940's era strip motels lead to MCI being selected as the lead contractor and construction manager for a new Niagara Falls' Comfort Inn. Snow removal work gave the company an entry into major industrial clients like Occidental Chemical, Olin Chemical and DuPont. Additional commercial projects followed as the company's reputation for quality, service and safety began to spread in the marketplace. To expand service offerings to our then client base, the company acquired the business of Frontier Railway Maintenance to provide railroad construction and subsequently launched an industrial maintenance and millwright division. The company also increased its equipment-related capacity, to offer hauling services, fleet maintenance and equipment rentals to meet the growing demands of our customers.



Private demolition opened the door for the company to begin bidding on municipal contracts. MCI performed demolition contracts for the City of Niagara Falls, the City of Auburn, and the Niagara Falls Board of Education, among others. The first significant public contract was awarded in 2003 by the City of North Tonawanda for Roblin Steel Asbestos Abatement and Demolition, Phase 1. The company's first multi-million-dollar award was a contract to remediate and construct a landfill cell at the NECCO Park in Niagara Falls as well as a complete Groundwater Treatment plant. This was shortly followed by the first multi-million-dollar municipal contract award for the City of Niagara Falls for the Third Street Streetscape Improvements, including a new road base, underground utilities, along with new sidewalks, signage, amenities, and landscape. Numerous

municipal contracts followed for roads, site work, water and sewer utilities, landscape, athletic fields, demolition, and other heavy civil construction services.



With both revenue and reputation growing, tragedy struck the company in 2007 when Mark Cerrone was diagnosed and passed away due to cancer. In May 2007, Mark's wife Candice took the reins of the company for an 18-month period and began to evaluate its direction. By the end of 2008, she eventually decided to sell the business to George Churakos who had been with Mark since 1999 and Vincent Cerrone, Mark's brother.

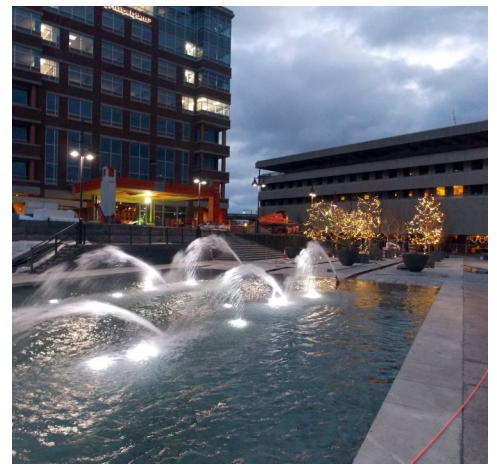
On the project front during this period, opportunities continued to present themselves. Mark Cerrone, Inc. secured major work as both a prime contractor and subcontractor. Prime contracts including the \$4.4 Million Old Falls Street / West Mall Renovation and \$2.5 Million Erie Canal Harbor

Historic Street Phase 2 put MCI's work at the center of major public improvements in Western New York. Likewise, the demolition, remediation, and site preparation of the 1900 Block of Main Street in Niagara Falls as a subcontractor on the new Public Safety Complex was a major milestone.

From universities to state parks, MCI was awarded dozens of projects both public and private across Erie and Niagara Counties. In 2011, the company continued its growth cycle, expanding both its service offerings and geographic reach. MCI was awarded the CSX Bridge Replacement Route 104 Improvement project for the company's first full bridge replacement job. This project also allowed the company to invest in significant concrete and rock cutting equipment. The company was also awarded its largest single contract at that time, \$12.5 Million for the General Construction of a Special Housing Unit and Medical Building at the Batavia Federal Detention Facility for the U.S. Army Corps of Engineers.

Geographically, MCI expanded in markets outside of Erie and Niagara Counties, performing road work in Olean and by taking on significant asbestos abatement and demolition projects in Rochester and Finger Lakes region. Over \$7 Million in abatement and demolition contracts were awarded MCI for the Rochester Schools Modernization program between 2012 and 2015. To support work outside our home region, MCI opened a Rochester Office with a permanent location established in 2015. From this office, MCI has expanded its asbestos and demolition work to Oswego, Utica, and Ithaca while also expanding the reach of our civil and road construction.

For the past 12 years, Mark Cerrone, Inc. has worked on a number of high-profile projects that have made a significant impact on our community. MCI completed the Cars Sharing Main Street (100, 500 & 600 Blocks) project in Buffalo to reset and the Light Rail Rapid Transit system and allow cars to share the roadway for the first time in over 35 years (5 contracts totaling over \$40 Million). Along with this railroad work, MCI completed the rail work at both the Niagara Falls and Buffalo Amtrak Stations (\$10.5 Million) and is currently completing the NFTA's DL&W Terminal Upgrades including all track placements, station and building preparation for buildout, and shoreline restoration (\$48 Million).







The company's largest private contract was awarded for the redevelopment of the Fashion Outlet Mall of Niagara with all phases coming in at over \$38 Million. Additionally, Mark Cerrone, Inc. was a leading contractor on the renovations and new building of the Albright-Knox-Gundlach (AKG) Art Gallery in Buffalo (\$11 Million).

In MCI's hometown of Niagara Falls, MCI performed 2 phases of the removal and reconstruction of the Robert Moses Parkway (\$41 Million), a major site work and sports fields project for the Niagara Falls School District (\$17.75 Million), renovated Luna Island at the Niagara Falls State Park, and completed site work for the Maid of the Mist's Winter Storage Facility, which included lowering a 100,000 pound excavator 225 Feet into the Niagara Gorge.



MCI's diverse work has included a number of landfill projects throughout the region in 2017's Chautauqua County Landfill Expansion Phase IV (\$16 Million), as well as multiple projects at Modern Corporation's Porter Landfill and Republic Service's Niagara Falls Landfill. MCI started the cap and final closure of the Seaway Landfill in Tonawanda for the U.S. Army Corps of Engineers (\$17.6 Million).



Currently, the company is working on major upgrades to the parks and recreational facilities along Buffalo's waterfront including the conversion of LaSalle Park into Ralph Wilson Centennial Park (\$38.8 Million), Wilkeson Park upgrades for the Erie County Harbor Development Corporation, and a major improvement project at Buffalo Harbor State Park (\$47 Million).

The growth and success of Mark Cerrone, Inc. has led to number project awards from American Public Works Association and the American Concrete Institute. Various company projects have also been honored with "Brick by Brick" Construction Awards over the past 11 years from Business First Magazine of Buffalo and the company was

awarded as one of the Fast-Growing Companies in Western New York in 2015. In 2023, Mark Cerrone, Inc. was named Niagara USA Chamber's Business of the Year.

From one man's vision 25 years ago, Mark Cerrone, Inc. has diversified to a regionally respected heavy civil construction company working on over 100 projects a year with over \$1 Billion in Lifetime Sales. With three offices, one maintenance and fabrication shop, and four processing and storage yards, MCI can meet any construction challenges ahead. The company now has over 300 pieces of equipment and trucks, a peak seasonal employment of over 300 people, and a solid reputation for delivering a diverse group of construction services.

Under the leadership of George and Vince, the company continues to grow, diversify, and provide the highest quality workmanship and safety performance. MCI continues to be Western New York's Best-in-Class business and we look forward to the next twenty-five years and beyond.