

WE BUILD...



**JC&A**   
**J. CALNAN & ASSOCIATES**  
CONSTRUCTION MANAGEMENT



WE BUILD...



**JC&A - CONSTRUCTION MANAGERS, WITH OFFICES IN MASSACHUSETTS AND NEW YORK.**

JC&A's long-standing mission has been to provide talented, creative, and energetic construction professionals an opportunity to work with outstanding clients. We provide superior pre-construction and construction management services in various markets including academic, corporate, healthcare and science & technology. Our clients range from Fortune 100 companies to smaller start-ups; our solutions range from managing complex construction projects to handling even the smallest construction needs through our Special Projects Division.

**JC&A BUILDS FOR YOU**

Whatever your project is, we are here to work with you as a true partner. We excel at managing all of the ideas, requirements, variables and expectations associated with the distinct vision of your project. As your advocate from the early stages of planning, we listen to your ideas and often bring up new options not previously considered. We become a member of your project team, working to add value during all project phases. JC&A's tailored solutions are based on your specific needs, and we present them in a way that allows you to make informed decisions throughout the process.

JC&A's ultimate goal is to not only meet the expectations of every client, but to exceed them.



# WE BUILD CONFIDENCE

The selection of a construction services firm is based on a wide range of criteria. Size. Reputation. Experience. Capabilities. Ultimately though, the decision comes down to one clear factor: Trust. Your selection depends on which firm you can place your confidence in and entrust with your investment. Since 1996, many leading companies have put their trust in JC&A.

JC&A was founded with a vision to be the best – a construction management company comprised of bright and motivated professionals, conducting business with integrity and building the highest quality projects for clients who share a passion for excellence. Perhaps the strongest affirmation of our success is the loyalty of our clients: more than 90% of our projects are repeat business from clients, architects, and consultants who continuously put their trust in our firm. They have confidence in our abilities, confidence in our people, and confidence that we will provide nothing short of an outstanding finished product.

We encourage you to reach out to JC&A's previous customers and hear about their experiences for yourself.





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“ I was continually impressed with the professionalism of the JC&A crew as well as the ‘team spirit’ attitude that we were collectively serving a common client, and that as a team, we would exceed all expectations. It was indeed a pleasure to work with you all and I look forward to the next time I can be part of the team. ”

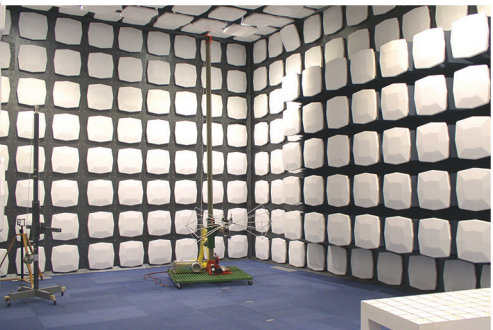
# WE BUILD VALUE

JC&A's strategies and processes have been developed and refined over the years to provide maximum value to the client. We take the time to understand the business goals and objectives of your project, and use those as the foundation for creative solutions. Additionally, we're aware of the typical challenges that come up during construction projects, and our experience allows us to prevent many of them from happening. Some of the things we're most proud of include our:

- **Client Advocate Attitude** - JC&A is your **advocate**. Whether it is providing support to help you navigate the permitting process, or presenting the overall project plan to neighborhood groups, we have your back.

- **Service Culture** - We listen to our clients and tailor our solutions accordingly. This focus on collaboration is a result of JC&A's deeply ingrained service culture that reflects our company's flexibility and responsiveness to the needs of our clients.

- **The "A" Team** - The individuals at JC&A are the best in the profession and collectively make an unstoppable team. Our clients find an added level of comfort working with our teams because every employee across the board is part of the "A" team. JC&A's experienced teams excel at providing the most comprehensive approach and information to our clients and keep projects running as seamlessly as possible.



- **Accurate Estimates** – We have developed a master-programming document that greatly reduces the risk of missed scope during the beginning stages of design. Reducing omissions early in the process decreases cost overruns due to redesign and schedule impacts.
- **Value Engineering** – We view value engineering as an opportunity to showcase our creative thinking abilities. JC&A's team has the knowledge and skills to develop alternative methods to accomplish complex construction tasks more cost effectively.
- **Design and Constructability Reviews** – We conduct regular reviews of the design documents. JC&A's team will recommend viable alternatives to construction methods and materials to help optimize the budget without sacrificing quality.
- **Technology** – We embrace all technology that helps our projects become more efficient and increases the accessibility of our teams. This means information is always at our clients' fingertips, enabling them to review any facet of their project at any time. We are constantly looking for new and innovative ways to leverage technology to benefit our clients and overall process.
- **Project Controls** – The success of any project is based on the quality of project organization, communication and the implementation of proper project controls. JC&A establishes these at the inception of every project. Additionally, every project has a dedicated project accountant providing our clients with access to real time cost analysis through JC&A's construction based software.
- **Award Winning Safety Program** – Safety is not something we take lightly at JC&A. From our project specific safety training program to our customized written and video plans, we are constantly putting safety first.
- **Sustainable Construction** – We strive to implement sustainable construction methodologies on all of JC&A's projects in order to minimize waste and reduce consumption of natural resources whenever possible. Part of this ongoing commitment includes training and ensuring that JC&A's employees are LEED accredited.



# WE BUILD LASTING RELATIONSHIPS

At the outset of each project, we listen, learn, and understand the priorities of our clients and continue to maintain this outlook as we grow our relationship together. Our clients immediately know we're on their side, willing to adapt to changing objectives and respond to new timetables. We are always anticipating their needs and recommending appropriate solutions.

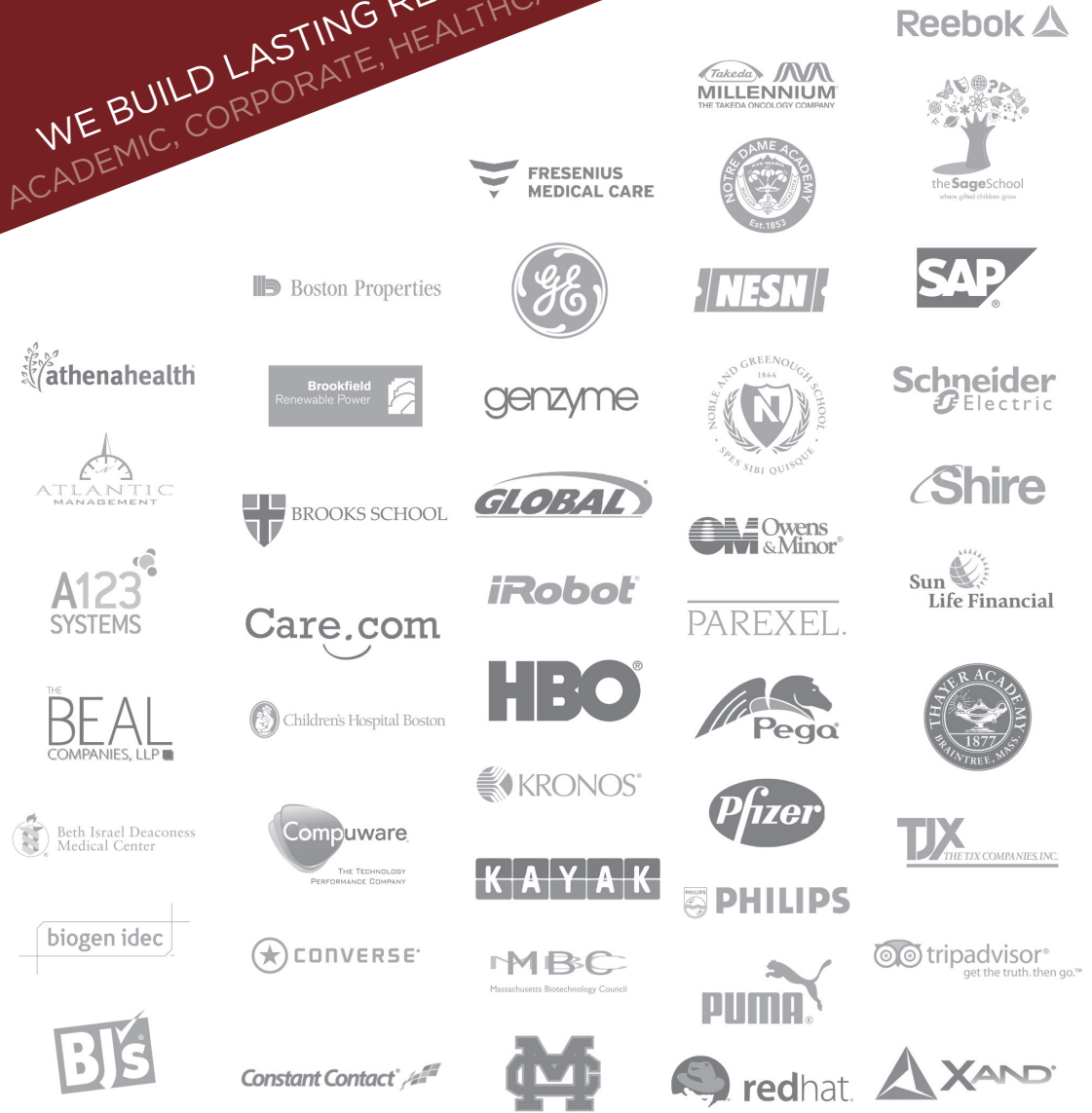
We've worked with high profile companies, both large and small, and are proud of the lasting relationships we have formed with them. As your construction manager, we effectively become a member of your project team, collaborating with your outside vendors and consultants to ensure maximum benefits for you. It means a lot to us that clients put their trust in JC&A, as do the architects, engineers, and consultants with whom we work. Our strong customer-focused philosophy places the client's needs above all else.







WE BUILD LASTING RELATIONSHIPS IN MANY INDUSTRIES  
 ACADEMIC, CORPORATE, HEALTHCARE AND SCIENCE & TECHNOLOGY





Copyright  
Clearance  
Center



“Your persistence, leadership, talent and ownership perspective puts you in the highest rank of the ‘best and brightest’ in your field. I can safely say that you have built a coveted ‘trust relationship’ with the BJ’s core project team that will generate ongoing and future business for years to come.”

# WE BUILD OUR COMMUNITY

JC&A's commitment to the community is woven into the fabric of our culture. We are grateful for our company's success and have a history of giving back to our community in positive ways.

**We are very proud of JC&A's support of Team IMPACT.** When JC&A's CEO Jay Calnan and CFO Tim Kelly became two of the founding partners of the non-profit organization Team IMPACT, the entire company rallied behind them. Team IMPACT works to improve the lives of children facing life threatening illnesses by matching these courageous kids with college athletic teams. Team IMPACT children are drafted onto these teams and, to the greatest extent possible, become an official team member, giving them a support system at a time that they need it most. The operations for Team IMPACT are housed

at JC&A and the company supports various events throughout the year. By leveraging the resources of JC&A, Team IMPACT is able to focus on helping as many kids and families as possible. The tremendous effects of this partnership are felt across the country with countless program participants to date including the children and their families as well as the schools, teams, coaches, and players that adopt these kids. To learn more, please visit [www.goteamimpact.org](http://www.goteamimpact.org).



In addition to Team IMPACT, JC&A contributes time and financial resources to several other non-profit organizations and our associates are active supporters of a host of charities. As a team, we have an incredibly strong commitment to the community that we continue to grow. Year after year, we have been recognized as a Top Charitable Contributor by the Boston Business Journal for our philanthropic endeavors.



“Philanthropy is a part of our culture at JC&A. Our team has a keen understanding of how much help we have received from our community since our inception in 1996. We have successfully grown from a start-up company to an industry leader and are extremely cognizant of how instrumental our community has been in helping us to realize JC&A’s goals. Our community continues to inspire us every day to be the very best we can and we feel strongly that it is our obligation to return that support in every way we can.”

JAY CALNAN  
CHIEF EXECUTIVE OFFICER OF J. CALNAN & ASSOCIATES

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CONSTRUCTION MANAGEMENT

3 Battery March Park  
5th Floor  
Quincy, MA 02169  
617.801.0200

5 Penn Plaza  
23rd Floor  
New York, NY 10001

[www.jcalnan.com](http://www.jcalnan.com)