

BLUEPRINT for Progress

FALL 2013

CONSTRUCTION NEWS & INFORMATION FROM MINGHINI'S GENERAL CONTRACTORS, INC.

CELEBRATING 25 YEARS IN BUSINESS!

Minghini's General Contractors, Inc. was purchased by Craig and Berniece Collis in **1988** and this year they have the pleasure of celebrating 25 years of owning and operating the business. In effect, Craig is the second generation to work in the company, since his father was the Construction Superintendent of Minghini's for many years prior to the purchase.

In reflecting on this quarter century, the one thing that stands out above all in the Collis's minds is the importance of forming trusted relationships. It starts within the family and radiates to dealings with customers, subs, suppliers, associates, and the community-at-large. Minghini's can be viewed as the quintessential family owned and operated business, and for this reason, we are dedicating this issue to celebrating both this important personal watermark and **FAMILY BUSINESSES** in general.

Since the beginning of the American Republic, family businesses have been the driving engine of the U.S. economy. But with advent of Big Business and global corporations, one wonders today if the family business is still the backbone of our economy. The following statistics reveal that indeed the family business remains the key to a vibrant American economy, and for this reason they deserve peoples respect and support.

Family businesses account for a whopping 50% of the national gross domestic product. Many don't realize that often mega-corporations are also family-owned businesses. Of the infamous Fortune 500 corporation list, 35% are family businesses; hence, this type of business is represented in the full spectrum of US business—from the small Mom and Pop to the giant international corporation.

What's more, family businesses are responsible for 60 percent of employment and 78% of new job creation. The gap between the two statistics is attributed to the fact that family businesses are the fastest growing and their employment needs outpace their current employment rates when compared to other types of businesses.

By and large, family businesses are more loyal to the communities in which they were founded and/or currently



Top: Jacob, Berniece, Craig and Morgan Collis, the second and third generations to operate Minghini's General Contractors, Inc.



Right: Craig and his father, Boyd, who was Construction Supervisor at Minghini's for many years.

operate. For that reason, family businesses have a great record of community service and local philanthropy. Their owners are also leaders in their respective business and professional communities.

Aside from the lack of recognition of their value, the greatest difficulty faced by family businesses is orderly succession: only a third of these businesses actually make the transition to the second generation! Minghini's looks to be in a good position to make this transition to the third generation as both Jacob and Morgan, the Collises grown sons, are playing key roles in the company. And this year, a fourth generation of Minghini's was born, and if he is like his father, baby Boyd may also become a vital member of the company another quarter century down the road. ■



Berniece Collis
Vice President

Editor's Opinion

A Sincere Note of Gratitude

On the occasion of celebrating our 25th anniversary, I would be remiss if I didn't thank the many people who have contributed to the success of our enterprise. Obviously, I have to start with my partner, Craig, whose steadfast belief in doing the job right and phenomenal construction knowledge have provided a the strong backbone of the

business. But right behind him, we have had the good fortune to work with some talented and dedicated staff, including Don Miller, our Estimator. We are fortunate that Glenda Nisewarner, Frosty Shepherd, and Charlie Newcomb each have been with the company for the past 25 years. We also have assembled a top-notch construction crew whose conscientious nature, work ethic, and safety record have been a blessing.

The varied and wonderful project challenges that our customers and architectural associates have entrusted us with—from churches and service stations to schools and professional buildings—have allowed us to grow and develop into a small company with a big capability. Minghini's now has a multi-million dollar bonding capacity, although you can be assured we treat the small remodeling project with equal regard as the large facility construction.

We also have appreciated the opportunity to serve on boards and committees and to benefit from services of the Associated Builders & Contractors of Cumberland Valley, as well as the Martinsburg/Berkeley Chamber of Commerce, the Martinsburg Rotary Club and many other organizations with which we have been involved. We believe that as a family business, we must do as much as possible to support our local community infrastructure and give back wherever possible.

I must also mention the Girl Scout Council of the Nation's Capital where I have had the opportunity to serve on the Board and Nominating Committee and help with the development of young women. Interestingly, in the past 5 years, the incidence of daughters taking over family businesses has grown by 37% and I would venture that many of these women successors have benefited from Girl Scout mentoring and programs.

We are also gratified by the excellence and professionalism of our trusted subcontractors and suppliers. We know we can rely on them for the best advice, materials, and technical mastery on each and every job.

Last, but not least, I want to thank the *Martinsburg Journal* and local business community for their vote of confidence and the many referrals we have received over the years. While I am limited to these general comments and cannot name each and every business, person, and organization that has supported our company in so many ways during the past 25 years, please know how appreciative we are of all of you who have contributed to our success. ■

Completed/New Projects

Completed:

- Old Opera House, Shepherdstown, WV
- Hedgesville Library Phase I
- The Valley Mall Expansion, Martinsburg
- Animal Welfare Society Addition, Charles Town
- Shenandoah Valley Medical Systems X-ray and Lab Facilities
- MVB Bank Build-out, Martinsburg

New:

- Harpers Ferry Middle School Additions and Renovations
- Asbury United Methodist Church Addition, Shepherdstown
- Hedgesville Library Phase II
- Keller Williams Build-out, Valley Mall, Martinsburg
- Opequon Motors Additions and Renovations, Martinsburg
- Hedgesville Physical Therapy



Hedgesville Library Phase 1



New Signage Concept for Hedgesville Library Phase 1



Rendering of Hedgesville Physical Therapy Project

Associate Profile

Money Unlimited

Another initiative of Berniece's, the Money Unlimited Investment Club, is celebrating its 17th anniversary this year. Founded under the auspices of the National Association of Independent Investment Clubs, the all-women group has achieved an impressive stock portfolio with enviable earnings and, according to Berniece, "The experience has enriched the members' knowledge about how to invest, how to evaluate corporate financial performance and potential, as well as in how to operate a business." The Club recently redefined its strategy for when to sell a stock.

Women looking to enhance their investment skills are cordially invited to contact Berniece or other members about joining the Club. ■



Front Row: Ellen Hoffman, Berniece Collis, Judith Becker. Back Row: Linda Kelly, Deb Patthoff, Jane LaFleur, Nina Arnett, Laura Hall, Kaye Murray. Missing: Ginger Grimes and Sarah Sprecher.

Subcontractor Profile



Greg Mills, Director of Business Development
MEC, Inc. • Hagerstown, MD
www.mec-electrical.com 301/ 739-2000
greg@mec-electrical.com

In 1991, Clinton "Skip" Staggers, a Hagerstown native, founded MEC Inc., a full-service electrical contractor offering services for large commercial construction as well as residential, industrial, and retail projects. The company also provides lighting design, photovoltaics "PV" (solar), and energy efficiency analysis using thermography (infrared). Skip's background as an electrician in the Navy and subsequent work with a number of electrical contractors after leaving the service gave him the experience and confidence to start his own company. Now employing a staff of 30, MEC has sustained steady growth during the last 22 years, owing to its ethical business practices and high level of customer service.

Greg Mills joined MEC in 2009 with responsibility for new business development. A structural engineer by training, Greg has worked in a number of technical and management roles, including engineering, marketing, manufacturing, operations, and finance. He notes that MEC retains its customers over the long-term because of its high ethical standards and the fact that it stands behind its work.

Greg and his wife, Sarah, and 17-month old son, Noah, reside in Hagerstown with their redbone coonhound, Beau, who often may be seen at the office greeting staff and customers alike.

MEC is currently working with Minghini's on renovations and additions to Harpers Ferry Middle School. According to Mills, "Minghini's is a great company to work with. The Collis family has always treated us with respect and is responsive on projects. We find them very easy to work with, like a partner, and look forward to joint projects in the future." ■

Supplier Profile



D. L. Morgan, President
DanLee Co. Concrete • Inwood, WV
www.dlmorganjr.com/inwood-wv-concrete.htm
dlmorgan@dlmorganjr.com

D.L. and Tara Morgan own Inwood Quarry, DanLeeCo Concrete and D.L. Morgan, Jr. Incorporated. They are locally owned and community minded just like Minghini's. They have worked with Minghini's on scores of jobs over the last two decades and are currently supplying concrete for two of Minghini's projects; a school in Harpers Ferry, WV and phase II of the Hedgesville, WV library.

D.L. and Tara have four children. Their oldest daughter, Katie works in children's ministry at Heritage Methodist Church in Clearwater, Florida. LeeAnn is employed at Shenandoah Veterinary Hospital in Martinsburg, West Virginia. Their two sons, Taryn and Jacob are both active in the family business.

Mr. Morgan feels the Eastern Panhandle needs more private sector type businesses in our area that produce something to sell. In his opinion, we need more 'Mom & Pop' businesses that hire people. It is those types of businesses where you find employees that are proud to do quality work. Contractors like Minghini's are able to build facilities quickly and cost efficiently and provide jobs to people in the area.

Our economy cannot survive much longer on just residential and public sector construction. We need the basics where people produce a product to earn an income to raise their family. ■

Customer Profile

Steven Brewer, Managing/Artistic Director • The Opera House
Theatre Company • Shepherdstown, WV • 304-725-4420
www.oldoperahouse.org email: OOH@oldoperahouse.org

Steve Brewer has directed the Old Opera House (OOH) for the past decade. He brings to the position a dynamic personality, business experience, plus a strong educational and career background in Theater. He earned his BA Degree in Theater from the State University of New York and worked in community and repertoire theatre as an actor and director in upstate New York. Steve also managed the family insurance business.

Steven has been a driving force for the development and expansion of the board-governed nonprofit organization into a comprehensive performing and fine arts center.

States Steve, "When people in Jefferson Country think of the arts, we want the Old Opera House to be top of mind"

To that purpose OOH has expanded its programming to include performances and exhibits in drama, dance, music and fine art embracing all age groups. For example, OOH is adding more adult classes to the dance training mix, although currently most of the 140 dancers in the jazz, ballet, tap and modern dance classes are youth between the ages of 3 and 18.

Minghini's was retained by the OOH to restore elements of the 100-year old building, notably problems with water deterioration and interior structure settling. The projects included rerouting water drainage, repairing exterior and interior brick damage, and interior masonry and structural reinforcement to restore functionality.

(continued on page 4)

Staff News

Morgan and Jennie Collis welcomed their new son, Boyd Hunter into the world on March 28, 2013. He was born a strapping 8 lbs, 9 ozs. No need to mention that he is the apple of the family's eye along with older daughter, Carlie.



"Pappy" and Boyd



Congratulations to Frosty Shepherd, one of our construction crew, for the birth of his grandson, Landan.

Landan Shepherd

Community Service

It has been a busy summer. Minghini's golf team won the ABCs Golf Tournament on July 26th which contributes toward the organization's plan room, apprentice program and other membership services.



Will Seilhamer, Corey Jackson, Jacob Collis, Justin Jackson and Morgan Collis.

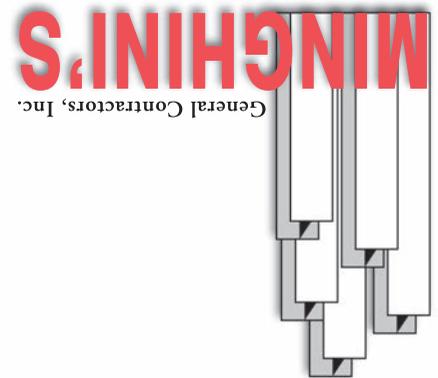
Craig and Berniece had fun serving in the Rotary concession stand at the Berkeley County Youth Fair. Minghini's also bid on a lamb raised by Lane Gosnell at the Youth Fair. Berniece is now serving on the Board of Directors of the Martinsburg Rotary Club and is working on the Rotary's Literacy Project. Continuing in her many years of service to the Girl Scouts, Berniece is serving on its Women of Distinction Program Planning Committee and Board.

Customer Profile *Steven Brewer, (continued from page 3)*

Notes Steven, "Working with Minghini's was just great. They came in and got the job done with very little requirements on our part, making it a very easy process. I get compliments all the time on the improvements they made to the facility. Now the WV gully washers will not wreck havoc to the OOH thanks to Minghini's expert intervention."

Steve's entire family including wife Christine and 6-year old daughter Caroline is involved in OOH activities. Christine also teaches drama in the Berryville school system. ■

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