

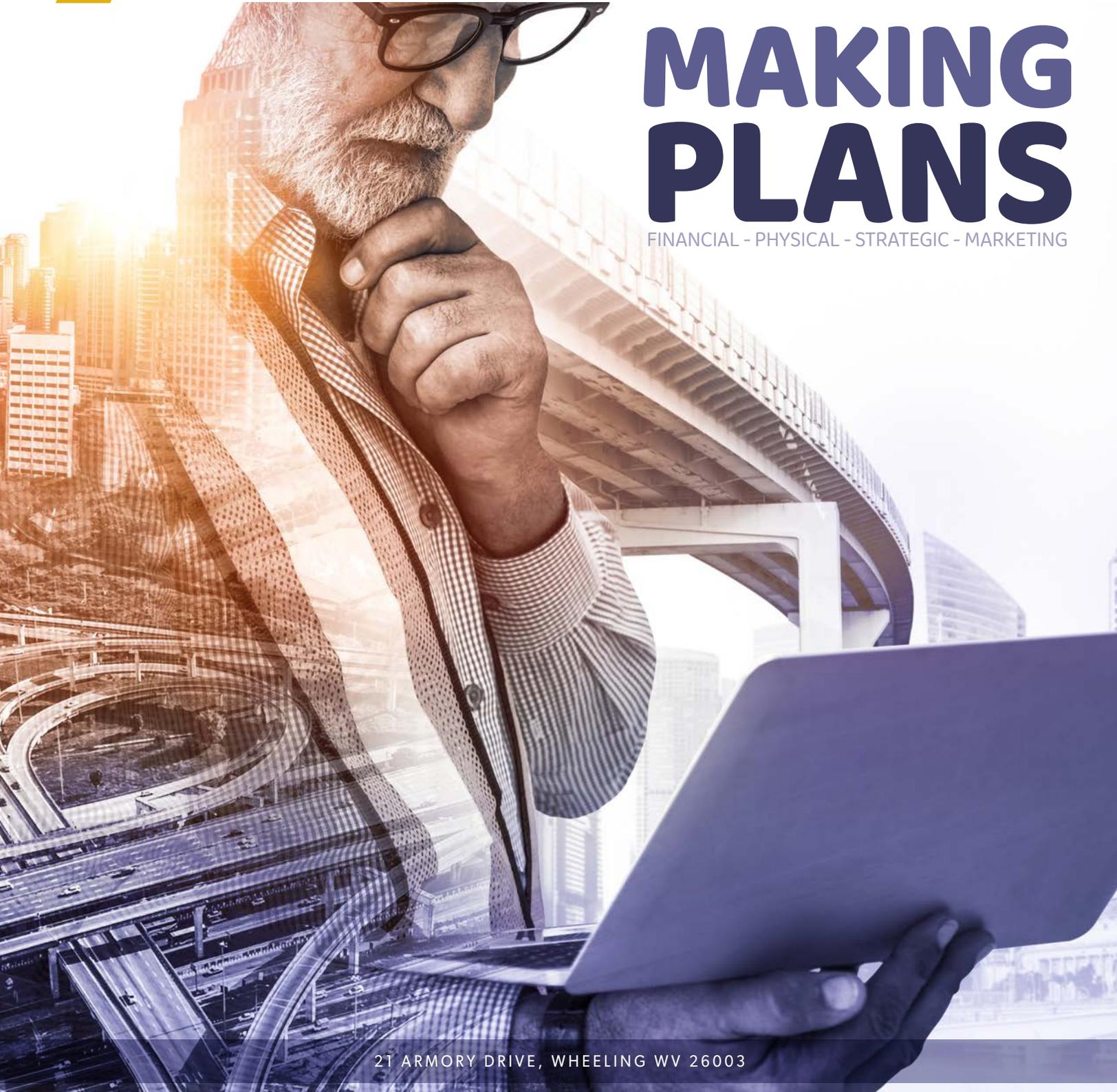


# Under CONSTRUCTION

WWW.OVCEC.COM • VOL. 2 / 2022

## MAKING PLANS

FINANCIAL - PHYSICAL - STRATEGIC - MARKETING





**NWIR**

*National Women in Roofing*

Wheeling, WV Council

**The NWiR Wheeling Council is looking for new members, please email [nwirwheelingwv@outlook.com](mailto:nwirwheelingwv@outlook.com) for more information!**

*NWIR is a volunteer-based organization that provides networking, mentoring, education, and recruitment opportunities to advance and empower those within the construction industry, from the office to the field.*



## EXECUTIVE COMMITTEE

**Eric Starkowicz**  
Executive Director

**Michael J. Leo**  
President  
Jarvis, Downing, & Emch, Inc.

**Mike Baker**  
Cast & Baker Corporation

**Mike Carl**  
H. E. Neumann Company

**Robert A. Gribben**  
Grae-Con Construction, Inc.

**Brian Hendershot**  
Ohio-West Virginia Excavating Company

**John L. Kalkreuth**  
Kalkreuth Roofing & Sheet Metal, Inc.

**Terry F. Lavorini**  
LM Construction, Inc.

## ADVISORY BOARD OF DIRECTORS

**Michael J. Caruso**  
McCoy Consulting Services LLC

**Ernie Dellatorre**  
McKinley & Associates

**Michael Gianni**  
James White Construction Company

**Rich Heslop**  
Colonial Life & Accident

**Rich Lucas**  
Main Street Bank Corporation

**Ben McFarland**  
Step toe & Johnson, PLLC

**Art Musicaro**  
National Road Utility Supply, Inc.

**Kurt Paulus**  
Yahn Electric

**Nick Sparachane**  
USI Insurance Services, LLC

**Glenn L. Walters**  
Walters Construction, Inc.

**John E. Wright, IV**  
American Plate Glass Inc.

**Shawn P. Zoladz**  
Karras Painting, LLC

## FEATURES

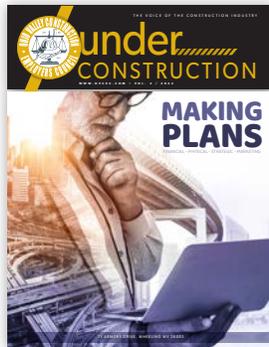


### TAKING THE FEAR OUT OF RETIREMENT... 10

Planning for the retirement does not have to be scary.

# Table of Contents

5	LETTER FROM THE EXECUTIVE DIRECTOR	16	SUCCESSION PLANNING
6	LEGISLATIVE UPDATE	18	PLANNING YOUR BRAND
10	TAKING THE FEAR OUT OF RETIREMENT	24	NEW MEMBERS
12	OVCEC'S PLAN ROOM	28	MEMBER NEWS



## In This Issue

What makes a good plan?  
Strategy?  
Foresight?  
Or just plain luck.

**Rick Palkovic**, Editor

*Under Construction Magazine is published quarterly, in January, April, July, and October. View this and past issues anytime at: [www.ovcec.com/events-news](http://www.ovcec.com/events-news)*

**Ohio Valley Construction Employers Council, Inc. (OVCEC)** is a not-for-profit membership organization that promotes and advances the construction industry in the Ohio Valley. Our members are general contractors, subcontractors, equipment, and material suppliers, architects, engineers, and construction service providers.



SERVING THE INDUSTRY FOR  
**35**  
 Years  
 National Road Utility Supply, Inc.



**NATIONAL  
 ROAD  
 UTILITY  
 SUPPLY, INC.**

[nrusi.com](http://nrusi.com)



# All the material you need, when you need it.

**National Road Utility Supply, Inc.** was founded in 1985 on quality principles, products, and service. We continue today with these same three ideals. NRUSI stocks and distributes a broad line of

water works supplies and materials to municipalities and contractors. With three locations to serve you, you can count on the high quality of service our customers have come to expect from us.

**Valley Grove, WV**  
**800-727-6787**

**Natrona Heights, PA**  
**888-547-0101**

**Morgantown, WV**  
**866-547-0101**



Service is what we do best. *That's a promise.*

[nrusi.com](http://nrusi.com)

# LETTER FROM THE EXECUTIVE DIRECTOR



Eric Starkowicz

*“If you fail to plan  
you are planning to fail.”  
- Benjamin Franklin*

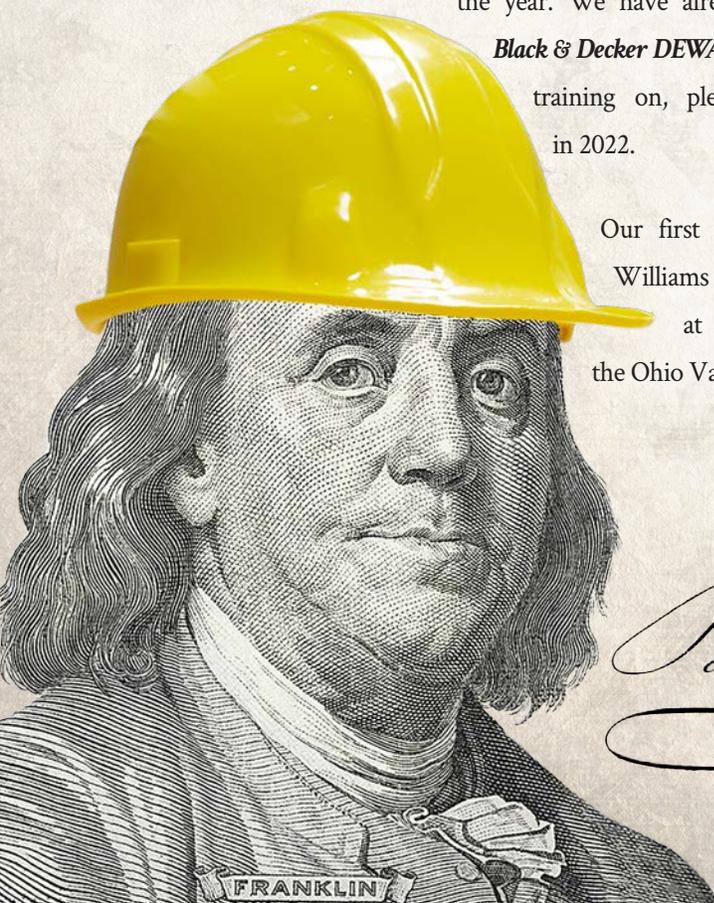
**PROPER PLANNING IS FUNDAMENTAL TO SUCCESS.** I am not telling you anything that you do not already know here. However, this issue, *Making Plans*, covers some of the less fun parts of operating a construction business. Few contractors got into the industry because of their passion for marketing, stocks and bonds, or strategic planning. Most pursued their love of building things, moving earth, and solving problems.

It is easy to get caught up in the excitement of the day-to-day operations of your jobsites. But to achieve long-lasting success, I encourage you to take the time to read through these pages and consider important topics addressed by several of our Affiliate Members. Thank you to **Raymond James, Steptoe & Johnson PLLC**, and **Beyond Marketing** for their contributions. Their articles provide great introductory information on things that every business should consider. If you have questions or need help with planning, please follow-up with them or another highly qualified professional to guide you through these processes. If this type of planning is not your strength, subcontract it. Your business will be stronger for it, and you will have more time to focus on your projects!

P

At OVCEC, the staff and I are busy planning educational and social events for the remainder of the year. We have already hosted two great safety seminars, thanks to **Milwaukee** and **Stanley Black & Decker DEWALT**. If you have topics that you would like to learn more about or could offer training on, please reach out, as we are planning to host a couple more sessions in 2022.

Our first social event of 2022 will be the OVCEC Golf Outing on May 23 at Williams Golf & Country Club in Weirton, WV. I hope that you can join us at this and future events to network with the construction industry in the Ohio Valley.



*Benj. Franklin*



PAT MCCUNE

# LEGISLATIVE UPDATE

## WEST VIRGINIA

The West Virginia Legislature adjourned its 2022 60 day regular session on Saturday, March 12. Before finishing its deliberations, lawmakers passed a 2022-23 FY budget bill that, once again, reflected a flat general fund budget of \$4.65 billion dollars. This is the fourth year in a row where the Governor and Legislature held another firm grip on state spending while enjoying significant surplus revenues that totaled approximately \$590 million through February. This year's budget includes no new or additional taxes on any taxpayer classification.

Including excess revenues generated in FY 21 as well as additional revenues expected to flow into state coffers through June, the state is likely to generate a billion dollars in unencumbered excess revenues. This surplus is in addition to the \$1 billion that sits the state's rainy day fund. The state's robust economy, coupled with its surplus tax collections, have eliminated any need to tap into the fund to augment state spending.

As expected during times of enormous budget surpluses, many lawmakers have called for more targeted state spending while others have called for tax cuts. The House of Delegates, embracing a position that the state is collecting too much from taxpayers, incorporated an

across the board 10% personal income tax cut in its version of the state spending plan. The Senate plan rejected the House immediate tax cut plan. Lawmakers did agree to set aside \$265 million from expected excess revenues and place those dollars into a special fund that can be used for future tax cuts. The budget also rewarded teachers and state employees with a 5% pay increase. State police officers were awarded a one time \$10,000 base pay increase while Bureau of Social Services workers received a 15% pay raise.

Lawmakers, working with Governor Justice, have agreed to invest the bulk of state surplus revenue in the newly created Department of Economic Development. Justice and legislative leaders believe that it is a prudent measure to create a fund within the Department and use it to lure new business development and expansion in the state. State policy makers witnessed how critical state investment dollars were in attracting a \$2.7 billion Nucor steel plant to Mason County. The state pledged over \$310 million toward the Nucor plant's construction.

Like all legislative sessions, there were plenty of policy winners and losers. Here is a compilation of some of those bills and legislation that I believe are of interest to OVCEC members:

SB 2 - a bill that would dramatically reform the state's unemployment compensation system passed the Senate, but failed to pass the House. The bill would have slashed benefits from 26 to 12 weeks and pegged additional weeks of benefits to the state unemployment rate. Moreover, an attempt to create a UC fraud unit was defeated on the last legislative day.

SB 3 - another UC reform bill that would have required four documented job searches conducted by the UC recipient for each additional week of unemployed benefits to continue. It, too, passed the Senate, but died in the House.

SB 245 - a bill that requires employers, who use payroll cards to compensate employees, to ensure that there are no bank fees assessed if used in network and one free withdrawal per pay period. The bill passed.

SB 262 - a bill sponsored by Treasurer Riley Moore. It would prohibit any bank or financial service company from utilizing or bidding on any State Treasury program if such an institution is engaged in boycotting fossil energy companies. The bill passed.

HB 4568 - allows a phase in approach to awarding historic tax credits for rehab projects. The bill passed.

SB 548 - requires employers to report to WorkForce WV each employee's job title and the county where the majority of work was performed. The bill passed.

**OVCEC MEMBERS  
CAN REVIEW ALL  
PASSED AND SIGNED  
LEGISLATION BY  
VISITING: [WWW.  
WVLEGISLATURE.GOV](http://WWW.WVLEGISLATURE.GOV)**



Pat McCune

HB 4502 - known as the Build WV Act. The bill creates incentives and financial assistance to contractors who are successful bidders on residential housing for graduate, post graduate, professional job holders, technical workers, and entrepreneurs in key geographical regions of the state. The bill passed.

SB 71 - a bill that would prevent a political jurisdiction from enacting local ordinances, regulations, or policies that might exceed or contradict state policy. Such as: paying prevailing wage; requiring an employer or employee to participate in apprenticeship programs; regulating hours of work and scheduling; regulating information an employer may require of job applicant. The bill passed the Senate, but failed in the House.

SB 729 - a bill that establishes loan and grant incentive through the WV Economic Development Authority for large scale industrial development projects. The bill passed.

In other business related issues, the Legislature passed bills that: repealed the ban on nuclear power development; created a framework for the mining and ownership of rare earth minerals; allows the pooling or unitization of unleased mineral ownership in natural gas development and production; establishes a framework for regulating the growing use of drones in business and personal pursuits; creates a state backed Mining Mutual Insurance Program to issue reclamation bonds through a \$50 million loan from the general fund.

## **IN OTHER POLITICAL NEWS**

1) WV Supreme Court Justice Evan Jenkins announced his surprise resignation in early February. Political watchers believe that Jenkins will soon announce his candidacy for Governor in 2024. Governor Justice has appointed attorney, Alan Moats, to replace Jenkins.

2) February tax collections came in \$59 million ahead of estimates. The surplus was driven by higher than expected energy prices, which always leads to a higher collection of severance taxes on coal and natural gas.

3) Nucor, a North Carolina based steelmaker, announced in January that it has selected a West Virginia site in Mason County to be the location for its newest operation. The facility is expected to house an electric arc furnace and two sheet metal galvanizing lines. It is anticipated that the project will employ thousands of construction workers and 800 permanent workers. The WV site was selected over competing sites in Ohio and Pennsylvania. Construction is expected to begin this summer.

## **OHIO**

The Ohio General Assembly returned to Columbus in late January to continue its 2022 legislative work. Unfortunately, the daunting task of the 2021 census redistricting effort consumed lawmakers and their leadership teams throughout the first quarter of 2022.

Lawmakers have submitted three different and distinct apportionment plans for both Congressional district maps, as well as legislative maps. The redistricting effort has been complicated by earlier bipartisan guidance that compels lawmakers to configure districts that reflect the majority votes submitted in the last two general elections. This standard requires new districts that reflect a 54% - 46% Republican advantage in any new maps. Lawmakers must also take other factors into consideration: protecting historical minority districts and keeping political jurisdictions as whole as possible.

National Democratic interest groups have filed two successful challenges to the Ohio Supreme Court. The Court, on 4-3 votes, has twice forced the House and Senate leadership teams to go back to the drawing board and develop new legislative maps. On March 16, the Ohio Supreme Court rejected, for a third time, the latest plan and the Court required new maps be developed by March 28.

There have been additional objections filed against the new Congressional maps. The new maps, approved by the Ohio Redistricting Commission, would create ten safe Republican districts, three safe Democratic districts, and two competitive districts. Ohio is poised to lose one congressional seat in 2022, from 16 to 15.

This redistricting effort is complicated by the looming May 3 primary election date. The Ohio Secretary of State has stated that he doesn't have the authority to move the primary date - only the Legislature can change the voting timeline. Lawmakers will have to reconfigure new maps that will satisfy the Supreme Court's ruling that they comport with the state's constitution and statehouse candidates will have to wait a little longer to see if any newly approved map throws them into new and, perhaps, unfamiliar districts.

## **ECONOMIC DEVELOPMENT NEWS**

In January of this year, Ohio and Intel officials announced that Intel would build two world class chipmaking plants in central Ohio. Officials estimate an investment of more than \$20 billion for the construction of the two leading edge plants. The investment, the largest ever made in Ohio, will help boost domestic production to meet the surging demand for advanced semiconductors. Intel also pledged an additional \$100 million investment toward partnerships with local educational institutions to ensure a pipeline of talent and targeted research programs in the region. The project is expected to create 7,000 construction jobs, as well as 3,000 Intel jobs. The 1,000 acre site has the potential to accommodate an additional eight chipmaking plants. Intel officials say that a full buildout could add an additional \$80 billion investment over the next decade.

# JDE JARVIS, & DOWNING & EMCH INC.

## CONSTRUCTION SERVICES

JD&E provides all facets of construction services for projects of all types and sizes within the commercial, industrial, gas and oil and private sectors. For quality, experience and attention to detail, contact JD&E today.

- Construction Management
- Design/Build
- General Contracting
- Mass Earthwork
- Retaining Walls
- Concrete Structures/Foundations
- Site Development
- Slip/Slide Repairs
- Pre-Engineered Buildings
- Site Utilities
- Structural Steel
- Interior Work

**(304)232-5000**

[www.jde-inc.com](http://www.jde-inc.com)

## PROTECTION for what's most important

Auto



Business



Home



Workers' Compensation



  
**Glessner  
Wharton  
Andrews**  
INSURANCE  
GLESSNER GROUP

[www.theglessnergroupp.com](http://www.theglessnergroupp.com) • Phone: 304-243-9071 Fax: 304-243-9073

# TAKING THE FEAR out of Retirement

Have you ever met anyone that said, “I wish I had saved less for retirement”? Knowing that one day you’ll be financially independent and have the ability to choose whether or not you want to work is a major stress reliever and one of the keys to life’s happiness. Getting there doesn’t happen overnight and practicing the right long-term plan on a daily basis is critical to achieving this goal. Participating and contributing to your union/company sponsored retirement plan is a great place to start.

When first starting out, no contribution is too small. Compounding growth and interest on your investment is a very real and powerful thing. The global markets have a natural pull upwards and as a result allowing your contributions to grow over time can lead to significant long-term savings.

Retirement accounts can be a tremendous vehicle for accumulating your savings because of the tax advantages they offer. Your contributions to a pre-tax account are immediately deductible from your pay and all investment earnings and interest grow tax deferred, which allows more of your money to compound over time. If your employer offers a match on a certain percentage of your contribution to the plan this is a wonderful perk. You can think of it as free money added to your savings that enjoys all of the same tax efficiency benefits as your

contributions. At a minimum, it is important to make sure that you are contributing enough to the plan to take full advantage of the employer match so that you’re maximizing your savings potential.

If you can’t afford to contribute as much as you’d like to the plan today, that’s okay. We recommend that as you earn merit/pay increases over your career you take a portion of your raise and increase your savings contribution. You won’t notice the difference in your pay and it really will make a difference over time.

For those nearing retirement, having the right asset allocation is absolutely critical. Once retired, many individuals no longer have earned income, which means they need to rely on their savings in order to fund their daily expenditures. It’s important to have a safe bucket of assets to pull from in order to cover these costs. The market is volatile and it ebbs and flows with the economic cycle. Individuals don’t want to be in a position where they have to sell out of their investments during a market downturn as this can have a material negative impact on their hard-earned savings. We strongly encourage anyone contemplating retirement in the foreseeable future to reach out to an advisor to ensure that you are well positioned for future success.

Raymond James Financial Services’ affiliate, Raymond James & Associates, was founded in 1962 on the premise that our clients’ financial well-being always comes first. Our commitment to this belief has never faltered. Today, Raymond James is a nationally recognized leader in investment services and is dedicated to providing quality research, service, and support.

Raymond James - Wheeling | 1144 Market Street, Suite 200 | Wheeling, WV 26003 | 304-233-6600

Any information is not a complete summary or statement of all available data necessary for making an investment decision and does not constitute a recommendation. Any opinions are those of the author and not necessarily those Raymond James. Expressions of opinion are as of this date and are subject to change without notice. Securities offered through Raymond James Financial Services, Inc., member FINRA/SIPC. Investment advisory services are offered through Raymond James Financial Services Advisors, Inc.







# OVCEC'S ONLINE PLAN ROOM

Your Source for Tri-State  
Bidding Information

## How it all got started.

Online plan rooms emerged in early 1996 from traditional builder's exchanges in which subcontractors had to sift through mountains of project drawings before submitting a bid to the general contractors on projects they were interested in. However, it could take days to find a job that was worth bidding; subs demanded an easier way to view drawings online and GCs wanted a better way to distribute digital drawings to the subcontractors.

OVCEC's Online Plan Room became the local source for quick, easy online access to the information needed to bid on construction projects throughout West Virginia, Ohio, and Western Pennsylvania. Subscribers receive notification of construction leads and have the ability to access plans, addenda, and specifications directly in the Online Plan Room.

The Plan Room is operated locally, which leads to better relationships with the sources of project information and more complete coverage. The information you need to prepare an accurate bid is now at your fingertips. And 24-hour access means you don't have to fit research in during the office hours...you can work from any place with a computer.

So, whether you're accessing the plan room from your desktop or relying on the OVCEC to produce the documents, the technology will continue to be a popular way of transferring plans for bidding and estimating.

- Full plans and specifications are online for projects.
- Be prepared for pre-bid meetings by examining the drawings ahead of time.
- Reduce travel time needed to obtain documents.
- Search for new projects by location and keyword.

**Submissions? You may submit plans to the OVCEC via email, CD, or Hard Copy.**

Questions? Submissions?  
or Need Access?

OVCEC PLAN ROOM  
304-242-0520  
OVCEC@OVCEC.COM



**NEW**

**SAFETY HELMETS**

**BETTER PROTECTION  
MORE COMFORT**

ANSI/ISEA Z89.1

**TYPE I, TYPE II, CLASS C**

**LEARN  
MORE**



or visit <https://qr.mke.tl/2mxe2>

**STAY SAFE.  
STAY PRODUCTIVE.**



# KARRAS PAINTING LLC



## VOTED #1 PAINTER IN THE OHIO VALLEY!

- PREMIER LARGE COMMERCIAL PAINTING CONTRACTOR
- MEDICAL, SCHOOL, OFFICE, RESTAURANT, AND RETAIL BUILDING PAINTING
- SANDBLASTING AND INDUSTRIAL COATINGS
- WALLCOVERING APPLICATION AND REMOVAL
- EPOXY AND URETHANE FLOOR COATINGS

"Since 1943"

*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.*



## FOR ALL YOUR PAINTING NEEDS

304-233-2211 - FAX: 304-233-2213

Email: [karrasptgllc@comcast.net](mailto:karrasptgllc@comcast.net)

2408 Eoff Street, Wheeling, WV 26003

[WWW.KARRASPAINTING.COM](http://WWW.KARRASPAINTING.COM)

## *Business Succession Planning*

# Putting a “Plan” into Planning

By Vincent I. Holzhall, Steptoe & Johnson PLLC



Vincent Holzhall

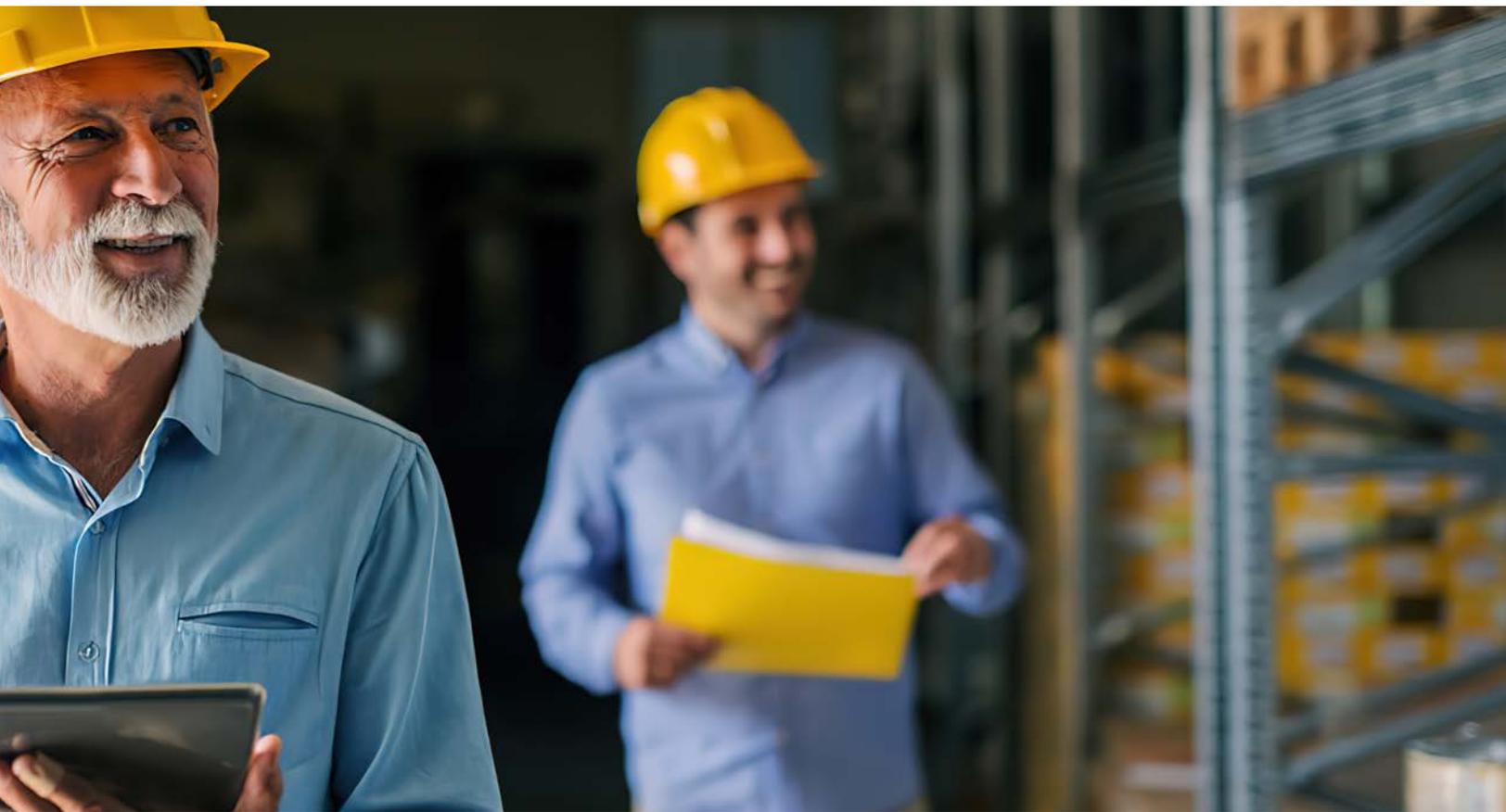


**I**f you are the person in charge of your company (the “Boss”), then you should read—or at least skim—this article. It is only about 700 words and, over the long-haul, your company will be better for it. Over the last two years of dealing with all things COVID, your company executed its business continuity plan. That is, a plan to survive and thrive despite unexpected business challenges and developments. If you did not have a formal business continuity plan, that is understandable because few anticipated a world-wide pandemic. On the other hand, everyone knows that at some point in the future, the person now in charge of the company will not be in charge forever. Let’s plan for that. It is called “Business Succession Planning.”

First, identify your “Team.” Your team is the person (or people) you think will take your place when you are no longer in charge. Although you may know who they are, it is surprising to learn how often those folks are not aware that they are next in line to be in charge. Also, unfortunately, there are usually a few folks who “believe” they will be in charge and are surprised to learn that

was never a part of the plan. Aside from internal team members, your team also includes those external professionals that help make your business work: accountant; tax advisor; insurance agent; lawyer; trusted family and/or friend you turn to when tough decisions are on the horizon.

Second—and this is hard—talk to your Team. These conversations are hard because they deal with the not-fun topic of what the company will look like when the boss is no longer around (hopefully because of retirement, but maybe because of an unexpected illness or death). Because you are the boss, you must take the lead in these uncomfortable talks. You should explain your vision for the company and how your team fits into that vision moving into the future under the leadership of the next person (or people) in charge. No matter how good your relationship is with an up-and-coming future leader (perhaps a child in a family business or a trusted subordinate), you cannot rely on assumptions. For example, an outstanding second-in-command may not even want to be in charge (who wants the headaches of the boss when you can sleep at night without worrying about payroll on Friday?). Candid discussions



with your team will identify any possible faulty assumptions and begin the groundwork for Step Three.

Third, create a plan—and write it down. While talking to your team is hard, creating and writing down your plan is tedious. In this step, it is often helpful to enlist the assistance of an external team member (accountant, lawyer, etc.). In a family business, you probably will have to deal with children who are active in the business versus those children who are not. Achieving a balance between active and inactive family members likely will address both business and personal assets. Just because you wear all the “hats” in your business (you own and run the business), that does not mean the next generation will follow that same path. Although this step may seem daunting, professional external team members have done this task before. Rely on their expertise and guidance in creating a plan that works for your business. Of course, no two businesses are the same. However, there are tried and true techniques for transitioning ownership and management to the next generation.

Fourth, execute the plan by training your team and doing a dry run. Whether you use a formal approach with written job duties or a less formal approach with a successor shadowing your daily activities, it is important the eventual new boss knows what the job entails and has the tools to accomplish the various tasks in any given day, week, month, and year. Also, give your team a chance to grow into their new role(s). Take a vacation. Do not check in with your team. If they need you in an emergency, trust them enough to call you if needed. If you want your plan to succeed, your team needs some practice. You should encourage that. Your business deserves to have its best shot at success in your absence. Hmm. Maybe take two vacations. No, that would be crazy. And good luck to you and your Team.



## Marketing and Branding Your Construction Business.

# Building Your Brand

There are a few things contractors can do to ensure they're getting the word out (with or without a marketing team). Drawing from over 30 years of branding experience, Beyond Marketing shares six ways to promote every business. The first involves creating a basic marketing strategy.

### 1. DETERMINE YOUR GOALS AND BUDGET

The key to any marketing strategy is to first identify the main goals for the company. Understanding what you're trying to achieve through marketing your business will help you cater your marketing to a specific type of client, which not only can give you better results, but save you money in the long run.

Contractors should also have a set budget in mind for their marketing efforts—both for the amount of money and time they want to spend on it. The amount of funds and resources you feel comfortable enough putting into marketing will likely have an affect on how you market—i.e., free or paid. It'll also have an affect on your return of investment.

### 2. CREATE OR UPDATE YOUR COMPANY WEBSITE

In today's world, an online presence is nearly mandatory. It's the first place your potential customers are going to go when looking for a company. They're also likely to research a business thoroughly before ever reaching out to them. This means you want to ensure that your company's site (1) is up-to-date, (2) is easy to navigate, and (3) has all the necessary information potential clients need, including:

- A. **Who you are**
  - The history of your company
  - Your company values
  - What makes you unique
- B. **What you do**
- C. **Examples of your work**
- D. **Your location and service areas you work in**
- E. **How people can contact you**



### 3. CREATE RELEVANT AND HELPFUL CONTENT

Once you have the core of your site together, you can start working on building it out with additional content. This may include creating a specific page for posting blogs about projects, where you showcase the ins and outs of what your crew is working on, or it could give your clients an inside look at how you operate as a company—holiday events, employee get-togethers, etc.

You may also choose to devote a page on your site to sharing educational articles about the construction industry or your specialty trade.

It's important to keep in mind that every article you write should be catered toward your customers and the questions and concerns they have. What are clients consistently asking about the type of services you offer? Write about it.

### 4. START SOCIAL MEDIA ACCOUNTS FOR YOUR COMPANY

As you start sharing different types of content, updating your company's social media accounts, even once or twice a week, with industry news, pictures, company culture, and project updates can help drive traffic to your site. These updates can also help customers feel like they know you and can make you more trustworthy.

### 5. MAKE SURE YOU'RE LISTED IN LOCAL AND ONLINE DIRECTORIES

There are a wide variety of online directories that work similarly to the yellow pages (including the online version of the yellow pages):

- Google Business
- Yelp
- Whitepages
- and more

Though it may take a little time for your company's listing to appear—sometimes 24 hours, sometimes a month—many of these online directories are free and accessible to everyone. Just make sure that all of the company information you put into each of your listings is not only accurate, but consistent. You should have the same business address, phone number, and title for each one.

### 6. INVEST IN ADS

From creating company flyers and sending direct mailers, to buying billboard space or paid ads on social media, there are a great deal of advertising opportunities available both in print and online. If you have a client list, or just a local listing of residents and commercial businesses in your area, you can send out short informational packets or one-page ads about your construction company.

### CONCLUSION: KEEP IT SIMPLE BUT CONSISTENT

At the end of the day, there's no one true way to market your business. However, even implementing just one of the above tactics can help get you on your way to bringing in more business — and you can build from there.

*Beyond Marketing, located in Wheeling, WV, is an integrated marketing and strategy firm with extensive experience in construction industry marketing, branding, and public relations.*

# HULL

Environment / Energy / Infrastructure

## Our commitment to excellence has not changed.

Hull is now Verdantas

For this new company, we've brought together like-minded people from across the country with the same level of commitment to our clients' success. With greater reach and capabilities from nearly 450 environmental engineers and scientists, we are ready to build a brighter tomorrow for everyone.



740-217-7685 | verdantas.com



### BROOKE HILLS PARK

18 Hole Par 3 Golf Course • Camping (Full Hook Ups) • Fishing  
Basketball Courts • Hiking Trails • Shelter Rentals • Paddle Boats  
Mini Golf • Foot Golf • Driving Range • Disc Golf • Cottages  
Play Ground w/Autism Swings • Summer Theater • Arcade

2020 – New Splash Pad at the pool!

140 Gist Drive - Wellsburg, WV  
304-737-1236  
BROOKEHILLSPARK.COM

## POWERING THE VALLEY



Residential - Commercial  
Phone - Security  
Industrial - Computer Cabling



**IBEW #141**

**NECA**

**United Electric 304-232-1330**  
**Stewart Electric 304-277-4589**  
**ERB Electric 740-633-5055**  
**Yahn Electric 304-232-5070**  
**Carol Electric 740-676-1572**  
**Bryan Electric 740-695-9834**

**SAFETY - SECURITY - PEACE OF MIND**



Williams Golf  
*and Country Club*

# OVCEC GOLF OUTING

**Monday, May 23, 2022**

*Williams Golf and Country Club – Weirton, WV*

Scramble Format | Box Lunch | Grill Out Dinner  
Team Prizes | 8 Skill Prizes | Raffles

10 a.m. - Check-in Opens

Noon - Shotgun Start

5 p.m. - Dinner

\$175 Individual | \$700 Foursome

Sponsorship Opportunities Available





KOZICKI  
HUGHES  
TICKERHOOF

---

CERTIFIED PUBLIC ACCOUNTANTS

DENNIS KOZICKI, CPA  
NANCY HUGHES, CPA  
AIMEE TICKERHOOF, CPA

---

INTEGRITY + QUALITY + CONTINUITY

---

THE MAXWELL CENTRE  
32 – 20<sup>TH</sup> STREET – SUITE 300  
WHEELING WV, 26003  
304-232-2280  
[KHTCPAS.COM](http://KHTCPAS.COM)



## BACK TO BUSINESS



## Newly Renovated Meeting Facilities

Newly renovated in 2021, Oglebay's state-of-the-art meeting facilities feature a variety of amenities paired with the highest standards in presentation technology.

Book a site visit today and explore 20,000 square feet of newly renovated meeting space.



304-243-4060 | [WWW.OGLEBAY.COM](http://WWW.OGLEBAY.COM)

# WELCOME NEW MEMBERS



**CARL WALKER CONSTRUCTION** (CWC) has remained the industry leader for parking garage design, construction, restoration, and specialty concrete projects since its inception in 1996. We are a single-source solution for owners seeking accurate scheduling and cost prediction, turn-key design, streamlined and transparent contact, and thorough certification and training by a self-performing garage expert. Our experience is our advantage: we do not compromise on workmanship, product quality, design detail, or safety.

CWC focuses on the prolonged integrity and sustainability of the structures we restore and build, and take a proactive approach in applying improvements and beneficial modifications when applicable and cost effective.

We are proud members of the ICRI (International Concrete Repair institute) and ACI (American Concrete Institute), and have earned multiple safety awards and acknowledgements for our dedication to industry best practices.

**HILTI** is a world-leading provider of high quality, innovative and specialized tools, business optimization services, and software-based solutions for construction professionals. With more than 3,800 highly trained Hilti account managers, engineers, and Hilti employees throughout North America, Hilti's expertise covers the areas of powder-actuated fastening, drilling and demolition, diamond coring and cutting, measuring, firestopping, screw fastening, adhesive and mechanical anchoring, strut and hanger systems, solutions for tool crib productivity, as well as worker health and safety.



Hilti's latest innovation will help commercial contractors, tradespeople, and management alike tackle current industry challenges while also helping their businesses better prepare for the future. Earlier this year, the company launched Nuron, a new all-on-one 22v cordless platform. With its' connected battery interface, advanced safety technology, and an extensive portfolio of new and enhanced tools, Nuron is setting a new standard of performance, safety and flexibility, impressing industry professionals.

For more information contact Hilti Customer Service at 1-800-879-8000 or to learn more about the new Nuron 22v cordless platform, visit [www.hilti.com/nuron](http://www.hilti.com/nuron).

**BEYOND MARKETING'S** team members are nationally recognized experts in image building and marketing development. We started in 1989 and have dedicated our professional lives to the marketing industry. Our client's brands are our passion!



We are an integrated marketing and strategy firm that specializes in consulting, branding, advertising, public relations, media, and research solutions.

Beyond Marketing has served more than 1,000 clients, and we bring that breadth of knowledge to every project, whether it's establishing a public relations plan, developing a marketing plan, creating an advertising campaign, gathering and analyzing research data, or shaping a client's image and identity.

Our extensive experience includes working in these groups: Manufacturing / Industrial, Construction / Political, Banking / Financial, Healthcare, Hospitality / Travel / Tourism, Food / Convenience, Insurance, Technology, and Sports.

We serve individuals, small businesses and start-up companies all the way to large organizations and major corporations. Beyond Marketing has worked for local, regional, national, and international clients. Pretty cool, huh? Contact us to find out how we can ensure your marketing produces results and meets your goals.

---

Across the complex landscape of heavy industrial contracting for integrated steel, oil, gas and chemical installations, **SONGER SERVICES** delivers proven project planning and engineering, on-site construction project management and 100% union labor for greenfield projects, site additions, and heavy industrial construction and repair.



Our transparent way of doing business, our meticulously documented approach to each job, our obsessive commitment to safety, and our eagerness to be at the forefront of new technology and industrial processes reveal a company that's built to last.

With headquarters just outside of Pittsburgh, PA—Songer Services has satellite offices throughout the Midwest and in Canada. We're ready to go to work.

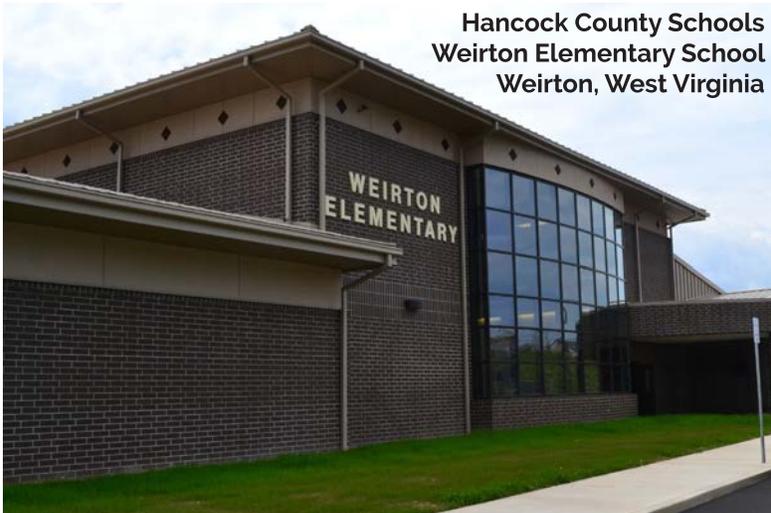
Architects + Engineers + Learning Environment & Educational Facility Planners +  
Energy Efficient "LEED" Designers + HVAC Commissioning Process Provider +  
Interior Designer + Historic Preservationist + Construction Administrators



Brooke County Schools  
Brooke Middle School  
Wellsburg, West Virginia



Ohio County Schools  
J.B. Chambers Performing Arts Center  
Wheeling, West Virginia



Hancock County Schools  
Weirton Elementary School  
Weirton, West Virginia



West Virginia Independence Hall  
historic preservation  
Wheeling, West Virginia

# MCKINLEY

ARCHITECTURE + ENGINEERING

(304) 233-0140



Wheeling, WV  
Charleston, WV  
Pittsburgh, PA

[www.McKinleyDelivers.com](http://www.McKinleyDelivers.com)

EXPERIENCE.  
INNOVATION.  
DELIVERED.



# Mid-Atlantic Maintenance



**AIRPORT RUNWAY MAINTENANCE • STRIPING • TRAFFIC CONTROL • CRACK FILLING • SEALCOATING**

*With over 30 years of combined experience and competitive pricing, Mid Atlantic Maintenance offers a vast array of traffic related services. We are committed to providing great customer service. Serving the public and private sector, we consider no job to be "too Big or too Small".*

**LICENSES and Codes**



License Number: WV 047493  
 DUNS: 054116478  
 NAICS: 237310, 238990, 339950, 561990, 14621



**SERVICES WE OFFER**

**AIRPORTS:**

- Installation of Engineered Material Arresting System (EMAS)
- Crack Sealing
- Asphalt Surface Treatment
- Runway Marking (permanent and temporary)
- Sealcoating



**STATE/FEDERAL ROADWAYS:**

- Work Zone Traffic Control Devices
- Raised Pavement Markers (RPMs)
- Pavement Marking/Road Striping
- Thermoplastics
- Crack Sealing and Joint Adhesive

**PROJECTS:**

- Driveways
- Parking Lot Pavement Marking
- Tennis/Basketball Court Coating



**SOUTHERN DIVISION:**  
 304.372.7770 Fax: 304.489.7214  
 3164 Southern Highway, Mineral Wells, WV 26150

**NORTHERN DIVISION:**  
 740.699.0082 Fax: 740.699.0084  
 65945 Airport Road, St. Clairsville, OH 43950

**COMPANY OVERVIEW**

We are a Disadvantaged Business Enterprise (DBE) Certified in Ohio, West Virginia, Delaware, Florida, Indiana, Kentucky, Maryland, New Jersey, New York, North Carolina, Pennsylvania, Tennessee and Virginia.

Mid-Atlantic Maintenance was established in 2010. We are a Small Business Certified (SBE) and a Women-Owned business.

**AMBER SEMONES, PRESIDENT • ASEMONES@MIDATLANTICUSA.COM**  
 www.midatlanticusa.com



**CONSTRUCTION SAFETY WEEK**



**CONNECTED. SUPPORTED. SAFE.**  
 MAY 2-6

# MEMBER NEWS



**LANDAU BUILDING COMPANY** recently completed a 4,405 SF MRI Suite on the 1st floor of WVU Hospitals — Ruby Memorial Hospital in Morgantown, WV. The suite, which was completed in five months, includes two new MRI scanners, a reception area, and changing rooms. The new centrally located MRI Suite will improve patient accessibility and staff efficiencies, while also freeing up additional imaging equipment for outpatient services.

Other upcoming project include: Converting an existing operating room into an Endoscopy suite on Level 2 of WVU Medicine Ruby Memorial Hospital in Morgantown, WV. This fast-paced project involves demolition, MEP, and finish upgrades.

The UPMC Theiss Relocation project. The 5,400 SF renovation of the current UPMC Community Pharmacy located at 1860 Centre Ave, Pittsburgh, PA, will make room for Theiss Family Medicine practice.

Upgrades to the UPMC Shadyside Hospital Radiology Department in Pittsburgh, PA. The approx. 1,295 SF project area will receive MEP improvements along with equipment replacements.



The National Women in Roofing Wheeling Council placed Giving Boxes in various locations around the Ohio Valley to collect donations for people experiencing homelessness served by Youth Services System, Inc. Winter Freeze Shelter.

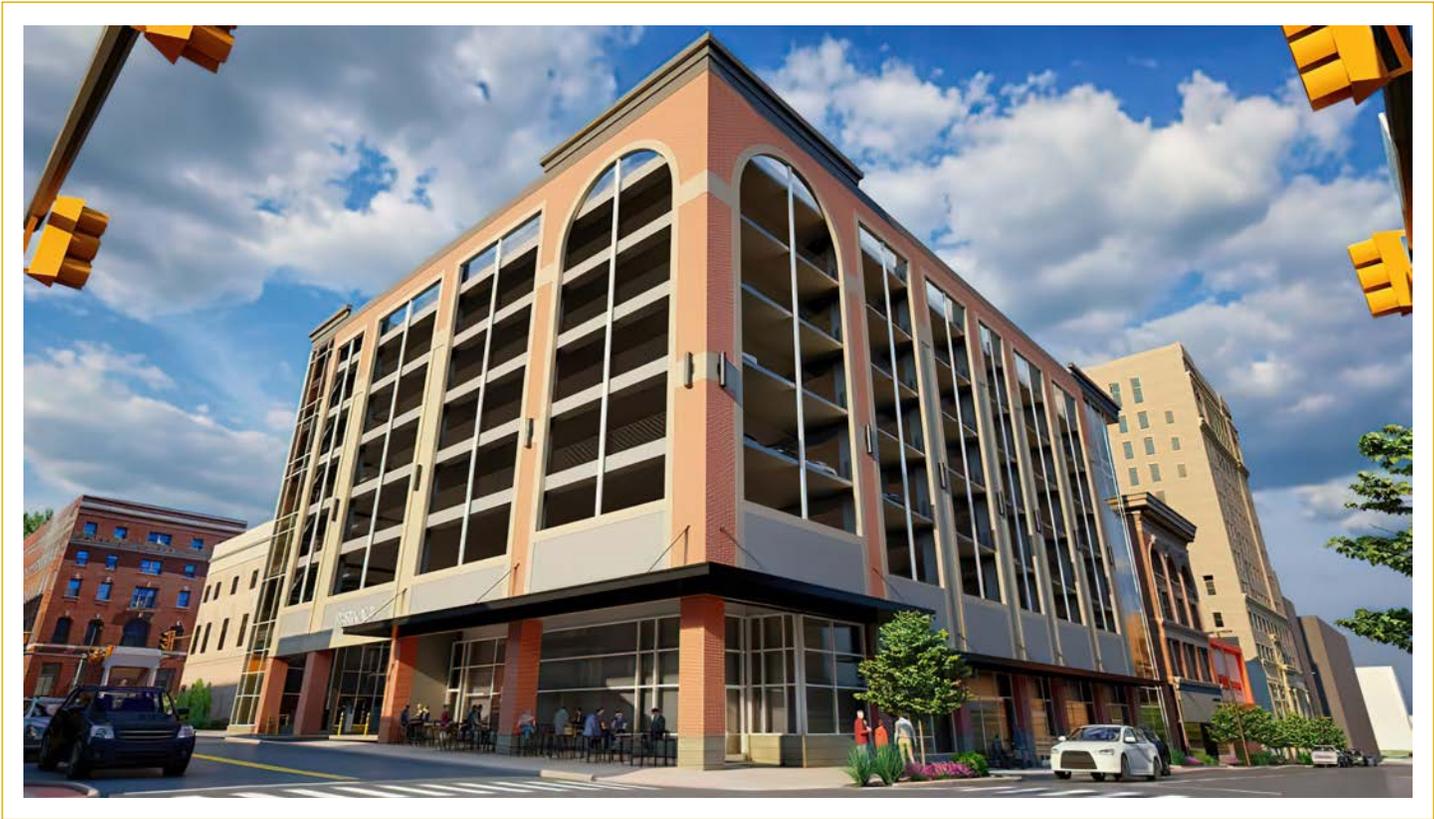
The Wheeling Council Co-Chairs, Shawnda Burgess and Stephanie Barry, recently delivered the items, including personal hygiene products, coats, socks, undergarments, first aid products, shelf-stable food, etc.

“All the members share a vision and compassion to make a difference in our community and industry. When we participated in the 30 days of gratitude-giving boxes to assist with YSS’s winter shelter in 2021, we quickly realized how much of an impact we had and that the need for items did not stop once the holidays and winter months were over. So, we made this an annual event to support YSS’s mission for creating better futures for children and the community by placing donation boxes throughout the Ohio Valley to raise awareness and donate to the cause. We couldn’t have done this without the support of **KALKREUTH ROOFING**, The Public Market, Corpus Christi School, and all those that donated.” - Shawnda Burgess

The giving boxes were placed in Kalkreuth Roofing’s three local locations: the Wheeling corporate office on Chapline Street, the Highlands Showroom, and the corporate warehouse, both in Triadelphia. In addition, the on Main Street collected donations, and Corpus Christi School in Warwood collected blankets and other items to contribute to the cause.

“We appreciate the timing of this annual donation as it comes near the end of the Winter Freeze Shelter season. Our guests will be able to use these items as they move on, either to a more permanent housing situation or into a makeshift shelter outdoors,” said Betsy Bethel-McFarland, YSS Director of Communications. “We thank the National Women in Roofing Wheeling Council and all who donated for their compassion and generosity.”

The National Women in Roofing Wheeling Council event coordinators included Sarah Scrudders, Allee Ambrose, Michele Gordon, Lace French, Whitney Hajdukovich, Shawnda Burgess, and Stephanie Barry.



**CARL WALKER CONSTRUCTION** was awarded a contract to build a six level, 252 space cast in place post tensioned concrete parking structure in downtown Wheeling, WV. The garage will provide parking for city residents and businesses. We are scheduled to mobilize beginning of April. This parking structure will be built with union carpenters, laborers, and cement finishers.



#### **LANDAU BUILDING COMPANY AWARDED CONTRACT TO EXPAND MANUFACTURING FACILITY**

Landau Building Company announced the company will begin Phase I of a tenant fit-out of existing space for Eos Energy Enterprises, Inc., a publicly traded, storage battery manufacturing company. The 46,000 SF expansion project will create additional space for manufacturing Znyth aqueous zinc batteries and is located on the first floor of RIDC Keystone Commons Building S in Turtle Creek, PA.

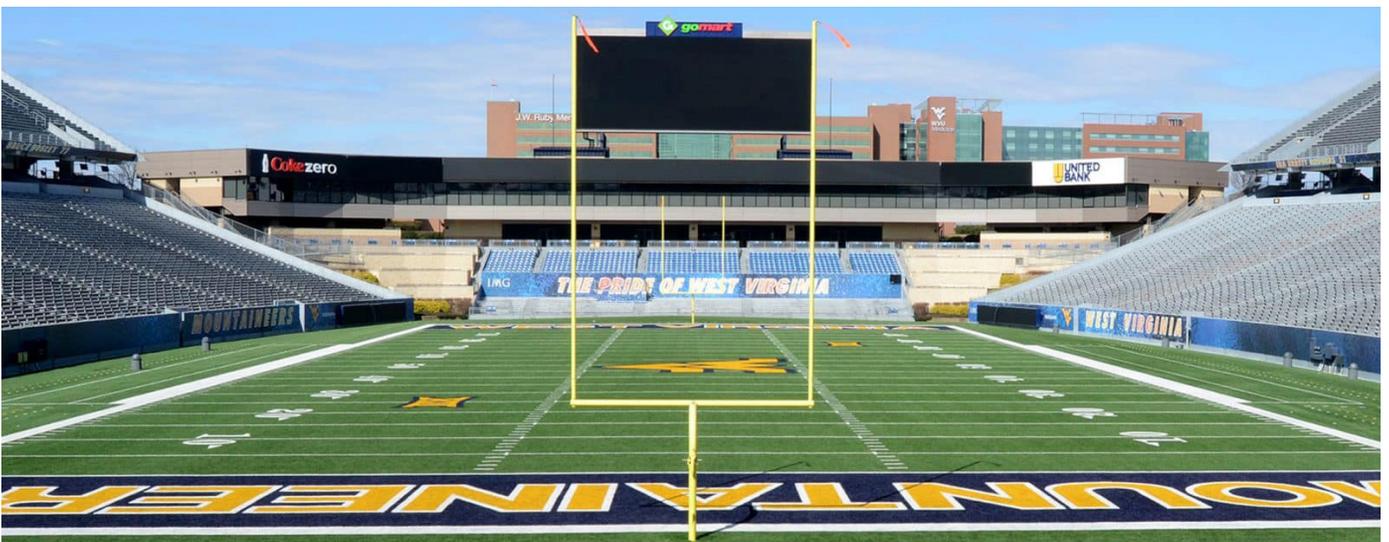


Parkline Chicago Apartments in Chicago, IL, is one of **EAST COAST METAL SYSTEMS** (ECMS) recently completed projects.

This residential and mixed-use building is twenty-six stories high in downtown Chicago overlooking Millennium Park. It contains 214 residential units, two floors of parking, and over 6,300 square feet of retail space. The tower's design achieved two Green Globe certifications from the Green Building Initiative, and as their website says, it is a "New Building Built for a New Workweek."

ECMS is a proud partner on this modern Thomas Roszak Architecture and Clark Construction project. In total, ECMS fabricated over 37,000 square feet of glazed-in panels and slab-edge covers.

As a Metal Construction Association certified Premium MCM Fabricator, East Coast Metal Systems met the needs –and exceeded the expectations– of all parties involved. They understood the limitations of the project and the construction schedule to complete this project in a timely and efficient manner.



**CARL WALKER CONSTRUCTION** has been awarded the contract to be WVU Athletics' Waterproofing contractor for the next five years! Both CWC and WVU have worked together on several successful projects over the years and look forward to continuing this great relationship for next 5 years and many to come. CWC will begin work on re-coating the west side of the stadium this spring/summer.

**Locally Owned.  
Local Decision Makers.**



*You Deserve A Bank This Good.*

[MyMainStreetBank.com](http://MyMainStreetBank.com)

2001 Main Street  
Wheeling | 304-232-2001

2088 National Road  
Elm Grove | 304-242-6005

112 N. Lafayette Avenue  
Moundsville | 304-845-2211

1010 Commerce Street  
Wellsburg | 304-737-2345



# OVCEC MEMBERS

## 2022 Executive Committee

### Executive Director

Eric Starkowicz

### President

Michael J. Leo

*Jarvis, Downing & Emch, Inc.*

Mike Baker

*Cast & Baker Corporation*

Mike Carl

*H. E. Neumann Company*

Robert A. Gribben

*Grae-Con Construction, Inc.*

Brian Hendershot

*Ohio - West Virginia Excavating*

John Kalkreuth

*Kalkreuth Roofing & Sheet Metal, Inc.*

Terry Lavorini

*LM Construction, Inc.*

## 2022 Advisory Board

Michael J. Caruso

*McCoy Consulting Services, LLC*

Ernie Dellatorre

*McKinley & Associates*

Michael Gianni

*James White Construction Company*

Rich Heslop

*Colonial Life & Accident*

Rich Lucas

*Main Street Bank*

Ben McFarland

*Step toe & Johnson, PLLC*

Art Musicaro

*Nation Road Utility Supply*

Kurt Paulus

*Yahn Electric*

Nick Sparachane

*USI Insurance Services, LLC*

Glenn L. Walters

*Walters Construction*

John E. Wright

*American Plate Glass, Inc.*

Shawn P. Zoladz

*Karras Painting, LLC*

## General Contractors

Beaver Excavating Company

Carl Walker Construction, Inc.

Cast & Baker Corporation

Cattrell Companies Inc

Chapman Corporation

Complete General Construction

Grae-Con Construction Inc

James White Construction Company

Jarvis Downing & Emch Inc

Kenco Corporation- General Contractors

Landau Building Company

McCart Construction, LLC

Ohio-West Virginia Excavating Company

Savage Construction Company

Shelly & Sands Inc

Songer Services

Stevens Engineers & Constructors

Volpatt Construction

Walters Construction Inc

Warren Door/Traichal Construction

## Specialty Contractors

Able Concrete Inc

American Plate Glass Inc.

Angelina Stone & Marble Ltd

Atlas Mechanical Insulation Inc.

Belmont Savings Bank

Brewer & Company of West Virginia Inc

Bruce & Merrilees Electric Company

Buckeye Mechanical Contracting Inc

Buckeye Steel Inc

Century Steel Erectors

East Coast Metal Systems, Inc.

ERB Electric Company

Fire Foe Corporation

GPC Contracting Company

H. E. Neumann Company

Intex Services, LLC

Kalkreuth Roofing & Sheet Metal Inc

Karras Painting LLC

Kris-Crete Contracting Inc

LM Construction Inc

LMS Construction Inc

Martin Reinforcing

MET Plumbing

Mid Atlantic Maintenance

Mountain Aire Heating & AC

Murphy Consolidated Industries

N F Mansuetto & Sons Inc

Nicholson Construction Company

Over & Under Concrete Construction Inc

Parks Drilling Company

Petticord & Son Inc

Power Contracting Company

Quality Steel Erecting

S A Comunale Company

Schenerlein & Sligar Inc

Seven Ranges Contracting, LLC

Sky Construction, Inc.

Stewart Electric

United Electric of Wheeling Inc

Universal Inc

Walden Industries Inc

Weirton Lumber Company

Whitacre Rebar

Yahn Electric Company Inc.

## Affiliate Members

4 Seasons Window Cleaning

A G Mauro Company

Advanced Communications

All Crane Rental of Pennsylvania

Anthony Investment Management, LLC

Belmont Savings Bank

Best Line Equipment

Beyond Marketing

Black Diamond Equipment Rental

Breisch & Crowley, LLC/BCdesignbuild.com

Bridgeport Equipment & Tool

Caldwell-McClellan LLC Sign Company

Carpenter Connection, Inc.

Carpeting Unlimited Inc

Carpets by Jamison LLC

Cerrone Associates, Inc.

City Advertisers

Colonial Life & Accident

Conaway Flooring LLC

Days Inn West

DMAC, LLC

Encova

Famous Supply Company

FDR Safety, LLC

Felton CPA

First Choice America CFCU

The Flooring Center

Glessner Wharton & Andrews Insurance LLC

Graybar Electric Company

Greencore Designs, Inc.

Hanson Ready Mix

Hazlett, Burt & Watson, Inc.

Health Management Solutions

Hillside Motel

Hilti

Hughes Design & Gift Gallery Inc

ICR Equipment Rental, Sales & Supply

iHeart Media

Illinois Truck & Equipment

Jefferds Corporation

Johnstone & Gabhart LLP

Justin Products

Kennedy Hardware Company Inc

Kozicki, Hughes, Tickerhoof, PLLC

LBRA Architecture

Lollini & Sons Inc

Mack's Inc

Main Street Bank Corporation

Matheson Tri-Gas

Matyskiela & Grant Inc

Mazzella Welding & Fabrication Inc.

McCoy Consulting Services LLC

The McKeen Group

McKinley & Associates

Milwaukee Tool

Mobilize 360

Moody and Associates, Inc

Mull Group, Inc

Mutual Wholesalers of Wheeling

National Road Utility Supply Inc

NCI - Nursing Corps

Ohio Valley Printing Company

Omni Strategic Technologies

Paramount Preferred Solutions

Paul Associates Insurance/Real Estate

Petroplus & Gaudino PLLC

Phillips, Gardill, Kaiser & Altmeyer, PLLC

Ponzani Landscaping Company

Precision Printed Products

The Printing Press

Raymond James Financial Services

RECO Equipment, Inc.

Republic Services

Rhodes & Hammers Printing

Richardson Copy Concepts

Rocco & Strain Inc

Sands Electric Company

Scatterday Architecture

Seubert & Associates

Specialty Supply Company

Spilman, Thomas & Battle, PLLC

Stanley Black & Decker (Dewalt)

State Electric Company

Steele Insurance Associates Inc

Step toe & Johnson, PLLC

TaylorMade Printing Services

Top Notch Landscaping & Supply LLC

Totterdale Brothers Supply Company Inc

Truist Financial

TSG

Undo's Executive Catering Division

Unified Bank

United Bank

USI Insurance Services LLC

Verdantas

WA Wilson & Sons Inc

WallacePancher Group

WesBanco Bank Inc

Westfield Companies - Ohio Farmers Insurance

Wheelhouse Creative, LLC

Wheeling Area Chamber of Commerce

Wheeling Office Supply

Whiteside of St. Clairsville, Inc.

WTRF-TV

## Associate Members

Belmont Harrison Vocational School District

Oglebay

Reynolds Memorial Hospital

The Finest Authentic Italian Restaurants and the Best Sports Bars in the Region – all from one family since 1953.



*A Taste of Italy ... 5 Locations!*

**STEAKS • SEAFOOD • PIZZA • PASTA**

Famous Steak Night under ten bucks!  
Banquet Facilities Available  
Legal WV Gaming



Reservations Accepted



**The Sports Bars**

**Undo's West**  
51130 National Rd.  
St. Clairsville, OH  
740-695-8888

**Undo's Benwood**  
753 Main St.  
Benwood, WV  
304-233-0560  
CLOSED ON TUESDAYS

**Undo's Elm Grove**  
2153 National Rd.  
Wheeling, WV  
304-242-5585  
OPEN FOR LUNCH

**Undo's Weirton**  
350 Three Springs Dr.  
Weirton, WV  
304-723-9700

**Undo's on the Pike**  
Quality Inn  
700 Pike St.  
Marietta, OH  
740-374-7280

**UNDO'S CATERING – CALL US AT 304-233-5566**  
**WE CATER ANY EVENT, NOTHING TOO BIG OR TOO SMALL**

Visit [www.undos.com](http://www.undos.com) or follow us on : **Undo's Family Restaurants**

## Richardson Copy Concepts

72 East Cove Avenue, Wheeling, WV 26003  
(304) 242-1030

# RICOH

**TOSHIBA**  
Leading Innovation >>>

**Savin**  
Authorized Dealer



*Andy Richardson, Owner*

**Sales - Service - Supplies**  
**Rentals - Leasing - Quick Prints**

**EAST COAST**  
METAL SYSTEMS



**East Coast Metal Systems is a Proud Member of the OVCEC!**

Pre-Construction Services |  
Secure-Scan 3D Laser Scanning | Construction Services |  
Metal Panel Fabrication | Fabrication Services |  
Corporate Identity Programs | Historic Renovation

304-909-4220 | [www.ecmsinc.net](http://www.ecmsinc.net)



**YOUR COMPLETE JOBSITE OUTFITTER**

**RENTAL EQUIPMENT**  
**NUTS, BOLTS & FASTENERS**  
**HARDWARE**  
**BOOTS & APPAREL**  
**INDUSTRIAL SUPPLY**  
**IN-STORE SERVICES**  
**VENDING**  
**TRUCKING**



RESERVE YOUR NEXT RENTAL ONLINE



SCAN ME

844.427.2020

free shipping on all online orders!

**SHOP ONLINE @ [WWW.ICRSUPPLY.COM](http://WWW.ICRSUPPLY.COM)**

# BUILDING BETTER BUSINESS PARTNERSHIPS



[feltoncpa.com](http://feltoncpa.com) | 304-233-2420 | [facebook.com/FeltonCPA](https://facebook.com/FeltonCPA)





**OVCEC**

21 Armory Drive  
Wheeling, WV 26003



## Building Solutions to Manage Risk

At USI, we've become a leader by doing things differently. We bring decades of risk management experience, a proprietary risk analysis process and a local team supported by the expertise of more than 6,000 professionals nationwide. Let us show you how the right plan and the right partner can help protect your company's most valuable assets. Experience the USI ONE Advantage today!

USI Insurance Services  
2-22nd Street, Ste. 200  
Wheeling, West Virginia  
304.232.0600 | [www.usi.com](http://www.usi.com)



Property & Casualty | Surety | Employee Benefits | Personal Risk

© 2017 USI Insurance Services. All rights reserved.