



CELEBRATING  
55 YEARS

# nerej

## **2017 Annual Review: Michael Gould of Interstate Electrical Services**

December 29, 2017 - Front Section

What was your greatest professional accomplishment in 2017? Changing the dynamic and perception of estimating as a function is in our organization, and providing opportunities and career pathways for individuals at Interstate who are interested in becoming estimators. In 2017, our estimating team leveraged new technology, honed their skills and became extremely effective at producing timely and very accurate estimates that garnered new business.

What was your most notable project, deal, or transaction in 2017? We are fortunate to have been involved in many challenging projects over the year. The most notable would have to be the Mathworks project. In addition to this being the largest project in our company's history, it was exciting seeing the positive impact that our Lean construction methodologies and prefabrication strategies and cross functional design team had on the day to day progress and overall success of the project.

What are your predictions for commercial real estate in 2018? We see another robust economy in 2018 . We see a trend towards projects being awarded based on capability due to continued labor shortage.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540