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## **Campanelli Construction markets extensive experience and expertise for the construction industry**

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Those unfamiliar with Campanelli's 64-year history may be surprised to find that our commercial real estate development and construction firm made its mark as a developer long before we became known for our savvy investment strategies. But Campanelli's success was built on the strength of our construction capabilities, which until the last decade was kept almost exclusively in-house.

In the last 10 years, Campanelli has been providing comprehensive construction services encompassing all facets of development projects-from site selection to final landscaping touches-for third party clients. After building our reputation over decades in office, warehouse and retail facilities construction, we began to apply our expertise to more complex product types such as cold storage projects, medical facilities and research laboratory space.

So while continuing to develop office and warehouse projects for clients, such as the 770,000 s/f TJX headquarters in Framingham and the 530,000 s/f Christmas Tree Shops Distribution Center in Middleborough, Campanelli persistently evolved and expanded its capabilities. The evolution resulted in projects like the former Boston Edison brown field site conversion into the high tech Watertown Business Park, for tenants Alexandria (142,500 s/f office and research laboratory facility), AT&T (201,400 s/f web hosting facility), and NSTAR's 96,154 s/f industrial facility.

Our pragmatic and cost efficient design/build approach has resulted in a rewarding relationship with Preferred Freezer, one of the largest refrigerated warehouse companies in North America. Since 2001, we have constructed a dozen facilities for the firm along the eastern seaboard and Texas, developing over 1.8 million s/f. We recently completed a state-of-the art, fully automated facility in Elizabeth, New Jersey, consisting of 132,665 s/f of freezer and dock space as well as 8,856 s/f devoted to office areas.

Expanding upon our traditional construction manager role, we worked with Airxchange to secure a parcel, address zoning issues, permit the property, hire the architects and engineers and construct a 62,000 s/f addition to their existing facility.

Another great third-party project we just completed is 2 Pond Park which was constructed on behalf of A.W. Perry, Inc. The recently completed ground-up 78,300 s/f building is a state-of-the-art medical center in Hingham, Mass. A full service medical facility boasting state of the art diagnostic imaging, including CT Scans, RF, X-ray and MRI, laboratory services, exam rooms, six surgical suites, recovery areas, orthopedic services and a future rehabilitation facility. The project was delivered on time and under budget.

It was during Campanelli Construction's increase in projects that I was approached by my former Public Relations client to discuss running its marketing and PR functions in addition to becoming director of business development. This role assists Campanelli Construction in acquiring a larger portfolio of third party construction clients. I was influenced to close my own firm because of

Campanelli's strong reputation in both the real estate and construction communities, and accepted the challenge to pair with construction project executive, Dave Vroman, to lead the business development of this growing division.

Campanelli leadership reasoned that they had been quietly doing third party construction for the last decade and it was time to market this division publicly. My role in business development is to inform developers and investors that we have a construction company for hire, develop the brand and help secure new business. Vroman and I are currently expanding the customer base for Campanelli Construction and are finding that our long term demonstrated track record of success in construction and real estate industries and the company's integrity is a key factor in the eyes of our prospective customers.

We work closely with our clients during every phase of development, including site selection, feasibility analysis, local, state and federal permitting, architectural and engineering design, building construction, as well as facilities and property management. Our leasing acumen - as evidenced by the success with our value added acquisitions and subsequent lease-ups on properties such as 300 Crown Colony in Quincy, Weymouth Woods Corporate Center and the GS portfolio - is unparalleled due to our ability to deliver turnkey solutions.

Campanelli Construction has averaged \$70 million annually in recent years, and has been one of the largest developers in the Commonwealth, building more than 20 million s/f of office, industrial, R & D, and medical facilities in Mass. alone. Our company believes that we can offer services in both construction and real estate that are consistent with the best the industry has to offer.

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