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## **Project diversity and strength of team the key to a strong 2012 for Sullivan Construction**

July 26, 2012 - Spotlights

As we enter the second half of 2012 we are encouraged to see strong growth at Sullivan Construction, Inc. (SCI). This growth is based on the collective strong capabilities of our construction team and the diversity of project size & type that we are seeing. No single market segment is leading the charge; however there are several markets that are showing signs of renewed activity. Healthcare, advanced technology, educational, hospitality, long-term care, retail, and manufacturing are some of these markets to name a few. We are also very active in the tenant-improvement segment as the leasing market continues to show signs of strength throughout the region. A majority of these projects here at SCI are delivered through a value added construction management or design-build negotiated approach. This model allows the building owner to be completely confident in the competitive bidding of all sub-trades while retaining a close relationship with a strong pre-construction, project management, and on-site management team. This partnership between the owner, design team, and construction group provides a constant "value engineering" mentality while getting the projects completed in the shortest amount of time with a completely open and transparent building program. We have found that this delivery method can save owners valuable schedule time while obtaining the best overall project cost and value. As opposed to the old "plans & specs - bid" approach, we are able to establish and retain long-term relationships and provide the most value to our customers.

Currently at SCI we are working on many exciting projects, with several more to come later in the summer and fall. This workload will bode well for a strong end to the year and carry-over in to 2013. We have recently finished a 14,000 s/f office space renovation for Harvard Pilgrim Healthcare at 650 Elm St. in Manchester. This LEED certified project was completed with a very aggressive schedule and included a complete renovation of the building's 7th floor. Sullivan Construction prides itself on our culture of sustainable construction and we are seeing many of our clients & customers seeking an analysis and potential implementation of various levels of green construction. We recently renovated our corporate headquarters in to New Hampshire's first LEED Platinum office building and we now have several years of real world data regarding costs/payback of potentially valuable sustainable construction alternatives for our client's consideration. This capability and focus has been a major factor in our company's success.

Also recently completed was a laboratory renovation for Magellan Diagnostics in Chelmsford, Mass. This project was completed on an extremely time-sensitive schedule and included the complete renovation of a 5,500 s/f biotech/lab area and the upgrades to 16,500 s/f of adjoining office space. Our team completed this project in less than 8 weeks allowing for the company to occupy the space as needed for their operations. The laboratory and biomedical industries are showing signs of growth and our team of professionals has many years of experience within this market.

The hospitality market provides continual opportunities and we are currently completing a 196 room, 95,000 s/f complete renovation of a former Holiday Inn to a Crown Plaza Hotel in Woburn, Mass. The combination of an aggressive schedule and working within occupied spaces presented challenges that needed to be addressed and our team has exceeded expectations. The project also included extensive demolition and a total asbestos abatement program. Another residential and health related project that we are commencing is a 56 room Alzheimer's care ground-up facility in Rye, N.H. for Sanctuary at Rye. Included in this new 37,000 s/f building will be a commercial kitchen, nurse's stations, and administrative offices and an extensive site work package. Our firm's history of working within occupied spaces has been a major factor in our success. An example of this is the renovation of the emergency room wing at Holy Family Hospital in Methuen. The project consists of 13 exam rooms, a pharmacy, laboratory space, clean storage areas, waiting rooms, staff lounges, and doctor's areas. A continual Infectious Control Risk Assessment (ICRA) is also a critical part of this project. Also, at SCI we are commencing construction on the renovation of the Mt. Carmel Rehabilitation & Nurses Center in Manchester, N.H. for Catholic Charities of NH. Working within occupied areas we are demolishing & renovating interior portions of this 4-story facility in phases. Our ability to minimize or eliminate any disruptions to existing operations is critical in the success of this, and many other projects that we are constructing.

The educational market shows constant activity for us at SCI, primarily in the renovation and upgrade/preservation of existing facilities. We are currently renovating the LaCava Center Admissions building for Bentley University in Waltham on an aggressive schedule and within an occupied facility. Sullivan's project management and on-site supervision team for this job has extensive experience in the educational markets and brings exceptional skills to the project.

Seacoast N.H. is a vibrant and very active sub-market. The Pease International Tradeport continues to be a bright light within the regional economy and we are currently completing several exciting projects at the Tradeport. We are providing tenant fitup services for Sun Life and Bank W on Corporate Dr. and will be commencing a new 40,000 s/f ground-up office building at the Tradeport this fall. Having completed numerous projects at Pease in the past we look forward to continued success working with users and developers at the park.

In summary, all of us are excited at the opportunities before us and we look forward to a successful end to 2012 and strong momentum heading in to next year. Our focus on sustainable construction, working within occupied spaces, and targeting a diverse project type allows us to fully maximize our talented construction team. We also pride ourselves on our strong safety record, and we have not had a loss-time accident for over twelve years. At Sullivan Const. we value our relationships dearly and these trusted relationships are the key to continued success as we enter our 42nd year of business.

Brian Gallagher is the director of business development with Sullivan Construction, Inc., Bedford, N.H.