



Albert Foy

Foy
Associates

Concord, N.H.

ALBERT FOY, 60, president of Foy Assoc., Concord, N.H., is strongly imbued with a sense of family and heritage.

Every year, the product of French-Irish parentage treats the employees at Concord Hospital and Concord City Hall to green carnations on St. Patrick's Day. It has become such a tradition that a local florist sends the flowers automatically. Last year, Foy bedecked more than 400 people with this festive touch of Irish spirit.

Foy's sense of family is no better depicted than in the business which he started some 40 years ago. His three sons, daughter and wife are all active in real estate brokerage.

Martin, 37, and Albert Jr., 34, both left executive positions in other business fields to join their father's firm. Martin, a Concord city councilor, concentrates on commercial real estate like his father does. Albert, who does some selling, is the family financier. He handles all major loan transactions with banks and goes after the cash when the family gets involved in one of its many development projects.

Bill, 25, the youngest son, was the first to join the business, doing so two years ago after being discharged from the Air Force. He specializes in residential brokerage and is the hardest broker there is in Concord houses, his father asserts.

Even the Foy ladies do not escape the business. Mrs. Foy, who is also a broker, monitors a business line that is piped into the house in case the office is unattended. Her biggest contributions, however, are keeping the father and brothers on their toes, Foy says, and supervising color scheming and office organization in Foy Assoc.'s new building at 157 Manchester st.

Foy's daughter Patricia resides in York, Me., and is studying for her own broker's license. When she obtains it, she will open one of the first of four planned offices in a company expansion soon to be announced into Manchester, Laconia, Franklin and Maine.

His offsprings' desire to follow in his own footsteps is gratifying to Foy, who started the business on a shoestring and a willingness to work hard. A trait which he proudly points out is characteristic of all the Foy's.

Foy got into the real estate business after bouncing around trying his hand at one thing and then another. A Concord-native, he had no interest in his father's drugstore, but instead wound up in real estate. When he purchased a piece of property and eventually sold it, the first thing he knew he was committed to real estate for better or worse.

Today, he is one of the biggest developers in the Concord area and one of the most active commercial brokers. Some of his most notable closings have involved Holiday Inn, Dunkin' Donuts, McDonald's, Cumberland Farms, Kentucky Fried Chicken, J.M. Fields, Howdy's and Goodyear. He sold the first multi-family housing project built in more than 50 years in Concord (Lexington Manor Apartments) and Salsbury Green apartments, Lord Baron apartments, Prescott Park Building and old N.H. Savings Bank Building, among others.

He has made considerable contributions in the Concord Urban Renewal area selling several blocks involving about 25 stores and handling the Mass. General Housing project.

Foy Assoc. recently sold a 140-acre parcel in West Concord to Harvey Construction of Manchester who plans an industrial-commercial-residential development in which Foy hopes to contribute much in expertise.

All of this professional activity has not precluded Foy Assoc. involving itself in its community's activities. The firm recently sponsored what may be the first televised Pop Warner football game in honor of the founder of the Concord league. And, Foy, to whom donation is a first love, is an avid backer of the Concord Boys Club.

The future of Foy Assoc. is dynamic, if the planned four-pronged expansion is any indicator. One man built it to its preeminent position, but there is only so much one man can do. Now, there are three chips off that same block!