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LEAVING

a

LEGACY



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COVER

In His Footsteps by PA artist
Rabeca Signoriello

The Ohio Valley Construction Employers Council, Inc. is a multi-employer contractors' trade association consisting of member firms primarily engaged in the construction and related industries. Organized in the 1940's as the Ohio Valley Builders Exchange, Inc., the organization grew out of a conviction among a group of astute, farsighted contractors that believed industry objectives can best be attained by team work and cooperation.

Restructured in 1973 as an amalgamation of various local contractor associations in the Valley, the OVCEC represents all facets of the construction industry including: The Wheeling Area Association of Plumbing, Heating and Cooling Contractors; The Wheeling/Steubenville Area Sheet Metal and Roofing Contractors' Association; The Wheeling/Steubenville Association of Painting Contractors; and The West Virginia Highway/Heavy Contractors' Association. The Construction Employers Council has developed a close liaison with the West Virginia Construction Council, the Ohio State Construction Council, and the National Construction Employers Council (NCEC). Close liaison with tri-state sister associations serves to further develop the organization's regional coverage of West Virginia, southeastern Ohio, and portions of Western Pennsylvania.

The Ohio Valley Construction Employers Council, Inc. is dedicated to the advancement of the construction industry and the protection of its members and the general public.



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LETTER FROM THE EDITOR



I also found the pride in each of them...not only for thier families, but the strength of the companies they created.

LEGACY:

something transmitted by or received from an ancestor or predecessor or from the past

That is the Merriam-Webster definition. But what you don't get from the simplicity of the definition is the overall emotion attached to the word. While a person's legacy can involve money, the concept of legacy is much larger than the value of an estate. It is about the richness of the life led, including what that person accomplished and the impact he or she had on people and places. Ultimately, the story of a life reflects that legacy.

What we accomplish throughout life is the basis of the individual's or company's legacy. A legacy isn't just about winning awards and coming out ahead. It includes all kinds of accomplishments, such as successfully overcoming adversity, raising resilient children, excelling as a leader, creating innovations, and much more. The things a person does and achieves throughout a lifetime form a powerful legacy that others will remember them by.

In this issue we have asked some of our legacy companies to answer a simple questionnaire. In reading the answers I discovered a little more about each of these members that I didn't know, as I am sure you will as well. I also found the pride in each of them...not only for thier families, but the strength of the companies they created.

Growing up in the Valley I have had opportunities to either work with some of these people, or hear about what they have done. They all have one thing in common: Pride. In workmanship...in family...in the legacy they leave behind for those fortunate to enough to be a part of what they created.

I hope that you get as much out of these interviews as I did. And as always, if you have anything that you would like to contribute about your company to everyone we proudly send this, our legacy, out to all our members, feel free to send me an email or give me a call. I always like to hear a good story.



PAT MCCUNE

LEGISLATIVE UPDATE

WEST VIRGINIA

WV Lawmakers, similar to all states in the union, are immersed in the difficult job of drawing new political maps that are precipitated by the results in the 2020 census. United States census data has been complicated by pandemic related constraints and, consequently, states were not apprised of complete census results until late August of this year. This national counting that takes place once every ten years has revealed some sobering statistics for WV. The mountain state has registered the greatest percentage population loss (3.1%) of all 50 States in the union. West Virginia's population has fallen to a new low of less than 1.8 million. Moreover, there isn't a city in the state with a population over 50,000 residents.

The new population statistics will, unfortunately, create the loss of one US Congressional seat. We will move from the current three member delegation to two elected US House members. The Legislature must draw a new congressional political map that reflects the new census reality. Lawmakers recently conducted 12 public hearings around the state to get a sense for what local citizens feel are important considerations when constructing new voting districts. The Congressional map is proving the most difficult. The legislative redistricting committees are wrestling

with the drawing of most appropriate and fairest map. Should the map contemplate an east-west demarcation line of 900,000 residents? Or, should lawmakers consider a more diagonal line that includes the fast growing eastern panhandle with the southern counties that have experienced the most acute population loss. Southern lawmakers have voiced concern over this approach on fears that it will be difficult to elect a Congressman from the southern counties/coalfields while others fear the economic advantages and future growth of any map that includes the fast growing Martinsburg and Morgantown areas in one congressional district.

Besides the difficult task of redrawing the federal map, lawmakers must also create 100 new single member House of Delegates districts (17,000 per) while also reconfiguring 17 State Senate maps (105,000 per) that attempt to accurately reflect new population data. The new single member districts should go a long way in giving a voice to underrepresented areas in current areas of the state served by multi member districts. Currently, there are 20 multi member districts in the state that reflect two, three, four, and, surprisingly, one five member districts. Lawmakers will try to keep counties and cities in one district, but this is complicated by some rural counties not having the requisite population

for one autonomous district. Lawmakers have until November 8 to approve the newly constructed maps. Legislative leaders are hoping to call a special session in mid October to address these issues.

Budget

Governor Justice just announced that September's tax collections were a whopping \$84.6 million over estimates. Since the beginning of the new fiscal year in July, the state has collected more than \$143 million above estimates. There are a few obvious reasons for this extraordinary revenue numbers: continued benefit from covid related stimulus; a three year run of flat line legislative budgets; prudent spending and allocation of revenues by Governor Justice; and a state economy that is hitting on all cylinders.

If these hefty collections continue into the second quarter of FY 2021-22, there could be enough surplus to reasonably address the business inventory and property tax issue that has vexed lawmakers the last few sessions. One reason that prevents lawmakers from putting the business inventory elimination on the ballot is the potential loss of revenues to the school boards, counties, and cities. A growing and substantial surplus might give legislators greater flexibility in subsidizing jurisdictions for any potential tax loss.

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Pat McCune

WV State Senate

There will be two new state senators serving when the 2022 legislative session begins in January. Long tenured Senator John Unger (D-Jefferson) from the eastern panhandle has resigned to take a court magistrate's position. Governor Justice recently appointed his replacement - Hannah Geffert. Ms. Geffert is a political science professor at Shepherd College and resides in Berkeley County. A similar replacement procedure has unfolded in Ohio County. Incumbent State Senator William Ihlenfeld (D-1st District) has recently been confirmed by the US Senate as the new federal prosecutor for WV's northern district. The local democratic senatorial committee submitted three recommended candidates to Governor Justice to consider to serve the remaining time left in Ihlenfeld's State Senate term. The committee submitted: current Ohio County House of Delegates member, Sean Fluharty; former Hancock County House of Delegates member, Randy Swartzmiller; and, current President of the West Virginia NAACP, Owens Brown. On October 7, Governor Justice announced that he had selected Owens Brown as Ihlenfeld's replacement.

Public Service Commission

In August, Governor Justice appointed Bill Raney as the newest member of the three member Public Service Commission. Raney recently retired from leading the WV Coal Association for the last three decades. Raney replaces real estate developer and former State Senator, Brooks McCabe, whose term had expired.

In other Commission business, the PSC has reopened the rate case involving AEP's Amos, Mountaineer, and local Mitchell generating units. Previously, the Commission granted AEP rate recovery for installing water quality and other environmental controls at the three generating plants. In an unexpected action, regulators in Kentucky and Virginia have rejected AEP's proposed plans. AEP wheels

power from these operating plants to customers in these two neighboring states. The Virginia and Kentucky rejections mean that WV ratepayers will have to shoulder all of the costs of the \$448 million proposed upgrades. The PSC's rate recovery plan is intended to keep the coal fired plants operating until 2040. WV has witnessed the recent retirement of a significant portion of its coal fleet. Proponents argue that it is important to protect these plants and the economic benefits that flow from their continued operation.

OHIO

The Ohio General Assembly returned in mid September following a two month summer recess. Lawmakers immediately threw themselves at a few critical and seemingly intractable policy issues: first, approve a new redistricting plan for the General Assembly; secondly, approve a new reapportionment plan for the US House of Representatives; lastly, and most important to many lawmakers in the ruling republican party, pursue legislation making it illegal to require covid vaccinations as a condition of employment in schools, health care, and business in general.

Redistricting

Using a new redistricting process that voters approved in 2018, Ohio's new redistricting panel failed to reach agreement on a new state legislative map which then triggered action by a second seven member panel, two democratic lawmakers, two republican lawmakers, and three statewide officials (Governor DeWine, Secretary of State, Frank LaRose, and State Auditor, Keith Faber). This panel, by a 5-2 vote (five republicans vs two democrats), approved district boundaries in a plan that will favor House republicans in 62 of the states 99 districts and Senate republicans in 23 of the 33 Senate districts. The new plan will go into effect for four years until the process begins again.

Democrats and some supporting

interest groups have cried foul and have appealed to the Ohio Supreme Court challenging the fairness standard in the latest legislative map process. They claim that recent Ohio elections demonstrate a split of nearly 54% republican and 46% democratic voters. Consequently, any approved map should reflect the possibility that the General Assembly might theoretically retain that same breakdown in its membership. Governor DeWine has publicly acknowledged that the courts will ultimately decide whether the plan meets constitutional muster.

Lawmakers will now pivot to efforts establishing new congressional districts. The latest census data will force lawmakers to reduce the state's congressional districts from the current level of 16 to 15 congressional seats. Maps reflecting the one seat loss are currently under consideration.

Legislative

Lawmakers have spent the greater part of September and early October debating two bills (HB 248 and HB 435) that make it illegal for employers, schools, hospitals, and health care facilities to require proof of vaccination as a condition of employment. These bills have split the business community from the conservative members of the republican party who believe that government should prevent such a forced vaccination process. The House Health Committee passed HB 435 and sent it to the floor for a vote only to see the Speaker, Bob Cupp, take the bill off of the calendar and place it back in the Rules Committee. This parliamentary move seems to indicate that House and Senate leadership teams did not want an internecine policy fight between republican interest groups. Unless an acceptable compromise can be reached, these bills probably won't move for the remaining term of the legislative schedule.

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A LEGACY IS ESTABLISHED BY LEAVING SOMETHING OF ENDURING QUALITY BEHIND FOR FAMILY and for the business. It is not just up to the senior generation to create and build a legacy, every family member has the opportunity to contribute based on his or her own experiences and insights. To do so, however, requires a consciousness and intention to build and nurture the family values, commitment, and faith. Each individual's contributions may be an incremental movement toward the legacy yet to capture the valuable experiences for future generations requires long-term, ongoing building, living, and leaving a legacy.

VOLPATT CONSTRUCTION



Expansion of an existing manufacturing facility for Elliot Company, a national manufacturer of high-pressure vessels



Restoration of 200,000 SF foundry along Allegheny River Front

Personal interview: Ray Volpatt

Q. WHEN WAS YOUR BUSINESS STARTED?

Volpatt Construction was started by my father, Raymond Volpatt in 1991. He believed that ownership should play a bigger role in project involvement. When the business started to grow, he brought me on based out of a need for more overall project involvement from an ownership level. He also wanted to create a family legacy for me and my siblings that could be carried on to future generations.

Q. WHO STARTED THE COMPANY AND HOW IS HE/SHE RELATED TO YOU?

The company was founded by my father. Before serving as President and now Chairman of Volpatt Construction he was President of P.J. Dick Corporation, overseeing more than \$150 Million in annual construction revenue.

Q. HOW MANY GENERATIONS ARE THERE IN YOUR COMPANY?

Volpatt Construction is a family owned and operated company that extends two generations.

Q. DO YOU HAVE CHILDREN IN THIS BUSINESS AS WELL?

My children are not old enough to join the business just yet, but I am hoping that when they are older, they have interest in working with me. My siblings and I have started a new division of the company called ShareInTech. ShareInTech is a workforce safety and optimization, building management, and asset supervision technology company. We distribute construction and building management solutions through our partners at UrsaLeo and Connect Up Technologies. I am hoping that technology as part of the overall construction solution will help carry us into the next generation.

Q. WHAT SERVICES DO YOU OFFER?

Pre-Construction, General Contracting, Construction Management, and Design-Build

Q. WHAT PROJECT ARE YOU MOST PROUD OF?

St Paul Cathedral, Pittsburgh, PA

Few projects match the detail and complexity of the restoration and addition of St. Paul Cathedral. To start, the completion date was inflexible, and our team was given a mere five months to

complete the work which included upgrades to the HVAC system, and a new lighting scheme with intricate dimming and controls. Modifications were made to the nave to accommodate the ADA entrance and ramp to the altar. We painted a 90-foot-high ceiling and weren't permitted to build a scaffold. We had to clean, repair, and match 100-year-old stone and woodwork, and discovered an aquifer which ran along the church. Work hours were limited to afternoons and evenings Monday through Thursday, and the church had to be available for services at a moment's notice. However, as a result of our hard work, St. Paul Cathedral was awarded the MBA's Building Excellence Award for Best Renovation Project Under \$10 Million.

Q. HOW LONG HAVE YOU WORKED IN THIS BUSINESS?

I have over 30 years of experience in the construction industry. I started out working as a laborer on jobsites during summer vacations through high school and for several summers while I attended Penn State University. I was an intern for another local company for a year before finishing school and moving to Baltimore to work as a Project Engineer at Whiting Turner. I moved back to Pittsburgh and worked at Mellon Stuart as an Estimator and Project Engineer for five years before joining my dad at Volpatt Construction.

Q. HOW DOES YOUR BUSINESS COMPARE TO COMPETITORS IN THE MARKET?

What separates us from the rest is when you hire Volpatt Construction, you work very closely with Ray Sr. and Ray Jr. We are closely involved in any and all projects that the company works on. It's common for us to be walking the jobsite, sitting in on progress meetings, and working closely with design professionals and subcontractors to ensure each project is being run efficiently.

Q. WHAT CHANGES HAVE YOU MADE TO YOUR BUSINESS STRATEGY OVER THE PAST FEW YEARS?

In conjunction with my siblings, we are focusing on innovation. In addition to partnering with UrsaLeo and Connect Up Technologies, we are also exploring how other innovative solutions can help redefine the way we build while differentiating our service offerings from other contractors in the area.

Q. WHAT IS UNIQUE ABOUT YOUR COMPANY?

Beyond what was described above in your question about how we differ from the competition, I would also say that our size allows us to be very nimble and respond quickly to owner requests. Between my father and I we have a combined 80+ years in this business. That number is even higher when you accumulate the experience among

the other project managers, superintendents, and other personnel (both on and off site) in the construction industry.

Q. HOW WOULD YOU DESCRIBE YOUR COMPANY'S SUCCESS SO FAR?

I think that 30 years in this business says quite a bit about our reputation as a quality contractor. We have never had any litigation against the company and maintain a stellar safety record. My father created this business with a philosophy around working closely with owners to ensure that projects are completed in a timely and efficient manner. As a result, Volpatt Construction has been able to build a long list of repeat clients, partnering with the top businesses and institutions in the area.

Q. WHAT SETS YOUR COMPANY APART?

Beyond our commitment to close involvement with owners, architects, and subcontractors, we operate as a family unit. Many of the people that work with us have either known and/or worked with my father in his early days in this industry or started with Volpatt Construction when we opened our doors 30 years ago. That says a lot about the work we do and how we treat the people that work with us. Mike Uhren, Senior Project Manager, and Eddie Skerbetz, Field Operations Manager, are two great examples. I've personally known both of these hard-working partners in our business since I was a kid and have had the chance to learn about the ins and outs of this business from both men. It makes me proud to know that we are all working together with the same goal in mind and that we care about the product we deliver. They are and will always remain members of the Volpatt Construction family.

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What separates us from
the rest is when you hire
Volpatt Construction, you
work very closely with
Ray Sr. and Ray Jr.

.....



Personal interview: Rob Gribben, III

Q. WHEN WAS YOUR BUSINESS STARTED?

Robert A. Gribben Construction incorporated in 1957. In 1987, the business was dissolved and all the employees came to work for Grae-Con.

Q. WHO STARTED THE COMPANY?

The business was started by Robert A Gribben, Jr.

Q. HOW MANY GENERATIONS ARE THERE IN YOUR COMPANY?

Robert A Gribben, III is the fourth generation in the business.

Q. WHAT SERVICES DO YOU OFFER?

General Construction, Design-Build, Construction Management, Butler Building Systems, Build/Lease.

Q. WHAT PROJECT ARE YOU MOST PROUD OF?

The Wheeling Nisshin Steel 160,000 sf line extension project. It is what helped Grae-Con establish its role in the industrial market.

Q. HOW LONG HAVE YOU WORKED IN THIS BUSINESS?

Robert A. Gribben, Jr. has been in the business since 1965. He worked in the shop and field while in high school and started in the office in 1972 after college.

Q. HOW DOES YOUR BUSINESS COMPARE TO COMPETITORS IN THE MARKET?

We have been a company that has been ever evolving and growing our services more than any other company in the Upper and Mid Ohio Valley. We employ over 300 craft workers of numerous crafts in multiple unions.

Q. WHAT CHANGES HAVE YOU MADE TO YOUR BUSINESS STRATEGY OVER THE PAST FEW YEARS?

We have made the switch to taking on more self-performed work to improve our competitive advantage. In the early years of the company we rarely subcontracted our work. We started subcontracting more work in the late 90's and early 2000's. We have worked on developing a management staff, work force, and acquiring new business segments to allow us to be able to self-perform more.



Q. WHAT IS UNIQUE ABOUT YOUR COMPANY?

We have always been about instilling in our management group to providing three things: a safe workplace, integrity, and client satisfaction. We like to go after the complex projects and ones with tight deadlines. If we are able to tackle those kinds of projects that others shy away from, the easy projects just become second nature.

Q. HOW WOULD YOU DESCRIBE YOUR COMPANY'S SUCCESS SO FAR?

Our success is based on living by our motto of, "Our Last Job Is Our Reputation" We could have 100 successful projects, but having just one that did not get completed on time or doesn't have our clients complete satisfaction is cause for concern.

Q. WHAT SETS YOUR COMPANY APART?

Safety, integrity, and client satisfaction...but what I think truly sets us apart is our ability to always meet a schedule, no matter what the circumstances.

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We have been a company that has been ever evolving and growing our services more than any other company in the Upper and Mid Ohio Valley.

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Established over 100 years ago, Landau Building Company has become one of the premier family-owned and operated construction management and general contracting firms in Western Pennsylvania.

In 2006, Landau Building Company expanded its construction services to include the northern West Virginia region when it created the subsidiary Marks-Landau Construction.

Now in its 5th generation, Landau continues to build strong relationships with its clients by focusing on their need to build a safe, high-quality project on time and within budget. Our commitment to integrity, honesty, and excellent client service has built the solid reputation we exhibit every day on every project. We deliver exceptional results that exceed our client's expectations for quality and service which makes Landau Building Company their builder of choice.

Family History:

In 1858, Heinrich Landau came to Cincinnati, Ohio from Prussia with three brothers, Karl, Gottfried, and Daniel. Henry, as he came to be known in the states, was a carpenter for hire. According to the city register, his advertisements got bigger and bigger each year. He continued to be a reputable carpenter in the area until 1885, when he relocated to the area just south of the Liberty Tunnels in Pittsburgh, known as West Liberty. His carpentry specialty was wooden stairs. It is also said that after Henry arrived in Pittsburgh, he also built some of the homes on the Hill, around what is now Duquesne University. Henry had four sons: Jacob, Albert, Fred, and William.

In 1890, the four sons started Landau Brothers, a small construction company in the Pittsburgh area that flourished in that time period.

Jacob Landau had three sons, Calvin, Walter, and Tom. Calvin and Walter, the older brothers, worked with their father at Landau Brothers through the 1920s. They helped grow the company by basing their work on satisfying clientele.

The Roosevelt Hotel was one of their biggest projects in 1927. It promised luxury accommodations for travelers and was a highly anticipated project in Pittsburgh at the time.

Cal and Walter took over the business from their father in 1930, along with help from their Uncle Fred. Landau Brothers, being located downtown, were able to provide immediate help to local businesses. At one point Landau Brothers was doing work for more than a half dozen downtown banks.





After WWII, the Duquesne Brewing Company of Pittsburgh saw an increase in sales, so they decided to build a new brewery in the South Side of Pittsburgh. Landau Brothers were able to complete the project on time and had the brewery opened for business in 1950.

Calvin Landau had a son, Calvin Jr. (Buck). An entire generation after the first Landau received a college degree, Buck received his BSCE (Bachelors of Science in Civil Engineering) from the University of Pittsburgh. He joined his father, Tom and Walter in the company in the mid-1940s. At that time, Landau Brothers were building the Whitehall Terrace Shopping Center located off of Route 51.

Walter Landau had a son, Roy, who after receiving his BSCE from Carnegie Tech in 1953, joined the family business. During that time period, South Hills Village shopping mall became the next big project for Landau Brothers.

In 1974, the company incorporated and changed its name from Landau Brothers to Landau Building Company. In 1979 the company office building was sold and the office moved to the North Hills.

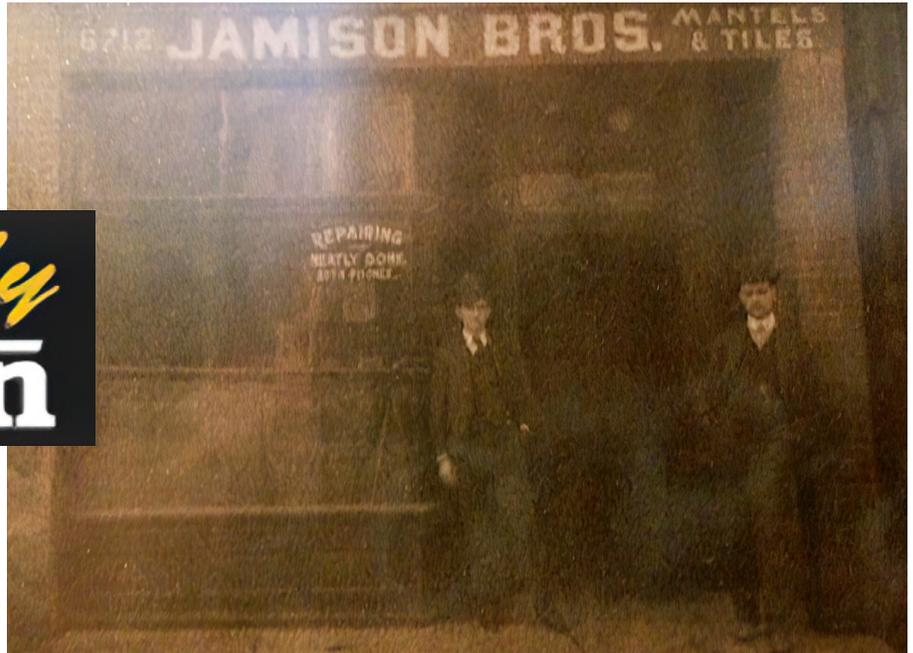
Roy's son Thomas A. (Tom) joined the company in 1978. Tom was responsible for turning the company into a construction management firm, focusing on preconstruction services, as well as general contracting.

Tom's brother Jeff joined the company in 1983. He later started working in the office as an estimator, project manager, and as vice president. Roy's daughter Sharon received a BS in Architecture in 1985 and previously worked as an architectural designer before joining her brothers as marketing director in 2005.

.....

Now in its 5th generation, Landau continues to build strong relationships with its clients by focusing on their need to build a safe, high-quality project on time and within budget.

.....



Personal interview: Sean Jamison

Q. WHEN WAS YOUR BUSINESS STARTED? 1902

Q. WHO STARTED THE COMPANY AND HOW IS HE/SHE RELATED TO YOU? My great grandfather, John Jamison.

Q. HOW MANY GENERATIONS ARE THERE IN YOUR COMPANY?

I am the fourth generation and my children, Ali (26), Keely (22), and Quinn (16) would be the fifth.

Q. WHAT SERVICES DO YOU OFFER? All commercial, residential, complete carpet binding services, commercial and residential porcelain and ceramic services, all hardwoods, laminates, luxury vinyl tile, commercial and residential sheet goods - flash coving, vinyl composition tile, rubber treads risers, rubber base, athletic flooring, kitchen & bathroom remodels, as well as countertops: Cambria, Corian, and laminate surfaces.

Q. WHAT PROJECT ARE YOU MOST PROUD OF?

The Alpha, Bridge Tavern, World Gym in Bellaire, Wheeling Island Casino Racetrack, The Health Plan, Ohio County Schools - Wheeling Park High School, Steenrod, Triadelphia Annex, Bethlehem, Diocese of Wheeling, Ziegenfelders, Orrick & Williams Lea Offices and Renovation, Reynolds Hospital, over 30 Churches in the Valley, and Wheeling University.

Q. HOW LONG HAVE YOU WORKED IN THIS BUSINESS?

I have been in the business for 27 years.

Q. WHAT CHANGES HAVE YOU MADE TO YOUR BUSINESS STRATEGY OVER THE PAST FEW YEARS?

We concentrate on doing the project right the first time and expanded to a one stop shop for our customers.

Q. WHAT IS UNIQUE ABOUT YOUR COMPANY? The quality of our service from sales to installation is what sets apart and the availability to get things done in a timely or speedy manner, whatever is required to get the job done.

Q. HOW WOULD YOU DESCRIBE YOUR COMPANY'S SUCCESS SO FAR? The longevity speaks for itself, being a 4th generation company and carrying on the work ethic that everyone in the family that came before have laid out. We exemplify hard work and attention to detail.

Q. WHAT SETS YOUR COMPANY APART? The ability to perform work at a high level in every aspect of the business and take care of the most important thing: the customer.

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Karras Painting LLC, one of the oldest painting companies in the Ohio Valley, was started in 1943 by Michael Karras. Formerly a ship's captain in the Greek Merchant Marines, Karras came to America as a young man and married Betty Valan, whose father started the firm J.M. Valan Company, and settled in the Ohio Valley. Michael Karras started the business as a sole proprietorship operating from his home. In 1969 the company incorporated, expanding services and areas of operation and have in peak time employed as many as 40 painters.



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Personal interview: Christine Hargrave

Q. WHEN WAS YOUR BUSINESS STARTED? WHO STARTED THE COMPANY AND HOW IS HE/SHE RELATED TO YOU?

The company was opened in 1939 as a general home building and plumbing contractor by my grandfather, George W. Cattrell and his wife, Anna Vaughn Cattrell. She did the accounting on the back of used envelopes. They called the company George W. Cattrell and Sons. In 1957, with sons George, Bob, and Don working in the business, it was incorporated in the State of Ohio and licensed to do business in West Virginia.

Q. HOW MANY GENERATIONS ARE THERE IN YOUR COMPANY?

I am the third generation and having bought out my two siblings (Tricia Cattrell and Barbara Lee Bresson) and three cousins (George "Buzz" Cattrell, Cindy Fisher, and Terry Cattrell). I am the owner. We are a certified Woman-Owned Business nationwide.

Q. WHAT SERVICES DO YOU OFFER?

Over the years, the business expanded from its residential focus and today, in fact, does no residential work. We are a commercial and industrial construction company, providing general and civil work, plumbing, piping, HVAC (including sheet metal and piping fabrication), electrical, and mechanical service work.

Q. WHAT PROJECT ARE YOU MOST PROUD OF?

I am lucky to employ (on a continuous basis) a forty to fifty person crew of union workers representing carpenters, laborers, pipefitters, plumbers, sheet metal workers, electricians, and other trades. Most have worked for Cattrell for more than twenty years. I am proudest of their work product wherever they provide it!

Q. HOW LONG HAVE YOU WORKED IN THIS BUSINESS?

After getting a degree in music education and a masters in divinity (yes, a Methodist preacher), I came to Cattrell at my dad's suggestion in 1985 and began learning the business sitting at a small desk in the hallway, listening and learning from these experienced trades people, who walked – and talked - by me each day. A young man named Tom Wilson was the bookkeeper – and still is today. He taught me to read financial statements and watch the bank balance carefully. A very wise accountant our firm employed taught me the most important lesson of all – look at the bottom line, not the top line.





Q. HOW DOES YOUR BUSINESS COMPARE TO COMPETITORS IN THE MARKET?

In a word, fairly. Our valley is sports-minded. I believe our company is like a really good sports team – we play fair and compete fair, as long as it’s an even playing field.

Q. WHAT CHANGES HAVE YOU MADE TO YOUR BUSINESS STRATEGY OVER THE PAST FEW YEARS?

I am a woman owner. This is rare in the construction world. In that regard, I bring a woman’s perspective to the table, perhaps maternal and less aggressive. That is not to say that there is not strength in my spine. I just don’t have to swear to bring it to bear.

Q. HOW WOULD YOU DESCRIBE YOUR COMPANY’S SUCCESS SO FAR? The longevity speaks for itself, being a 4th generation company and carrying on the strong work ethic that has been laid out, including hard work and attention to detail.

Q. WHAT SETS YOUR COMPANY APART?

The ability to perform work at a high level in every aspect of the business ... And take care of the most important thing: the customer.

Q. WHAT IS UNIQUE ABOUT YOUR COMPANY?

The multi-trade under one roof feature is even more unique than the woman ownership. The fact that our trades work well together is a rare and vital offering to our clients that we solve all their construction concerns with just one call. The fact that we work hard together, occasionally play hard together, and always laugh and cry together make us a team that is very hard to beat.

Q. HOW WOULD YOU DESCRIBE YOUR COMPANY’S SUCCESS SO FAR?

This company has become very respected in the industry for its reliable performance, ethical approach, and consistent availability. It is far beyond what my grandfather ever imagined when he and Gramma opened its doors. I believe my dad and uncle thought this business was good – even great – but if either were alive today, they would be surprised at the degree of expertise and technological proficiency our trades people bring to a client’s table.

Q. WHAT SETS YOUR COMPANY APART?

It’s our family ties. I treat every employee as one of my own children – whether an apprentice or experienced foreman, a seasoned long timer or first-year learner. They are all part of our “A-Team.”



The multi-trade under one roof feature is even more unique than the woman ownership.





The James White Construction Company

The James White Construction Company, of Weirton, West Virginia, has been serving the Tri-State area of West Virginia, Ohio, and Pennsylvania well before its incorporation in 1949. The company, founded by James White Senior, started out primarily as a utility and small excavation contractor. Through the years they have expanded and diversified into industrial, commercial, heavy/highway, and private site development work.

Michael Gianni, who is a third-generation member of the Weirton-based utility contracting firm said, “I never thought that I wouldn’t be at the James White Construction Company, I worked all through high school as a laborer. Most of the time I was doing the jobs the other workers didn’t want to do.”

Prior to its incorporation 1949, The James White Construction Company operated as Weir-Cove Ice and Coal Company, delivering ice and coal to residents and businesses in the Weirton and Steubenville, Ohio area. In 1956, Donald Gianni Senior, Gianni’s father and James White’s son-in-law, joined the company. His uncle, James White Junior, began work in 1966. Mike Gianni graduated WVU in December 1979 and started work in February 1980. “The first day I came to work wearing a teshirt, jeans, and boots,” the new graduate recalled. “My Uncle Jimmy made it clear that I would not be dressing like that in the office. More was expected if I was to represent James White Construction.”

“Weirton Steel would always invite us to bid on their projects, and other times they would just tell us to come and do the work,” he recalled. “Most all of our jobs were within an hour’s drive until the early 1980s when we got a big sewer job in Richmond, Indiana.” ENR ran an advertisement for the \$3 million to \$4 million project. Infrastructure construction was slow in the Weirton area and the company submitted the successful bid. That led to three contracts totaling about \$7 million on a sewer job in Cincinnati.

“I spent a lot of time traveling to Indiana and Cincinnati, but I got to know a lot of the local people,” Gianni stated. “They helped with locating subs and the projects were very successful. This is when JWC started branching out.” In mid-1980, JWC was successful on two of four contracts for a major sewer project in Buckhannon. A major project in the mid-1990s was a water project for the Raleigh County Public Service District to provide service to the new regional jail under construction near the airport.





“We probably did most of the utility work on the I-470 bridge project as well as the underground facilities on Interstates 70 and 470 in the Wheeling area,” Gianni said.

“Uncle Jim would drag me along to Charleston for the Tuesday highway bid lettings,” he recalled. “After a while, it was my job to come to Charleston on Monday to prepare the bids and deliver them to the drop box by 10:00 a.m. on bid day. I stayed at the old Charleston House hotel so I got to meet a lot of the contractors and suppliers. I always enjoyed coming to Charleston, but not so much the four-hour drive back to Weirton the next day,” he laughed.

“James White’s employees have always been local people, like family even though they weren’t,” stated Gianni. “They were all familiar with the company which made it family. Lou Almonte is our vice president and general manager who has been with us since early 1990s. David Holt, who recently passed away, was our estimator and project manager since late 1990s.”

The fourth generation is entering the firm. His nephew, Thomas Gianni, Donald Junior’s son, and Robert’s son-in-law, Frank Flora, are working in the company.



.....

James White’s employees
have always been local
people, like family even
though they weren’t.

.....



BACK TO BUSINESS



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AWARDS & CONTRACTS

OH/DOT: BRIDGE PRESERVATION

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COMPLETE GENERAL CONSTRUCTION COMPANY

OH/DOT ROADWAY MINOR REHABILITATION

Washington County, Ohio (Proj No 210353) awarded to
SHELLY & SANDS INC.

OH/DOT: ROAD RESURFACING

Sarahsville, Ohio (Proj No 210348) awarded to
SHELLY & SANDS INC.

OH/DOT: BRIDGE PRESERVATION

Belmont County, Ohio awarded to
COMPLETE GENERAL CONSTRUCTION COMPANY

OH/DOT ROADWAY MINOR REHABILITATION

Washington County, Ohio (Proj No 210353) awarded to
SHELLY & SANDS INC.

OH/DOT: ROAD RESURFACING

Sarahsville, Ohio (Proj No 210348) awarded to
SHELLY & SANDS INC.

WV/DOT: BEECH BOTTOM SIDEWALKS IMPROVEMENTS

awarded to
OHIO-WEST VIRGINIA EXCAVATING CO.

SLIDE REPAIR

St. Clairsville, Ohio awarded to
OHIO-WEST VIRGINIA EXCAVATING CO.

OH/DOT: TR 167 JEFFERSON COUNTY OH LANE

RESURFACING (Proj no 210384) awarded to
CAST & BAKER CORP.

OH/DOT: SR 26 MONROE COUNTY OH LANE

RESURFACING (Proj no 210376) awarded to
SHELLY & SANDS INC.

WHEELING PARK ATHLETIC COMPLEX

Wheeling, West Virginia awarded to
CAST & BAKER CORP.

CULVERT REPLACEMENT US-30

Columbiana County, Ohio awarded to
BEAVER EXCAVATING CO.

OH/DOT ROADWAY MINOR REHABILITATION

Jackson County, Ohio (Proj No 210414) awarded to
SHELLY & SANDS INC.

PW168 SLIDE REPAIR

St. Clairsville, Ohio awarded to
OHIO-WEST VIRGINIA EXCAVATING CO.

OH/DOT: CR 28 ROADWAY REHABILITATION

(Proj No: 210403) awarded to
SHELLY & SANDS INC.

OH/DOT: SR 26 LAND SLIDE REPAIR

(Proj No: 210406) awarded to
SHELLY & SANDS INC.

WEIRTON, WV PARK DRIVE DEVELOPMENT SITE AND INFRASTRUCTURE

awarded to
JAMES WHITE CONSTRUCTION

OH/DOT: SR 775 ROADWAY REHABILITATION

Belmont County, Ohio (Proj No 210454)
OHIO-WEST VIRGINIA EXCAVATING CO.

OH/DOT: GEOLOGIC MAINTENANCE & SLIDE REPAIR

(Proj no 210435) US-40 Guernsey County, Ohio awarded to
OHIO-WEST VIRGINIA EXCAVATING CO.





RABECA SIGNORIELLO

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New Castle, PA 16105

www.rabeccasignoriello.com

RABECA SIGNORIELLO was born and raised in Northwestern Pennsylvania. Rabeca attended Edinboro University of Pennsylvania where she obtained her Bachelors of Fine Arts Degree in 2004. Upon graduation she started Signoriello Studios, specializing in murals, while retaining her job with a respected paving company as a laborer. After several years of painting, she was accepted to The New York Academy of Art where she continued her education. During this time she received several merit awards, including the Walter Erlebacher award; in addition to receiving an Artist Residency at Leipzig International Arts Programme in Germany, Rabeca earned her Masters of Fine Arts degree in 2011 while studying under several noted contemporary painters including: Vincent Desiderio, Steven Assael, Margaret Bowland, and Jenny Saville. Her works are in private collections in New York, Pennsylvania, Florida, Germany, and Monte Carlo Monaco.

ARTIST STATEMENT

My current body of work explores the relationship between the viewer and blue collar worker. By surrounding the viewer with life realistic, life sized road crew members, I am creating a space that puts you in silent conversation with the figures within the paintings. As a longtime member of a road crew myself, I have noticed that as I worked I would often catch onlookers discretely gazing upon us. As I looked up to meet their gaze, they quickly looked away. In many of my paintings the workers are staring out at the audience, forcing the visual confrontation of these two separate worlds. The smaller paintings of the series show some of the happenings of the everyday work life. In reality these working scenes are overlooked and avoided because they are filled with noise, chaos, danger, and rigor. In the paintings the viewer is invited to examine the space, because it is safe, ordered, and quiet.



KARRAS PAINTING LLC, one of the oldest and most respected painting companies in the Ohio Valley, was started in 1943 by Michael Karras. Formerly a ship's captain in the Greek Merchant Marines, Karras came to America as a young man and married Betty Valan, whose father started the firm J.M. Valan Company, and settled in the Ohio Valley. Michael Karras started the business as a sole proprietorship operating from his home. In 1969 the company incorporated, expanding services and areas of operation, and have in peak time employed as many as 40 painters.

Through the years, sons Nick and John Karras, both West Virginia University graduates, ran the company. John also served in the West Virginia House and State Senate from 1976 through 1988. Since John's retirement



in 2007, the company has been operated by Nick. In 2012, Nick added his step-son Shawn Zoladz, a West Liberty University graduate, as business manager and has since taken over all controls of the company expanding the services and area of operations. Through the years, Karras Painting has completed such projects as the Wesbanco Arena, Wheeling Downs Racetrack, West Liberty University Academic, Sports, and Recreation Complex, Wheeling Jesuit University National Technology Transfer Center, Ogden Newspaper projects in Wheeling and Lisbon, and the FBI Service Center in Clarksburg, WV. Also, the Highlands Power Center and other Highlands projects including: Target, Applebee's, Quaker Steak & Lube, Sheetz, Olive Gardens, Cabella Distribution Center, AT&T Complex, Logan's Roadhouse, and the West Liberty University Highlands Center.

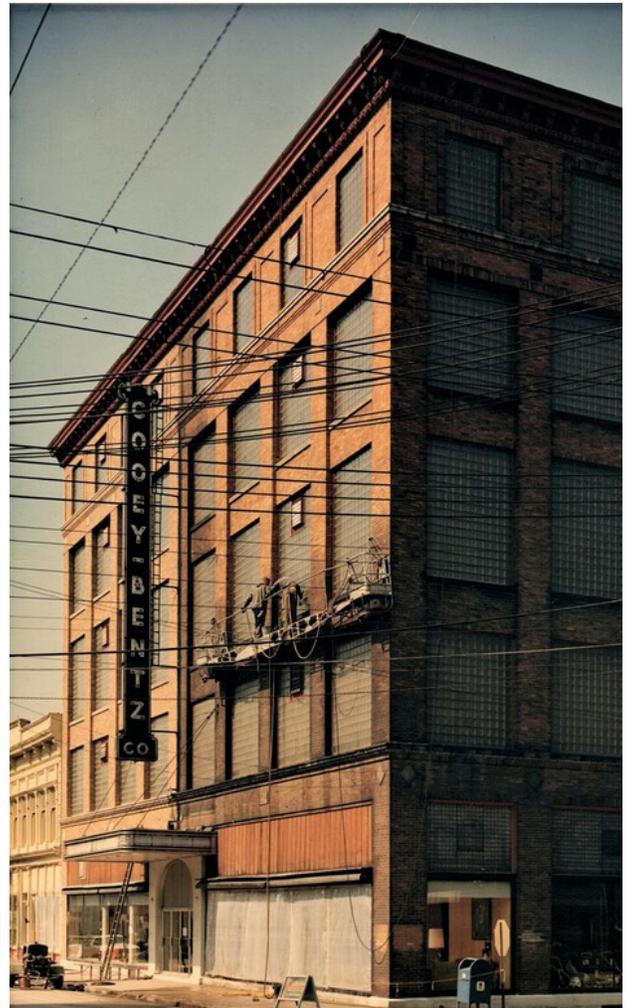


Bird's Eye View

2/27/17

Getting a bird's eye view of the eagle adorning the Scottish Rite Cathedral at Fourteenth and Byron streets is Jim Hunt, an employe of Karras Painting Co. of Wheeling. John Karras said the company is completing two-week restoration process includes concrete repair, painting, water proofing and painting of all concrete. The work is scheduled to be completed next week.

(N-R Photo— Muhlestein)





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SEUBERT & ASSOCIATES

Seubert & Associates, Inc. was founded in 1973 by Tom Seubert in Pittsburgh, Pennsylvania, as an independent insurance agency that served the property and casualty needs of Pittsburgh and the surrounding area. Since those modest beginnings, Seubert has grown to be one of the largest privately-held bond, benefits, and insurance brokers in the region, with satellite offices in Philadelphia, Florida, and the District of Columbia. We've remained committed to protecting our clients' assets, their employees, and their bottom line. Seubert is led by Brandon Mueller (President & CEO) and Brian Long (Chairman). With a 48-year track record, Seubert continues to focus on doing what is best for the client while helping them to "Minimize Risk and Maximize Potential."

Seubert's four main divisions are commercial insurance, employee benefits, surety bonding, and private client insurance. The current team includes 90+ employees, including an in-house claims management department. The firm is headquartered on the North Shore of Pittsburgh. Seubert's diverse client-base has regional, national, and international insurance needs.

As an industry innovator, Seubert is leading the way in client-specific planning through a holistic process called SHAPE (Seubert Health And Performance Enterprise). This method allows our dedicated Service Team to uncover potential vulnerabilities. Then, we partner with our clients to implement proven, proactive steps to lower the overall cost of risk. Seubert will make your business healthier by reducing the factors that affect your bottom line.

The DEWALT logo, consisting of the word "DEWALT" in a bold, black, sans-serif font, with a registered trademark symbol (®) to the right. The text is set against a yellow rectangular background.

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We join forces to bring together the best of the best to create practical, meaningful products and services that make life easier—empowering people to do better, safer, more significant work. Innovation and excellence have powered our success, but we know there's more we can do for the world and those who make it. Across our businesses, we're investing in breakthrough innovation and digital excellence, striving for outperformance and increasing our focus on social responsibility.

BELMONT SAVINGS BANK

Chartered in 1885, Belmont Savings Bank (BSB), headquartered in Bellaire, Ohio, has been serving the residents of the Ohio Valley for over 125 years! In 1956, we opened our main office in Bellaire, with more than 4,200 people attending the open house. The next location was added in St. Clairsville, Ohio in 1966. And in 1976, BSB opened their doors in Powhatan Point. In 1980, we opened the doors to our office in Barnesville, Ohio.



Today, Belmont Savings Bank remains a mutual, and we do not have shareholders. We are able to provide the community with competitive interest rates on deposits and loans. This coupled with the bank's commitment to the local community has led to significant growth over the years. The bank's total assets are over \$450,000,000 and capital exceeds \$79,000,000. We look forward to continue serving the financial needs of the hard working families throughout the Ohio Valley.

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Starting as Bellaire Hardware in 1916, ICR has since grown from your local hometown hardware store into the Machine and Supply capital of the Tri-State Area. Always family owned and operated, ICR continued the trend in 2007 when present owner Kenny Ware acquired Bellaire Hardware from the Sables who retired after 23 great years in the industry. Ever growing, ICR continues to supply the Tri-State area with all types of industrial supplies, fasteners, hardware, apparel and more than 1000 pieces of equipment and machinery available to rent. In 2019, ICR opened up it's new headquarters, two new warehouses, and new storefront to continue serving the Ohio Valley for years to come.

WTRF-TV

WTRF-TV operates CBS, ABC and MyNet affiliations located in and serving the Wheeling, West Virginia/Steubenville, Ohio TV Market. WTRF is owned by Nexstar Media Group, America's largest local television and media company with over 194 TV stations across the country. Nexstar Media Group is the voice of West Virginia and Ohio with TV stations WBOY-TV in Clarksburg, WV, WOWK-TV in Charleston, WV, WVNS-TV in Beckley/Bluefield, WV as well as WFXA-TV in Roanoke, VA, WDVM-TV in Hagerstown, MD/Washington, DC, WCMH-TV in Columbus, OH and WKBN-TV in Youngstown, OH and of course WTRF-TV in Wheeling.



WTRF-TV signed on for the first time on October 24, 1953 and became the local CBS TV Network affiliate on January 7, 1980. WTRF-TV added the My Ohio Valley affiliation in 2007 and then brought ABC programming back to the Ohio Valley with the addition of ABC on August 1, 2008. WTRF is woven into the fabric of the Ohio Valley's and West Virginia's people, culture and history.

7News proudly produces daily newscasts at 5 a.m., 6 a.m., 7 a.m., Noon, 5 p.m., 6 p.m., 10 p.m. and 11 p.m., along with being a major contributor to the West Virginia state-wide broadcast "West Virginia Tonight" at 5:30 p.m. Contact us to help you with your news coverage and advertising to increase awareness of your business and services.

In addition to TV advertising, WTRF offers a vast array of digital advertising options to help you navigate the ever-changing digital marketing world including instituting and maintaining Facebook, Google, email marketing, geofencing, retargeting, etc. campaigns all geared to helping you make the best decisions in your advertising. If you have any questions, please feel free to contact us at 304-232-7777 or news@wtrf.com

Vice President/General Manager: Roger Lyons, General Sales Manager: Lauren Hersey, News Director: Brenda Danehart, Creative Services Director: Katie Richardson.

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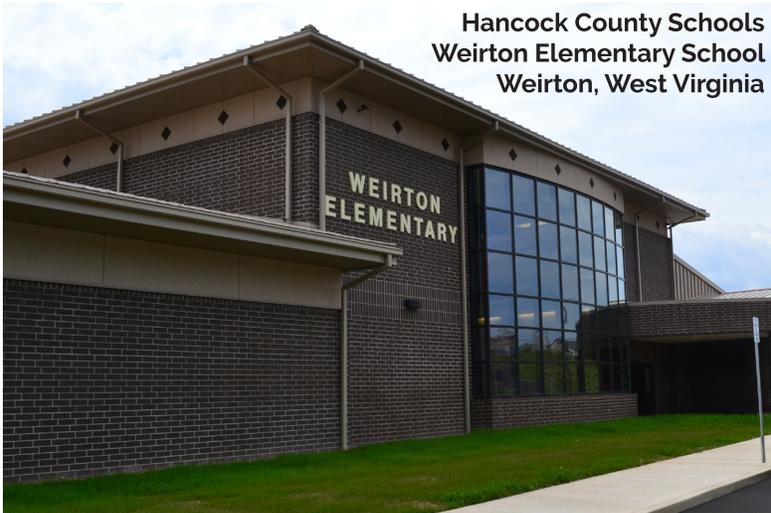
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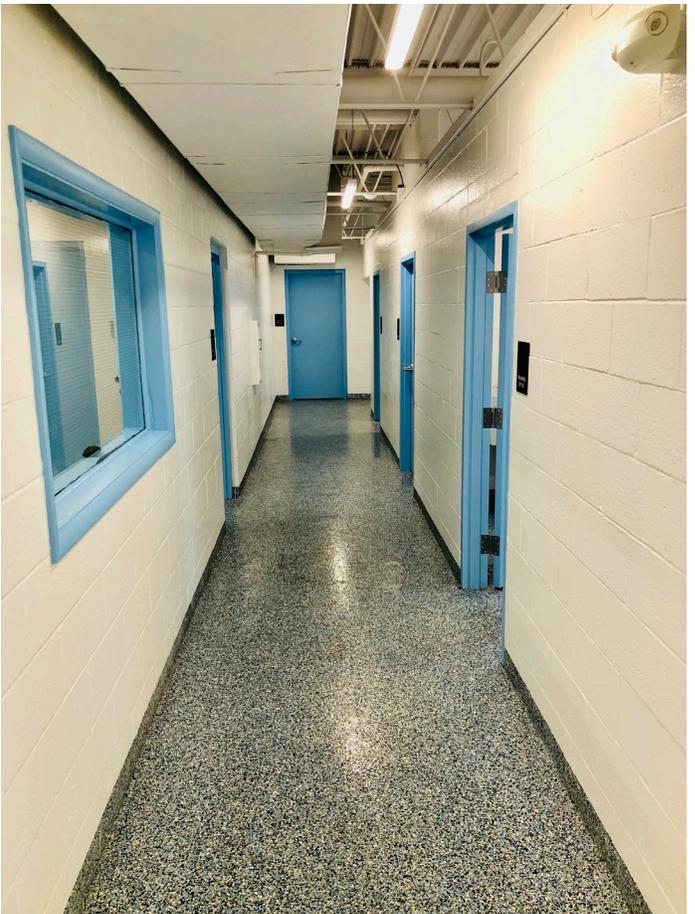
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MEMBER NEWS



The **KALKREUTH ROOFING & SHEET METAL** team was recently honored as the Subcontractor of the Month for their work at The Ohio State University Arts District. The KSRM team appreciates this recognition, and looks forward to completing this project in an efficient, safe, and successful manner.



KARRAS PAINTING recently finished the painting on the Bridgeport High School Perkins Fieldhouse where they epoxy painted the interior walls, exposed ceilings, doors, and the shiny resinous floors. The project exterior is featured as our Project of the Month for October at the OVCEC offices.



KALKREUTH ROOFING AND SHEET METAL DONATED \$58,000 TO EASTER SEALS REHABILITATION CENTER IN WHEELING

After taking a year off due to COVID, Kalkreuth Roofing Charities hosted the 2021 Kalkreuth Amateur Golf Championship on July 24 and 25. This is an annual event that benefits Easterseals. Thanks to our generous vendors, who sponsor the event, we were able to raise an unprecedented \$60,000 in total donations. This almost doubles our previous highest annual amount, and brings our 7-year total donation to just over \$200,000!

The winner of the Amateur Championship was Brian Myers of Wheeling, who also took home the Best Ball trophy with his partner Jay Davis. Among top finishers from Kalkreuth and East Coast in the championship division were Cole Hand (5th), Jacob Nickell (6th), Kyle Wensel and Joe Doerr, who finished tied for 9th. Brendan Ball finished 4th in the first flight, while Katie Crook took 7th in the women's division, and Sherri Kalkreuth placed 10th. We also want to congratulate Justin Doerr, son of Controller, Joe Doerr, who finished as the Junior Division Champion.

However, the real winners are the families of Easterseals. This wonderful organization that serves the Ohio Valley has never turned away service to a family due to their inability to pay for services. Kalkreuth is very proud to know that their donation of \$60,000 goes a long way to help support their efforts. The 2022 Kalkreuth Amateur Golf Championship will take place on July 23-24, 2022.



Preparing for the “Music Under the Stars” concert are, from left, Jim Hurley, President & CEO of Kalkreuth; John Kalkreuth, Chairman of Kalkreuth; Wheeling Symphony Orchestra Executive Director Bryan Braunlich and WSO Music Director John Devlin.

KALKREUTH ROOFING & SHEET METAL SUPPORTS WHEELING SYMPHONY ‘MUSIC UNDER THE STARS’

The Wheeling Symphony Orchestra and **KALKREUTH ROOFING & SHEET METAL INC.** came together for a Labor Day weekend concert featuring the music of rock legend Elton John.

Kalkreuth Roofing & Sheet Metal, Inc. was the presenting sponsor of WSO’s Labor Day “Music Under the Stars.” The concert, “Remember When Rock Was Young — The Elton John Tribute,” was held along with a fireworks display at Oglebay’s Anne Kuckinka Amphitheater.

“We always look forward to coming together as a group to make music for our Ohio Valley audiences,” he said. “With Craig Meyer on the program, everyone can expect an energetic and exciting show.

Jim Hurley, president & CEO of Kalkreuth, stated that the company is happy to continue its support of the symphony with the presenting sponsorship of Music Under the Stars. Additional support for Music Under Stars is provided by **OGLEBAY RESORT** and the Musicians Trust Fund.

“Obviously the symphony is a staple of Wheeling and has been for a long long time.” Kalkreuth Chairman John Kalkreuth said, adding the company wanted to sponsor the event as a way to give back to the community.



Erikka L. Storch
Executive Director
Project BEST

PROJECT BEST WELCOMES FIRST EXECUTIVE DIRECTOR

Project BEST is pleased to announce the hiring of **ERIKKA L. STORCH** as the organization's first executive director.

Mrs. Storch has served as president of the Wheeling Area Chamber of Commerce since 2014. The relationships and experience that Erikka has gained through her work at the Chamber and more than twenty (20) years in the construction industry, with Ohio Valley Steel Company, has uniquely prepared her for this newly created role.

In 2010, Erikka was elected to the West Virginia House of Delegates, representing West Virginia's Third District. She will continue to hold this office.

Erikka has a B.S. and MBA in Business Administration Specialization Accounting. She has served on many boards including: Regional Economic Development Partnership; Ohio County Development Authority; Wheeling Heritage; Visit Wheeling (Wheeling Convention & Visitors' Bureau); Wheeling Health Right; Junior League of Wheeling; and Wheeling Rotary Club.

Her other achievements include: 2001 West Virginia Executive Magazine Young Gun; 2005 Wheeling News Register Faces of the Future; 2008 West Virginia State Journal Generation Next; and 2013 Inaugural Recipient, National Association of Manufacturers, Women in Manufacturing STEP Award.

Storch said, "I thank the Co-Chairs and Board of Directors for creating this exciting opportunity and for selecting me to return to the construction industry in this position."

"We are excited to have Erikka become the first executive director of Project BEST," said Jack Ramage, Executive Director of the OVCEC and Management Co-chair of Project BEST.

"Her experience in the construction industry, legislature and the Chamber will enable to Erikka to hit the ground running", said Jody Bonfini of the Eastern States Regional Council of Carpenters and Labor Co-Chair of BEST.

As executive director, Storch will work closely with the Project BEST Board of Directors and staff to oversee the organization's rebranding and continue to adapt to serve the Ohio Valley's construction labor and management teams.

Project BEST is non-profit organization created by the Upper Ohio Valley Building Trades and the Ohio Valley Construction Employers Council to facilitate industry development and promote the Ohio Valley's public and private construction. Working closely with JATC apprenticeship programs we encourage the skilled trades as an avenue for anyone interested in a tuition free career. Project BEST advocates for the responsible contracting policies, ensuring contractors have a track record of completing quality jobs while providing employees with fair wages and benefits.



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