



InterCon Building Corporation. Construction firm handles Charlotte with care—and considerable success

At a Glance

Location:
Charlotte, NC

Founded:
1990

Employees:
50

Specialty:
Commercial, industrial, retail, institutional, and broadcast/media construction

IF IT IS DIFFICULT TO PICTURE a manufacturing company as a dedicated member of a given community, consider the case of Charlotte, North Carolina-based InterCon Building Corp. A builder with an impressive catalog of commercial and industrial projects in the area over the past two decades, InterCon was born out of the desire of its president, Curtis Trenkelbach, to stay in the area when his former employer proposed relocating their Charlotte operations. Since then, it has cast its net wide and thrived—with retail, industrial, commercial, interior, broadcast, and media and institutional establishments among its hundreds of developments. And InterCon is a continuing contributor to Charlotte’s civic development as well; they have major involvements with the Blumenthal Performing Arts Center, a fundraiser for the American Cancer Society, and numerous children’s charities.

But if Trenkelbach’s efforts to weave InterCon into the fabric of Charlotte are done with only the most subtle of fanfare, it is with good reason: both Trenkelbach and InterCon’s Vice President Chris Urquhart remain as passionate about their craft as they were when they first entered the industry. In fact, it’s still common, they say, for either of them to be spotted on-site. “I decided to

join the InterCon Team because here at InterCon we pride ourselves on truly being builders,” stresses Urquhart. “It’s not about pushing papers for us. Either Curtis or I are directly involved in every project we execute.”

And every project benefits from unique steps in InterCon’s process, which includes work being performed under an “OPEN BOOK/Transparent basis,” giving the client freedom to be as involved in the different levels of the project as they want to be—and the freedom to implement as many changes as are needed along the way.

“What we’ve tried to do [with OPEN BOOK] is pull down the barriers and boundaries of any distrust between a contractor and owner,” Trenkelbach explains.

The firm is dedicated to keeping as many of their projects in fast-track completion mode as possible, including a \$10 million, 112,784-square-foot FedEx facility they finished in 2009, just 92 days after they received the contract.

“We have always enjoyed the professional challenge of accelerated projects—the challenge of turning a project around in a very short period of time,” Trenkelbach says. “We can do it not just because of our business

Above: InterCon Building Corporation built the Welcome Center & Field House at Queens University of Charlotte with a number of interior improvements including a training room, a weight room, and a kitchen.



Left: The new facility for Motor Racing Network's radio station. InterCon accounted for the client's direct-broadcasting needs as well as for their fleet of traveling studios.

Bottom: InterCon creates simple conference rooms according to the same green principles it carries through all projects.



nearly achieved Gold status, which is something they attribute to the extensive up-front work they did on the shell construction.

InterCon is also incorporating green principles into the shell of the Husqvarna Research & Development Center, which will be completed in January 2011. But whether it's this project, or the construction of the sports complex for Queens University of Charlotte, or the renovation of a 22-year-old chemical storage building for Italian company CEFLA, or a facility for Motor Racing Network's radio station, listening to the client and their needs for the building at hand are imperative. Trenkelbach notes that MRN had very specific requirements

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CHRIS URQUHART, VICE PRESIDENT

structure and our strong understanding of design-build projects, but [also because of] the high percentage of self-performed work we execute with our own forces."

That ability to "self-perform"—meaning to complete in-house at least 75-80 percent of the work that goes into completing a project—makes for quite a feat, Trenkelbach points out, especially considering most general contractors sub-contract the majority of their work.

"Doing it the way we do it lets us not only control the schedule," he says, "but also the quality and delivery times of the buildings as a whole."

InterCon's philosophy and methods produce satisfied clients and therefore repeat clients. ProLogis (formerly known as Security Capital), MHS Holdings, and Beacon Partners have all done repeat business; in fact, Beacon Partners is behind the Wesco Distribution Center, a design-build project of InterCon's from 2010.

Trenkelbach and Urquhart report that the Wesco project is on track for LEED Silver Certification, and it

accommodating not only their broadcasting needs but also a large fleet of traveling studios.

"We had to build a logistics center for the trucks as well as an extremely technologically advanced radio station," he recalls. "Within that, all you're doing is listening to what they're looking for and what they want to accomplish. It's not just bricks and mortar."

But to hear them talk about Charlotte, it's clear that the people behind InterCon would never think in strictly bricks-and-mortar terms anyway.

"Charlotte has all the amenities of a larger city: professional sports teams, cultural centers, world class restaurants, NASCAR ... it's a great community," Urquhart says.

"The community is eager to extend the open-arms philosophy, that as a whole, permeates throughout the Charlotte area," Trenkelbach adds. "Beyond that, it's just a really nice place to live and raise a family all within a business-minded region." —*Kelli Lawrence*

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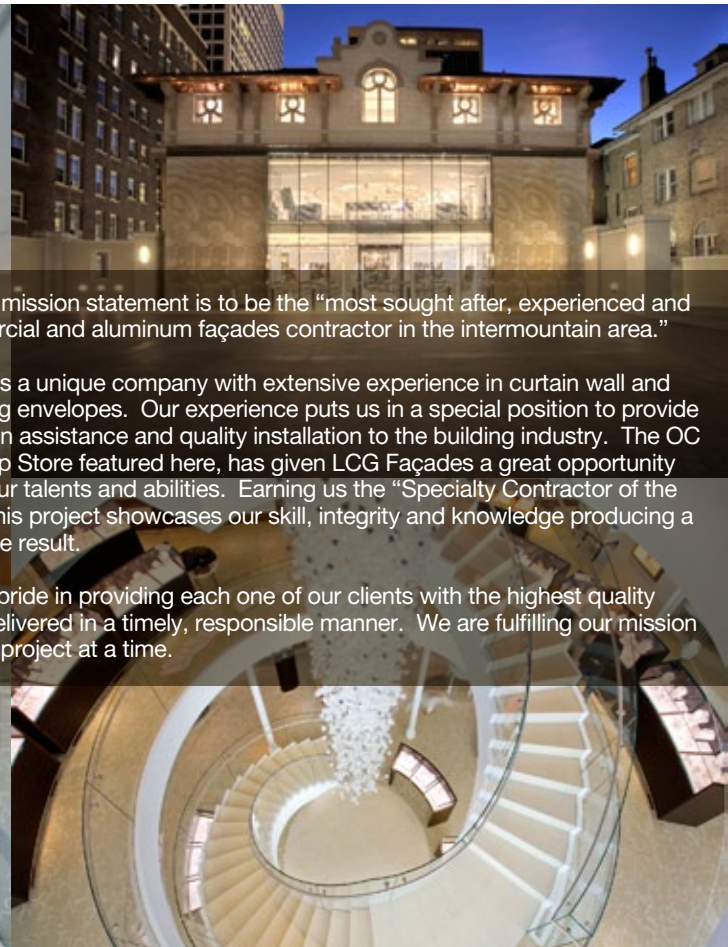
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