

CAMCON

Thinking Like the Owner

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Integrating the functions necessary to meet the challenges of the dynamic development and construction environment is a certain recipe for providing clients with solutions to their specific needs. Yet such a statement, while packaged neatly into a single sentence, is far more complicated when real world rubber hits the road. To be able to actually meet client's needs, it is imperative to first understand those needs, and what better way to do that than to "think like the owner"? For nearly thirty years, CAMCON has been serving the best interests of their clientele by being part of a larger enterprise that provides development, property management and leasing services allowing it to best understand all aspects of the process from all angles. For CAMCON, thinking like the owner is not just part of the process, it is the very process itself.

CAMCON is the contracting arm of Cambridge Holdings LLC, a full service commercial real estate company offering leasing, property management, asset management, general contracting, construction management and development services. Started in the early 1980's, the development arm was the driving force for the other company services, and CAMCON was no exception, being dependent on Cambridge for all of its early projects including both base building and tenant improvements. By the early 1990's, however, CAMCON and all the business lines of Cambridge grown and started doing third party

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915 Lobby



CTI Reception Area and Conference Room

CAMCON

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work. In fact, the company had a large acquisition phase and added construction management to its portfolio. Cambridge Chief Operating Officer Randy Jaegle explains how this has been a major asset, "Because we are offering all services - leasing, property management, construction, development - within the same company, this allows for the desired integration from the early design of a project all the way through construction completion and tenant occupancy." Market segments served by CAMCON include office, flex/industrial and laboratory/healthcare, with bread and but-

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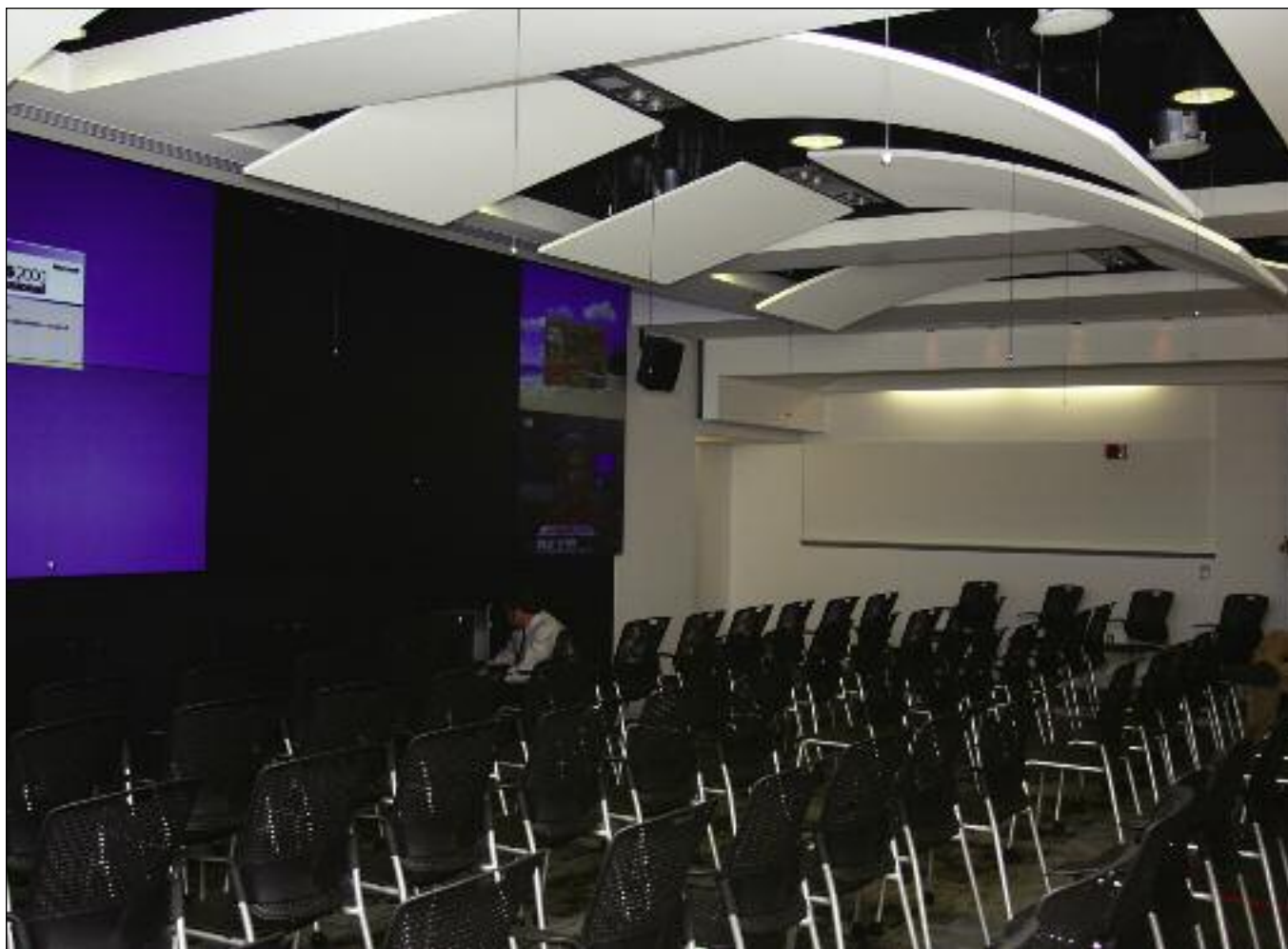
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ter projects ranging from 2,500 sf to 15,000 sf. The main geographical reach of CAMCON is the DC Metro area. However, they have completed projects up and down the east coast from New York/New Jersey to Florida.

Diversity of services is certainly a major variable in CAMCON's success equation, and it has led to seamless transitions from one phase of a project to another. "We get involved from day one of a project and utilize that in-depth knowledge to better serve the client's needs through the entire process. It really is a smooth transition from each part of the design and construction phase to the next," states Senior Project Manager Scott Clegg. "CAMCON acts like an owner's rep," adds Randy. "We understand the process and what the client expects ahead of time, regardless of whether we are working for the building owner or the tenant"

With the ability to understand and control the entire design and construction process for each individual client, it is the firm's dedication to "think like the owner" that makes CAMCON so adept at achieving such high quality of work and complete client satisfaction on every project. Scott Clegg explains, "We always strive to produce the highest quality of work. Getting involved in the very early stages of a project; most times at space planning allows us to fully understand the clients' objectives. When it comes time for construction we know the drawings, materials, specifications, as well as their

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D.O.E. Audio/Visual Room



D.O.E. Lobby

CAMCON

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“intent” inside and out. This knowledge allows us to ensure the product is installed and functioning properly. In addition, we provide updated budget pricing throughout the entire design and development process which ensures the most cost effective product. Another valuable perspective we bring is the concept of the right level of product for the project. We have been presented with plans and specifications that were not aligned with the overall mission of the facility and worked with the client to develop and alternate set of specifications which better matched the overall mission of the facility at a much lower cost. One project involved a 4,000 s.f. warehouse/internal supply distribution facility that supported the local marketing office of a large national company. The original specifications called for finishes that were more appropriate for the corporate HQ and thus caused the pricing to be out of sync with the mission of the facility. We worked with the client to choose a more appropriate level of finish that did not compromise the mission of the facility at approximately one-third the original cost.”

The fruit of such dedication to excellence by CAMCON is relationships that are built to last. Those relationships are forged with not only the clients, but also the subcontractors on every project. “Our philosophy is to treat everyone on a project as if they all work for the same company,” says Randy. “We want everyone

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Physiotherapy Association



Lockheed Martin Entryway

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involved to feel like they have an ownership stake in the entire process, including timing, cost control, quality control and value engineering. We understand that relationships come out of our process, not vice versa.” To ensure their quality remains consistently at the highest level throughout that process, CAMCON maintains a much smaller list of the highest quality subcontractors than most general contractors. “Because of our excellent relationships with our subs, we know which subs to use on one project and which to use on another. We know their capabilities and which sub would be appropriate for any particular project,” adds Randy.

When asked to describe their firm’s philosophy towards their work, the answers given by the CAMCON executives were as impressive as they were thorough. “In addition to our “think like the owner” philosophy, we apply the

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MAUA Reception Area



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philosophy of knowledge, perseverance, and integrity to every project," explains Scott. "As for our knowledge, we understand you have to know and understand the work you are doing. As GC we cover all the trades and while we do not perform the work in house we know what needs to be done in each scope. Perseverance is bringing a "can do" attitude to each and every project. All projects will have their fair share of bumps but you need a positive attitude to develop strategies and plans to get over them and bring the project to a successful completion. And finally, for us integrity is defined as honesty. Doing what you say you will and standing by your actions is the only way to conduct your business!"

Looking ahead, CAMCON has every reason to see a very positive future. By continuing to "think like the owner" and treating everyone that works on a project as team members, the path of

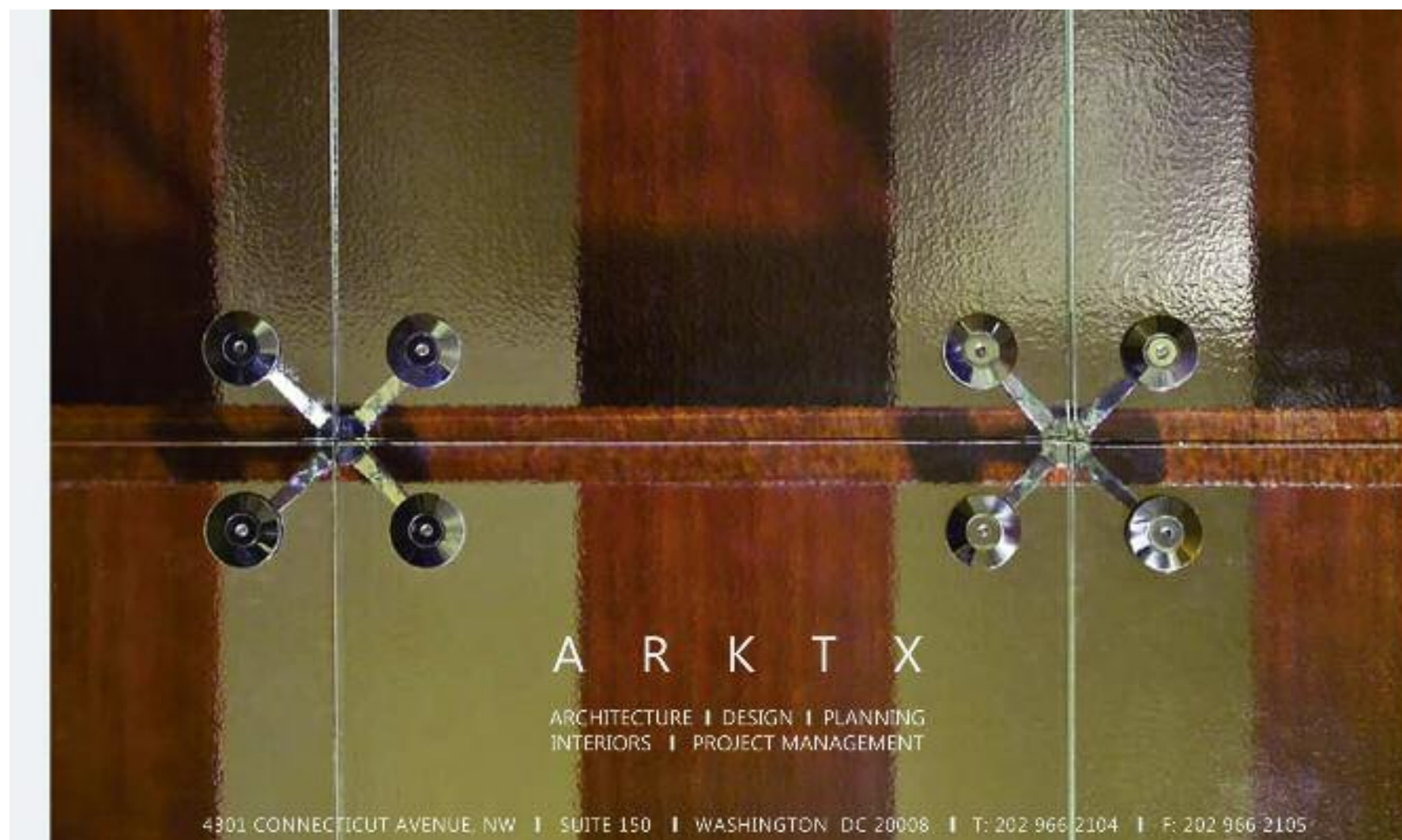
growth in servicing its clients as a general contractor and a construction manager promises to be fruitful. Having extensive experience in several market segments as well as diversity in small to large project sizes, CAMCON has the ability to build almost anything a client would want. "Whatever the client is trying to achieve, we offer a level of quality and experience that gives the client confidence from day one of the project," states Randy. Of course CAMCON knows that remaining a leader in the industry means staying on top of industry trends. "We are committed to furthering our knowledge, understanding and training in sustainability and LEED construction," says Scott. "We also want to expand our volume of third party work and bring our perspective to those projects." That very perspective is certainly what defines the success of every CAMCON project. That means bringing their knowledge, perseverance, and integrity to ensure that each project's goals are achieved regardless of obstacles. Now that's thinking like the owner.

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