



# CONCORE INSIDER

HOLIDAY ISSUE 2021

MEHRAD ESLAMI • CONSTRUCTION ADVISOR TO THE COMMERCIAL REAL ESTATE INDUSTRY



## A LOOK BACK AT 2021 READY FOR AN AWESOME 2022 ... & BEYOND!

*The Pandemic Changed The Rules  
How CONCORE Developed New Ways To Play The Game*



STONY OAKS • SANTA ROSA, CA

entirely. New restaurant projects and upgrades literally froze-up seemingly overnight. Projects underway were suddenly subjected to hosts of new rules and safety regulations. Some projects were even forced to shut down indefinitely, only to start back up later in the year facing increased material costs, labor shortages and supply chain delivery issues.

As the COVID Pandemic was going full-throttle, early 2020 was filled with uncertainty the world over. It proved to be the most unusual year many have seen in decades. At CONCORE Development Group and for businesses everywhere it was no exception. This was especially true for the building trades in general. Tenant improvement build-outs slowed as businesses either scaled-back or in many cases, closed

HOWEVER — By mid-2021, as vaccinations became available and overall COVID infection rates began to reduce, business as we previously knew it at CONCORE began to re-emerge and businesses slowly started to build-back with different types of construction projects in the mix, some as it turned out, which happened to be perfect matches for CONCORE's construction management services.

# All of us at CONCORE wish you and yours a very Happy Holiday and a healthy and prosperous 2022!

## EXPANSION OF CONSTRUCTION MANAGEMENT SERVICES

By late-2020, harkening back to the days before my founding of CONCORE when I managed and completed major construction projects for clients like Target Corporation, Bloomingdale's, Dell, Inc. and Stanford, we've now added the layer of Construction Management to CONCORE's services roster, with a specialty of working with mixed use and multi-family affordable housing developments in the Greater San Francisco Bay Area.

As a result, CONCORE is now the key representative and team leader for various development projects, acting in the role of liaison between the developers and all of the contributing parties involved. In this capacity, CONCORE manages the entire execution of a development, not only acting as a filter between owners and all other parties involved, but additionally with the following . . .

- Ensuring that the quality of work performed meets or exceeds standards
- Handling all contract negotiations
- Checking that all criteria of the design is being followed as intended
- Keeping the project on-time and on-schedule
- Conducting all contract negotiation



BEACON VILLA - PITTSBURG, CA

CONCORE also addresses and finds working solutions for unforeseen conditions that can arise, such as: schedule delays, material price increases and budget constraints.

As the adverse effects of the pandemic on the economy begin to wane, at CONCORE we're looking ahead to lead additional real estate development projects in 2022 . . . and beyond.

## CONCORE REAL ESTATE DEVELOPMENT DIVISION LAUNCHED

2021 heralded yet another exciting component joining our services roster with the formation of CONCORE's Real Estate Developments, our new division that focuses on the acquisition, renovation and ultimate leasing of vacant, distressed multi-unit residential/commercial properties exclusively in The San Francisco Bay Area. The investments division's offerings will be of particular interest to qualified investors looking to reap the benefits of long-term real estate investments with ongoing returns.

Prospective properties — value-add commercial or multi-unit residential buildings — are first identified as being viable candidates by my team performing appropriate in-depth due diligence. Once a property's characteristics are confirmed to meet our objectives, a deal is finalized and the purchase is made. Our CONCORE



General Contracting team then goes in to stabilize the acquired property, bring it up to local code, and ultimately transforming it into an operating rental property. I'll be sharing more information about this



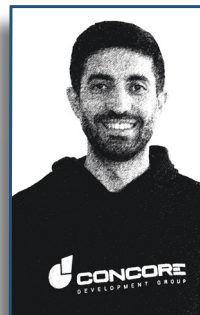
exciting investment opportunity in upcoming issues of Insider and on our new website which is slated to launch in early January of 2022.

### AN EXCITING YEAR AHEAD

With a diverse mix of projects currently underway as 2021 draws to a close, we'll be jumping feet-first into 2022, continuing our sterling track-record of providing quality work with timely, on-budget project and development completions with new TI build-outs and construction management services, in addition to offering exciting new opportunities for investors with our new CONCORE investments division.

So from all of us at CONCORE Development Group, we wish you and yours a very Happy Holiday and a healthy and prosperous 2022! 🍀

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## ASK MEHRAD

**READERS' QUESTIONS ABOUT  
CONSTRUCTION AND  
REAL ESTATE DEVELOPMENT**

**Roberta B. Asks . . .**

*What has been your most challenging construction project so far?*

M.E. — It was a Target store and we were the GC on the project. We took over an existing building and added to it. There was no pre-con and it was a lump sum contract (plans and specs). The drawings had MANY flaws and couple of our subcontractors went under during that period of time. And our end date could not change. So, we had to work day and night and design as we were building. Not fun at all. But just like anything difficult, the ending was very rewarding. And it is the difficult ones that you learn the most from.

**Boku S. Asks . . .**

*Have you ever had a project that didn't meet the deadline or budget?*

M.E. — Deadline — never. Budget — Thankfully, I have never been involved in a project that lost money as GC. And I have never been involved in a project that we missed our "targeted" budget. Budget usually gets impacted by so many different things (owner adds or deducts, inspector requests, site conditions and etc..) so it is very unlikely that the budget doesn't change throughout the course of the project. Most important thing is how you set up expectations. Under promise, over deliver!

**GOT A QUESTION FOR MEHRAD?**  
**Submit Yours Today!**

[Email Me](#)

Look for answers to appear in a future issue of CONCORE INSIDER

# Make CONCORE A Member of Your Team!



## STONY OAKS APARTMENTS

*Another Quality CONCORE Project*

### SANTA ROSA • CALIFORNIA

One, Two & Three-Bedrooms — Total 142 Units  
4.39 Acres in The Roseland Specific Plan Area.

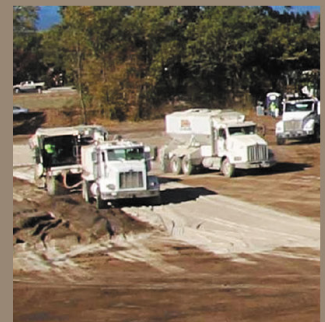
A multi-story apartment project developed by award-winning Meta Housing Corporation that will broaden the availability of affordable housing options for the Santa Rosa community.

CONCORE is the key representative and Team Leader for the project — the liaison between the developer, the design team, general contractor and every other party involved in the project.



### ARE YOU PLANNING A REAL ESTATE DEVELOPMENT OR TI BUILD-OUT?

At CONCORE we deliver  
successfu projects  
on-time and on-budget!



## Get A Complimentary Project Review

**925-435-5877**

EMAIL US! — [ConcoreOnline@gmail.com](mailto:ConcoreOnline@gmail.com) • [www.concoredg.com/review](http://www.concoredg.com/review)