

Industry Angle

Volatile Steel Prices Plague Industry

According to a report distributed recently by Joan Warner, Executive Director of Associated Builders & Contractors of Cumberland Valley, the construction industry is plagued by a dramatic surge in the raw material cost of steel, resulting in a pricing squeeze on many ABC member companies — between the steel suppliers (who have imposed surcharges on their products) and

construction customers, including federal and state governments. The latter often negotiate fixed-price contracts in their bid specifications. Hence, the volatility of the steel market is affecting how ABC members engaged in private-sector construction must conduct their businesses. In the past, steel suppliers have guaranteed the price of their steel for five days, but some ABC members have

experienced price increases as often as every 48 hours. For a complete copy of this revealing report which offers suggestions on how to handle contract negotiations and pricing to counter the uncertainty of raw materials pricing, contact the ABC office in Hagerstown at 301/416-7247 or e-mail them at: ABCCVC@mindspring.com. ■

Construction Outlook 2004

(Excerpted from *Construction Executive* magazine, January 2004 issue.) McGraw-Hill Construction, the nation's leading economic authority on the Construction Industry forecasts 1 percent growth in 2004 to \$509 billion. However, this minimal rate is not projected for all sectors within the Industry. Institutional buildings and electric utilities appear to be at the low end of the spectrum, while income properties and manufacturing are at the high end. Of course,

the overall health of the U.S. economy, including indicators such as employment rate, the stock market, interest rates and public funding all contribute to the well-being of the construction industry. In essence, barring any national catastrophes or international crises, McGraw-Hill reports that the U.S. economy and Construction Industry both appear to be back on track albeit at a slow recovery rate. ■

UPCOMING MEETINGS

MAY	
20	ABC Dinner – Quality Inn Chambersburg
3,17	Berkeley Co. Planning Commission
4,18	Jefferson Co. Planning Commission
7,21	Morgan Co. Planning Commission
JUNE	
12	5K Race & Trade Show - WA Cty. Ag. Center
7, 21	Berkeley Co. Planning Commission
8, 22	Jefferson Co. Planning Commission
4, 18	Morgan Co. Planning Commission
JULY	
16	ABC Golf, Black Rock
5, 19	Berkeley Co. Planning Commission
13, 27	Jefferson Co. Planning Commission
2, 16	Morgan Co. Planning Commission

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SPRING 2004

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

Social Status – Programs for Children

As summer approaches and our children are “free” for the summer, many working parents are faced with a dilemma: how to provide the children with supervised, enriching activities while school is out. Some parents can afford to send their children to academic, sports, church, or fun camps, while others must rely on the local activities provided by Parks and Recreation or social services.

Because of the late-spring timing of this newsletter and our keen interest in children, this article focuses on some of the summer activities and enrichment services available for children in Berkeley County.

The latchkey child is the norm these days, especially if both parents work out of town. Sometimes there's a

neighbor or a relative who can help out, however many children in middle school through high school must come home to an empty house and “kill” several hours before the parents get home during the school year. Then in summer, older children may be home all day during the week, unless the family has a vacation planned or makes the effort to get the children into youth programs like those detailed below.

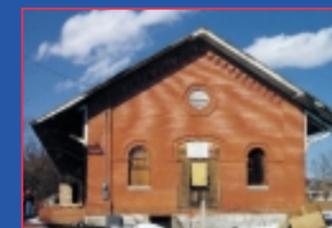
The increasing national epidemic of youth substance abuse, juvenile delinquency, internet facilitated predation on children all could be prevented if children were better supervised. Left alone, children may be viewing adult TV, pornographic websites and spending far too much time playing violent internet games.

Clearly adult supervision, moral guidance and wholesome outlets for children's amazing energy and creativity are the best solutions. Here is what our area is doing to make this a child-valued area.

United Way Agencies
With more than half a million in annual contributions, the United Way of Berkeley and Morgan Counties supports 31 agencies in the two counties, of which four are specifically focused on nurturing children and five others concentrate on strengthening families. The children's agencies include: The Girl Scouts, **The Boy Scouts**, the **Boys and Girls Clubs**, **Big Brothers Big Sisters**, and the **Parks and Recreation Board**.
Continued inside ...



FIRST UNITED Bank & Trust, Martinsburg



MARC Layover Facility, Martinsburg



Summit Point Library, Summit

PROJECT GALLERY

Also Under Construction . . . Martinsburg Library Interior - Renovations & Elevator Installation, ROC Station at Inwood, Swift Trucking - Interior Renovations, Restrooms, Locker, Lunch & Break Rooms, Shepherdstown Men's Club - Elevator Installation, Martinsburg/Berkeley County Parks & Recreation - South Berkeley Soccer Field Concession Stand - Construction (Sponsored by Martinsburg Rotary Club) Ambrose Towers and Stone Wall Haven, Martinsburg - Replacing more than 1,100 Interior Doors for The Martinsburg Housing Authority



Jan Callen, Executive Director, United Way

All told, these agencies provided programs for 3,387 children in the area in 2003. According to Jan Callen, United Way Executive Director, "The challenge of homeless children is something that the United Way is grappling with, the Rampage Teen Center (named by the teens!) to the Martinsburg Boys and Girls Club (MB&GC) to provide a safe place to congregate, where 6th to 9th graders can develop their own programs and multicultural groups can enjoy one another's company at events like Friday Night Dances." Average attendance on Friday nights is about 70 children. At the MB&GC

this summer, there will be dances, arts and crafts, basketball, field trips, swimming trips, pool parties with a DJ and a full summer program for working parents (M-F 9 a.m. to 5 p.m. for only \$75 for the entire summer including breakfast and lunch. Tracie Welch manages Rampage and the Youth Prevention Program and can be reached at 264-1450. Stephanie Pierson, the new B&GC Director, can be reached at 263-2096 for enrollment information. ■

Church Youth Groups. Most churches have a youth program which includes a summer bible school or camp experience. For example, YOUNG LIFE Interdenominational youth group, meets throughout the year. Call the church office for specifics.

Some other youth organizations to call about summer programs or parenting support include: Berkeley County Board of Education: 267-3500; Big Brother/Big Sister: 263-5522; Boy Scouts of America 1-703/662-2551; Single Parents Support Group: 636-7742; and Parent-to-Parent 1-800/766-1798. For more information about Young Life, contact Kevin Seelinger at 304/283-2643 or email him at younglife_epwv@hotmail.com ■

The Berkeley County Parks & Recreation Board has been managed by Steve Catlett for the past 28 years. Summer is a busy time for Steve and his 11-member staff (which grows with part-time employees to as many as 150 in summertime). In the summer the Recreation Board organizes and operates swim lessons, summer playground at five sites in the County, and an 8-week summer day camp – at Orchard View Elementary School. It is also planning weeklong "mini camps for boys and girls basketball, cheerleading and soccer. In early April the Recreation Board's offering were published in the "Programs and Facilities" brochure distributed to all of the elementary schools in the County. The brochure also can be picked up at the middle schools. Interested parents should call 264-4842 after for program applications. ■



Parks & Recreation Summer Program



Shawnee Girl Scouts and their leader.



The Shawnee Girl Scout Council turns 40 this year and serves 6,000 girls ages 5-17 in a 15-county region of PA, MD, WV and VA. The Council sponsors troops, individual girl members, a resident camp and day camps in the

summer. For more information on summer camps and other Girl Scout programs, contact Program Director Bonnie DeBoard at shawnee4@earthlink.net or call 304/263-8833. ■

STAFF NEWS

Educational Insights



Berniece Collis
Vice President

Latchkey Can Open the Wrong Doors

At this time of year, children are on my mind. School will be out soon and therein lies the rub: what to do with thousands of young people for several months. Since I have been on the Shawnee Girl Scout Council Board for the past three years, on the Berkeley County School Board for the preceding eight years, a parent of two sons for 21 and 17 years, and a school teacher for 11 years, I feel I have some insight into what it takes to rear self confident, productive people in this changing world. In addition to patience and money, it takes time, involvement and planning age-appropriate activities. The schools try their best with a good curriculum and

programs like Character Counts, but when all is said and done, there is no escaping the importance of proactive parenting and ensuring that children during the school year and summer have enriching, supervised activities. The federal government and some progressive corporations are experimenting with teleworking programs for their employees, which helps with the latchkey problem. The rise of the home office is also a positive trend that may help the issue of "being there" for our children. Sometimes there's a neighbor or a relative who can help out with children after school and some areas have after-school recreation programs or Boys & Girls Clubs.

Still, too many children in their adolescent and teen years must come home to an empty house and spend several hours alone or unsupervised with peers before the parents arrive home. Then, in summer, children may

be home all day during the week unless the family has a vacation or summer activities planned for the children. At-home mothers and fathers often carry the burden of not only their children but also transporting their neighbors' and friends' children to summer activities.

It's not easy being a working parent in this fast-paced materialistic world. Do you know where your children are and what they're doing right now? Parents, by their very nature, make untold sacrifices for their children. But as an old Beattle song put it – from the viewpoint of a child, "You had me, I didn't have you." So I hope everyone has a wonderful summer with lots of quality family time, and you find some great programs for your children to participate in to develop their skills, confidence and esteem. They grow up fast and we parents don't get second chances to do it right. ■

Subcontractor Profile



John Barr, President
Ellsworth Electric, Inc.
88 W. Lee Street, Hagerstown
800/553-6248
301/739-8288

Today with 165 employees, Ellsworth Electric has grown to be the largest electrical contractor in the tri-state region in terms of scope of services, territory served, and number of employees. Headed by John Barr, the company through John is an active leader in ABC and many civic organizations. Ellsworth Electric, located in downtown Hagerstown, is a family business started by John's father, Jack.

Unfortunately, John's father passed away a few years ago and did not see the incredible job his son has done in developing the company. John attributes the company's phenomenal growth to two factors: its commitment to quality and dedication to customer satisfaction. He also says that no job is too small or too large – no comment or telephone call unimportant.

Ellsworth Electric envisions a bright future as it strives to meet the challenges of helping the region develop outstanding office complexes, public buildings, industrial plants, and housing subdivisions. Ellsworth has worked with Minghini's on several projects, including Sweet Springs in Loudon, VA and Berkeley County Library in Martinsburg, WV.

States John Barr, "Working with Minghini's is a real pleasure. We share a common bond in our customer-oriented philosophy and focus on excellence. Both our companies are also very concerned about working to ensure a healthy construction industry through our volunteer involvement with ABC. Ellsworth Electric looks forward to working on future projects for Minghini's."

Another thing both companies have in common is that their identity systems were designed by Marketing Solutions Inc. of MD. ■



George C. Harne,
Architect/Founder

Lehman Eugene Diller,
Architect/Project Manager

301/293-2175

George Harne Architects was founded in 1975 by George Harne, the architectural firm is located on an historic family property out in the "boonies" on Wolfsville Road in Myersville, actually just 25 minutes from Hagersrtown (*if you don't get lost*). The firm designs banks, medical

Professional Associate

buildings, churches and also does commercial development work for landlords and conversion restoration projects. About 80% of its projects are commercial with the remainder upscale residential and historic homes.

Many of George C. Harne's assignments are turn-key, involving planning, design, plans, construction administration and interior design. The firm employs 10 and utilizes both AutoCADD and hand-drafting techniques.

Lehman Diller, a 22-year veteran with the firm, is the project manager and architect in charge of the building interiors, and consequently gets involved in the finish design and furnishings. He has been working with Minghini's on the FIRST UNITED Bank

& Trust job in Martinsburg, and says, "Minghini's is a very professional group. They're good people and we'd certainly put them on our bid list again." Over the years, Minghini's has been selected by George C. Harne to construct a number of commercial projects.

For George C. Harne to be more responsive to an increasing demand for commercial and restoration design services, M. Scott Bowen, AIA, a graduate of Catholic University and native of New England has become a partner in the firm. He got to know the business as an intern there a few years ago and says he's interested in the design opportunities afforded at this full-service strategically located architectural business. ■



Jim Rodger, V.P. & Commercial
Lending Officer FIRST UNITED
Bank & Trust
Martinsburg, WV
304/582-9356

Customer Profile

A banker with an impressive career in financial services extending back to 1981, Jim Rodgers is about the nicest, most easy going, and charming business person you're

likely to encounter. Jim, a native of Martinsburg, attended UVA and then married another Martinsburg native, Lisa Brannon. They both wanted to be close to home to raise their future family (Lexi their daughter is now a freshman Bulldog at MHS), so they moved back to Martinsburg after a career stint in Florida.

For the past 20+ years, Jim has been professionally associated with a number of banks, including locally: F&M-Martinsburg, Farmers & Merchants Bank & Trust, and most recently Huntington. He joined FIRST UNITED In July 2002, when the company purchased the four Huntington

branches in Berkeley County (two in Martinsburg, one in Inwood, and one in Falling Waters). UNITED had opened a branch in the Martinsburg Martin's Store in the mid-90s and saw first-hand the tremendous growth and opportunity that the Eastern Panhandle represented.

States Rodgers, "FIRST UNITED's goal is to be the best community bank in the area ... big enough to serve the total financial needs of consumers and business owners, including trust and brokerages services, but at the same time offering a nice, small personalized atmosphere."

Minghini's is currently constructing the new branch for FIRST UNITED on Edwin Miller Blvd., a fact that according to Jim is "a source of great pride to me." He continues, "I have known the Collises for years and immediately suggested Minghini's when asked for a contractor to bid our new branch. I respect Craig and Berniece so much and have heard very good things inside the Bank about how well the project is going. Minghini's is easy to work with, super conscientious, and detail oriented." Jim is confident

that FIRST UNITED CEO Bill Grant will make the effort to be in Martinsburg for the Grand Opening of the new office in early summer. ■

A.G. Mauro
David Remy, Sales Representative
Pittsburgh Office
412/782-6600 x146
www.agmauro.com

With more than 50 years of experience in serving the construction industry, the A. G. Mauro Company is a leading distributor of architectural doors, hardware and U.L. listed hollow metal doors. The company has offices in Harrisburg, Baltimore, Orlando and Pittsburgh and is celebrating its 55th year of service.

Dave Remy is the Mauro Sales Representative from the Pittsburgh office working with Minghini's on the door replacement project for the Martinsburg Housing Authority senior housing projects. According to a company spokesperson, "With an experienced staff and the best products, we can handle any door project, from a single door to large hospitals, schools, prisons and stadiums." ■

Community Involvement



*Maggie Witherbee
CEO, Shawnee Girl Scout
Council & Former Girl Scout*

Welcome Maggie!

The Shawnee Girl Scout Council welcomes a new Chief Executive Officer, Margaret Witherbee, who brings to the Girl Scouts extensive knowledge in fund development, change management, membership

and program enhancement. These are critical skills needed to manage a non-profit focused on meeting the needs of today's girls. Most recently, Witherbee served as CEO of the Limberlost Girl Scout Council of Fort Wayne, Indiana. She has also held significant positions at Crisis Link, Dental Aid, Inc. and Culpeper Hospital Foundation.

Witherbee in working with the Shawnee Council's Board of Directors hopes to maximize new opportunities that will continue to provide cutting-edge programs to the region's girls in such life skills as science, technology, and financial literacy. States Witherbee, who has four children and a husband who works in Washington, DC. at the Department of the Interior, Bureau of Land

Management, "I'm honored to be the new face of leadership for Girl Scouts of the Shawnee Council – an organization that instills confidence, strength, and character in the world's future female leaders. I know that with the organization's high caliber office and field staff, we will continue to prepare and lead generations of girls and young women."

Headquartered in Martinsburg, The Girl Scouts of Shawnee Council, Inc. serves nearly 6,000 girls ages 5 – 17 and is in its 40th year. Berniece Collis has served on the Council's Board of Directors for three years. Minghini's and its subcontractors have built a number of projects *gratis* for the organization in recent years.

The Council is always looking for volunteers. Anyone interested in helping with a donation of money, time, or expertise should call 304/263-8833. ■

Staff News



*Congratulations to Jacob Collis
for his induction into Alpha Chi!*

Berniece and youngest son, Morgan, a senior this year at Martinsburg High School headed to Italy and Greece the first of April for a short cultural vacation. Berniece believes in the educational value of travel especially to the museums and cultural capitals of Europe.

Oldest Collis son, Jacob, has been inducted into the Alpha Chi Honors society at Pennsylvania College of Technology. Alpha Chi's purpose is to promote academic excellence and exemplary character among college and university students and to honor

those who achieve such distinction. It's name derives from the initial letters of the Greek words meaning truth and character.

Berniece is serving on the Board of Directors of Associated Builders of Cumberland Valley. Some of the projects the board is actively working on include acquiring the Hagerstown Armory building for an Education Center and WV Legislative issues. ■

*In March
Minghini's and
ABC hosted a
legislative update
for West Virginia
Sub-contractors in
Martinsburg.*

