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G&R Const. reintroduces itself as a contractor which is a proven and tenacious advocate of its clients' best interests

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Ed Dann, business development director for G&R Construction, scans the file folders of prospective projects stacked on his desk. "The challenge of this economy is to view it as an opportunity for companies like ours that can self-perform certain work and have specialized in both public and private building construction," said Dann. "As a result of the credit crunch, many private projects have been delayed, postponed or, in some instances, canceled. Private market opportunities will come to contractors who earn the confidence of owners and financial lenders, who have solid credentials, are transparent, and welcome scrutiny."

Private owners like colleges and universities value the transparency and accountability welcomed by Dann. "These are cautious times for private institutions with building programs," said Jake Mycofsky, project manager, Boston College. "We need contractors who are tenacious advocates of our best interests, and Ed Dann is that kind of professional."

Dann grew up in a construction family, and recently joined G&R Construction, a second-generation, family-owned building contractor, to lead their business development efforts. "Private or public, you have to advocate the best interests of the project," said Dann. "That requires clear lines of communication and a willingness to collaborate with all members of the project team to overcome obstacles to success. Today, owners expect more transparency, more accountability and we welcome that."

Founded in 1962, G&R Construction is building a legacy as one of the premier general contractors in eastern Mass. "Market versatility has always been one of our strong suits," said Bob Morel, second-generation company president. "Our experience in both the public and private sector gives us the foresight to see what's ahead, anticipate concerns and finish each project strong."

With Dann as its business development director and the launch of a new website (www.grconstruction.net), G&R is reintroducing itself to owners who are looking for a contractor who is a proven and tenacious advocate of their clients' best interests.

"Ed clearly understands that an owner's satisfaction is what defines a good project," said Jack Meany, president, North Shore YMCA.

State senator Bob Hedlund said, "Ed has an energy level that no one can match, and in this economy, that's a big advantage for any company seeking new opportunities."

"Ed is gifted as a marketer of construction services, a crackerjack," said Jay Cashman, prominent Boston-based entrepreneur and contractor, for whom Dann once worked. "He is enthusiastic, bright and politely persistent."

"Ed is very generous as a project partner," said Bob Hoye, president, TRO Jung|Brannen, the Boston-based international architecture, interior design and master planning firm. "He shares leads and information and is a stand-up guy."

Ken Tarbell, president, Tarbell Construction Management, has known Dann for many years and agrees with his optimistic outlook and philosophical approach. "With a fresh, up and coming organization like G&R Construction, Ed is in perfect position to grow and expand the company's marketplace. More importantly, as the private market regains momentum, Ed's extensive network of owners, developers and architects will be waiting for his call."

Networking and contacts are the life's blood for business development in the construction industry. Joseph Feaster, Jr., a Boston-based consultant to many prominent owners and developers, identifies Dann's ability to grow relationships as his greatest asset. "Ed understands that he has to be a match-maker in this business," said Feaster. "If individual "A" wants to meet individual "C", Ed jumps right in as the middleman ("B"), brokering the relationship and delivering on promises made between the parties."

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