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JCW, Inc.: Evolving with Technology, Building for the Future

For more than two decades, JCW, Inc. has been delivering comprehensive commercial general contracting services on time, with quality and on budget. That's something President Marc Jenquin says doesn't happen by accident. "We communicate with our clients," he explains. "It's the foundation of our success." And success is something that JCW continues to enjoy throughout the Pacific Northwest as they specialize in the construction and remodel of medical and dental facilities.

Recent projects, such as Fircrest Assisted Care Alzheimer Facility in McMinnville, Oregon and Gresham Urgent Care in Gresham, Oregon, exemplify the characteristics that JCW brings to each facility they build or remodel. Handling all phases of construction – even completing pre-construction stages such as feasibility studies and value engineering – JCW ensures that each client is presented with a plan that works for them. Jenquin

stresses that projects go smoothly from start to finish because his team of professionals work closely with clients, coordinating with architects, engineers, developers, interior designers, and financial institutions. "My team leads from

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David Welsh
President
CIDA Architects

concept through completion," he says. "Our experienced, well-educated staff maintains a focus on efficiently constructing premium buildings with quality in every detail."

One such project, the Mt. Scott II

Professional Center in Portland, Oregon was designed from the "inside out" according to Jenquin and frequent partner David Welsh, President of CIDA Architects. This concept ensured a facility that balanced exam rooms, nurses' stations and patient waiting rooms with open space and natural light from outer windows. Additionally, designing a dual delivery system for utilities throughout the building eliminated the costly need to shut down functioning systems as new tenants moved into the building – making it a much more attractive and cost-effective venture for clients.

"We've worked with JCW on several new building projects," says Welsh. "They've demonstrated a solid track record of producing quality projects on time and on budget." This longstanding record of delivering projects on time and on budget satisfies clients as well as financial institutions. Understanding that tenant ownership can

Company Snapshot

Description	Company Information
Key executive	Marc Jenquin, President
Primary services	Construction/development/ownership of health care facilities
Service area	The Pacific Northwest
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be instrumental in the long term success of a facility, Jenquin and JCW promote ownership of their sites; historically their clients own upwards of 65% of the completed facilities. Using a “Proforma for Development” as a planning tool, JCW can demonstrate all of the costs attributed to a project as well as the financial returns. Completed while the project is in the conceptual stage, this decreases the chance of investing money in a deal that won’t prove profitable. Additionally, shared tenancy reduces financial stresses and spreads the responsibility for making decisions – something that Jenquin says his clients and the banks appreciate.

While JCW specializes in new construction and site development, the firm also performs remodels – a task that can transform low-functioning office space into a state-of-the-art facility. Handling tasks that range from phased remodels to furniture and equipment upgrades, JCW customizes each facility to meet specific needs. “Most doctors have specialized requests,” explains Jenquin. “We do the up-front work to prepare a space that meets those individualized needs. We do that by listening to them and understanding their requests. Then, we deliver it in a seamless fashion.” These remodels serve two functions: they directly increase referrals and they improve retention of current clientele. Utilizing technology integration, appropriate lighting, effective work flow models, unique and efficient work stations and labs, JCW deliv-

ers a custom construction plan that ensures a functional and attractive environment for both patient and practitioner alike.

Providing a work flow that accommodates the doctor as well as everyone involved demands coordination, communication and a strategy that diminishes down time and lost productivity. JCW uses methodologies which allow them to arrange schedules and manage construction so that minimal disruption is possible. They oversee all aspects of the project so clients can focus on their own, unique business operations.

Just as clients desire to grow their business, JCW, Inc. is dedicated to improving the services they offer and are also now taking necessary

steps to learn about green building projects. Embracing new technologies, collaborating with architects, engineers, banks and clients, and fostering working relationships with dental and medical suppliers, space planners and local inspectors ensures that JCW, Inc. is well positioned to deliver the new or remodeled medical facility that each client demands.

Located at 6521 SE Crosswhite Way, Portland, Oregon, JCW, Inc. serves the Pacific Northwest, Nevada and Arizona as a premier General Contractor. To learn more about JCW, Inc. contact Jennifer Sharp, Marketing/Business Development, at (503) 761- 4523 or jennifers@jcwteam.com. Their web site is www.jcwteam.com.



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