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DPR Construction launches Raleigh-Durham ops with Bovis Lend Lease veteran

Triangle Business Journal - by [Chris Baysden](#)

MORRISVILLE - Redwood City, Calif.-based **DPR Construction Inc.**, one of the largest general contracting firms in the country, is establishing a beachhead in the Triangle.

DPR is renovating a 3,400-square-foot office in an existing building at Aerial Center in Morrisville and hopes to have it open by early July. But the company already has 18 employees at work in the area.

Those project managers, engineers and superintendents are overseeing construction of **United Therapeutics'** new manufacturing and office facility in Research Triangle Park. The price tag for that 200,000-square-foot United Therapeutics project could reach \$100 million.

The new DPR office is being headed up by the triumvirate of Terry Yeargan, the local head of business development; Mike Tylee, the pre-construction manager; and Randy Preston, the senior project manager. Yeargan says that the firm plans to stick around long after the United Therapeutics project is completed.

"We're gearing up," he says. "It's a real commitment (to the area)."

Yeargan, a local construction veteran who recently left his job as vice president at **Bovis Lend Lease Inc.** to join DPR, estimates that the Triangle is a \$2 billion construction market. He envisions DPR's Triangle office eventually bringing in about \$150 million in revenue a year.

To do that, he says, the firm would have to grow its local presence to between 100 and 150 employees over a five- to seven-year time frame. Is it possible for a West Coast firm to grow its employee count here that fast?

"I would think so," says Tim Clancy, the president and chief executive officer of Raleigh-based **Clancy & Theys Construction Co.** He adds that the keys to being successful include getting jobs done, attracting repeat customers and having an effective marketing presence.

The blueprint for success also would require DPR to wrestle business away from entrenched competitors such as Clancy & Theys, Bovis, **Skanska USA Building Inc.**, **Barnhill Contracting Co.** and **Balfour Beatty**.

DPR was attracted to the Triangle market because it's a growing area with a number of technology-based industries that fit into the kind of work the firm likes to do. DPR considers its core markets to be in advanced technology, biopharmaceuticals, corporate offices and health care. It was that type of resume that attracted its first customer here in the Triangle.

"They have a deep understanding and experience with building pharmaceutical and manufacturing facilities," says David Zaccardelli, the executive vice president of pharmaceutical development at Maryland-based United Therapeutics. "They are well-equipped to handle iconic and complex buildings."

The Triangle office will be DPR's 11th, with just three of those - Morrisville, Atlanta and Fairfax, Va. - east of the Mississippi River.

DPR, which has grown to 2,000 employees since being founded in 1990, notched \$1.5 billion in revenue in 2007. Engineering News-Record ranked DPR as the 35th largest contractor in the country, based on construction revenue, in 2007. The company takes its name from the initials of its founders, Doug Woods, Peter Nosler and Ron Davidowski.



Steve Wilson

DPR's Terry Yeargan and Randy Preston are overseeing the construction of the \$100 million United Therapeutics facility.

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