

Mulligan Constructors gets big results by going small

Cork & Olive deal in the works.

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Photo by Jim Carchidi

MCI CEO Richard Mulligan, pre-construction manager Benjamin Goldenberg and company President Jason Mulligan at the company offices on Vineland Road.

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Father-and-son team Richard and Jason Mulligan aim to run a more customer-friendly company than those they have worked for in the past -- and that approach appears to be paying off.

The year [Mulligan Constructors Inc.](#) was founded, 2002, it brought in less than \$1 million. But last year, the commercial construction firm had \$9 million in sales and projects it will have \$13 million in sales this year.

In addition, the company moved into a larger new 5,000-square-foot office in Orlando last month from Winter Garden.

"We've molded our company from what we thought were the best aspects from all the experiences Richard and I have had," says 35-year-old Jason Mulligan, vice president.

"If we do a good job for our clients, the growth will take care of itself," adds CEO Richard Mulligan, 64.

Negotiating wine store deal

Mulligan Constructors currently is juggling seven construction projects, ranging from a \$10,000 office project for Prudential to a \$2.8 million exterior renovation of Edgewater Condominiums. The company also has a \$2 million contract with Seminole County to build a two-story fire station in Longwood.

One of the firm's latest ventures is pitching projects to Cork & Olive, a wine vendor that has sold 10 franchises in the Orlando area and plans to open as many as 25 in Central Florida. Mulligan is in final negotiations to work on Cork & Olive's first store at the corner of Maguire and Roberson roads in Ocoee, and hopes to work on more for the company.

While there are no promises that Mulligan will get all the contracts, Tom Ronzino, CEO of [Cork & Olive Franchise Corp.](#), says the company doesn't intend to look elsewhere.

Big experience, small projects

Richard Mulligan, who has 44 years in the construction business, knows how to handle major projects. After all, he worked on 60 Wall St., the \$600 million J.P. Morgan bank building in New York City.

But now he and son Jason, who has spent 14 years in construction, want to focus on smaller jobs.