

## Community Service

Berniece, a board member of the Shawnee Girl Scout Council in Martinsburg and founding member of the Money Unlimited Investment Club combined her interests in developing responsible young women and building women's financial savvy. She and Money Unlimited partner, Mary Hughes, helped to chaperone 13 local girl scouts on a trip to visit NYC to visit Wall Street. ■

## Industry News

### ABC of Pennsylvania Files Suit

A network of ABC members from five Pennsylvania chapters and the Cumberland Valley chapter filed a complaint in the Commonwealth Court of Pennsylvania in October seeking to block a proposed Pennsylvania Department of General Services (DGS) plan that would award construction contracts using a closed, secretive bidding process, known as "best value." For more information, contact Joan Warner at [abccvc@myactv.net](mailto:abccvc@myactv.net). ■

## United Way Day of Caring

Berniece was project manager for three projects at the Shawnee Girl Scout Council for the United Way's Day of Caring in September. The projects included painting the hallway and conference room of the Council Office Building, removing carpet from the basement and "spiffing" up the Council grounds. More than 40 volunteers made sure that all three projects were completed by the end of the day. These folks helped to get the grounds of the Shawnee Girl Scout Council looking "groomed" once again and the inside painted. Representatives are shown in the photos from the Moose Lodge 120, the CEOs, Rotary Club of Martinsburg, Canby Insurance Company and local School Board. ■



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51 Trumpet Lane  
Martinsburg, WV 25401

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# BLUEPRINT for Progress

WINTER 2005

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

## The Quest for Quality at Minghini's

For decades there has been much ado in corporate circles about the Quest for Quality – from the Japanese *Quality Circles* in the '80s to entire U.S. corporate cultures built on a Quality Credo. However, it's difficult to see quality in many types of businesses since most today provide services ... unless the business measures it with research.

In that Minghini's is a construction company that creates a highly tangible product (commercial buildings and remodels), the quality of its products is apparent ... especially the finish craftsmanship. But Minghini's also measures quality in other terms, such as our responsiveness to clients, competitiveness of bids and pricing, adding value to projects through our expertise and experience, finishing projects on-time and within or under budget, maintaining a safety first workplace, and sound management practices. Every few years Minghini's formally measures how it's doing in these and other areas by having an independent marketing firm conduct an Image and Satisfaction Audit.

Most national trade organizations encourage quality through standards,

professional development seminars and educational opportunities (like ABC's Apprenticeship Program). They also acknowledge the quality work of members in competitions. The Associated Builders and Contractors of Cumberland Valley just announced its 2005 Excellence in Construction Awards. **Minghini's is honored to have been selected as the winner of Category E-1, Interior Renovations and Restorations Over \$1 Million for the CSX MARC Layover Facility in Martinsburg.** For more information on the project including a list of our suppliers and subcontractors, please see our website at [www.minghinis.com](http://www.minghinis.com). We wish to acknowledge and thank the businesses who were part of this team effort.

This is the second Cumberland Valley ABC Excellence in Construction Award garnered by Minghini's. The first was for the Shepherdstown One Valley Bank (now owned by BB&T). In fact, Minghini's has built or remodeled most of the banks and many of the medical and professional offices in the Eastern Panhandle! ■



2005 ABC-CVC Award of Excellence Winner: the CSX MARC Layover facility built by Minghini's.



Minghini's owners, Bernice and Craig Collis, Estimator Don Miller and Project Foreman Steve Hartmann accept the ABC-CVC Award of Excellence at the ABC Awards Dinner in Hagerstown.

## NEW & COMPLETED PROJECTS



Newly constructed BB&T Bank in Martinsburg.

New Medical Office Building for KFC Enterprises (Drs. Cincinnati, Foster and Knutson)

Priestfield Pastoral Center Addition, Kearneysville, WV

Subway Remodel for Rita Kaplan, Kearneysville, WV

Martinsburg High School Press Box, Martinsburg

Widmyer Elementary School Multi-Purpose Room Addition, Berkeley Springs

Smallwood & Small Insurance Office  
JHS Auditorium (completed)

Dunn Building Remodel for Berkeley County Commission

Midway Self-Storage for Dr. Leonard, Martinsburg

Shepherdstown Day Care Center, new addition, Shepherdstown

Bolivar-Harpers Ferry Public Library, Bolivar





## Client Feature

With 33 years in Education, David Temple has very positive things to say about Morgan County. States the Superintendent who came to Morgan County in May 2003, "This job in Morgan County is great. It's a progressive county with positive hard-working employees and interested, involved parents." Supt. Temple has had some very interesting past positions as points of comparison. He came from Upshur County where he served as Administrative Assistant to the school

**David Temple,**  
Superintendent  
Morgan County Schools  
304-258-2430

system, and prior to that he held a number of positions including Superintendent at the Mingo County School System during the State takeover. David has two grown daughters and his wife, Coleen, teaches in the Morgan County system. Minghini's has worked with Supt. Temple on three projects recently for Widmyer Elementary School. Notes Supt. Temple, "**Minghini's has been a good company to work with – flexible and cooperative even on items not in the contract.**" ■

## Associate Profile

**Craig Gobel, Contract Administrator**  
**Williamson Shriver Architects, Inc.**

[www.wsarch.com](http://www.wsarch.com)  
304/ 3451-060, Charleston, WV

Minghini's has had the pleasure of working with Craig Gobel on three projects for Morgan County Schools, including renovations for Widmyer Elementary School as well as construction of a multi-purpose room addition and a new bus loop for this school. Williamson Shriver Architects located in Charleston, WV specializes

in designing school buildings. The firm has a staff of 20. Craig Gobel, a native of WV from Scott Depot near Hurricane, has been with the firm for a year and a half. He is responsible for ensuring that everything is built to specification. States Craig, "**Minghini's has been great to work with. They are flexible, willing to make changes and basically concentrate on pleasing the client. If there is a problem, they amend it quickly.**" ■

## Subcontractor Profile



**Bruce Wolf**  
Standard Acoustical  
Products Inc. of  
Hagerstown  
301/ 797-6444  
[www.standardacoustical.com](http://www.standardacoustical.com)

Standard Acoustical is one of Minghini's subcontractors that worked on the award-winning CSX MARC Layover Facility. The company is a commercial ceiling subcontractor based in Hagerstown that employs 10 mechanics and three office staff. Standard Acoustical has also worked on the Dunn Building, Widmyer Elementary School and Jefferson High School with Minghini's. Having purchased the business in 1993 from his father, Bruce is the owner of the company. Observes Bruce, "**It's a pleasure working with Minghini's. Their office staff is always so helpful and courteous. I particularly like working with Craig because he is such a good problem solver and he's always there on every job.**" ■

## Supplier Profile

D.L. Morgan, Jr., President of Danleeco Concrete was unavailable for a photograph due to his hectic schedule. This interview was conducted with Sam Bilmyer, purchaser at Danleeco.

Danleeco is a diversified company that originally provided excavation site work, drilling and blasting. In 1985 the company expanded into ready mix concrete and today includes a fleet of 20 concrete mixers. Then in 1998 the company added Inwood Quarry Company to its "mix of resources". Today Danleeco also manufactures limestone products, such as crushed aggregate for building roads and driveways, and building materials, such as concrete and sand. ■

## STAFF NEWS

### Editor's Insights



**Berniece Collis**  
Vice President

#### A Gift of Love, A Gift of Life

The gift-giving season is right around the corner. It seems to come around faster each year. At Minghini's, we have so much to be grateful for that we try to spread our generosity among various community organizations year round, like the Shawnee Girl Scouts Council, United Way and Apollo Civic Theater. Sometimes we donate material, other times cash, often time as Board members and also we donate our services.

But one of the most special gifts we give is our blood. Craig Collis, my life partner and Minghini's President, has just hit a milestone in his gift of life. Craig has just hit the 14 gallon mark in giving blood to the American Red Cross! More than 300 people have been impacted by Craig's gift of blood. Quite the dedication when you consider that a human body has only about four pints of blood. Craig feels strongly that this is something most people can and should do. We never know when a local or national crisis requiring human blood transfusions will come along.

If you are like most other employed adult Americans, the last thing you need at Christmas, for birthdays or any other time is more knick knacks or material things. In fact, most people are burdened rather than liberated by all the stuff in their possession. Stuff to sort, store, cull and (often) donate. So instead of accumulating yet more stuff this year, you and those on your gift exchange list might consider giving a gift of life or resources (money or time) to some of our worthwhile local or national nonprofit organizations. It's fun to give a gift in another person's name, instead of giving girth-building sweets, or a tie or a plant. I'm not saying to withhold gifts from the little ones this time of year, but with Katrina, and all the disasters abroad in Central America and Pakistan, as well as the hordes of homeless, battered, abused and poverty stricken right here at home, surely there is a cause that deserves our generosity. We mustn't forget our destitute animals either, since 740,000 abandoned dogs and cats in the U.S. alone are awaiting adoption or death at animal protection centers.

We wish you and your families a wonderful holiday season filled with love, laughter and blessings – and

good deeds. As our world grows smaller, we indeed can identify with all people in crisis, regardless of their nationality, race, or religion. Our humanity and our future depend on our ability to care for the sick, the displaced, the hungry, the uneducated, and the abused.

As I write this there are scores of armed conflicts in the world— from the high profile war in Iraq to the civil uprising in ever-impooverished Haiti. Violence and persecution has resulted in 19.8 million political refugees living on meager charitable subsistence in deplorable camp conditions. Did you know that only 2% of these people are helped by the United Nations? There are thousands of displaced American families this year as well from two horrendous Gulf Coast hurricanes. With this record year of natural disasters and political conflict worldwide, each of us can do something to make the world a better place. By giving to others, the gift you will give yourself from this kindness is incomparable and lasts a lifetime. Human compassion begets a feeling of connection and "family" with the rest of our living world. We need this to survive. ■



### Staff News

Kenny Besaw, Minghini's capable foreman since 1989, shows off the newest Member of Minghini's Construction Team, baby Wyatt Thomas Besaw. ■

### A Few Worthwhile Organizations to Consider:

**Shawnee Girl Scout Council 263-8833**  
[www.shawneegirlscouts.org](http://www.shawneegirlscouts.org)

**Apollo Civic Theater, Martinsburg**  
[www.apollo-theater.org](http://www.apollo-theater.org) 263-8389

**United Way of Berkeley and Morgan Counties**  
e-mail: [jan@uwbmc.org](mailto:jan@uwbmc.org) 263-0603

**Humane Society of Berkeley County**  
<http://berkeley.wvhumane.com> 267-8389

**American Red Cross – to give blood [www.givelife.org](http://www.givelife.org)**  
**1-800-448-3543 To donate money: [www.redcross.org](http://www.redcross.org)**

### Mark Your Calendar

**January**

**ABC Winter Gala Dinner – Friday,**  
January 13 at  
Fountainhead  
Country Club

For reservations call:  
301/739-1190