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Hodgdon Group finishes projects under budget and on time. **BY ALAN DORICH**

Company Profile

Hodgdon Group

www.hodgdongroup.com

- **Headquarters:** Colton, Calif.
- **Employees:** 20
- **Services:** Real estate firm
- **David C. Miank, executive vice president:** "We're going to expand [through] reasonable, rational growth."

After a decade, Hodgdon Group has developed a very strong record, Executive Vice President David C. Miank says. "We're proud to say on those projects we either manage or do on a design/build basis, we're always under budget, we've never been late and our change orders are less than 1 percent," he says.

Based in Colton, Calif., the company is comprised of three different businesses, Miank says. These include its Hodgdon Group division, through which it provides real estate develop-

ment and construction management services. "We do everything from identifying the site, utilities, entitlements, appearing before planning commissions, hiring architects and [we take it] all the way to completion," he says. Hodgdon Group Realty Inc. provides brokerage and tenant representation services.

Its third business, Hodgdon-Miank Construction Inc., provides general construction services and specializes in design/build integrated project delivery projects. Often, Hodgdon Group links two of its businesses together and takes "a design/build approach, [where] we take [a project] all the way from entitlement and then build it," he says. Increasingly, the company combines all three functions to provide services from site location to facility opening.

BRICKS AND STICKS

Aaron Hodgdon and David Miank joined forces 10 years ago. "Our first project was an 82-acre site here in Colton," Miank remembers. At the location, the company built a manufacturing and distribution facility that spanned nearly 1 million square feet.

"That was probably the largest-sized building we've ever handled," Miank says, adding that the company now takes on an array of project types, including retail, restaurant, educational, medical, office and aviation projects. In addition, the company has stayed successful by being "involved at all levels of the organization," he says.

"Both Aaron and myself are involved in every single project," he says. "Aaron handles the real estate and site design. I handle the bricks and sticks in building, design and construction."

GREAT PEOPLE

Hodgdon's family has a long history in the real estate industry, but Miank notes his own background is quite diverse. Before the Hodgdon Group, he previously worked for large firms such as PepsiCo Inc., as well as several others.

In addition, "I have a Ph.D. in psychology and I teach," he says.



Hodgdon Group provides a diverse selection of real estate services, including construction management

"But I do that for fun," he clarifies. "I love this industry [and] the challenges."

He adds that Hodgdon Group has assembled a strong team, which includes Dan Wallner. "Dan is our senior project manager and [a] great estimator [who is] very creative, given his actual degree in zoology, and he has broad knowledge in a myriad of project types," Miank says.

He also highlights Wallner's senior project administrator, Tara Wallner, as an exceptional member of the team, and Karla Camacho, who is the firm's LEED AP supervisor. "[Karla is] a valuable asset to the organization and an all-around person," Miank says, also praising the company's project superintendents.

"They're all great people who have been with us for quite a long time," he says.

Additional key people include Regina Noriega, the company's office administrator, who oversees day-to-day office operations as well as assists in executive management. Robyn Strassenburg also is the controller for all three of the affiliated firms.

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SATISFYING WORK

Miank says Hodgdon Group's largest dollar value project to date was its work at Southern California Logistics Airport in Victorville, Calif. The company completed 46 separate projects valued at \$96 million, which included the construction of four 85,000-square-foot airline hangars that can house 747s.

In addition, "Two of the hangars are very large paint booths," he says. "They can bring a plane in, strip it and repaint it in 11 days."

The company also recently finished work on several projects at Azusa Pacific University in Azusa, Calif. Miank says the company built a three-story, 30,000-square-foot building; a 1,000-seat amphitheater; and a three-story parking lot, all under budget and one month under scheduled time.

"We started construction in May of last year, [and] we were done in five months," he says, noting that the university is happy with the company's work. "We like to leave [customers] that way." ●




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