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## **There is optimism for construction and construction management companies that deliver quality projects on-budget**

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The region's credit crunch and downturn in the real estate market, no doubt, are having impacts on the commercial construction industry in New England, but there is guarded optimism for the fall of 2007 and into 2008, particularly for healthy construction management companies that deliver quality projects, on-time and on-budget.

Unlike the residential market, the commercial sector is not given to abrupt spikes in its market, primarily because of the lengthy planning process of commercial projects that are often in the pipeline for several years. And for that reason, observers say, the fall of 2007 is expected to track close to the fall of last year for companies with proven track records. The first quarter of 2008—when projects now in the planning stage come on line—will be an indication if the trend will continue, they add.

A company's reputation carries it through challenging times. Having a reputation for quality work, meeting budgets, innovative problem solving, a broad range of services, and an experienced and professional staff with a dedicated work ethic will sustain or even grow a company in just about any economy. Companies that complete quality projects on schedule and within budget save clients money. This expertise positions commercial construction companies to move forward in any market. Such is the cornerstone of Pinncon, one of the northeast's fastest growing commercial construction and construction management companies. Pinncon provides professional leadership and extensive experience at every level and on all types of general contracting and construction management projects for the retail, office, institutional, hospitality and industrial markets. Pinncon offers a range of professional construction services to a national client—les of landowners, Fortune 500 companies and retailers like Stop & Shop, Shaw's Supermarkets, BJ's Wholesale Club, Walgreen's, Circuit City, PetSmart, La Z Boy and Office Depot. Pinncon's services include: pre-construction planning; cost estimating; project scheduling; bid management; value engineering; construction and cost control; excellent owner-team communication; change order management; and timely project close-out.

The Pinncon management team, collectively with more than 100 years experience in construction management and oversight, is practiced in a variety of building types and construction methods in ground-up construction, renovations and additions. Project types range from large commercial, residential and institutional buildings to smaller freestanding structures. Pinncon is equally sensitive to the operational and budgetary constraints of small, independent owner/operators and large chains. The firm's ability to assess the marketplace, evaluate existing conditions, develop master plans and budgets is essential to successful ground-up construction, additions and renovations.

Pinncon understands that every decision affects the bottom line. We view ourselves as an extension of the client, always sensitive to the site-specific challenges of each project. We pride ourselves on

customer service, cost accountability and state-of-the-art communications with every customer. Efficient at every stage, Pinncon's value-engineering capabilities make certain that all design alternatives and building issues are addressed early in the critical design and construction phases, which results in a time-efficient and cost-effective product for clients. Pinncon utilizes advanced project management and accounting systems technology to accurately track project schedules, costs and expenditures, and employs state-of-the-art computer graphics software to produce clear, comprehensive and legible facilities management reports.

Recent projects include:

- \* Wilmington Crossing in Wilmington, Mass. - a 63,000 s/f, \$6 million lifestyle center
- \* Blue Hill Commons in Canton, Mass. - a 41,000 s/f residential complex with a 26,000 s/f retail/office component
- \* 300 Ledgewood Dr., Rockland, Mass. - a 37,000 s/f, \$2.5 million office building

Pinncon also recently completed a 68,000 s/f Stop & Shop supermarket on Walkers Brook Dr. in Reading, Mass. The ground-up and fit-up work on the \$7.5 million project was completed last month.

In addition, Pinncon has completed a 14,000 s/f Walgreens in Derry, N.H. The \$2.4 million project off Crystal Ave. included site work and ground up construction.

Pinncon has begun a 6,000 s/f retail strip building on Faunce Corner Mall Rd. in Dartmouth, Mass. The \$1.4 million project for the Faunce Corner Realty Trust includes site work and ground-up construction, and is expected to be completed next May. This is near a \$1.3 million 8,000 s/f retail building that Pinncon completed in August also for Faunce Corner R.T. The project also included site work and ground-up construction.

Jim Thompson is the executive vice president of construction at Pinncon, LLC, Braintree, Mass.

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