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Manufacturing

## Growing steel fabrication company moves to Cohoes





DONNA ABBOTT-VLAHOS | ALBANY BUSINESS REVIEW

David Sowinski, owner of Sowinski Steel, at the company's new space in Cohoes.



1 OF 11





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By Luke Nathan - Reporter, Albany Business Review

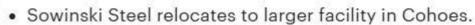


Mechanicville to a larger facility in Cohoes.

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provided financing.

this year.

Story Highlights



- Company fabricates structural steel and other metal products for
- projects.
  Revenue expected to increase from \$3.2 million to \$4.3 million.

A maker of structural steel and other metal products has relocated from

The 7,500-square-foot complex at 39 Ontario St., near the 112th Street Bridge that links Cohoes to Troy, is nearly double the size of Sowinski Steel's previous

the subcontracting business about seven years ago.

Sowinski bought the Cohoes real estate this summer for \$525,000, according to Albany County records. Colonie-based community bank Pioneer

home in Saratoga County, according to owner David Sowinski, who founded

Though most recently used by an industrial cleaning business, the facility for decades served as a chain-fabrication shop and is equipped with two overhead cranes – appealing assets for a manufacturer that deals with heavy metal.

Sowinski and his approximately 15 employees fabricate structural steel as well

as auxiliary products like handrails and stairs, mostly for state or local

"Now we're in a building that was built for what we do," Sowinski said.

government projects.

The company's ability to make those "miscellaneous metal" products has helped it win jobs, Sowinski said.

General contractors typically want to select a single steel fabricator, and larger providers of structural steel tend not to want to make stairs and handrails, he said.

The company is in the midst of making handrails for MVP Arena in downtown Albany and a wastewater treatment plant in Saratoga County, among

Revenue in 2024 was \$3.2 million, and Sowinski expects to hit \$4.3 million

Sowinski, an Albany native, at 18 joined the U.S. Coast Guard, where he served

for four years. He then studied construction management at Alfred State College in New York's Southern Tier and landed project-management roles with U.W. Marx and Consigli Construction.

Later on in his career, as a pipe-welding shop where he worked was closing its doors, general contractors with jobs to share encouraged him to start his own business, he said.

little scary."

Sowinski credited Kivort Steel in Waterford, his primary supplier, for working

"I'm not a natural risk-taker/entrepreneur by any stretch," he said. "So it was a

with him on payment terms as he was starting out. A credit line from Pioneer also helped him grow the business, he said.

On the recruitment and retention front, Sowinski said he tries to keep overhead

schedules, he said, eschewing a more rigid approach to shift work that's sometimes associated with manufacturing.

low to better reward employees. He makes accommodations for their particular

"I think that'll generate the better talent," he said.