

# Community Involvement



Berniece (on R) presents Minghini's contribution to the United Way Annual Giving Campaign to Maggie Bartles, Campaign Chairperson.

## Health Alert!

In an aging society, being able to identify the symptoms of a stroke could save someone's life or lessen the consequences through early treatment. If someone falls or is acting strangely, ask him or her these three simple questions.

- Ask the individual to SMILE.
- To RAISE BOTH ARMS.
- To SPEAK A SIMPLE SENTENCE.

If he or she has trouble with any of these tasks, call 9-1-1 immediately and describe the symptoms to the dispatcher. After discovering that a group of non-medical volunteers could identify facial weakness, arm weakness and speech problems, researchers urged the general public to learn the three questions. They presented their conclusions at the American Stroke Association's annual meeting last February. Widespread use of this test could result in prompt diagnosis and treatment of the stroke and prevent brain damage. ■

Berniece is serving on a Committee for the Apollo Theater to bring the WV Symphony to Martinsburg on April 13, 2005 at 8 p.m. Call 263-6766 for tickets.

## Upcoming Meetings

May	June	July
Berkeley Cty Planning Com. - 2, 16	Berkeley Cty Planning Com.- 6, 20	Berkeley Cty Planning Com. - 4, 18
Morgan Cty Planning Com. - 6, 20	Morgan Cty Planning Com.- 3, 17	Morgan Cty Planning Com. - 1, 15
Jefferson Cty. Planning Com. - 10, 24	Jefferson Cty. Planning Com. - 14, 28	Jefferson Cty. Planning Com. - 12, 26
ABC 19, Four Points, Hagerstown	ABC - 11, 6 <sup>th</sup> An. Jack E. Barr Run Trade-Craft Show & Beef Roast	ABC - 15 An. Golf Outing, Black Rock
	Wa. Cty. Ag Center, Boonsboro	

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# BLUEPRINT for Progress

SPRING 2005

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

## Labor Agreement Update

ABC's Western Pennsylvania Chapter recently defeated the legality of a Project Labor Agreement on a city-run golf club renovation project. The Erie, Pennsylvania judge ruled that the project labor agreement violated the state's competitive bidding statutes. Recently, other than the Martinsburg Roundhouse contract, which was about two years ago, we have no PLA's in WV or MD, according to Ben Brubeck, Government Affairs Director for ABC National. States Brubeck, "The metro DC Chapter has been fighting a possible PLA on the new baseball stadium but there has not been a PLA officially announced." ■

## New Look of Minghini's Ads

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## PROJECT GALLERY



BB&T BANK on Edwin Miller Blvd., Martinsburg



BERKELEY COUNTY COMMISSION MEETING ROOM



PRIESTFIELD PASTORIAL CENTER CONFERENCE CENTER ADDITION



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## Subcontractor Profile

Founded in 1986, Martin Millwork produces custom cabinetry, furniture and millwork for residential and commercial projects in the tri-state area – from Carlisle in the north to Winchester in the south and Frederick in the east. The family owned business includes Glenn’s wife, Debra, who is secretary/treasurer of the corporation. Thirteen employees help in the design and

fabrication of the wood products. The millwork line includes basically any exposed woodwork, such as custom trim, interior windows, doors, handrails, ballisters and even stairs. Martin Millwork has worked with Minghini’s on joint projects with Kitchens and Baths. States Mr. Martin, “Working with Minghini’s has always been a pleasant experience.” ■

Glenn Martin, President  
Martin Millwork Inc.  
Mercersburg, PA  
866-533-2336

## Supplier

Twenty-five years ago in 1980, Morrison Gano started Kitchens and Baths Unlimited. Mr. Gano got his training in kitchen, baths and cabinetry design while working at Paramount Interiors in Hagerstown. Over the years, the business has evolved into much more than kitchen and bath design. Today, 90 percent of the jobs are casework for industrial, commercial and professional businesses (basically custom built-ins). Mr. Gano has designed, sourced and installed the casework for banks, dentists’ offices, hospitals and other types of businesses. He also does high-end custom kitchens and some small kitchenettes. Mr. Gano’s wife, Mary Jane, assists with the office administration. As far as his plans for the business, Mr. Gano intends to keep working as long as he’s mentally and

physically capable. At 85 years, and sharp as a tack, he has a bright future.

Mr. Gano acknowledges that a great amount of his work has been for Minghini’s over the years. States Mr. Gano, “I met Craig’s father when he was construction superintendent on a insurance company building and also knew Mr. Minghini, the prior owner. I love working with Craig Collis. He is one of the nicest, fairest and most honest people I’ve ever met. We get along really well. I have a great respect for what Berniece and Craig have accomplished. We have a very enjoyable relationship.” ■

Mr. Morrison Gano  
President  
Kitchen and Baths  
Unlimited  
Martinsburg, WV  
304-274-1974

Berniece, Morrison Gano and  
Mary Jane Gano at the  
Minghini’s Christmas Party.



## Customer Profile

Established in 1934, CNB is a hometown, independent community bank, which started in Berkeley Springs that offers checking and savings accounts, as well as mortgage, consumer, commercial and personal loans. The bank has 24-hour telephone banking service. CNB has retained Minghini’s to build its 6th location in Spring Mills. The bank’s other locations are in South Martinsburg, downtown Berkeley Springs, Valley Road in Berkeley Springs, Hedgesville and the newest acquisition is in Hancock, MD. The bank has amassed \$235 million in assets. Tom Rokisky joined CNB in 1990 and is very optimistic about the short- and long-term growth of the bank for a number of reasons. He observes, “Being an independent community bank, makes a difference. I think consumers today

want to deal with people they know and trust and customers value the personalized, high-quality service we emphasize. Our dedicated people are passionate about customer service and supporting the communities in which we operate. Additionally, with the growth I foresee over the next five years in this region, CNB is strategically located to meet the financial needs of businesses, residents and communities.”

Spring Mills is the third project we have worked on with Minghini’s and as always, we are very pleased. The company is very professional in providing us with guidance as well as understanding when changes are necessary. I would recommend Minghini’s as the contractor of choice for any of our future expansions.” ■

## STAFF NEWS

### Editor’s Insights



Berniece Collis  
Vice President

### Baby-Boomers Retiring ... or Not?

The oldest of the 76 million baby-boomers (individuals born between 1946 and 1964) are beginning to retire ... especially those whose smart investments and/or retirement planning allow them the freedom to quit a bit early. Yet, there are those who love their work so much, like Mr. Gano, 85, featured in the *Supplier Profile*, that they plan to retire only when forced to by physical limitations. The societal implications of the baby-boomers retiring is enormous for the labor force, social security, health care, housing, recreation, and many other businesses that cater to seniors. Just think of our highways as 50,000 people a day start retiring and going at a slower pace!!

Labor experts actually see an increasing retirement-age trend. This is a result of financial factors as well as women’s participation in the labor force, although after age 55 women tend to leave full-time work more rapidly than men. So occupations like nursing that are predominantly women will feel the pinch as well as public-sector jobs of which 2/3 are covered by pension plans and are allowed to retire at 55 or earlier once they’ve met year-of-service requirements (usually 30 years). Another factor that will extend the working age is the corporate trend toward offering defined contribution plans vs. defined benefit plans – the latter providing maximum benefits when taken at the earliest possible age.

Construction occupations rank 11th in the occupations with the greatest replacement needs for those retiring between 1998 and

2008. There will be the need to fill 165,000 jobs in this Industry during this 10-year period. This is a great opportunity for younger workers, as well as a huge training responsibility for the Industry.

To me, the exciting thing about the baby-boomers approaching retirement is the flexibility and opportunity they have to recreate themselves ... to start new jobs, continue on (since age discrimination is illegal), or to retire and pursue non-economic interests, like travel and continuing education. One thing’s for sure, with this never-before experienced demographic trend happening in most of the developed countries, governments will be looking for creative ways to care for and utilize the baby-boomer resource. ■

## Staff News

Jacob Collis and his class from Penn College competed recently at the ABC National Convention in Orlando, Florida with 26 other colleges and universities’ Construction Management Programs. Congratulations to Jacob and his classmates for coming in 8th in the overall competition and 3rd on the Project Estimating competition. ■



Jacob Collis, Jon Yeich, Rich Ludwig, David Felter, and Mike Murzynski

## Industry Angle

Everyone in or around construction knows the field poses a number of health and safety hazards, including, but not limited to, chemical exposure, falls, extreme weather conditions, electrocution and so forth. Contractors, however, can mitigate such risks by tapping into numerous online resources related to construction health and safety on the Internet. Here are some to get you started: The National Institute for Occupational Safety and Health website: [www.cdc.gov/niosh/topics/construction](http://www.cdc.gov/niosh/topics/construction). Users will find among the many construction-related links the leading cause of death in construction as well as a web-based training application known as the Construction eTopol, and Expert Advisor Software modules to help employers comply with the agency’s regulations. See ABC’s NewLine article of 2/18/05 online at [www.abc.org/wmspage.cfm?parm1=4350](http://www.abc.org/wmspage.cfm?parm1=4350) for more details on this topic. ■