



# Rick Cooper

RICK COOPER CONSTRUCTION, INC.

**Success Magazine: Rick, How long have you been in the construction business?**

Rick Cooper: I have worked in construction for thirty-seven years.

**SM: What inspired you to become a contractor?**

RC: I started out of high school working for a local builder and I enjoyed what I was doing. When I started my own company, it was nice to see what we accomplished at the end of a work day. I was still learning about the trade and it was amazing to see how the pieces all came together. I wanted to learn everything I could. As time went by, I worked very hard to fine-tune my craft. I have met so many wonderful people over the years and I have always felt responsible to do the best job that I could do for them. Being proud of what I did and the quality of work I produced became extremely important to me. I value the reputation that I have created. I've never forgotten where I have come from; the fact that I started out with nothing. This is why I take pride in every job we do, whether it's a reroof or a \$150,000 kitchen.

**SM: What is your area of specialty?**

RC: My company does many different types of contracting work ranging from constructing turnkey homes to additions, three-season rooms, screened porches, siding, roofing, cement work, and building decks. We have the resources to do all phases of work. My job is to meet with the client—I listen to what they want. We brainstorm ideas and bring the project within their budget. It may be as simple as new siding or as complex as a new home. Our team is dedicated to quality workmanship. We commit to getting the job done expeditiously with attention to detail and safety. Our goal is to make you our next referral. I also order all materials and schedule all subcontractors if needed. Once the job commences, I coordinate the workforce so the job gets done in a timely manner. I understand that the homeowner wants to get the job done as quickly as possible so it doesn't disrupt their lifestyle longer than necessary.

**SM: What separates you from other contractors?**

RC: I want to make the job an enjoyable experience for our clients, with as little inconvenience as possible. Our

commitment is to getting the job done in a timely manner. We are dedicated to quality workmanship at a reasonable price with attention to detail and safety. Word of mouth is very important advertising for us, so it's crucial we satisfy our clients as much as possible. Our motto is "We are just not famous, we're good." All of our employees—some have been with me for over twenty years—take that to heart. We also have the knowledge and the experience to build a vast range of homes, from the starter home to the multi-million dollar home. We can also oversee the building of a home—we have good, reliable subcontractor contacts, and will coordinate the scheduling of the subs so the project moves along in a timely manner. Hiring a bad sub can cause a lot of problems and a lot of money. It costs three or four times more to do a job twice. Also, one mistake by a person that is building their own home can cost them thousands of dollars. Hiring Rick Cooper Construction is both cost effective and efficient.

**SM: Who is your typical client?**

RC: I don't have a typical client. They all

have construction projects in mind, but approach them from different points of view. It is my job to help make the process easier and come up with a final product that suits each individual client.

**SM: What is your favorite completed project to date?**

RC: I have enjoyed all of my jobs. Each project is different. Each client has a vision and a dream. It is my job to assist them in making their vision a reality.

**SM: What is the highest praise that a client has shared with you about your company?**

RC: When a client recommends my company to other people because they are totally satisfied with the job that we completed for them, it says a lot. My company always puts the client first. When they are happy, we are happy.

**SM: Contractors in New York State do not have to be licensed. How would licensing help the industry?**

RC: If NYS contractors were required to be licensed, it would help both the contractor and the public. First, contractors would be required to meet certain criteria and standards. This, in turn, would lead to a higher standard of construction. Insurance would be required. Contractors would be liable for their jobs. It would be easier for the public to check on the status of a contractor.

I have a licensed construction company



in Virginia, and if the company were to get more than three complaints within a year's time, it would have to go in front of a board. If it was found in violation of anything, the company would lose its license for a year. I believe that something similar should be set up in New York State to protect the public.

**SM: How will the GlobalFoundries project affect the region?**

RC: As a native of Round Lake, it is very interesting to see all of the changes that are occurring in Malta. GlobalFoundries will provide a multitude of opportunities for our community. It is my hope that many of these opportunities will be distributed locally.

**SM: What activity helps you achieve balance in your busy life?**



RC: Time is precious. When I am not working, I like to spend time with my family and friends. They are the heart of who I am. I also love the outdoors. I am an avid hunter and fisherman. It is a simple pleasure of mine to just take a walk in the woods and enjoy all that nature has to offer.



**Rick Cooper**  
Construction, Inc.

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Capital District Home Builders &  
Remodelers Assoc. & The  
Saratoga Home Builders Assoc.

Custom Home Builder



16 Oakwood Ct  
Ballston Spa, NY 12020  
PH: 365-3456 | rcc@nycap.rr.com  
[www.rickcooperconstructionny.com](http://www.rickcooperconstructionny.com)