

Building on a Tradition

Monahan & Loughlin, Inc.

Vice President
Sean Monahan

Success Magazine: Sean, how long has Monahan & Loughlin, Inc. been in business?

Sean Monahan: This will be our 61st year in business. We were incorporated in 1948.

SM: How did your family get started in the roofing industry?

Sean Monahan: The business was started by my great-uncle, Leo "Chubby" Monahan and John Loughlin, who owned the local hardware store in Hudson Falls. The business continued on with my grandfather, Richard Monahan, and John Kelly Horrigan. In the late 80's, the business was sold to my father (Patrick Monahan), my aunt (Kathleen Hallenbeck), and my uncle (Michael Monahan), who operated our Plattsburgh branch. Currently, Patrick and Kathleen are the owners of the corporation.

SM: Why was it important for you to continue in the family business?

Sean: I had always worked during summers and breaks from college. I began working full-time after college. It was almost a given that I would be involved in the company, to ensure that the third generation of the family was involved in the business. It is hard to believe I have been here twenty years this July.

SM: What part do you take in the operations of the business?

Sean Monahan: I handle the estimating and project management for our roofing division. Patrick handles the scheduling of our manpower and daily project coordination, and Kathleen handles the majority of our office operations. We all share duties with the

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interaction of our business with banking, insurance, and bonding.

SM: Whom do you look to as an example for your work ethic?

Sean: My grandfather and father definitely have set a high standard when it comes to a work ethic. Not only in the amount of hours that they have put into the growth of the business, but also in the manner they have worked.

SM: What project are you most proud of and why?

Sean: I'm really proud of all of our projects because each one is the result of decades of hard work. I am proud, most recently, that we have installed the roofing at the GE Healthcare X-Ray Detector Facility in North Greenbush and at the new Beechnut Baby Food Manufacturing Plant in Amsterdam—two of the largest manufacturing facilities built in the Capital Region.

SM: Do you do any other contracting work?

Sean: We do all types of commercial roofing, HVAC, and custom sheet metal fabrication. Our 50,000 sq. ft. sheet metal shop can fabricate ductwork to large stainless steel tanks and other components of many industries. If it can be made, our guys can make it, and make it with the highest quality.



SM: What can a client expect from Monahan & Loughlin?

Sean: A client can expect the job to be done, and done right. That has a lot to do with the "hands-on" approach we take with every project. My father and I see to it that one of us is on every job every day, to ensure the highest quality of installation.

SM: What has been the best aspect of working on the project at 20 Elm Street in Glens Falls?

Sean: Being a part of the revitalization of an area where I grew up and continue to live. A project like this will definitely give the Glens Falls area a stimulus to feed off. I hope many more people have the vision to expand from the great architecture that is around this historical city.

SM: What is the most important quality for a leader to have?

Sean: Foresight.

SM: What one word describes you best?

Sean: Determined.

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