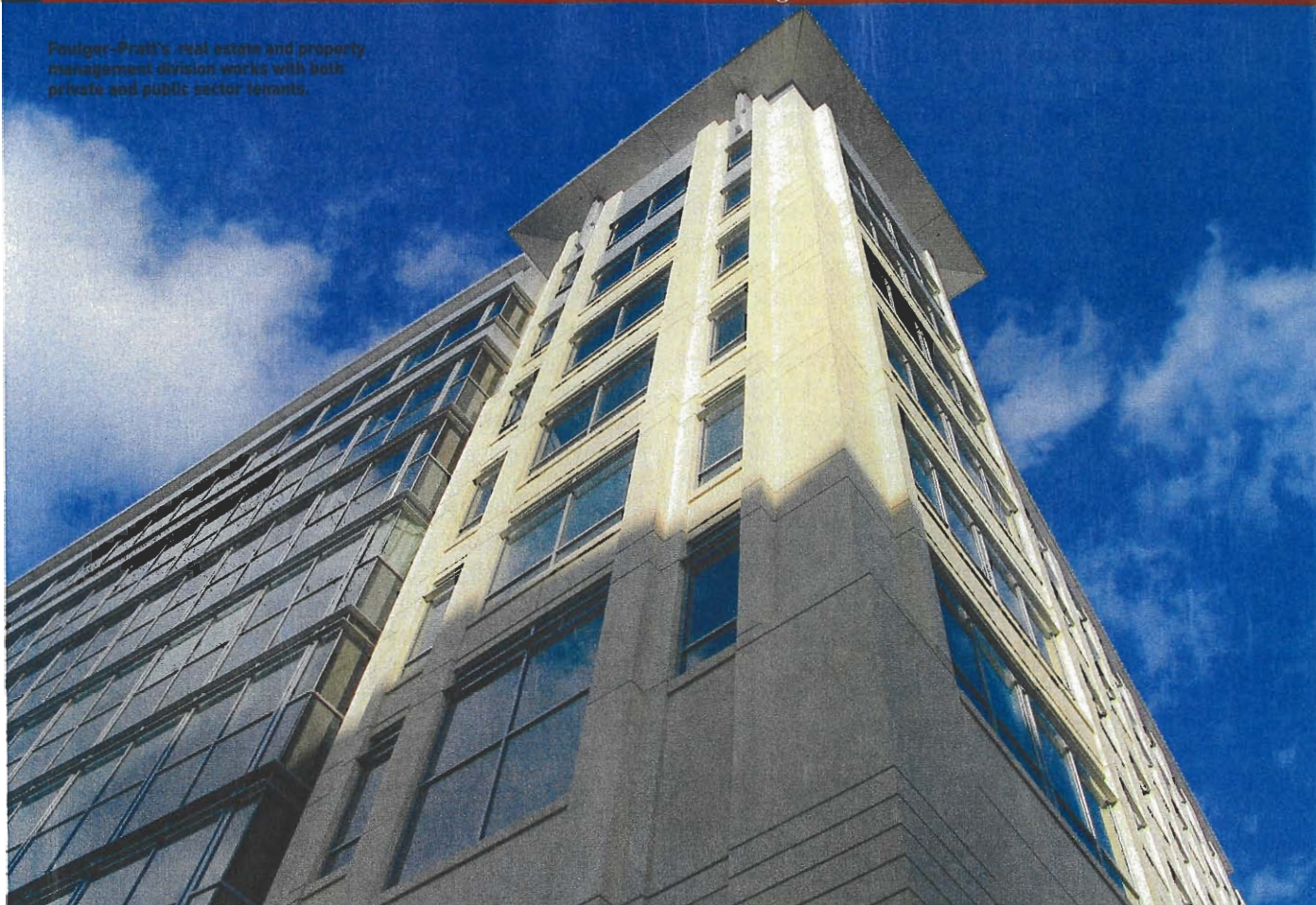


Foulger-Pratt's real estate and property management division works with both private and public sector tenants.



# MANY STRENGTHS

Rockville, Md.-based Foulger-Pratt Contracting says its success comes from offering a wealth of services to the high-powered market of Washington, D.C. —KATE BURROWS

**D**RAWING ON MORE THAN 40 YEARS IN THE construction and development industries, family run Foulger-Pratt Contracting attributes its success to the dedication of its employees, and says it looks forward to handing the company down to future generations. "There is a terrific loyalty here, which is important to us as an organization," says Bryant Foulger, a principal of the firm. "We all act as stewards, not owners, of the business, and try to grow the company as much as possible so the next generation can take over successfully."

Foulger is proud to say the next generation is already in place, ensuring that the company remains in the family. Located in Rockville, Md., the company services the Washington, D.C., metropolitan area with development, construction, commercial cleaning and property management all under one roof. Foulger believes that by operating these related services itself, the company gains an edge over its competition. "We have much more control over the environment now, and know that the job will be done right."

In the company's real estate and property management division, it works with both private and public sector tenants. Its current properties total more than 5.5 million square feet of space, with a value of more \$1.2 billion, Foulger adds. The majority of its locations are located in the Washington area, which is Foulger's preferred market. "Geographically, we've done work in other areas of the country, but this is the best market in the country — maybe even the world," he says. The real estate market in the Washington area generates more than 80,000 jobs per year, and there is a growing demand for housing and retail space to support the growth, he adds. "We are very familiar with the building development requirements here, and the approval process is very complicated," Foulger continues. "When you combine that with the job growth of the area, it really puts a high premium on real estate."

## PROFILE

**Foulger-Pratt Contracting**  
[www.foulgerpratt.com](http://www.foulgerpratt.com)  
**Headquarters:** Rockville, Md.  
**Employees:** 500+  
**Services:** Construction, cleaning, management  
**Bryant Foulger:** "We're closer to [the Washington, D.C., market] than any other market in the country."

The company also seeks to ensure that each property it operates is filled with satisfied tenants. "We choose projects carefully that are designed well and built well, so we can provide an atmosphere that tenants will enjoy," he says. "We strive to exceed their needs and requirements."

Moreover, the company ensures that each building engineer not only knows the job, but that he or she is enthusiastic, pleasant and good at solving problems. To ensure the satisfaction of its tenants, the company sends surveys to its tenants twice a year that cover a variety of issues.

"We really try to stay in personal contact with them and make sure we are meeting their needs properly," he says. "We ask them a variety of questions in our surveys that make sure we're responding to requests properly, and if we are communicating well enough."

Foulger adds that a computerized system allows the company to track each request to ensure a timely response to service calls.

### **Always On Time**

SUCCESSFUL ON-TIME COMPLETION OF PROJECTS IN ITS CONSTRUCTION division is increasingly important, as well. "It takes very careful planning, thorough preparation and careful execution [to complete projects on time]," Foulger says. "Our in-house construction company helps to understand early on what the costs will be, which really helps in terms of determining the feasibility of each project. It is important to understand proper expectations and making sure we have the proper people, systems and planning in place to perform and successfully com-

plete the project on a timely basis."

Using these principles, the company recently completed a sizable project in downtown Silver Spring outside of Washington. Foulger says the area had gone through an extended period of decline, and in an attempt to boost the local economy, the state government and the county joined with Foulger-Pratt to build a \$300 million project consisting of condominiums, entertainment centers, retail, restaurants, an office tower, a hotel and two parking garages.

The Silver Spring area was widely understood to be an area in need of redevelopment, and through this project, he says, the city gained many activities to bring its residents together. It offers an entertainment and retail space, a 180,000-square-foot office building and an American Film Institute movie theater specializing in film festivals, as well as a 220-unit condominium complex, he says. "The project has had a dramatic impact on Silver Spring – an area that has a population of a half-million in only a five-mile radius," Foulger states.

Completed in 2004 after eight years, long-term projects of this type set the company apart from others, Foulger says. "We are long-term owners of real estate, and are not transaction-oriented like other companies in the industry," Foulger says. "We carefully look at each project and are cognizant of front-end costs as well as long-term maintainability. We make sure the location, design and construction is right, and whether the buildings will hold value in the long-term. We are very involved and work hard to be hands-on in terms of project conceptualizations as well as design." ■

# **ConCor of Virginia, Inc.**

**congratulates FOULGER PRATT  
on their continued success!**



**ConCor of Virginia, Inc.**

9104-T Manassas Drive  
Manassas Park, VA 20111-5211  
Metro: (703) 631-8242  
Fax: (703) 631-6851