

BUILDING & CONSTRUCTION

SOUTHEAST

BUILDING A STRONGER REGION

AN OASIS FOR THE OASIS

Page 34

What do you do when the clock is ticking and the world's largest cruise ship is depending on you? If you're Hewett-Kier, you pull out all the stops to get it done.

HARMONIOUS AT HOME

KVC Constructors succeeds by doing "big-company work without big-company red tape."

Page 38

ROOM TO GROW

With a new facility under construction, Reinicke Athens sees immediate growth in its future.

Page 73



Leading the Pack

✦ Although the industry has seen better days, Perry-McCall continues to build on its success and deliver quality, innovative projects to its clients. *By Luke Gillespie*

“What it comes down to is believing what you are saying and actually having that backing.”

> Eugene “Sonny” Moody, vice president

Perry-McCall says its strong relationships have kept it afloat during the recession.



Perry-McCall Construction Inc.

www.perry-mccall.com

Annual revenues: \$76 million

Headquarters: Jacksonville, Fla.

Services: Construction management, general contraction, design/build

Employees: 75

➤ **Eugene “Sonny” Moody, vice president** of Jacksonville, Fla.-based Perry-McCall Construction Inc., acknowledges that it is not an easy time for the Southeast construction industry. However, because of the solid relationships Perry-McCall has developed over the last 20 years, he says the company has been able to hold strong during the economic rough patch.

“Everyone is having the same difficul-

ties right now, and I think the people who are going to survive this best are the ones who have a solid repeat client base,” he states. “We have a nice situation where clients know us and trust us after 20 years.”

Admitting that the Southeast is a bit of a mess in terms of projects, Moody says everything is OK for Perry-McCall. “One of our strengths is the fact that we have a good relationship with subcontractors in the region,” Moody notes. “One of the things our management team and owners do is pay all of our subcontractors on the 10th of each month, whether or not we have been paid by the client. It allows our subcontractors to organize more effectively, so we get a lot of loyalty from

our subs, which in turn gets us better pricing on bid day and strong recognition from owners.”

Proof of Quality

Perry-McCall performs construction management, general contracting and design/build services, and has worked on projects in the majority of sectors in the construction industry. Moody knows it is cliché to say Perry-McCall’s quality of work is what makes it unique, but he stresses that a company can only claim this fact if it has the repeat work to back it up. “You can only say it as long as you have clients coming back,” he points out. “The evidence is in our repeat work.”

The company has a motto of doing

things differently. Moody explains that Perry-McCall strives to accomplish this by staying innovative and ahead of the pack – offering different services and constant training to its employees. “We were one of the first firms in the area to utilize building information modeling, an effective pre-construction tool that has saved our clients time and money,” he says. “We were a pioneer because for a number of years we were being invited to architectural and design firms to give tutorials and luncheons on how to use and benefit from building information modeling.”

Another way Perry-McCall tries to be innovative and deliver the best possible projects to clients is through green building. “We have LEED-accredited professionals in the company, but companywide we gave everyone a two-day

tutorial on what green building and sustainability is,” Moody says. A speaker from the University of Florida’s Center for Training, Research and Education for Environmental Occupations trained everyone at Perry-McCall from the receptionist to the executives on sustainability and green construction.

“What it comes down to is believing what you are saying, and actually having that backing,” Moody asserts.

Focused Business

One project where Perry-McCall is bringing its innovative approach is Jacksonville University’s (JU) new Marine Science Research Institute. The 30,000-square-foot design/build project is being constructed on the University’s riverfront campus.

The principal architect for the project

is Glen Dasher, AIA, which Moody mentions Perry-McCall has done a number of projects with.

“Our two firms recently completed a similar marine science research laboratory, and from this experience we were able to figure out exactly what the university wanted,” Moody states.

The state-of-the-art facility will be two stories and energy efficient, featuring laboratories, faculty offices, a media/conference room, as well as offices for the St. Johns Riverkeeper and a laboratory for the Florida Fish and Wildlife Conservation Commission. Live animal holding tanks, an amphitheatre that will serve as an outdoor classroom, and a dock to accommodate a 40-foot pontoon boat that will be a “floating classroom” also are being built. The project is seeking LEED silver certification. ●

New England Air Systems
Complete Mechanical Systems & Service

COMMERCIAL • INDUSTRIAL • INSTITUTIONAL

Our services include: Heating, Ventilating, Air Conditioning, Refrigeration, Plumbing, Insulation, Custom Sheet Metal Fabrication, Design, Mechanical Air Duct Cleaning, 24-hour Service

43 Krupp Drive • Williston, Vermont 05495
Phone: (802) 864-3800
www.neair.com

J.E. Abercrombie Inc.

Acoustical Ceilings
Drywall - Metal Studs
Lathing - Plastering - Stucco

P.O. Box 8624
Jacksonville, Florida 32239
Phone (904) 724-4411
Fax (904) 727-9521

**WE ARE PROUD TO
BE A PART OF THE
PERRY McCALL
CONSTRUCTION TEAM.**