

Industry News

ABC's Barr Construction Institute Expands Apprenticeship Education

Our region is fortunate to have one of the best Apprenticeship Training Programs in the Country offered by ABC in Hagerstown. Currently there are approximately 150 apprentices in the program. ABC's Capital Campaign to raise \$740,000 for a new apprenticeship training facility has been aided by generous contributions from Minghini's, Ellsworth Electrical Contractors and the majority of the members of ABC. To date 40% has been raised. According to Joan Warner, "There is a strong energy efficiency emphasis in many of the courses." The Apprenticeship Program is three or four years depending on the trade and typically costs members about \$2,000 a year per attendee. For more information, contact ABC at 301-739-1190. ■

Minghini's General Contractors, Inc.
51 Trumpet Lane
Martinsburg, WV 25404-4889

Staff News



Minghini's team in the ABC Golf Outing came in third place.



Our estimator, Don Miller and his wife, Sherry, hold their new grandson, Gavin, born on September 24.

Community Involvement



Berniece is working on the Women of Distinction Campaign for the Shawnee Girl Scouts Council and also was the Manager for its Day of Caring Project in Martinsburg (volunteer Calvin Crim shown upgrading the Council's landscaping).



Minghini's crew of John Kneisly, Morgan Collis and Gregory Hudspeth assists in a Habitat for Humanity Project in Martinsburg.

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FALL 2007

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

Global Warming Leads Environmental Crisis

Clearly many of the top news stories this decade have been related to the Environment with global warming and fossil fuel consumption, prices and alternatives capturing headlines. Al Gore's Academy Award-winning documentary "An Inconvenient Truth" and his new book *The Assault on Reason* herald the need for global action to save our world from the dire consequences of global warming, caused in part by ever-increasing greenhouse gases. Scientists have proven that the acceleration of this environmental crisis can be attributed to human activities (including worldwide industrialization, fossil fuels usage, deforestation and industrial pollution), which also add toxins to our air, water, food and consumer products.

The entire world must deal with energy conservation, pollution abatement, and fossil fuels conservation to slow the proliferation of greenhouse gases. To see how our government manages the environment on five important fronts, visit www.environmentalhealth.org.

While environmental issues are complex to say the least, most experts agree that if the world does not reduce its greenhouse emissions, cease de-forestation practices and slash and burn agriculture, develop alternative energy sources, and in general stop polluting the earth, we face a perilous future. Aside from the natural disasters that global warming will precipitate – including massive droughts in sub-Saharan Africa, flooding in coastal areas, increasing numbers of and more severe storms, pest infestations, and species extinction, there will be many challenges to critical public infrastructure. Our society also has to consider the immediate and growing public health issues of industrial pollution in our food chain, air and water.

World leaders have finally realized that our earth is a precious, limited resource, which human populations need to do a better job of protecting and conserving for future generations. Global warming is accelerating at a phenomenal pace, which could make the earth an inhospitable environment in many locales by mid-century! ■

Building Green Energy Efficient Construction Guidelines

A proposed new standard that will provide minimum guidelines for green building practices is nearly complete and has been released for public review and comment. Comments were accepted through July 9, 2007 at www.ashrae.org/publicreviews. The standard is being developed by the American Society of Heating, Refrigerating

and Air-Conditioning Engineers (ASHRAE) in conjunction with the Illuminating Engineering Society of North America (IESNA) and the U.S. Green Building Council (USGBC) and will be the first of its kind in the United States.

Standard 189P (Standard for the Design of High-Performance Green Buildings Except

Low-Rise Residential Buildings) will provide a baseline for sustainable design, construction, and operations in order to drive green building into mainstream building practices. It will apply to new commercial buildings and major renovation projects, and will address key areas of performance, including energy efficiency, greenhouse gas emissions,

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NEW & COMPLETED PROJECTS

- Jefferson Memorial Hospital (renovations to Nuclear Medicine Department)
- MVB Bank in Martinsburg



- Two More Groundbreakings!

Construction Starts on New West End Building. Expansion continues along the I-81 corridor with the groundbreaking on August 30, 2007 for Crestwood Center Phase Three. The Crestwood Center complex located in Martinsburg at the corner of West King Street and I-81 consists of a 4,100 sq. ft. one-story colonial brick building for professional and commercial tenants.



Panhandle Home Health Expands in Martinsburg. The ground breaking Ceremony for Panhandle Home Health in Martinsburg took place on July 25, 2007.



Ph: (304) 263-9988 • Fax: (304) 263-0109 • www.minghinis.com • WV 000056

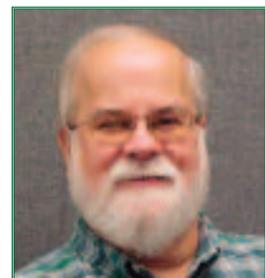
Customer Profile

Smallwood and Small Insurance has been serving the insurance needs of the Eastern Panhandle and surrounding area for longer than 25 years. The company's founders, James W. Smallwood and C.H. 'Jack' Small, both had insurance agencies in Martinsburg prior to forming Smallwood and Small Insurance in 1981. Founder Fred Kerns was a member of Jack Small's agency. Today the full-service regional agency serves as a one-stop provider for families and corporations' insurance needs. The company represents a hand-selected stable of the top insurers in the Industry, including Erie Insurance, The Hartford, Sentry Insurance, Farmers & Mechanics ... to name a few. Moreover, Smallwood and Small operates a 24/7 claims service ensuring its clients the highest level of responsive assistance. The new 16,800 sq. ft. steel office building at 121 Administrative Drive (by the Nationwide Service Center) that Minghini's is constructing for Smallwood and Small is a project sealed with only a handshake. States Fred Kerns, "Most people wouldn't retain a contractor to build a 2.2 million dollar office building without a contract, but our confidence in Minghini's transcends business convention.

We totally trust Minghini's and feel perfectly comfortable with this kind of relationship. Minghini's, and especially its estimator Don Miller, has helped us so much with construction planning. This and their incredible flexibility has saved us thousands and the company's expertise makes innovative projects like ours seem every day." The three-story brick-clad building will house Smallwood and Small's insurance operations on the entire second floor. The Daily Grind will have an innovative coffee shop on the first floor with a drive-through window. What makes this project so progressive are its many environmental design features, ensuring that it will exceed energy savings requirements and also qualify for Energy Tax Credits from The Energy Policy Act of 2005, IRS Code Section 179-D. ■



Fred Kerns, Vice President/Treasurer Miller, Miller & Kerns LLC, and Smallwood & Small Insurance Martinsburg 263-3361 www.smallwoodandsmall.com



Bill Saxman, Service Representative The Washington County One-Stop Job Center

Professional Associate The History of Apprenticeships

Bill Saxman spoke at the ABC Apprenticeship Graduation Banquet about the time-honored tradition of apprenticeships ... of the passing on of knowledge from one generation to the next dating back at least to the Code of Hammarabi in 1760 B.C. Apprenticeships, noted Saxman, continued in the Middle Ages to 1800s, usually from seven to 12 years with little pay and a lot of verbal and sometimes physical abuse. Apprenticeships were more like slavery than a tutorial in those days. Because no one could read and write in those times, on-the-job (OTJ) training was called "sit-by-me training" as it had to be passed on verbally and by demonstration. The concept of studying was yet to come. In Colonial America, apprentices lived and ate with the master and had to abide by agreements that allowed no drinking, swearing, cards, dice or association with lewd women. Paul Revere was a metal smith who learned from his father, whereas Ben Franklin was a printing

apprentice to an elder brother who beat him regularly. (Ben chose to be a vegetarian to save money on food to buy books). In the early 1800s with the advent of reading and writing and the Industrial Age where mass production required the operation of complicated machinery, factory instruction began. In the late 1800s, a revolutionary concept, paid apprenticeships, developed. Today in the U.S., there are more than 800 occupations that have registered apprenticeship programs with half a million apprentices registered in programs by 31,000 sponsoring organizations. Yet labor analysts predict cataclysmic labor shortages over the next 35 years, as baby-boomers retire. The workforce will need to grow by 60 million over this period to fill the gap, but current population trends predict a net growth in the workforce of only 23 million workers – leaving a gap of 35 million workers mostly in skilled categories! ■

Editor's Insights



Berniece Collis Vice President

By Berniece Collis

One Contractor's Response to Global Warming

Industries and individuals both need to do what they can to reduce greenhouse emissions, conserve energy, and utilize clean alternative fuels. The European Union countries have already put quotas into place, and the United States, as the world's leading industrial nation

and highest per capita consumer of fossil fuels, is also making the environment a priority.

Many of our construction projects are incorporating energy efficient design and building materials, such as tinted glazing, reflective roofing and non-toxic "green materials" in fume-free paints and carpeting in the interiors. The lead story on our Smallwood Small project, which qualifies for environmental tax credits, illustrates some of these principles in action.

Why Build Green?

Do you know how the built-environment impacts our natural environment, economy, health and productivity?

In the United States, buildings account for:

- 36% of total energy use and 65% of electricity consumption
- 30% of greenhouse gas emissions
- 30% of raw materials use
- 30% of waste output/136 million tons annually
- 12% of potable water consumption

For more industry statistics on the environmental impacts of construction, visit www.USGBC.org website (the research section).

Green Building Benefits

Breakthroughs in building science, technology and operations are available to designers, builders and owners who want to build green and maximize both economic and environmental performance. Some of the environmental benefits of "green building" methods include:

For the Environment:

- Enhanced and protected ecosystems and biodiversity
- Improved air and water quality
- Reduced solid waste
- Conserved natural resources

For the Pocketbook:

- Reduced operating costs
- Enhanced asset value and profits
- Improved employee productivity and satisfaction
- Optimized life-cycle economic performance

For Public Health and People:

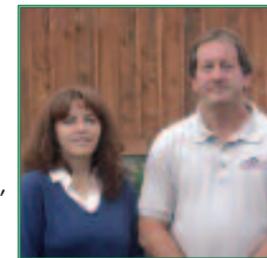
- Improved air, thermal and acoustic environments
- Enhanced occupant comfort and health
- Minimized strain on local infrastructure

In effect, building green adds to a better quality of life for all on the planet. ■

Supplier

Deborah and Daylon started **Heritage Roofing** four 1/2 years ago in 2003.

The company provides and installs all types of roofing, including slate, shingle, standing seam metal, EPDM (flat membrane), TPO (white membrane), synthetic slate, and copper. Daylon has been involved as a sub/supplier to Minghini's in the Smallwood and Small building. The TPO roofing used on this building is part of the high-energy efficiency strategy which will help conserve the use of heating and qualify for Tax Credits. According to Daylon, TPO is a fairly new product that derives its energy efficiency from its reflective quality. It also has heat welded seams and a 15-year warranty for labor and materials. TPO is comparable in pricing to ABDM. Heritage Roofing serves contractors in WV, PA, MD and will soon be working in Northern Virginia. Says Daylon, "Minghini's is a great company – by far one of the best general contractors we have ever worked with. We think the world of them!" ■



Deborah Query, Co-Owner Daylon Query, Co-Owner Heritage Roofing Inc. Martinsburg, WV (304) 263-9494

continued from front page

sustainable site selection, water usage, materials and resources, and indoor environmental quality.

"Standard 189P will become the benchmark for all sustainable green buildings in the United States because it is being developed for inclusion into building codes," said John Hogan, Chair of the Standard 189P Project Committee."

"This means that owners and designers will have a consensus-based document that will

set the minimum criteria that a building must satisfy in order to be considered a green building. The real impact of Standard 189P is that ASHRAE, along with IESNA and USGBC, is taking advanced energy conservation guidance mainstream for the general public's benefit," he noted.

Hogan also observed that the standard is not a building rating system per se, but rather a compilation of criteria that must be met in order for local building code officials to

Sub-Contractor

Dave joined **Hagerstown Paint & Glass** 14 years ago. The company is a full-service subcontractor and supplier to the residential and commercial window and door market. From the commercial standpoint, it supplies Division 8 products, which includes door frames and hardware, store fronts, curtain walls, aluminum entrance glass and glazing and windows. HPG also provides overhead doors, dock equipment, toilet partitions and accessories. With respect to environmental products, Dave says that a lot of what HPG supplies is spelled out by the architect and every day more are looking for higher energy efficiency for their products. For example in the Smallwood and Small project, HPG is working on with Minghini's, the window frames and curtain walls are thermally broken to add energy insulation and the project has specified tinted insulated glass. States Dave, "I enjoy working with Minghini's 100%. In my opinion the company is one of the top regional contractors that we want to work with. They are very willing to listen to ideas that would provide better solutions for their clients." ■



Hagerstown Paint & Glass David Tosten, General Sales Manager 1-800-354-7081 301-739-4300 x112 www.hpg-ohd.com

provide a Certificate of Occupancy for a facility.

Standard 189P is being developed using USGBC's LEED® Green Building Rating System™, which addresses the top 25% of building practice, as a key resource. Upon completion, Standard 189 will be an ANSI-accredited standard that can be incorporated into building codes. It is intended that the standard will eventually become a prerequisite for LEED certification. ■