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COMMERCIAL Construction & Renovation

Issue 3, 2022 • www.ccr-mag.com

Annual Project Profile Awards
pg. 42



Matthew C. Schimenti President, Schimenti Construction Company

The greatness returns

How Great Jones Distilling Co. and Schimenti Construction are reviving Manhattan's place in whiskey distillation

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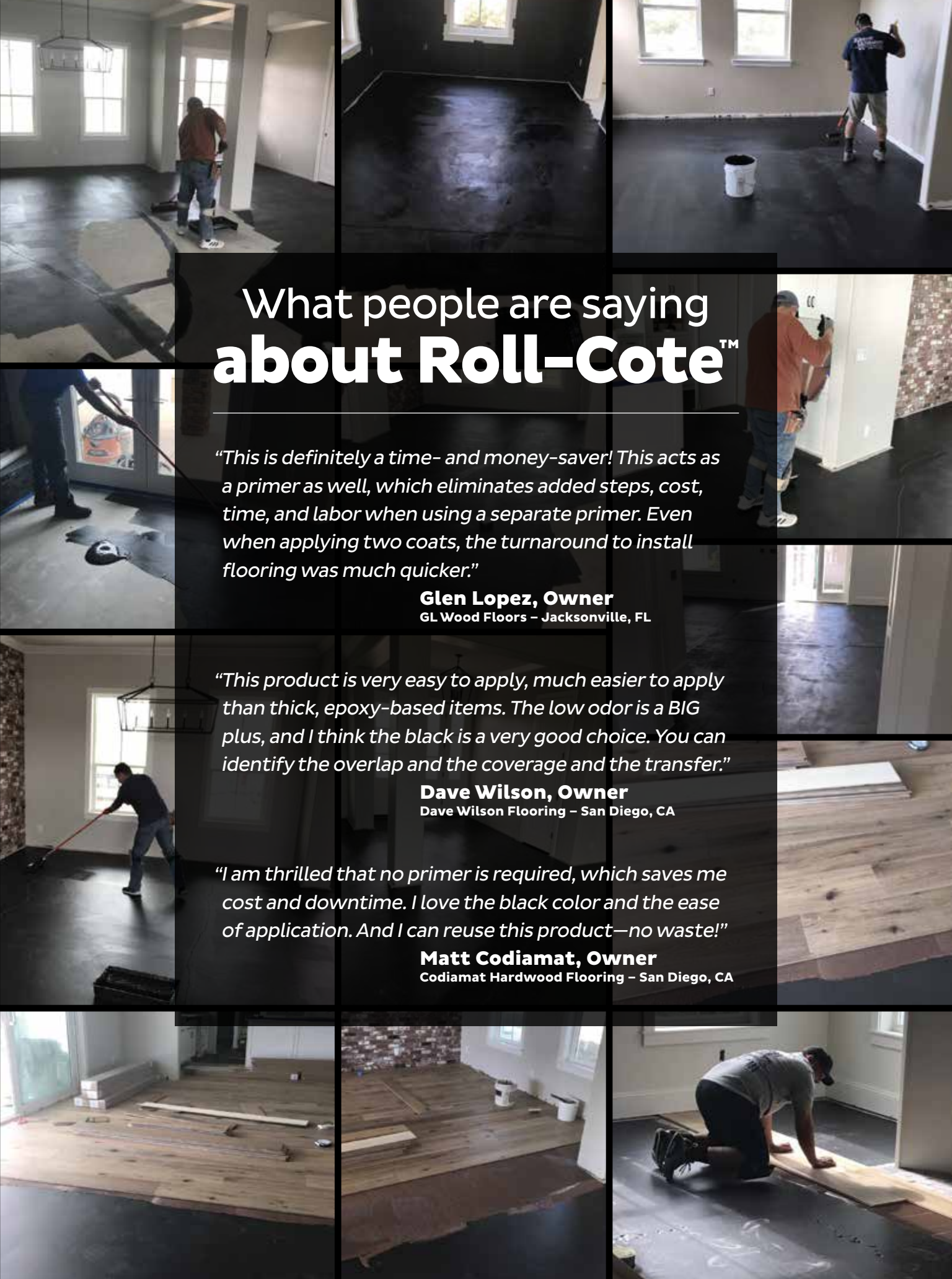

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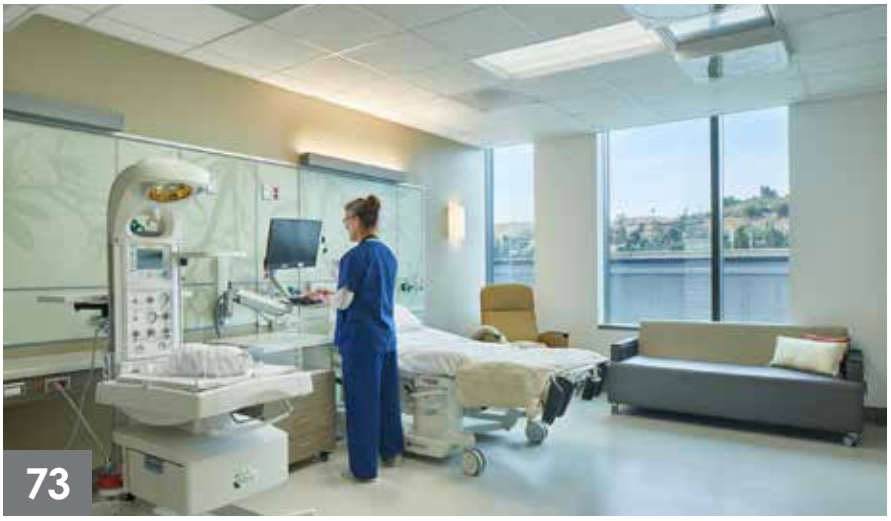







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A roof by any other name

The race for sustainability is on. Checks note, and yes, this is 2022. So why are we still reading and writing stories about the "what if" behind the efforts to shift to cleaner, more efficient and effective energy sources?

Okay, come on, that was a rhetorical question. Right? Should it be?

Some of the country's (the world's even) largest retailers are starting to jump into the game with a little more flare. Take the IKEA store in Baltimore, which by installing solar panels on the roof and over the store's parking lot cut the amount of energy it needed to purchase by 84%. The company even reported that it curtailed costs by 57% from September to December of 2020.



Hey, and get this, the panels even through some shade (the real kind) over customers' cars cool on those hot, sunny days and muggy Baltimore days.

Rooftop and parking lot spaces at the likes of retailers like Walmart, Target and Costco are starting to play a vital role in helping reduce dependency on, let's call it, outside energy sources. And while that whole slashing planet-warming emissions factor should be the goal, who wouldn't take the saving millions of dollars in the process plug?

In case you are wondering, Baltimore is not some test site for IKEA. The retailer, as of February 2021, has installed 54 solar arrays across 90% of its US locations. According to the Frontier Group, a nonprofit Environment America and research firm, big-box stores and shopping centers have enough roof space to produce half of their annual electricity needs from solar. Half.

Do you like really cool scientific numbers? By leveraging the full rooftop solar potential of these superstores, it could generate enough electricity to power nearly 8 million average homes.

Science, am I right.

The leader in solar capacity is Target, which currently has 542 locations with rooftop solar—nearly a quarter of its stores. Rooftop solar generates enough energy to meet 15% to 40% of Target properties' energy needs, the company said. Other retailers like Costco and Walmart continue to explore the possibilities.

In an industry paced by innovation and technology, the race for sustainability (even though it started a while back) will continue to play a major role in the impending construction boon.

Strap in folks. Change is coming.

Michael J. Pallerino is the editor of *Commercial Construction & Renovation*. You can reach him at 678.513.2397 or via email at mikep@ccr-mag.com.

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At *Commercial Construction & Renovation*, we're always looking to showcase the best of what our industry is doing. If you have a project profile or a fresh perspective on how to keep our industry positively moving forward, shoot me an email at mikep@ccr-mag.com. We'd love to take a look.



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CIRCLE NO. 6

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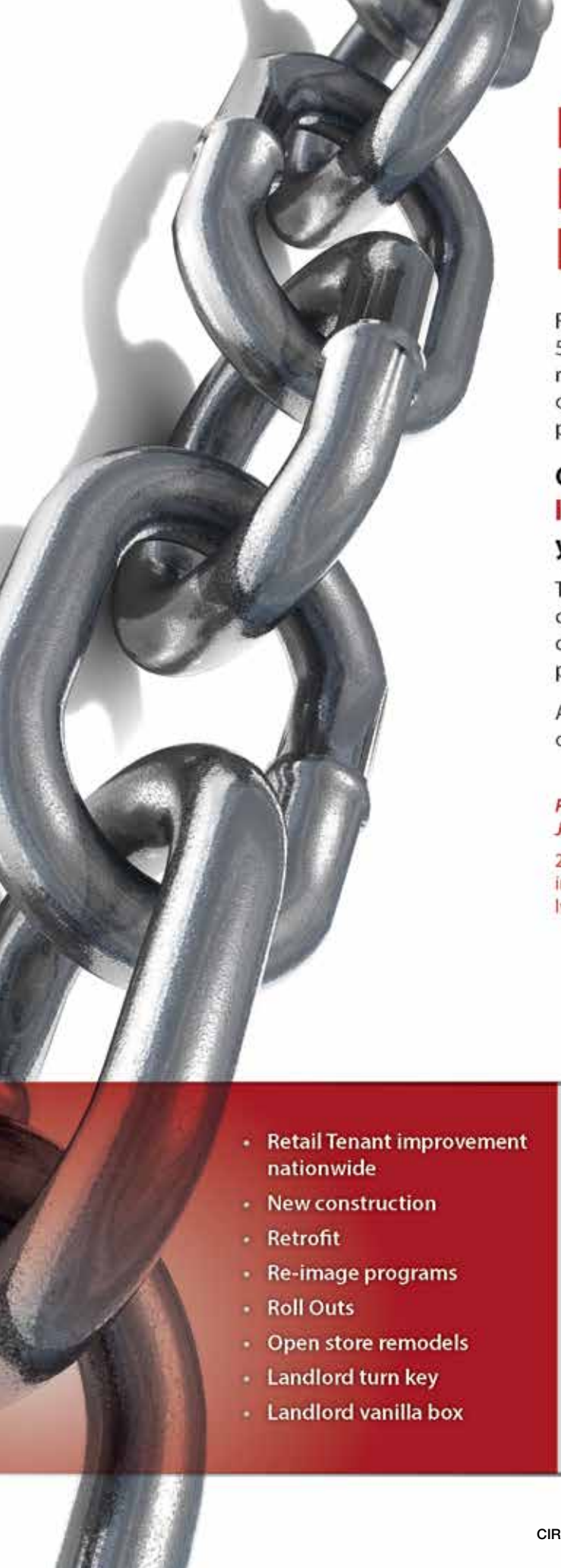

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CIRCLE NO. 8

AroundtheIndustry

RESTAURANT

KFC
KFC debuted its Next-Gen store design last year at a restaurant in Berea, Kentucky and plans to build about 30% of its new stores in one of two Next-Gen models. The updated store designs include an inline model meant for urban locations and drive-thru models designed to facilitate off-premises orders with double drive-thru lanes, a dedicated entrance for digital orders and parking spots for customers and delivery drivers picking up online orders.

Smashburger
Smashburger opened its first restaurant with a full bar in its hometown of Denver, with items like beer, wine and craft cocktails on the menu.

Miller's Famous Sandwiches
Rhode Island eatery Miller's Famous Sandwiches operated as an independent restaurant for four decades before opening a second location in Massachusetts in 2010. Today, the owners are taking a similarly measured approach to franchising with plans to work with franchisees to open a handful of new locations along the East Coast in the coming years.

Portillo's
Portillo's opened its first drive-thru-only restaurant to help ease crowding at the hot dog chain's full-service restaurant five miles away, but the new Joliet, Illinois location also appears to be driving new business. In addition to its two traditional drive-thru lanes, the unit features a third for order pickup.

Sweetgreen
Salad chain Sweetgreen will roll out its first drive-thru location in the Chicago suburb of Schaumburg within the next year as part of the brand's plan to expand beyond its urban locations.

Buffalo Wild Wings
Inspire Brands-owned Buffalo Wild Wings will open up to 100 new Buffalo Wild Wings GO units this year to feed demand for off-premises dining. The format, which debuted in Atlanta in 2020, is designed primarily for pick-up and delivery orders with features that include a walk-up window and lockers to keep food warm.

Dough Zone Dumpling House
When the Seattle-based Dough Zone Dumpling House first opened its doors, the original owners envisioned a small mom-and-pop restaurant that would give customers real Chinese cuisine. Today, the brand has eight locations in the Washington/Seattle area, two in California, and two more under renovation in Washington/Seattle and in Portland.

Chipotle Mexican Grill
Chipotle Mexican Grill has begun testing Chippy, a tortilla chip-making robot from Miso Robotics, at its R&D headquarters, with plans to roll out the automated technology at a unit in Southern California later this year. The machine, from the company that developed burger-flipping robot Flippy, reportedly turns out chips with slight variations in shape and seasoning to replicate the way they're prepared by people.

HOSPITALITY

Cartoon Network Hotel
The Cartoon Network Hotel in Lancaster, Pennsylvania offers several family-friendly amenities and attractions. The 159-room hotel boasts decorations inspired by six Cartoon Network series, as well as an outdoor and heated indoor pool, a Toon Room with four Powerpuff Yourself stations, an Omnicade arcade with virtual reality experiences, a Bearista Cafe and the Cartoon Kitchen.

Great Wolf Lodge
A Great Wolf Lodge water park resort is set to open next to Foxwoods Resort Casino in Ledyard, Connecticut in 2024 as part of a partnership between Great Wolf Resorts and Mashantucket Pequot Tribe. The $300 million resort will house an outdoor pool, a 90,000-square-foot indoor water park, an interactive adventure park, a family play area, a 550-room hotel and other family-themed amenities.

Grand Floridian Resort
The Grand Floridian Resort at Walt Disney World Resort in Orlando, Florida is undergoing renovations, including the lobby, a lounge, a restaurant and the spa. The company is converting the look of the property from the Victorian style to a more modern aesthetic.

Suburban Studios
Choice Hotels International plans a new look and new name for its Suburban Extended Stay franchise brand in pursuit of a growing low-cost extended-stay market. Suburban Studios, which follows Choice's acquisition of WoodSpring Suites, will have its first opening this summer in suburban Chicago.

Pendry Hotels
Boutique hotel brand Pendry Hotels is expanding in urban markets with properties that blend locally connected, artsy hipness with luxury touches inherited from parent company Montage.

Station Casinos
Station Casinos has commenced construction of its long-expected Durango hotel and casino in Las Vegas as it works on others in the area. Construction of the $750 million Durango project is expected to take 18 to 24 months.

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CIRCLE NO. 9

AroundtheIndustry

Hall of Fame Village
Work is well underway on the new Hall of Fame Village powered by Johnson Controls in Canton, Ohio. The village is set to open in phases and include a dome structure, a 180-room hotel and water park and a "Fan Engagement Zone" retail area housing a Topgolf Swing Suite and a Helix Esports Center.

The English Hotel
The English Hotel, a four-story, 74-room non-gaming boutique hotel located on the corner of Main Street and Coolidge Avenue in downtown, will open its doors in between the roar of the Strip and the buzz of Fremont Street.

RETAIL

Dick's Sporting Goods
Dick's Sporting Goods will open its third House of Sport store in Minnetonka, Minnesota. The format focuses on experiences with batting cages, a 35-foot climbing wall and 20,000 square feet of outdoor testing surface that will transform into an ice skating rink in winter.

Dollar Tree
Dollar Tree will increase its inventory of consumable items this year. The retailer plans to add 400 Family Dollar/Dollar Tree combo store formats to its portfolio this year.

Target Stores
Target has topped the roof and carports at a store in Vista, California with solar panels designed to generate enough power to run the entire store, the retailer says. The store boasts other eco-friendly features including LED lighting, natural refrigerants in freezers and coolers, and electric vehicle charging stations in the parking lot.

DSW
Designer Brands is making plans to shrink some of its stores and use others as fulfillment centers for online sales of its footwear brands including DSW and Camuto Group. The ultimate goal is to develop a "store of the future," reduce the average footprint to about 15,000 square feet and "tell different stories with these brands."

Allbirds
Environmentally friendly shoe brand Allbirds has opened a 7,100-square-foot flagship on New York City's Fifth Avenue, bringing the retailer's store roster to three in the city and 41 around the world. The larger footprint gives the brand more space to bring in shoppers for community events.

Swarovski
Swarovski has signed a 14,000-square-foot, long-term lease to open a flagship store at 680 Fifth Ave. in Manhattan, New York. Located on the corner of 54th St., the two-level store will feature more than 150 feet of double-height wrap-around exposure and frontage.

Macy's/ Backstage
Macy's will open 37 new off-price Backstage departments at stores around the country between April and June, including at the retailer's New York City and Chicago flagships. Backstage in-store shops range in size from 11,000 to 16,000 square feet and offer lower prices on a mix of merchandise, some of it from brands that aren't sold elsewhere in Macy's.

Lovepop
Greeting card company Lovepop is focused on owned brick and mortar sales for growth in 2022, with plans to open three new stores in the year starting first with a location in New York's Grand Central terminal.

INTERNATIONAL

Hilton International
The Hilton Garden Inn Cancun Airport offers 186 pet-friendly rooms, four suites, comfortable public spaces, work desks, a 24-hour fitness center, a terrace with a cenote-inspired pool and three private meeting rooms with capacity for up to 10 people each.

Papa John's
Papa John's is going to Germany thanks to a 250-unit deal with PJ Western Group to expand into Germany over the next seven years.

The Cove Resort
The cost of building a new surf park called The Cove Resort at Princes Park in Liverpool, England, has grown from $52 million to $97.5 million following an increase in the project's scale and focus. Plans for the resort include a hotel, a thermal spa, a flotation pool, steam rooms, saunas and a Whitewater West-designed lagoon for indoor water activities such as surfing and swimming. The project could open in 2025.

Curio Collection by Hilton
Curio Collection by Hilton will become the first international hotel brand to operate on the Galapagos Island of Santa Cruz. The strictly protected area is adjacent to the Galapagos National Park, a UNESCO World Heritage Site, home to Tortuga Bay and the Charles Darwin Research Station.

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They said it

"The biggest change in how we're marketing is that we're letting the design take the lead. The story starts with design, with the product, and all the marketing and messaging should follow from that."

— J. Crew CEO Libby Wadle on the mission to reenergize the brand to back fromer fans

"I don't think we'll close a lot more restaurants—maybe a handful around the edges—but I think the US is sort of in a steady state and all the growth will really be international"

— Subway's CEO John Chidsey on how the brand's US growth strategy has shifted from adding new units to growing same-store sales with a focus on quality

"As I started to build Johnny Doughnuts, I started to get this momentum and this feeling like, 'Oh my God, I got this wave and it's coming and nobody is on it and I've got this."

— Johnny Doughnuts founder Craig Blum on how surfing is inspiring the brand's growth strategy

Did you know?

- Wyndham Hotels & Resorts has signed the first deal in its Women Own the Room program, designed to bolster financial, educational and networking opportunities for women interested in hotel ownership. Trusha Patel, founder and CEO of Platinum Holdings, plans to open two new-construction La Quinta and Hawthorn Suites dual-branded hotels in the next two years.

- Kohl's will expand its in-store Sephora shops from about 200 locations to 850 by next year with a goal of surpassing $2 billion in annual sales from the beauty banner. Kohl's is also testing a small-format store in Seattle with plans to grow the 35,000-square-foot concept to more than 100 locations over the next few years.

The numbers game

8,000

The number of hotels in the Marriott chain, after the opening of the long-awaited Marriott Bethesda Downtown in Bethesda, Maryland.

4.86 - 4.95

The amount, in trillions, that retail sales are expected to reach this year, according to a National Retail Federation (NRF) forecast. US retail sales are on track to grow between 6% and 8% this year, a smaller increase than last year, but still higher than pre-pandemic levels, NRF says.

137.39

The average daily rate of hotel rooms in February, according to a STR lodging report. US hotel performance edged past January's and managed to surpass that of February 2019 by some metrics. In addition, occupancy at 56.9% was 8.2% lower than in 2019.

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The hybrid factor

How the pandemic reshaped and redefined office construction

By Barry Wurzel



As a result of the pandemic, many new construction and renovation projects experienced costly delays or paused altogether due to labor and materials shortages and ongoing supply chain issues. At the same time, rising costs for materials, supply chain issues, and labor shortages continue to affect the construction industry. But in response to so much market volatility, general contractors are seeing some solid evolutionary trends that will reshape office design and construction for decades to come.

Evolving Culture, Attitudes and Technologies Drive Change

Urban planning is trending heavily toward mixed-use buildings that combine office, residential, and retail space all in one structure. Today's workforce is more mobile than ever, whether in the office, on the road, or working remotely from home.

Before 2020, the demand for better work/life balance and more flexible work options was steadily growing. The pandemic accelerated the inevitable move from traditional office spaces and 9-5 workdays to more flexible options and collaborative office environments.

The shift toward remote and hybrid work options and many other factors have resulted in many companies downsizing office spaces, terminating leases, or signaling they will not be renewing. In addition, with a nationwide labor shortage, employee recruitment and retention are top concerns. As a result, many companies are reimaging and reevaluating needs for commercial office space or completely reworking existing areas to attract and retain top talent.



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Mixed-Use Office Complexes and Campuses

Offices are shifting toward a combination of commercial, retail, and co-working spaces and multi-family living. Upscale amenities include dog parks, EV charging, bike stations and showers, fitness centers, and on-site kitchens or food halls, incorporating plenty of refreshing and relaxing green space, both indoors and out.

These include private terraces, rooftop green areas, outdoor courtyards, and proximity to local parks that allow for fresh air, socializing, or simply working or collaborating away from traditional desks and meeting rooms.

While planning the construction of the new Wurzel Builders Freedom Park headquarters in South Austin a few years ago, it opted to make the most of its six acres and the flexibility of the buildings, which in hindsight, proved to be a great decision.

The shift toward remote and hybrid work options and many other factors have resulted in many companies downsizing office spaces, terminating leases, or signaling they will not be renewing.

Wurzel can quickly scale its offices up or down according to market demand, which has been ideal for our needs, especially during the pandemic. With one building underutilized, it opted to convert it into commercial space with seven full commercial kitchens for short or long-term leasing. The area now serves as kitchen HQs for seven different commercial food outlets. Today, it shares Freedom Park with three other businesses.

Shifting from Traditional HQs to Hub and Spoke Office Locations

The siloed, insular nature of traditional office towers and complexes is shifting toward integrated collaborative spaces with a socially responsible approach. Reducing carbon footprints and the environmental impact of daily commutes is becoming more important to workers and businesses.

As a result, many companies are evolving from packing employees into cubicles and offices in traditional office HQs in favor of hub and spoke models. Opening locations in surrounding suburbs brings offices closer to workers and consumers, cutting long commute times and associated carbon emissions that are harmful to the environment while improving morale and productivity.

Tech, Green Building and the Quest for Zero Carbon Footprints

Sustainability and energy efficiency are becoming more important to job seekers. With an increasingly environmentally-conscious workforce and high energy costs, LEED®-certified spaces are in high demand by tenants, making Green Building a key priority for all types of construction.

New build or renovation, most new generation offices will combine energy efficiencies and technologies to focus on sustainability and overall wellness. The majority of new construction and renovations incorporate biophilic design principles which improve wellbeing and productivity. Biophilic design emphasizes natural lighting, plants and water features, natural shapes, textures and surfaces. Increased open spaces, internal staircases, and high ceilings can also help create a sense of openness and wellbeing.

Co-Working Spaces on the Rise

The trend toward co-working spaces was already in full swing pre-pandemic. Individuals, freelancers, and small businesses are increasingly seeking a blend of community areas and office-type workstations as alternatives to the isolation and distractions of working from home.

In November 2020, Colliers International projected that demand for co-working spaces would double or triple within the next five years. Commercial offices with an eye on future viability should consider, including accommodations like meeting rooms and workstations designed for individual remote workers and smaller company operations, with flexible options for on-demand use, as well as short-, medium- and long-term leases.

Construction Opportunities in Reabsorbed Properties

Technology has transformed the way we live, work and play. As consumer and worker behavior evolves and adats to a digital ecommerce world, reabsorption rates for large commercial office buildings and shopping malls steadily increase.

Reabsorbed and distressed properties offer general contractors a range of opportunities to counterbalance the downturn in commercial office construction. There is an abundance of available square footage sitting empty, especially in urban centers. Some will be razed to make way for new builds. Others will be repurposed and renovated to create contemporary, people-first spaces that enhance opportunities to connect with coworkers, clients and visitors, and the local community.

Of course, as housing prices continue to rise, the need for higher density, energy-efficient, affordable housing communities is becoming more critical than ever. Expect to see growing pressure on state and local governments to ease zoning regulations to utilize reabsorbed properties to increase the supply of affordable housing options. **CCR**

Barry Wurzel is President of Wurzel Builders, an Austin-based full-service general contractor and construction manager with extensive experience in the hospitality, multifamily, healthcare, retail, industrial, office and restaurant sectors. Wurzel Builders prides itself on completing on-time quality-centric projects since 1998. To learn more about Wurzel Builders, please visit https://wurzelbuilders.com.

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Infrastructure Investment

Tools subcontractors need to secure and perform on projects

By Chris Doyle

Last year's $1.2 trillion bipartisan infrastructure plan secured the greatest investment in highways, ports and other critical projects in decades. This initiative, the largest overall infrastructure investment in US history, is expected to have the biggest impact since the New Deal ushered in rural electrification, municipal water systems and the Hoover Dam, or the creation of the Interstate Highway system in the 1950s.

The projects funded by that investment now are breaking ground across the country, rebuilding the nation and fuel-injecting the construction industry. Yet, even as this funding creates new opportunities, it could worsen two major challenges subcontractors face every day: How to pay for rising and unpredictable building materials costs and recruiting and retaining crucial skilled labor.

These large public infrastructure projects are creating thousands of jobs, but they are increasing demand and cost for already scarce building materials. Since the pandemic began, material costs have skyrocketed and lead times increased, forcing subcontractors to pay significantly more upfront just to procure needed materials.

According to one recent study, over the past two years lumber costs increased 122%, steel mill products 123%,

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copper and wire cable 101%, and diesel fuel 201%, and demand continues to rise. These materials are the backbone of every type of construction project, and large infrastructure projects will further raise prices and reduce supply.

While lead time delays and the volatility of material prices put intense pressure subcontractor's budgets, another costly concern is the worsening skilled labor shortage. The COVID labor crisis has impacted nearly every industry and has severely exacerbated long-standing construction staffing woes.

A recent study by the US Chamber of Commerce found 91% of contractors had moderate to high difficulty obtaining skilled workers. Of that 91%, a staggering 62% reported their difficulty as "high," up 20 points from 2020. To keep up with booming demand, the construction industry needs to add 2.2 million additional workers by 2025.

Other industries have dealt with labor woes by simply offering higher pay or benefits and passing those costs onto consumers through higher prices, but that is not a realistic option for subcontractors. First, 73% of contractors report they have already increased base pay rates during the past year, with little success in reducing the shortage.

Additionally, subcontractors face an intense competitive bid environment, and may be sacrificing profits to ensure they continue to secure work. According to the Associated General Contractors of America (AGC), subcontractor bids have only increased 5.2%, while costs have risen over 17%, proving subcontractors are willing to sacrifice margin to win bids.

Finally, housing and commercial costs are soaring in part because of pent-up demand, scarcity and high material costs. Including higher wages into the mix will only further raise those costs, decimate small contractors with limited resources, and lead to significantly higher prices for consumers.

These recent developments highlight the core issue, that the payment cycle in the construction industry has left subcontractors behind for decades. Today, subcontractors sit at the bottom of the payment ladder. They typically are the last to get paid, often waiting 60-90 days to be paid for jobs they've completed. Relying on cash on hand is far too unpredictable to comfortably pay for labor or materials upfront, much less reliably finance the sizable expenses that come with scaling a construction business.

To access vital capital, subcontractors go to traditional banks—which often are unwilling to offer financing—or they go to an alternative lender for a product that is prohibitive to their growth, extremely expensive and not tailored for construction. Subcontractors need more options to compete.

Fortunately, new financing alternatives designed to champion subcontractors are coming into existence, helping subs tackle cash flow challenges and overall liquidity challenges they face on commercial construction projects. These innovative, flexible financing solutions are ideal for subcontractors because they provide enhanced payment terms of up to 120-days that align with the repayment cycle, helping them balance multiple projects and maintain healthy relationships with suppliers.

Material finance options also allow suppliers to be paid in cash up front, guaranteeing materials will be delivered reliably, reducing risk on the project.

In addition, new, reliable labor advance financing has become available to ensure subcontractors have the liquidity to pay their crew on time and deliver successful results. As labor costs have spiked, pay advance options can help stabilize cash flow, allowing subcontractors to continue to grow their businesses. These effective solutions provide subcontractors same-day financing on completed work with approved pay applications, eliminating the subcontractor's responsibility to float their own capital to fund projects and pay their workers.

A recent study by the US Chamber of Commerce found 91% of contractors had moderate to high difficulty obtaining skilled workers. Of that 91%, a staggering 62% reported their difficulty as "high," up 20 points from 2020.

Complete solutions on the market give commercial subcontractors access to financing for the two largest expenses on a project—materials and labor—and secures the resources and purchasing power they need to remain liquid throughout the entire project, take control of their cash flow, and finally do business on their terms.

Skyrocketing material costs and the detrimental impacts of the construction labor shortage are hammering subcontractors. As demand continues to soar and with few available options to address the worker shortage, subcontractors need to explore new, reliable options to help bridge the gap between their outgoing capital responsibilities and incoming cash flow. Change and adapting to the new normal is key for subcontractors seeking to succeed and grow. **CCR**

Christopher Doyle is an entrepreneur and business leader with extensive construction industry experience and a record of launching successful startups. He is the co-founder and CEO of Billd, a disruptive payment solution for the construction industry that helps subcontractors grow their businesses with less hassle and risk. Recognizing the cash flow hurdles subcontractors face when purchasing materials, Doyle launched Billd to make traditional Wall Street working capital accessible to business owners in the construction industry.

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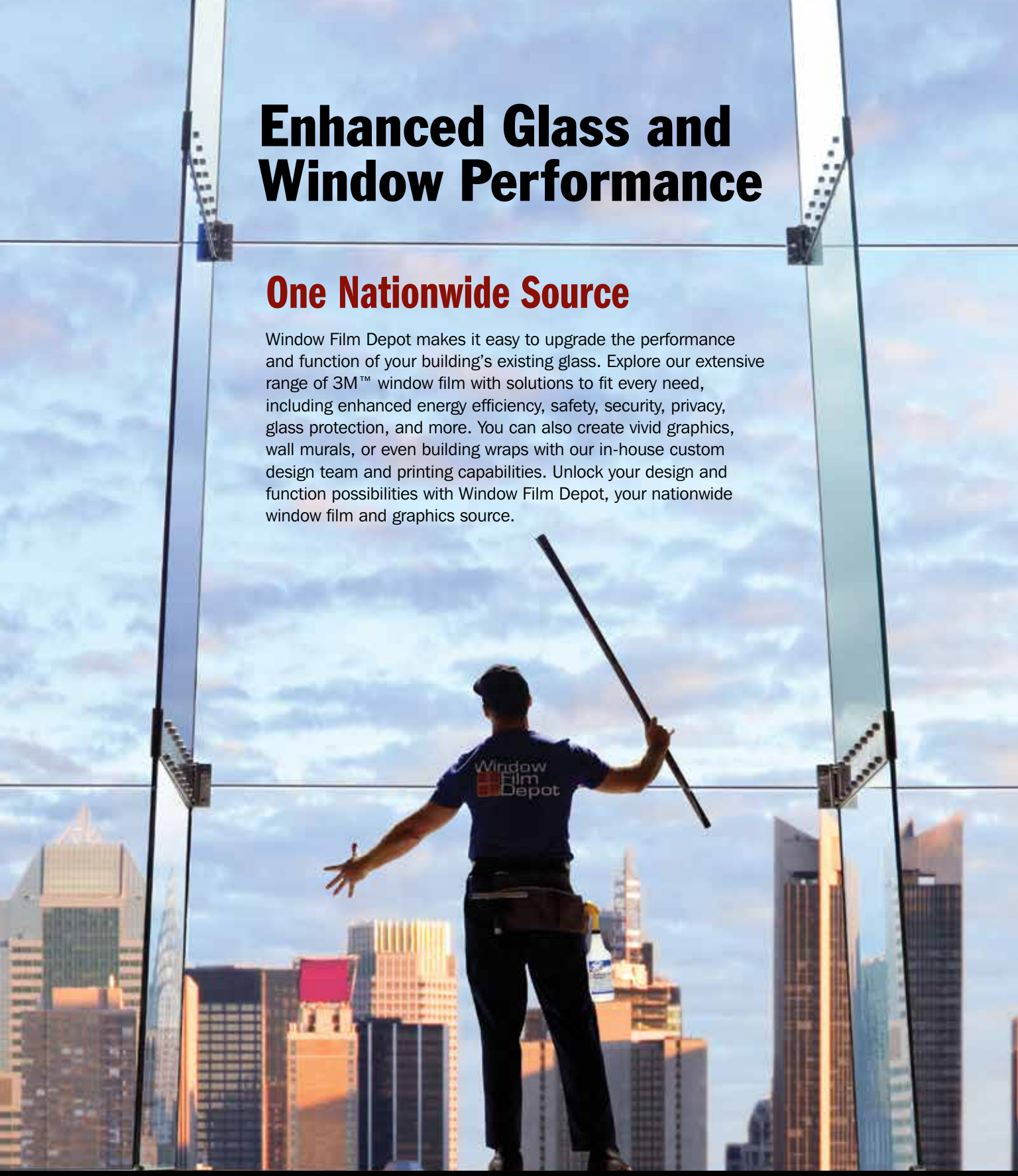

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Interview by Michael J. Pallerino

The greatness returns

How Great Jones Distilling Co. and Schimenti Construction are reviving Manhattan's place in whiskey distillation

The opening of Great Jones Distilling Co. represents a landmark moment for spirits and New York City history. Thanks to Schimenti Construction Company, the iconic 11 generation family whiskey distillery is back in Manhattan's craft spirit scene.

Great Jones Distilling Co. founder Juan Domingo Beckmann says the distillery will help give the city a new spirits legacy. "[Our whiskey] is dedicated to the resiliency and hustle that New Yorkers have shown to the world over this past year. We are proud to introduce a bourbon that truly embodies the best of New York State ingredients and the 'lightning in a bottle' energy of Manhattan."

Nearly 100 years after the last whiskey distillery in Manhattan shut its doors, Great Jones Distilling Co. is back in the Big Apple at 686 Broadway in the NoHo neighborhood. The facility is a monument to the rich culture of Prohibition-era New York, and a celebration of whiskey—past and present.

We sat down with Matthew C. Schimenti, President of Schimenti Construction Company, to get his thoughts on the iconic brand. Matthew is the third generation of his family to be involved in the design and construction industry, launching Schimenti Construction in 1994. Under his leadership, the company has completed numerous high-profile projects, including many flagship and landmark stores, for the most recognizable names in the retail industry.

With Great Jones Distilling Co., it was important that we captured the essence of the neighborhood and the tradition of New York City distilleries.

How does the Great Jones Distilling Co. design cater to what today's consumers are looking for?

Customers are looking for experience, authenticity and local flavor. There is a fascinating story behind Great Jones Distilling Co., one that goes all the way back to 1920. Customers can come for a drink and get a taste of New York tradition, mixed with locally sourced ingredients and authentic distilling processes. It's very immersive; you walk into space, and you're transported to a different era. It's a celebration of history and good taste.

Take us through your construction and design strategy.

As Manhattan's first whiskey distillery since the advent of Prohibition in 1920, Great Jones Distilling Co. was groundbreaking from the start. Add to this the need for a vertical distillation operation—coupled with complex NYC zoning regulations—and you'll see that this was an engineering feat.

The construction strategy was devised around the standout feature of the space, a 500-gallon copper still. The building is classified as an M1-5, one of only 120 buildings in Manhattan that conform to the requirements for an alcohol distillation permit. NYC regulations prohibit stills from being installed above the second floor.

To accommodate the design and permitting requirements, we lowered the floor by 5 feet, allowing space for the massive still and the installation of a two-story, explosion-proof glass chamber enclosing the still.

What is the secret to creating a "must visit" environment in today's competitive landscape?

There is no single secret to creating a "must-visit" environment. Instead, it's a combination of factors that come together to meet a customer's needs, including customer experience; authenticity and community; aesthetics; technology enablement and integration; ease of access; and health and wellness. With so much now happening from the home—from working to shopping to socializing—businesses need to create environments that enhance a customer's lifestyle.



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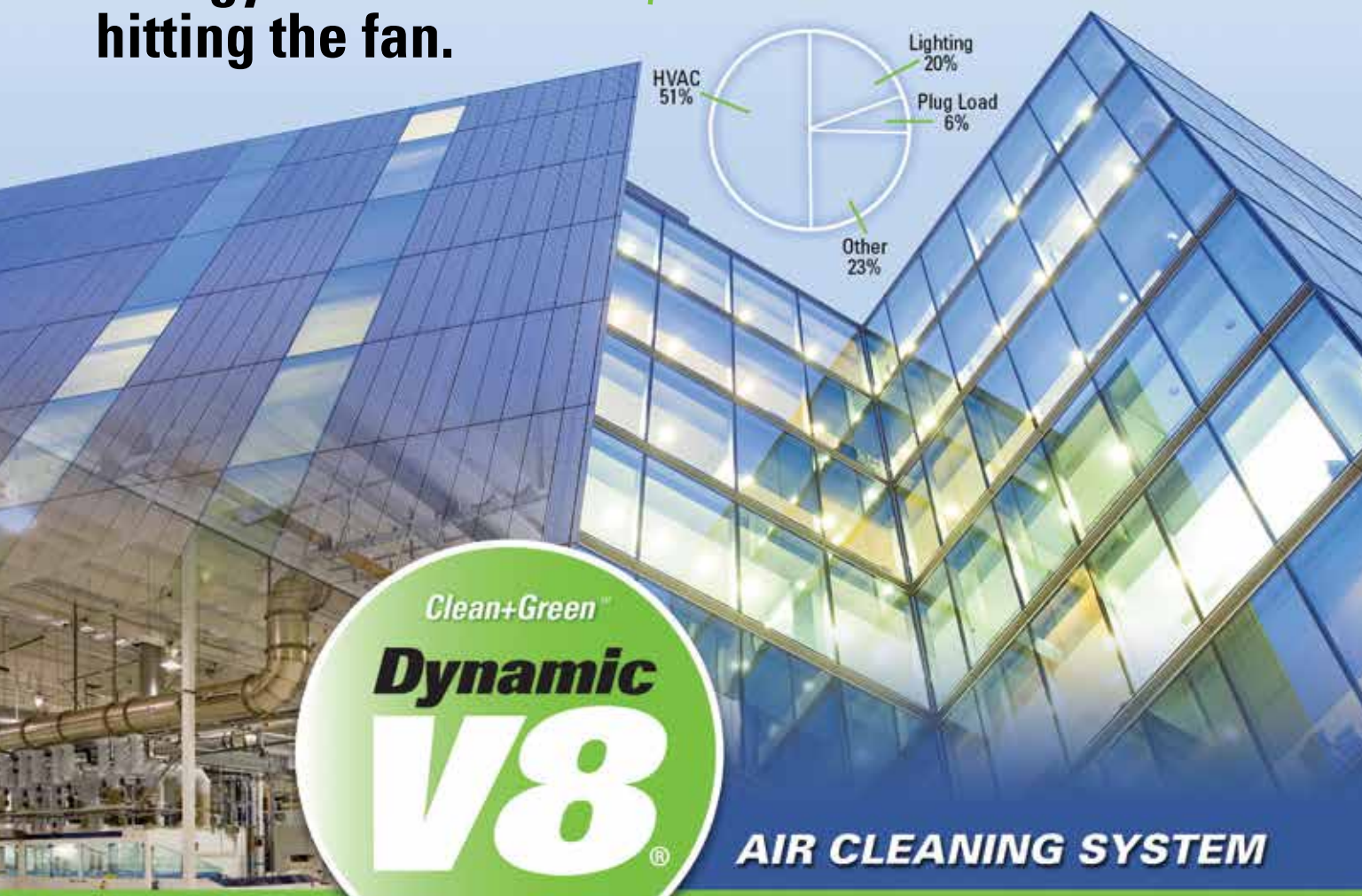

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With Great Jones Distilling Co., it was important that we captured the essence of the neighborhood and the tradition of New York City distilleries. The design of the space evokes old New York, with deep-hued millwork, exquisite lighting features, and charismatic metal finishes. This is the first distillery in Manhattan since Prohibition, so the aesthetic is an elevated nod to the speakeasy. The craft whiskeys are distilled on-site using 100% New York-sourced ingredients, creating a locally authentic experience for customers.

There also is variety in setting at Great Jones Distilling Co.—from a fully-operational distillery to a wood-paneled VIP room, to a basement level fine dining establishment and several impressive bar areas.

What are some of the adjustments you made with/to your business model surrounding the recent state of events?

We doubled down on diversifying our sectors, particularly the commercial and light industrial sectors. Retail continues to

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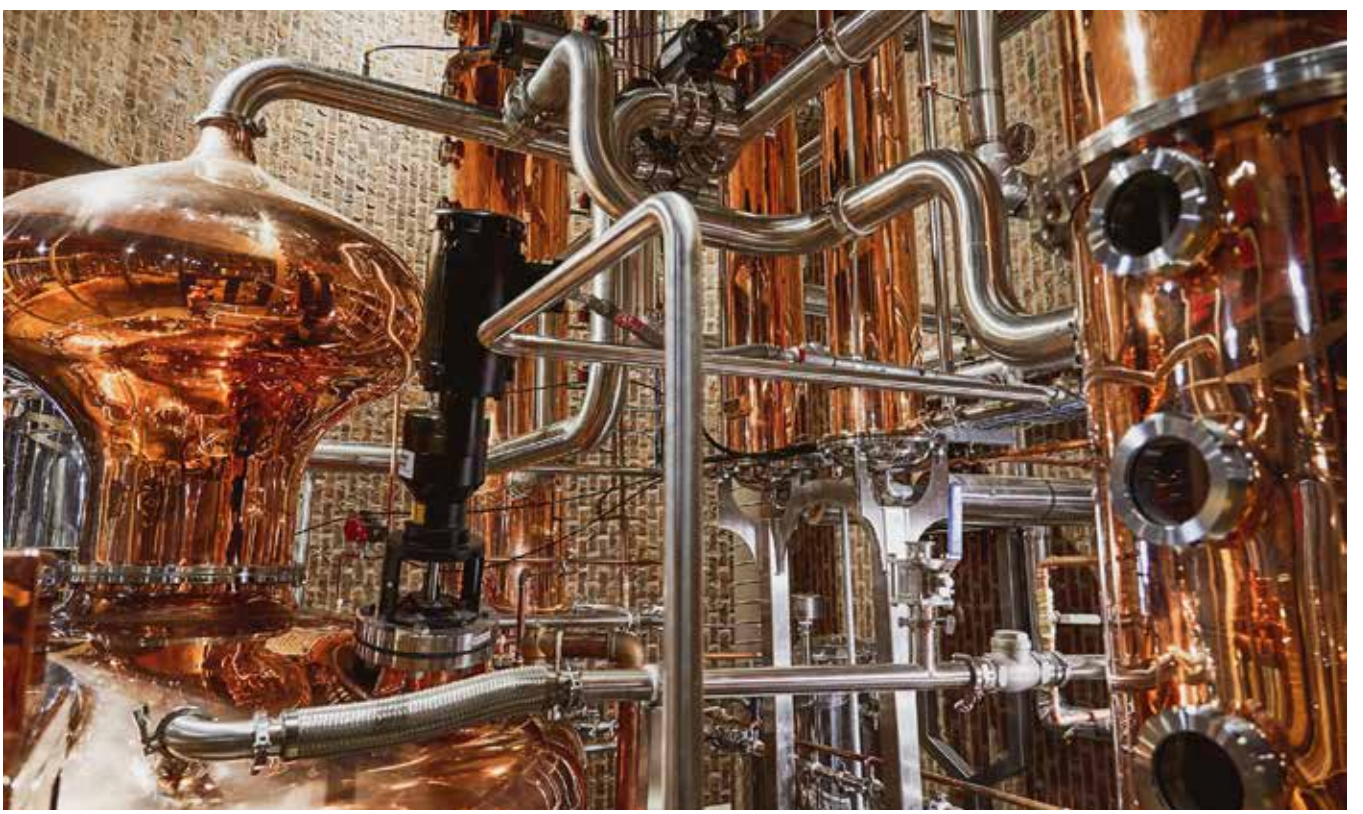
be our bread and butter, but the COVID-19 pandemic created a surge in demand for warehouse and distribution facilities, as well as an increase in the number of companies and commercial buildings seeking capital improvements to entice workers to return to the office. We captured a large portion of the commercial and industrial markets, while continuing to maintain and diversify our retail and hospitality work to include more specialty and luxury builds.

We are also focusing on our key geographies, encompassing the Northeast and the West Coast, expanding our reach with new and existing clients. Internally, we built out our Human Resources team to ensure we capture top talent externally and develop talent internally. This led to the institution of a robust Learning and Development team, along with strategic initiatives focused on expanding our Diversity & Inclusion efforts through recruitment and education.

Leveraging this new team, we made several strategic hires in Operations and Project Management to support our ambitious growth plans and to ensure our clients continue to receive best-in-class service.



As Manhattan's first whiskey distillery since the advent of Prohibition in 1920, Great Jones Distilling Co. was groundbreaking from the start.



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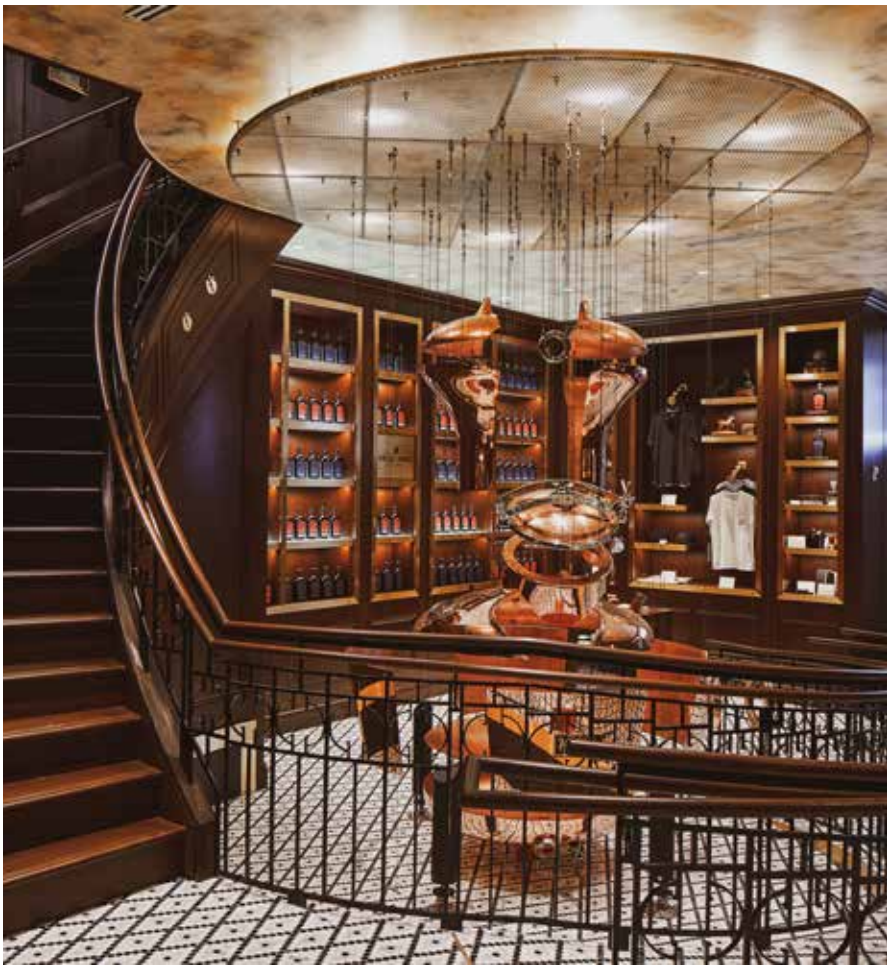

Additionally, we've invested a great deal in construction and project management technology, facilitating remote work in the field and building new resiliency and efficiency into our processes.

What's the biggest issue today related to the construction side of the business?

Material procurement and lead times continue to be issues exacerbated by the economic climate brought about by the pandemic.

However, the biggest issue facing the industry has been here for some time—the workforce shortage. Attracting and retaining talent is a priority for Schimenti and we are proud of our training and development initiatives, including involvement in diversity programs, expanding our post-graduate rotational program, and providing our future leaders the right opportunity to grow and thrive in a diversified and growing business.

What kind of conversations are you having with your customers?

The conversation has evolved far past nuts and bolts. We are very involved with our clients' strategic initiatives, from future planning to social initiatives. Aligning with a client's business and social responsibility objectives is a critical element of an effective partnership and efforts must be measured and reported throughout the construction process.

We work with clients on sustainability goals, MWBE subcontractor goals, and overarching diversity and inclusion goals.

Are you optimistic about how the marketplace has responded to everything happening today?

Yes, very optimistic. The marketplace isn't just adapting, it's innovating. **CCR**

One-on-One with... Schimenti's Matthew Schimenti



What was the best advice you ever received?
If you don't know or have the answer to something simply say, "Let me find out and get back to you" and get the answer in a timely manner.

Second, always be prepared and committed to one's work. Passion and character build credibility which is what builds relationships. This is an industry of relationships.

What's the best thing a client ever said to you?
The best feedback from a client is to hear their needs are being met for the project's success and there are future opportunities.

What's your favorite thing to order at Great Jones Distilling Co.?
Onion soup followed by the steak.



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CIRCLE NO. 19

Annual listing spotlights industry's leading roofing firms

One of the most critical elements to most commercial construction projects is the roofing. With myriad options available, our annual listing showcases some of the leading roofing firms in the retail, restaurant, hospitality, healthcare (and other) sectors. In addition, the report provides the contact information and contact person for each firm. If you didn't make the list, contact Publisher David Corson at davidc@ccr-mag.com.

Active Ventilation Products, Inc.

Martin Kolt, President
311 First St
Newburgh, NY 12550
(845) 565-7770
roofvents.com
emily@roofvents.com

Roofing Product Type: Roof Curbs, Other: Roof Vents, Attic Exhaust Vents, Attic Intake Vents, Soffit Vents, Dormer Vents, Solar Fans, Pitch Pans, Roof Jack Vent Caps

Roofing Product Type: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Other: Residential, Commercial, Industrial

AkzoNobel Industrial Coatings

Columbus, OH 43211
(614) 294-3361
www.coilcoatings.akzonobel.com/us
coilcoatings@akzonobel.com

Roofing Product Type: Metal Panel Roof Systems, Coatings

American WeatherStar

Joe Lovitte, Marketing Director
8095 Padgett Switch Rd.
Irvington, AL 36544
(800) 771-6643
www.americanweatherstar.com
info@americanweatherstar.com

Roofing Product Type: Coatings

Markets Served: Other: Commercial Roofing

Aqua Seal Roofing

Mills Snell, COO
1144 Walter Price Rd.
Cayce, SC 29033
(803) 463-0536
aquasealsc.com
mills@aquasealsc.com

Roofing Product Type: Metal Panel Roof Systems, Built-Up Roofing Membranes (BUR), Polymer Modified Bitumen Sheet Membranes (SBS or APP), Single-Ply Membranes (PVC, TPO, EPDM), Coatings

Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Craft Brewery

Atlas Polyiso Roof and Wall Insulation

Rachel Nooner, Marketing Manager
2000 Riveredge Parkway, Suite 800
Atlanta, GA 30328
(800) 388-6134
Fax: (770) 952-3170
www.atlasrwi.com
rnooner@atlasroofing.com

Roofing Product Type: Other: Polyiso roof insulation

Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Cannabis, Craft Brewery, Other: Education; Commercial Office; Industrial/Warehouse

The BILCO Company

Steve Weyel
370 James Street, Suite 201
New Haven, CT 06505
(203) 934-6363
commercial@bilco.com

Roofing Product Type: Other: Smoke Vents. Acoustical Smoke Vents. Roof Hatches. Safety Equipment. Specialty Access Products.

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Owings Mills, MD 21117
(602) 526-3916
Cell: (602) 526-3916
Fax: (410) 785-6220
www.bvport.com
blake.brosa@bureauveritas.com
Roofing Product Type: Other: All types - Project Management
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Cannabis, Craft Brewery

Central Roofing Co.

Jessica Tesdall,
Mktg. & Comm. Director
4550 Main St. NE
Minneapolis, MN 55421
(763) 572-0230
www.centralroofing.com
info@centralroofing.com
Roofing Product Type: Installer
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Churches, Universities, Sports Complexes, Historic

Chicago Clamp Company

Kevin Barry, Sales Manager
2350 S 27th Ave.
Broadview, IL 60155
(708) 343-8311
www.chicagoclampcompany.com
kevin.barry@chicagoclampcompany.com
Roofing Product Type: Roof Curbs, Structural Support Frames
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government

Duro-Last

Jason Dark,
VP of Sales Operations
525 Morley Dr.
Saginaw, MI 48601
(800) 248-0280
www.duro-last.com
information@duro-last.com
Roofing Product Type: Single-Ply Membranes , (PVC, TPO, EPDM), Coatings
Markets Served: Retail, Hospitality, Restaurants, Healthcare, , Shopping Malls, Federal/Government, Multi-Family

Georgia-Pacific

Marketing Manager
133 Peachtree Street
Atlanta, GA, 30303
(404) 790-6823
www.buildgp.com
mallory.faust@gapac.com
Roofing Product Type: Other: cover board
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family

IMETCO

Josh Younger, Marketing Specialist
4648 S Old Peachtree Rd.
Norcross, GA 30071
(770) 908-1030
Fax: (770) 908-2264
www.imetco.com
info@imetco.com
Roofing Product Type: Metal Panel Roof Systems
Markets Served: Retail, Hospitality, Healthcare, Restaurants, Corporate, Education, Shopping Malls, Federal/Government, Commercial

Karnak Corporation

Chris Salazar, COO
330 Central Ave.
Clark, NJ 07066
(732) 388-0300
Fax: (732) 388-9422
www.karnakcorp.com
csalazar@karnakcorp.com
Roofing Product Type: Metal Panel Roof Systems, Built-Up Roofing Membranes (BUR), Polymer Modified Bitumen Sheet Membranes (SBS or APP) Single-Ply Membranes (PVC, TPO, EPDM), Spray Polyurethane Foam Based (SPF), Asphalt, Coatings
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government

Mainsource Roof Management

Jeff Ansel, Director
Business Development
5442 Frontage Rd.
Forest Park, GA 30297
(770) 500-9681
www.mainsourcemgt.com
jeffa@mainsourcemgt.com
Roofing Product Type: Built-Up Roofing Membranes (BUR), , Single-Ply Membranes (PVC, TPO, EPDM), Solar Panels
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Cannabis, Craft Brewery

Martin Exteriors

Justin Martin
11704 Main Street
Roscoe, IL 61073
(815) 624-6278
www.martinexteriors.com
justin@martinexteriors.com
Roofing Product Type: Metal Panel Roof Systems, Built-Up Roofing Membranes (BUR), Polymer Modified Bitumen Sheet Membranes (SBS or APP), Single-Ply Membranes (PVC, TPO, EPDM), Asphalt, Shakes/Shingles, Tiles, Coatings, Roof Curbs
Markets Served: Retail, Multi-Family


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CIRCLE NO. 21

McElroy Metal

Ken Gieseke, VP Marketing
1500 Hamilton Road
Bossier City, LA 71111
www.mcelroymetal.com
kgieseke@mcelroymetal.com
Roofing Product Type: Metal Panel Roof Systems
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Craft Brewery

MFM Building Products Corp.

Tony Reis, President
525 Orange St.
Coshocton, OH 43812
(740) 622-2645
Fax: (740) 622-6161
www.mfmbp.com
ddelcoma@mfmbp.com
Roofing Product Type: Other: Underlayment
Markets Served: Retail, Hospitality, Healthcare, Multi-Family, , Other: Residential

Polyglass USA

Alexandra Helton, Associate Manager, Marketing Communications
1111 West Newport Center Drive
Deerfiled Beach, FL,33442
(954) 233-1432
www.polyglass.us
ahelton@polyglass.com
Roofing Product Type: Polymer Modified Bitumen Sheet Membranes (SBS or APP), Coatings
Markets Served: N/A

Progressive Materials

Klaus Schlimm, Director of Marketing
540 Central Ct.
New Albany, IN, 47150
(812) 944-7803
klaus@pmsilicone.com
Roofing Product Type: Coatings
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Cannabis, Craft Brewery

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Jessica Haddock, Marketing Manager
8750 Walker Rd.
Colorado Springs, CO 80908
(888) 825-3432
Fax: (719) 495-0045
www.s-5.com
jhaddock@s-5.com
Roofing Product Type: Snow Guards, Other: Solar metal roof attachments
Markets Served: Retail, Hospitality, Restaurants, Healthcare, Shopping Malls, Federal/Government, Multi-Family, Craft Brewery

Smart Chute By Quest

Gil Ruiz, Sales
1580 Ocean Ave
Bohemia, NY, 11716
(631) 691-1184
www.questmf.com/smartchute.php
smartchute@questmf.com
Roofing Product Type: Other: Smart Chute Construction Debris Removal System
Markets Served: Other: Roofing/Construction

Snoblox-Snojax

National Sales Manager
671 Willow Street
Lemoyne, PA 17043
800-SNO-JAX1
Fax: (423) 999-0107
www.snoblox-snojax.com
howie@snojax.com
Roofing Product Type: Snow Guards
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Bob Spreat, Director, Messaging and Marketing Communications
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Beachwood, OH 44122
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bspreat@tremcoinc.com
Roofing Product Type: Metal Panel Roof Systems, Built-Up Roofing Membranes (BUR), Polymer Modified Bitumen Sheet Membranes (SBS or APP), Single-Ply Membranes (PVC, TPO, EPDM), Eco-Green Roofing Systems, Snow Guards, Coatings, Roof Curbs, Other: Liquid Applied Roofing Systems, Canada-specific Roofing Systems
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CIRCLE NO. 22



Central Pennsylvania Clinic

Location: Belleville, PA
Designer: Henry Architecture and Design
Contractor: Sunset Construction; **Subcontractors:** Fisher's Roofing, A.B. Martin Roofing Supply, E.B. Martin Roofing, Kyfus Metals Sales S-5!

The Central Pennsylvania Clinic is a nonprofit medical clinic for children and adults with rare, inherited genetic disorders prevalent among the Amish and Mennonite people. The local community came together to build the facility, with local companies donating labor and materials. Modeled after the Clinic for Special Children in Strasburg, Pennsylvania, a second location was established in Belleville. The building was erected in true Amish fashion, with the community organizing to complete the task much like an old-fashioned barn raising.

Aaron Lodge No. 9 Adaptive Reuse "30 Mac"

Location: Princeton, NJ
Designer: JZA
Contractor: ML 7 Construction & Design LLC
Subcontractor: Harrison-Hamnett, PC; MaGrann Associates

With his firm JZA+D, architect Joshua Zinder, AIA, LEED AP, converted a historic masonry and timber frame structure near the center of Princeton, New Jersey, to a multifamily residence. The design for this innovative adaptive reuse introduces an appropriate, much-needed increase in density—helping to fill the "missing middle housing" gap in the area—while preserving one of this quiet, walkable neighborhood's most iconic buildings and restoring its outward appearance. The sustainably designed project has received Gold-level certification under the LEED for Homes green building standard.





Valvoline Instant Oil Change

Location: Friendswood, TX
Designer: Harrison French & Associates
Contractor: Triad Construction, Inc.

The Valvoline Instant Oil Change service center sits in the heart of Freindswood, Texas, offering a variety of services, including checks on air filters, tire pressure, windshield wipers and fluid, power steering fluid and antifreeze, and headlights and taillights. The 3,570 square feet facility features three oil change bays and customer lobby area. The service center was built despite supply chain delays in materials, including overhead doors, which took more than 23 weeks to deliver. In addition, there were delays in the wood framing materials and price fluctuations in metal component costs.

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University of California San Francisco Joan and Sanford I. Weill Neurosciences Building

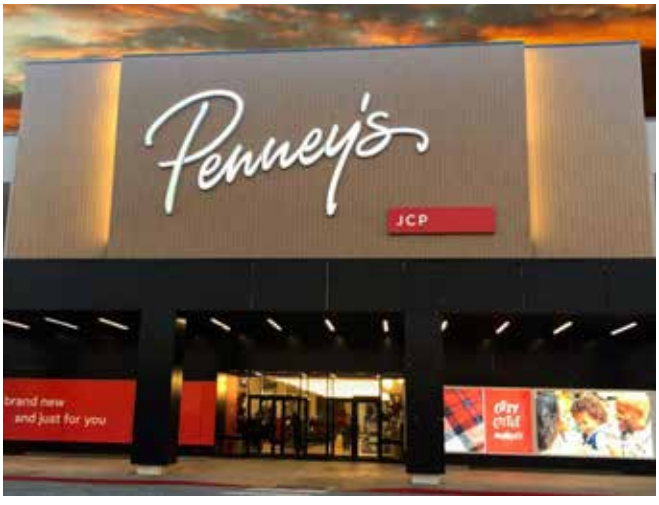
Location: San Francisco, CA
Designer: Mark Cavagnero Associates (design architect), SmithGroup JJR (executive architect)
Contractor: DPR Construction; **Subcontractors:** ACR Glazing Contractors (glazing), Glass-Pro (glass), Trex Commercial (architectural railing)

The Joan and Sanford I. Weill Neurosciences Building at the University of California San Francisco (UCSF) is one of the world's most comprehensive neuroscience centers. Among its most striking features is the abundance of light. From the skylit six-story central atrium and sunbathed patient-treatment rooms to the rows of daylit lab benches and broad, sunset-facing rooftop terrace, the building harnesses the healing powers of light. The interior also features a nature-inspired palette of colors and materials, including sycamore wall panels, oak flooring and furnishings in olive green, slate blue and dark brown—all intentionally chosen to be calming to visitors, patients and staff.

JCPenney BDS/Brand Defining Store

Location: Hurst, TX
Designer: CREATE Architecture Planning & Design, pllc/Jackman
Contractor: Schimenti Construction

This JCPenney store is a remodel of an existing JCPenney as its brand defining store. The store is a technologically advanced concept that functions as a test Lab for new and individual departments built around data and insights learned from data and intel. The technologically advanced store includes JCP first-time offered fitness classes, men's barbery and personal styling. Both floors went through a major renovation to put today's customer at the center of business and experiential retail at its core. The exterior entrances were also renovated to reflect the new experience.





PromoWest Pavilion at Ovation

Location: Newport, KY
Contractor: Corporex
Subcontractors: TruCraft Roofing

PromoWest Pavilion at Ovation will host up to 400,000 music fans in the region each year with 180 events. Located just across the river from Cincinnati, the project eventually will include residential units, office space, retail, entertainment, hotels, and more. The signature element of PromoWest Pavilion is a 24,000 square foot roof, which was a major focal point of the building's design. The roof includes three double leaf smoke vents, which were manufactured by The BILCO Company. The vents help protect the building in case of a fire.

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CIRCLE NO. 24



Sgt. Clean Car Wash

Location: Strongsville, OH
Designer: Blatchford Architects
Contractor: Fortney & Weygandt Inc.

The new Sgt Clean location had a challenging narrow site that required precise coordination of the schedule and subcontractors. The narrow site often prevented multiple subs from working on the project at the same time due to staging and material storage. Therefore, it had to develop a multi-phasing system to allow trades people to work unencumbered while also staying on schedule. Additionally, the construction team poured concrete through the winter utilizing ground heat and blankets. The creativity in phasing and scheduling has resulted in the award of two more projects with the brand for the builders.

Saks Fifth Avenue Bal Harbour

Location: Miami Beach, Florida
Designer: NELSON Worldwide, HVC Global Design
Contractor: Glass installer: Miller Glass & Glazing

The renovation of Saks Fifth Avenue Bal Harbour focused on modernizing the shopping experience at the store, which has been part of the Bal Harbour area since 1976. Bal Harbour, home to more than 100 of the world's most famous brands, is one of the highest grossing centers in the world. More than 3,000 square feet of tailored Bendheim Fade glass was included in the renovation. Architects selected laminated glass with customized color interlayers that smoothly transition in hue across the entire height of the glass, which is nearly 12 feet tall.





Macy's Moorestown Conversion

Location: Moorestown, NJ
Designer: CREATE Architecture Planning & Design, pllc
Contractor: Rycon Construction

The Macy's conversion at Moorestown Mall, exemplifies today's ever-changing retail landscape—rejuvenating a vacant mall anchor into a dynamic multi-tenant lineup. The redevelopment offers an opportunity to bring highly sought after, first-to-market retailers to a vibrant market—enabling the owners to further distinguish the property. The architecture of four new tenants enhanced the standard tenant prototype and elevated the facades to create a unique design to a two-story structure. The end result is a great atmosphere to shop, both day and night.

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Hawkers Asian Street Food - East Nashville

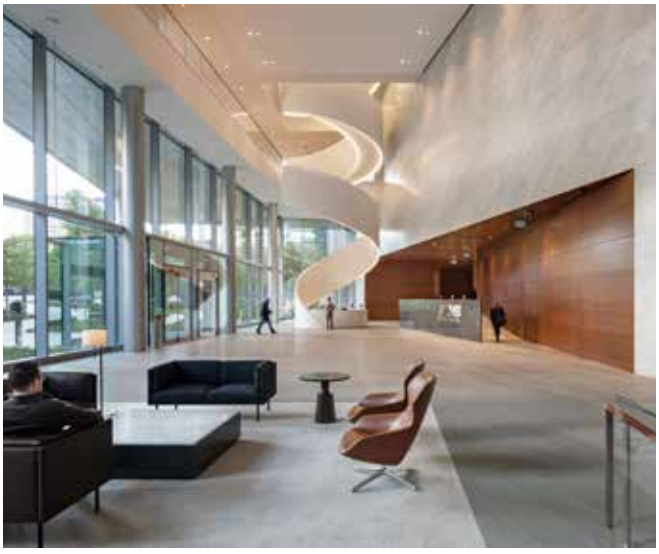
Location: Nashville, TN
Designer: Hawkers Design Team; Architect Interplan LLC
Contractor: Balfour Beatty Construction LLC
Subcontractors: Chandler Signs, Regency Lights, Contract Equipment Specialists, Xtreme Installations, Hatch Studios

Located in the heart of East Nashville, Hawkers chose Music City because of its cultural diversity and historic character. Hawkers and Interplan collaborated to give the former bar new life with a colorful homage to the streets of Southeast Asia. Faced with challenges from the pandemic and area tornadoes in 2020, design and construction teams were able to complete the restaurant, bar and patio design, including, but not limited to, graphic poster walls, neon signs, colorfully painted pipes, custom furniture, and interior/exterior murals.

Norfolk Southern Headquarters

Location: Atlanta, GA
Designer: HKS (Base Building Architect); HOK (Interiors Architect)
Contractor: HITT (Interiors GC); HKS (Base building GC)

Along with Norfolk Southern and a master systems integrator (MSI), JLL's Smart Building technology effort combines intelligent, automated and highly efficient building systems with customized employee and enterprise applications. The Smart Building app allows its employees to manage day-to-day interactions like room reservations, food ordering, parking, facilities request, mobile credentials and fitness. Targeting LEED NC Gold Certification, the headquarters includes health and wellness features such as sit stand workstations, fitness center, healthy food options and enhanced daylighting.





Levine Cancer Institute II

Location: Charlotte, NC
Designer: Little Diversified Architectural Consulting Inc.
Contractor: Rodgers Builders Inc.; **Subcontractors:** Bloc Design, Specialized Engineering Solutions; Bennett & Pless; WMB Architects

Levine Cancer Institute is the first cancer center in the world to be certified by the Planetree Organization. The expansion's planning approach included patient experience workshops in collaboration with the Patient/Family Advisory Council, which spurred the adoption of key guiding principles. These principles manifest in unique experiences such as an interfaith chapel near the main entry, centralized lab and registration, improved dining options, infusion bays with vegetative roof views and natural light throughout. Their mission is to provide a comforting experience for patients, families and caregivers.



sset Strategy: Two22 Tower, Minneapolis





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CIRCLE NO. 26



Aperture Estate Vineyards Tank Room

Location: Healdsburg, California
Designer: Signum Architecture LLP
Contractor: Grassi & Associates; **Designer-builder:** Soule Building Systems; EXTECH/Exterior Technologies Inc.

The 32-acre Aperture Estate Vineyards recently opened its new production facility in Healdsburg, California, championing Bordeaux-style wines from the Alexander Valley and Sonoma County's premier cool-climate. Expansive vistas of vineyards first planted in 1912 and the northern Russian River Valley greet Aperture's staff and visitors. Providing a continuous expanse of diffused, natural daylight, the north wall of its new 24,000-square-foot Tank Room features a long-spanning, translucent polycarbonate, interlocking wall system. The system was custom-designed to uphold the project's exact aesthetic goals, engineered to meet the performance and sustainability requirements, and fabricated to ensure fast, smooth and accurate installation.

Gordon Ramsay Fish and Chips

Location: Orlando, FLA
Designer: CESO, Inc
Contractor: Keator Construction

The Gordon Ramsay Fish and Chips concept was born from the heritage at the brand's heart—world-renowned multi-Michelin starred chef and international TV celebrity Gordon Ramsay, who is featured in shows that include Hell's Kitchen, MasterChef. MasterChef Junior and Gordon Ramsay's American Road Trip. Gordon Ramsay. His authentic take on classic British street food inspired this unique quick-paced environment, which offers an excellent fast-casual meal with no reservations required. Since Gordon Ramsay Fish & Chips opened in Las Vegas in 2016, the restaurant has served over 750,000 fish & chips.





The Gateway at Wynwood

Location: Miami, FL
Designer: Kobi Karp
Contractor: Plaza Construction
Subcontractor: Jones Architectural Creations

Featuring a custom designed and fabricated rolling retention trolley, The Gateway at Wynwood offers this with a specialized, remote control crane to accommodate the unique conditions of this project. Through collaboration with general contractor, Plaza Construction, and designer, Kobi Karp, Jones worked within the limitations to meet weight load requirements and crane capacity. There were many iterations of the panel design and how it was fabricated so that the panels were light weight for precise installation within inches of the no-go zone.

Photo credits: (Middle image) Gordon Ramsay North America

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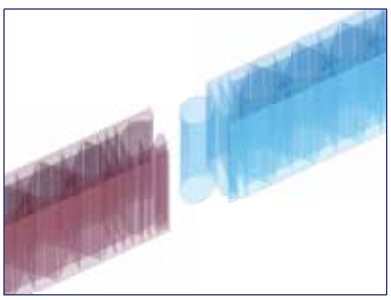

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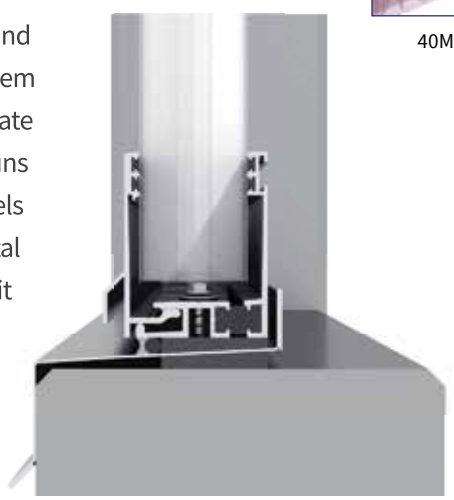

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CIRCLE NO. 27

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Petco Reddy SoHo Boutique

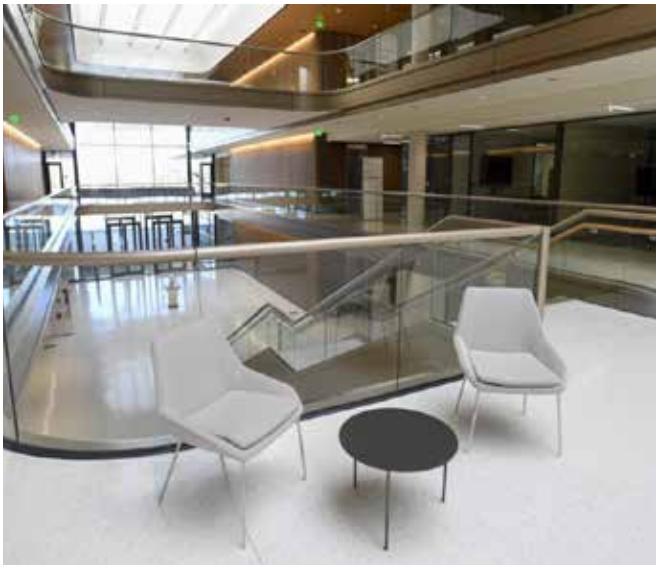
Location: New York City, NY
Designer: Little Diversified Architectural Consulting Inc.
Contractor: Production Contracting

Reddy Soho Boutique is New York City's latest boutique and the first concept flagship for Petco's lifestyle and fashion related brand for dogs. Located in Manhattan's Soho district, the new store has an urban boutique feel with an industrial design, complemented by Reddy's signature bold color palette, patterns and textures. Designed to offer an elevated shopping experience, the store features Reddy merchandise and an array of exclusive, pet-centric experiences.

PGA Tour Global Home

Location: Ponte Vedra Beach, FLA
Designer: Foster + Partners;
Contractor: Clark Construction
Subcontractors: Cardinal and Crista Curva (glass), Harmon, Inc. (glazing), Trex Commercial (architectural railing)

Inspired by the lush greenery of Sawgrass' Tournament Players Club, the PGA Tour Global Home features a distinctive indoor-outdoor concept that emphasizes the local environment while encouraging natural light to flow throughout the building. The highly sustainable, LEED Gold-certified building boasts nearly 17,000 square feet of photovoltaic solar panels installed on the roof, along with design elements promoting daylight by harnessing sunlight as a light source and mood enhancer. The amenity-rich environment also features an indoor golf simulator, four outdoor terraces, six wellness centers and a fitness center, along with nearly 100 meeting spaces and open work areas.





Scotlynn USA Division Inc.'s North American Corporate Headquarters

Location: Fort Myers, FLA
Designer: McHarris Planning & Design
Contractor: Seagate Corporate LLC
Subcontractors: McHarris Planning & Design, MEP Engineering – NPS Consulting LLC, Select Structural, Quattrone & Associates Inc.

The Scotlynn USA North American Corporate Headquarters' three-story, Class-A, state-of-the-art office building provides multinational transportation and logistics services. The design features corrugated metal wall panels in the interior that mimic containers hauled by tractor trailers, reflecting Scotlynn's core business. It also offers a gym, basketball court, cafeteria, indoor/outdoor recreational space with an eating area, and private offices and collaboration centers. These amenities are geared toward a young staff who will find everything they need and want in the workplace and embrace the Scotlynn culture as a result.

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CIRCLE NO. 28



Emory Musculoskeletal Institute

Location: Atlanta, GA
Designer: KMG Design Group (Orlando, FLA)
Contractor: Structor Group; Brassfield & Gorrie
Subcontractor: G&S Glass
Decorative Glass Fabricator: General Glass International (GGI)

A new specialty medical office building, the Emory Musculoskeletal Institute includes a Surgery Center, office space and a research facility with six operating rooms, four procedure rooms, preop/postop, two MRIs, radiology, physical therapy, 72 exam rooms, a 15,000-square-foot advanced research lab, a teaching operating suite, administrative offices for Orthopedics, and a 10,000-square-foot conference center. The medical office building also includes a new 800 space parking deck. Structor Group is very proud to be Joint Venture partners with Brasfield Gorrie for this venture.

EMD Serono Horizon Building

Location: Billerica, MA
Designer: PM Group; INTEC Group Inc.
Contractor: Erland Construction Inc.

The EMD Serono Horizon Building consists of a steel frame with composite concrete slab on decks. The facade of the structure consists of approximately 40,000 square feet of 3-inch insulated metal panel, and 34,000 square feet of curtainwall (nearly 50% of the facade is glass). In addition, the Horizon Building places an emphasis on sustainability. It was designed and constructed to meet LEED green building standards. The building is made up of 16.9% of sustainable materials and 89.09% of materials used to construct the facility were recycled.





Hampton Inn by Hilton

Location: Blue Ridge, GA
Designer: C Design Studio
Contractor: Humphrey's and Associates

Located in the vibrant town of Blue Ridge, Georgia, this Hampton Inn by Hilton features an inviting rooftop bar that overlooks a selection of galleries and a great live music scene. The Hampton Inn team also commissioned local artists to create pieces for all of the artwork in the public spaces and restroom areas. Guests can take advantage of a ride on the Blue Ridge Scenic Railway or hike the Chattahoochee National Forest, which is connected to the town overlooking the Blue Ridge Mountains.

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CIRCLE NO. 29



Two22

Location: Minneapolis, MN
Designer: NELSON Worldwide
Contractor: Gardner Builders
Subcontractors: Michaud Cooley Erickson - Engineering Solutions; ERA Structural Engineering

The fifth tallest building in Downtown Minneapolis, Two22 was the most recent of the city's building repositioning boom. Following its sale to Lingerfelt CommonWealth Partners, the former Campbell Mithun Tower was rebranded as Two22. To differentiate Two22 from those nearby, the building repositioning included a main entry upgrade, first floor and second floor atrium, tenant amenity lounge, conference center, building management office, elevator lobbies, fitness center, coffee shop, full-service restaurant and bar, retail spaces and marketing suite.

Nike by Williamsburg

Location: Brooklyn, NY
Designer: Studio Superette
Contractor: Schimenti Construction
Subcontractor: Henderson Engineers Inc.

Nike by Williamsburg is the athletic giant's latest door to open in the Big Apple and the 12th Nike Live store concept in the nation. The store is digitally enabled, offering a revolutionary, data-driven experience for shoppers, with merchandise curated specifically to the tastes of local customers. Nike by Williamsburg provides convenience-led services, including online purchases, in-store pick-up, and digital returns. This Nike Live store is the first to break barriers, featuring genderless mannequins and a gender-neutral apparel section with extended sizing. Located at 81 N. 6th St., the store spans two floors and contains 6,000 square feet of retail space. It also has achieved LEED Certification.





Morongo Casino Resort & Spa

Location: Cabazon, CA
Designer: Lifescapes International, Inc.
Subcontractor: MediaWorks, a division of Omnicore LLC, EXTECH/Exterior Technologies Inc.

Arriving at California's Morongo Casino Resort & Spa, wind-driven, flapper-panel walls line the drive to the main entrance and greet guests with movement and illumination. These sculptural feature walls showcase more than 4,500 metal flappers within the façade system. Owned by the Morongo Band of Mission Indians, the AAA Four Diamond resort and casino's grand entry was envisioned by Lifescapes International. A landscape architectural firm specializing in destination resorts, its concept included multiple freestanding columns of LED screens displaying changing visual patterns set in front of a dynamic curtain of flapper-panel walls.



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CIRCLE NO. 30



Seagate Development Group Corporate Headquarters

Location: Fort Myers, FLA
Designer: McHarris Planning & Design
Contractor: Seagate Corporate LLC
Subcontractors: McHarris Planning & Design, MEP Engineering – NPS Consulting LLC, Select Structural, Quattrone & Associates Inc.

The state-of-the-art, two-story Seagate Development Group Corporate Headquarters features a forward-thinking approach that complements how people work today and how they will work in the future. The office building conveys a timeless sense of strength and modern influences that reflect the core values of the company, offering ample space for collaboration and creativity. Both floors include floor-to-ceiling windows, glass-walled offices and advanced smart technology throughout. A hotel-style lobby and lounge set the tone for the Ritz-Carlton-level service that everyone will experience when they enter.



TQL Stadium

Location: Cincinnati, OH
Designer: Populous
Contractor: Turner
Subcontractor: Jones Architectural Creations

The exquisite exterior of the newly opened TQL Stadium was engineered, fabricated and installed by Jones Architectural Creations. TQL is a soccer-specific stadium and home of FC Cincinnati, a Major League Soccer (MLS) team that had been temporarily playing at Nippert Stadium. The stadium is located in the West End neighborhood, at the former site of Stargel Stadium on Central Parkway at Wade Street. It was proposed in 2016, as part of the team's bid for the MLS expansion franchise. Jones Sports managed the project, including upfront design and marketing.



Grand Central at the Junction Apartments & Mixed-Use Community

Location: Wentzville, MO
Designer: Architect: Rosemann & Associates; Premier Design Group, G&W Engineering Corporation
Contractor: Mia Rose Holdings

The Grand Central at The Junction is an upscale mixed-use apartment community that supports the high need for rental housing in Wentzville. Conveniently situated near the I-70 and I-64 interchange in Wentzville, The Junction provides 180, one- and two-bedroom apartments near two restaurants, event space, a hotel and a 3,000-square-foot commercial fitness center in the development. Designed for residents to live, play and relax, amenities include a resort-style heated saltwater pool and sun deck, sand volleyball pits, clubhouse with a pool table, fireplace and lounge, community BBQ and picnic area, bike racks, outdoor lounge with firepit, fitness center, pet-friendly policies and coffee bar.

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CIRCLE NO. 31



Charles Schwab – Renovation, Rebrand & Expansion

Location: Orange Village, OH
Designer: Hurkes Harris Design Associates, Inc.
Contractor: Fortney & Weygandt Inc.

The Charles Schwab renovation, rebrand and expansion project featured the renovation of an existing TD Ameritrade branch along with new construction for expansion. The construction team worked through the challenge of keeping the existing branch open to customers during construction by completing the project in phases. Part of the mission behind the Charles Schwab locations is that every local branch is intimately involved in the events and organizations that support the surrounding community.

STOMP (Secured Temporary Office Modular Project) US Navy SPAWAR

Location: San Diego, CA
Designer: Alan Jackson Architect & EPIC Engineering
Contractor: K-Con Inc.
Subcontractors: HPS Mechanical, SDME, Premier Electrical, Alatorre's Drywall, Cole's Fine Flooring, Industrial Fire, Panel Built, TL Shield, Arta Construction & Painting, OCI, Partition Specialties

STOMP, which was designed to meet the needs and budget for the US Navy, is a modular stand-alone office space. The secure level rated facility adheres to the rigorous requirements of SCIF and SIPRNet. The two-story facility was formerly a WWII aircraft assembly plant. The project, which had limited space, as well as limited access due to the high security location, was completed within budget.





Silverstar Car Wash Midwest Headquarters

Location: Sioux Falls, SD
Designer: VanDeWalle Architects
Contractor: Hegg Construction

Silverstar Car Wash's Sioux Falls headquarters also features a car wash, training center and regional parts storage. In addition, the now renovated site is the new home to the Silverstar operations staff and installation team. The design enables Silverstar to bring its corporate support and maintenance team together in one place. Founded in 2010, Silverstar Car Wash is the premier Midwest car wash chain with 10 locations in Sioux Falls.

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CIRCLE NO. 32

Congrats to all the 2022 Project Profile Award Winners



Versace

Location: New York City, NY
Designer: AZA Design
Contractor: Schimenti Construction
Subcontractors: Orion Interiors, CM Richey, Jos. Curvino, Weather Champions

Versace opened its boutique doors in SoHo on Mercer Street with a fabulous mix of modern curved plexiglass panels, the brand-new store captures the brand's powerful vision for the future while staying true to Versace's instantly recognizable aesthetic. At approximately 3,000 square feet, the space features marble floors with the brand's signature Greca-patterned and sculpted Medusas that depict the brand's iconic designs in a contemporary way that perfectly fits the location. The space is LEED Gold-certified applying the highest environmental standards to materials selection for all parts of the boutique.

Long Island Rail Road (LIRR), Lynbrook Station

Location: Lynbrook, NY
Contractor: Zion Contracting, LCC; EXTECH/Exterior Technologies Inc.

New York's Lynbrook Station renewal project showcases new waiting areas and outdoor platforms for passengers taking the Long Island Rail Road (LIRR). The station's new translucent skylight and canopy systems help shelter passengers and commuters from the sun and rain. Originally constructed in 1936, the station was built before WWII. In need of significant modernization improvements to serve its approximately 5,000 weekday riders, the Metropolitan Transportation Authority (MTA) and the LIRR embarked on a $17.9 million initiative to upgrade the station's infrastructure and customer experience.





Glorya Kaufman Performing Arts Center

Location: Los Angeles, CA
Designer: AUX Architecture
Contractor: Shawmut Design and Construction
Subcontractor: Cal Pac Sheet Metal, Inc.

The new Glorya Kaufman Performing Arts Center (GKPAC) at the Vista Del Mar Child and Family Services campus in Los Angeles presents a warm, inviting welcome to students of all abilities. Designed by AUX Architecture, this adaptive reuse project repurposed a 1965 temple renovating the original building and its congregational space into a 300-seat theater. Achieving the transformative, architectural vision, the interlocking polycarbonate translucent wall system helps meet the Center's multiple aesthetic and performance requirements.

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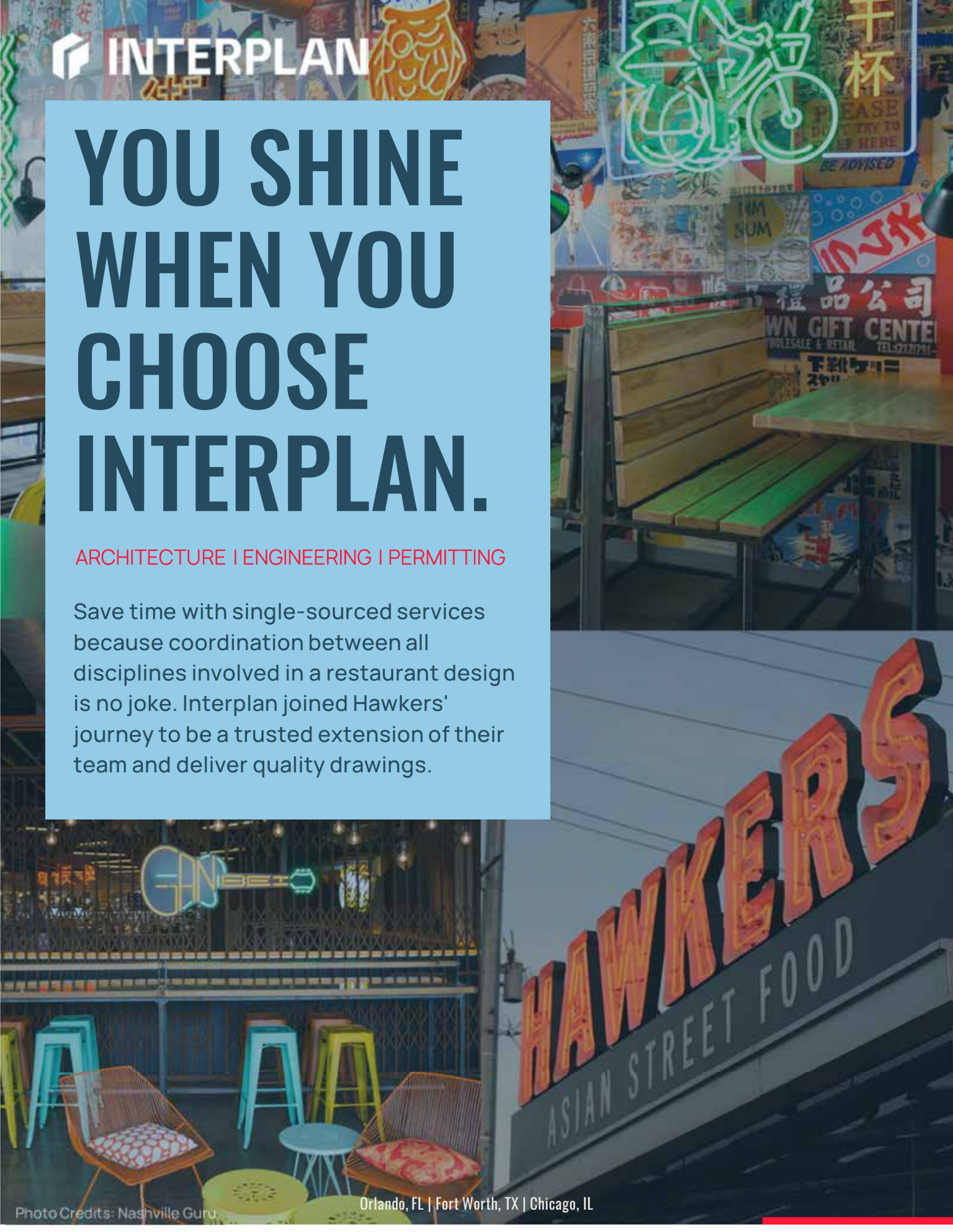

Photo Credits: Nashville Guru

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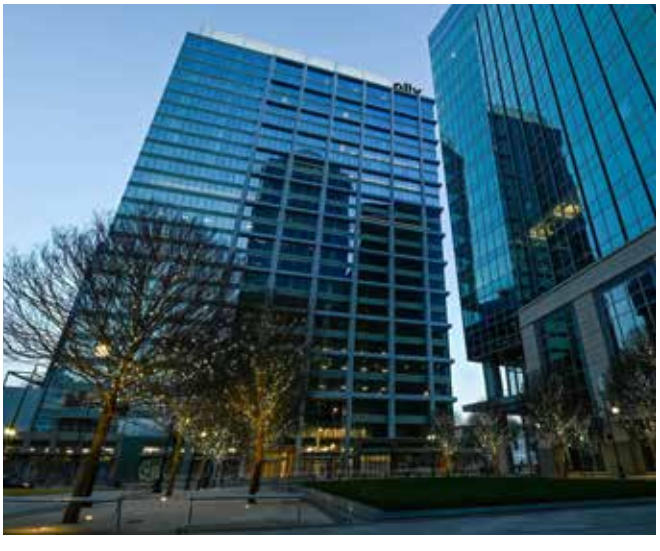
CIRCLE NO. 33



The Factory Entertainment Venue

Location: Chesterfield, MO
Designer: Sustaita Architects, O'Toole Design
Contractor: Keystone Construction Company
Developer: The Staenberg Group
Subcontractor: Fenix Construction Company; Logic Systems

The first performance venue built from the ground up in the Midwest in 20-plus years, the 52,000-square foot, tilt-up building was constructed using 50,000-plus square feet of interior slabs and some 40,000 square feet of concrete tilt-up wall panels. In all, the project included 6,346 cubic yards of concrete and over 300,000 pounds of rebar. The multi-tier facility, which opened last summer, is reminiscent of old manufacturing spaces with finishes, including weathered wood, open metal work stairs, exposed brick and stone, industrial lighting fixtures and polished concrete. The venue is an anchor in the redevelopment of an outlet mall into The District at Chesterfield entertainment complex.



Buddy Holly Hall of Performing Arts and Sciences

Location: Lubbock, TX
Designer: Diamond Schmitt Architects, MWM Architects, Parkhill Smith & Cooper Inc.
Contractor: Lee Lewis Construction Inc.
Subcontractors: Texas Industrial Glass, YKK AP America Inc., Fiblast Alabama, Curtainwall Design Consultants

West Texas' largest dedicated performance venue, the Buddy Holly Hall of Performing Arts and Sciences features a modern design that reflects the layered rock formations of Texas canyons. The gently sloping north facade eclipses a taller south facade, enveloping the main theatre space at the tallest section. Targeting LEED Silver, the facade balances various approaches to creating shade to counter the South Plains' extreme temperature fluctuations by using long overhangs, angled concrete fins, and deep-set ribbon windows to cool the building and filter light, without obstructing views of the wide vista surrounding the Hall.



Ally Charlotte Center

Location: Charlotte, North Carolina
Designer: Little Diversified Architectural Consulting, CD+M Lighting Design Group
Contractor: Brasfield & Gorrie, LLC
Subcontractor: EXTECH/Exterior Technologies Inc.

Developed by Crescent Communities, Ally Charlotte Center's new, contemporary, Class A mixed-use office tower rises 26 stories and spans 750,000 square feet. Positioned at the gateway to Uptown and at the South End entrance to the burgeoning Stonewall Corridor, it adds a new dimension to the evolving skyline in Charlotte, North Carolina. Following four years of development and construction, the project earns its place as a new landmark. With respect to its footprint, the project is pursuing certification through both the US Green Building Council's LEED program and the International WELL Building Institute.



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CIRCLE NO. 34



Virgin Hotels, Canopy

Location: Las Vegas, NV
Designer: Klai Juba Wald Architects, Ltd
Contractor: Taylor; **Subcontractor:** Jones Architectural Creations

Virgin Hotels, Canopy was brought to life as the defining architectural feature of the property. The blade look was achieved through clever engineering and modular construction techniques to make installation as quick as possible. Large sections of the custom finished, Rimex clad canopy were built, delivered and lifted into place to avoid the time it would take to build onsite using traditional construction techniques. The overall look is stunning to the eye and the scale of the canopy is a site to behold, while standing underneath.

Ganzhorn Suites

Location: Avon, OH
Designer: PH7 Architects
Contractor: Fortney & Weygandt Inc.

The Ganzhorn Suites is a highly specialized memory care assisted living community committed to helping residents with Alzheimer's disease and other forms of dementia. The facility—which includes 64 private suites (with private baths) within four small households—takes a unique approach with its household design to reduce the risk of exposure, spread and cross-contamination of viruses (like COVID-19). The purpose-built design creates smaller, more familiar spaces where residents feel safe and at ease. State-of-the-art safety and monitoring systems allow residents to enjoy maximum freedom in a protected environment.





15000 Aviation

Location: Hawthorne, CA
Contractor: Stuart Dean Company

A striking, early example of Late Modern "high technology" architecture, 15000 Aviation received a 21st-Century facelift with a refinishing the building's 40,000-square-foot Class One clear anodized aluminum exterior from the ground floor to the roof—including all window surrounds, window frames, façade panels, soffit panels and turns. The first step involved conducting a full NACE inspection of the façade to better understand its condition and determine the best path for restoration. At the building owner's request, Stuart Dean expedited the coating project, using up to 16 technicians at a time to complete the work in five months.



Willis Tower

Location: Chicago, IL
Designer: Gensler
Contractor: Turner, Clayco
Subcontractor: Christopher Glass Services of Chicago

Formerly known as the Sears Tower, the building was the tallest in the world when it opened in 1974 and held that mantle for more than 25 years. Today, Willis Tower is the third tallest building in the US and the Western Hemisphere. The project includes more than 2,700 square feet of architectural glass from Bendheim. Backlit, translucent white glass stair risers highlight the main exterior staircase. The lobby includes textured, 40% post-consumer recycled gothic glass in clear and translucent white. Houdini linear privacy glass was also specified in a security area to obfuscate security equipment, and white and grey colored glass was installed in the lobby.

City of League City Animal Adoption Center

Location: League City, TX
Designer: Jackson & Ryan Architects
Contractor: Triad Construction, Inc.

Serving as a comfortable and desirable space for residents to adopt an animal, the City of League City Animal Adoption Center includes space for educational opportunities and community events. In addition to increased dog and cat kennel capacity, the center features breakroom area and a few offices, meeting and education rooms, memorial garden, dog exercise area and community cat room. It also has a cat play and kennel area, as well as indoor/outdoor kennels for the canines, shipment receiving and storage area, enhanced lobby area with raised ceiling.



Congrats to all 2022 5th Annual Project Profile Award Winners

For reprints of awards on any articles, reach out to davic@ccr-mag.com.

COMMERCIAL Construction & Renovation



Back to school

Getting educated on today's school flooring

By Ron Treister

Looking back through time, it seems that the floors of yesterday's venerable schools and universities traditionally consisted of poured-in-place terrazzo. For the most part, terrazzo was durable, easy to clean and seemingly lasted for a building's lifetime. It gained popularity with architects in the United States beginning around the 1920s, offering unlimited design options utilizing different color and size aggregate chips combined with a binder of cement or epoxy that is poured in place and then polished until smooth.

Changes came, and from the late 1940s, the flooring material of choice for education projects became vinyl composite tile (VCT). Found in many schools built since that time, this go-to flooring solution is durable, long-lasting and relatively easy to maintain. VCT visuals made for an easy transition as VCT visuals are similar to terrazzo, so the look achieved was essentially the same with a lower initial cost.

But like practically everything else in construction, times changed and so did the specification of flooring for schools. There are two factors that have brought newer flooring products into today's architectural specification for school floors. One, obviously, is cost. Customers are always looking for a

(top image) Photography courtesy of Crossville, (opposite page) Photography courtesy of Armstrong Flooring

way to save on investment, providing that the investment guarantees performance.

Another factor in the changeover is ease of installation. Terrazzo's installation process is a specialized, multi-step process, while VCT installation is a less complex procedure and can be easily installed. Why? Because the tiles being used are typically 12 inch x 12 inch in size, which makes them extremely easy to handle while installing.

Commercial Construction & Renovation recently caught up with Jane Twombly, Director of Specifications at Belknap White. She and her team regularly call on decision-makers at architectural firms that specify flooring within the school and university sector.

Schools traditionally used terrazzo for their flooring requirements. Over the years, construction has included VCT-resilient flooring products. What products are being specified?

Older schools tended toward terrazzo floors, and then came the transition to the basic, but workhorse 12-inch x 12-inch VCT resilient tiles. VCT became popular for many reasons. Designers could easily combine multiple colors for different purposes, such as creating designs for wayfinding or utilizing the school's colors. And the format is easy for flooring installers to handle

We now are seeing a transition to LVT's (luxury vinyl tile) with a 20-mil commercial wear layer, conceived to stand up to the daily foot traffic of typical school environments. Belknap distributes Armstrong® Flooring, which offers a wide variety of commercial resilient flooring options appropriate for educational spaces.

In what format are resilient products specified for schools?

All types of resilient flooring are being specified for educational projects. They are a smart choice when it comes to ease of installation, variety of visuals and ease of maintenance. While specifying today's LVTs with a 20-mil commercial wear layer for major public common areas and classrooms are gaining momentum, we still are providing a great deal of 12-inch x 12-inch VCT for specification throughout school spaces.

Another valid option can be sheet goods with a commercial wear layer, which also is being specified. Additionally, rubber flooring is being specified in the educational segment.

Is resilient flooring being specified for restrooms, or are other materials being selected?

For restrooms, resilient isn't practical, therefore restroom floors are being specified with porcelain tile and walls with ceramic tile. These types of materials are impervious to water damage and they hold up better for cleaning purposes.

The tiles are made with natural clays and are fired at high temperatures making them harder and more durable. Additionally, the array of visuals and colors for porcelain and ceramic tile is vast so designers have infinite options to achieve their design intent.

Are there trends in school designs for classrooms and cafeterias?

The current trends consist of bright colors and biophilic design. Bright colors that heighten awareness and offer playful designs are very popular for K-12 school environments. Bright colors in classrooms make for a more cheerful learning environment.

Recently, American Olean launched a collection called Color Story, which offers an array of color and size options.

LINK TO COLLECTION: americanolean.com/product/Color-Story-Wall

Biophilic design is an approach to architecture that seeks to connect building occupants more closely to nature. (This incorporates items like natural lighting and ventilation, natural landscape features, and other elements for creating a more productive



and healthier environment for people.) One of our ceramic partners, Crossville tile, has a great post that describes biophilic design and products that fit the design trend.

LINK TO CROSSVILLE: crossvilleinc.com/Design-Inspiration/Blog/Crossville-Leads-in-Biophilic-Design-with-Nature-I

Are there any game-changing products coming down the pipeline?

I wouldn't say using something totally new, but we have had several school projects that recently utilized Crossville's thin gauged, large format, porcelain panels installed on walls. One example would be Cape Cod Regional Tech High, where the panels were used in the lobby, café and common areas. These large 3 foot x 9 foot panels allowed for minimal grout joints and a contemporary, uninterrupted look.

LINK TO DESIGN: crossvilleinc.com/Design-Inspiration/Project-Gallery/Cape-Cod-Regional-Technical-High-School

What other flooring trends are being specified for today's schools?

Another feature of extreme importance for an educational environment is slip-resistance. For commercial spaces, it is important to specify flooring products that have slip resistance qualities.





American Olean has six collections that include their patent-pending proprietary "Stepwise™ Technology" that is embedded in the tile's glaze. It doesn't wear off because it's infused directly into the tile and makes each tile 50% more slip-resistant than regular tile. It is also easy to clean, unlike products with surface enhancements.

LINK TO TECHNOLOGY: americanolean.com/stepwise.

Anything else?

Obviously, the main concerns regarding flooring for schools and universities are that it stands up to heavy daily foot traffic, maintains its original form and lasts over the lifetime of the building without losing any of its original "look" or properties. Also important is that the flooring be appropriate for each individual space and the flooring specified matches the intended use of each space. When it comes to supplying school flooring, today's manufacturers are getting top grades. CCR

(bottom image) Photography courtesy of American Olean, (top image) Photography courtesy of Armstrong Flooring



Ron Treister is a marketing communications specialist. For three decades, he has worked with major accounts in the commercial construction sector. He can be reached at rontreister@gmail.com.



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Jekyll Island Convention Center – Jekyll Island, GA

Architect: Helman Hurley Charvat Peacock Architects – Maitland, FL

General Contractor: Brasfield & Gorrie, LLC – Kennesaw, GA

Owner: Jekyll Island Authority – Jekyll Island, GA

Photographer: David Laudadio – Wake Forest, NC

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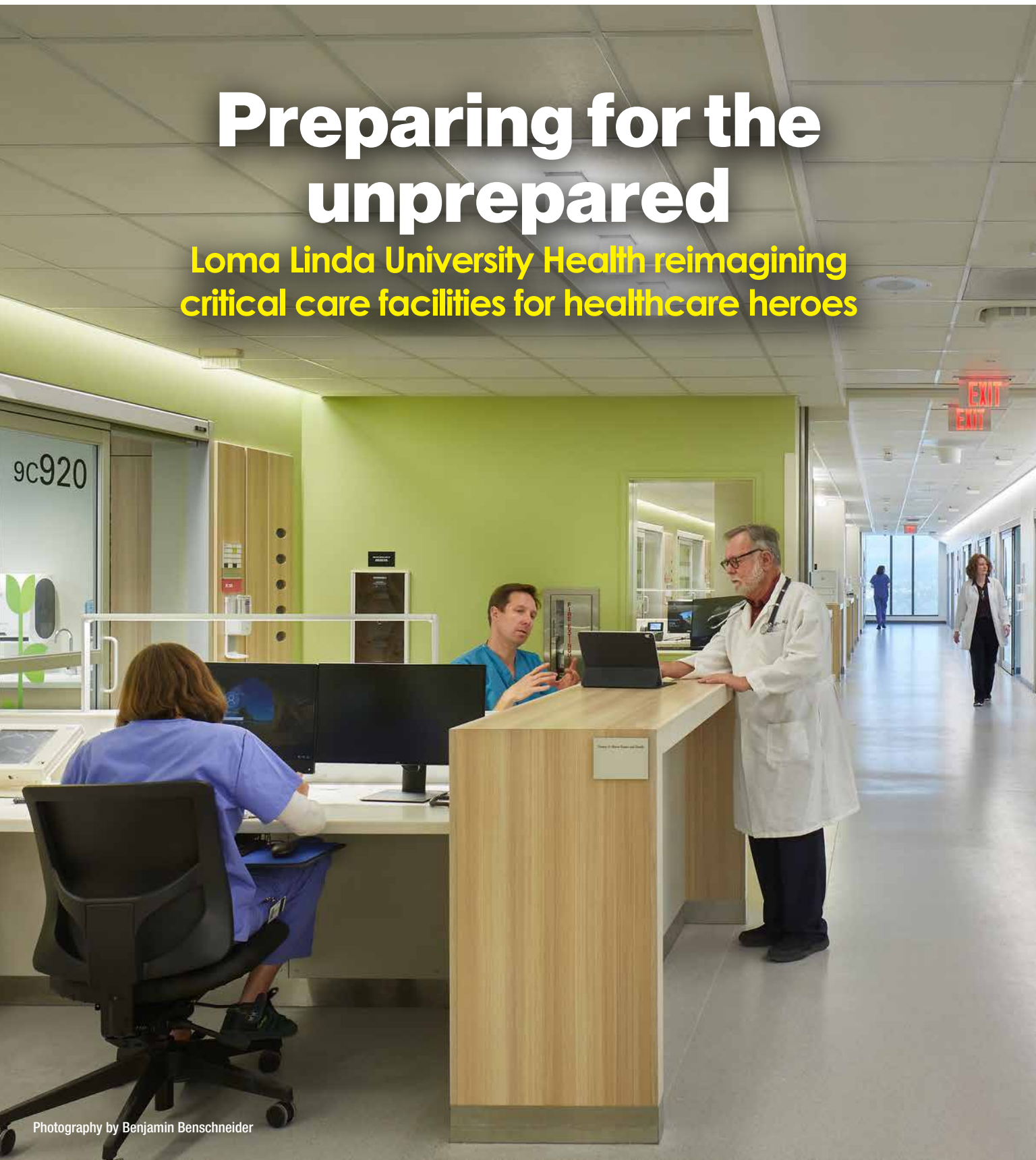
Preparing for the unprepared

Loma Linda University Health reimagining critical care facilities for healthcare heroes



Photography by Benjamin Benschneider

Preparing for the unprepared

Loma Linda University Health reimagining critical care facilities for healthcare heroes

By Patrick Peterson

As the world continues to battle the pandemic and emerging variants, our healthcare facilities and the heroes running them continue to be a beacon of hope for many. The uncertainty resulting from lockdowns, new treatment options and vaccine boosters have spurred hospitals to quickly adapt to advance their facilities and processes at impressive rates, all while putting their patients' needs and safety at the forefront of every critical decision.

Throughout the pandemic, healthcare professionals and essential frontline workers have relentlessly provided care for those in need in the most challenging situations—and they rely day in and day out on their critical care facilities in order to meet their patients' needs now more than ever.

While McCarthy Building Companies Inc. (McCarthy) has years of expertise in this field, McCarthy Southern California has remained committed as Loma Linda Medical Center's lead builder over the past 30 years.

By having a role in modernizations and transitions into state-of-the-art delivery methods, McCarthy has expanded its footprint in healthcare facility construction. One example is the recently completed Campus Transformation Project at Loma Linda University Health (LLUH) in Southern California, a Level 1 trauma center and serving nearly one third of California geographically.





The project began in May 2016 when McCarthy first broke ground on construction, unaware of the pandemic to come and the challenges it would bring to the construction industry as a whole.

Since this project took place amid the pandemic, McCarthy emphasized the importance of safety protocols to ensure its team members were protected and to maintain project timelines. The construction industry felt the burden of restrictions enforced during the pandemic, often phasing the number of trade workers allowed on-site. It was imperative that McCarthy persevered through the pandemic to build a state-of-the-art facility equipped to support the healthcare workers that were providing critical care in the highest stress conditions.

Building a healthcare facility that will serve the community at the highest capacity was a top priority for this project—and will continue to add value to its occupants for years to come.

As the builder, McCarthy had the opportunity to improve the facility operations and environment, so the healthcare workers would be able to improve the level of care they can offer as a result. Through this important work, universities, including Loma Linda, can be better prepared to address unforeseen crises like the pandemic and feel confident in the infrastructure in place to safely carry out their professional responsibilities.

The 16-story medical center, currently the tallest building in San Bernardino County, houses 320 beds for adult patients, while the new pediatric tower will give Children's Hospital a total of 373 licensed beds and offer 4,700 Loma Linda University students



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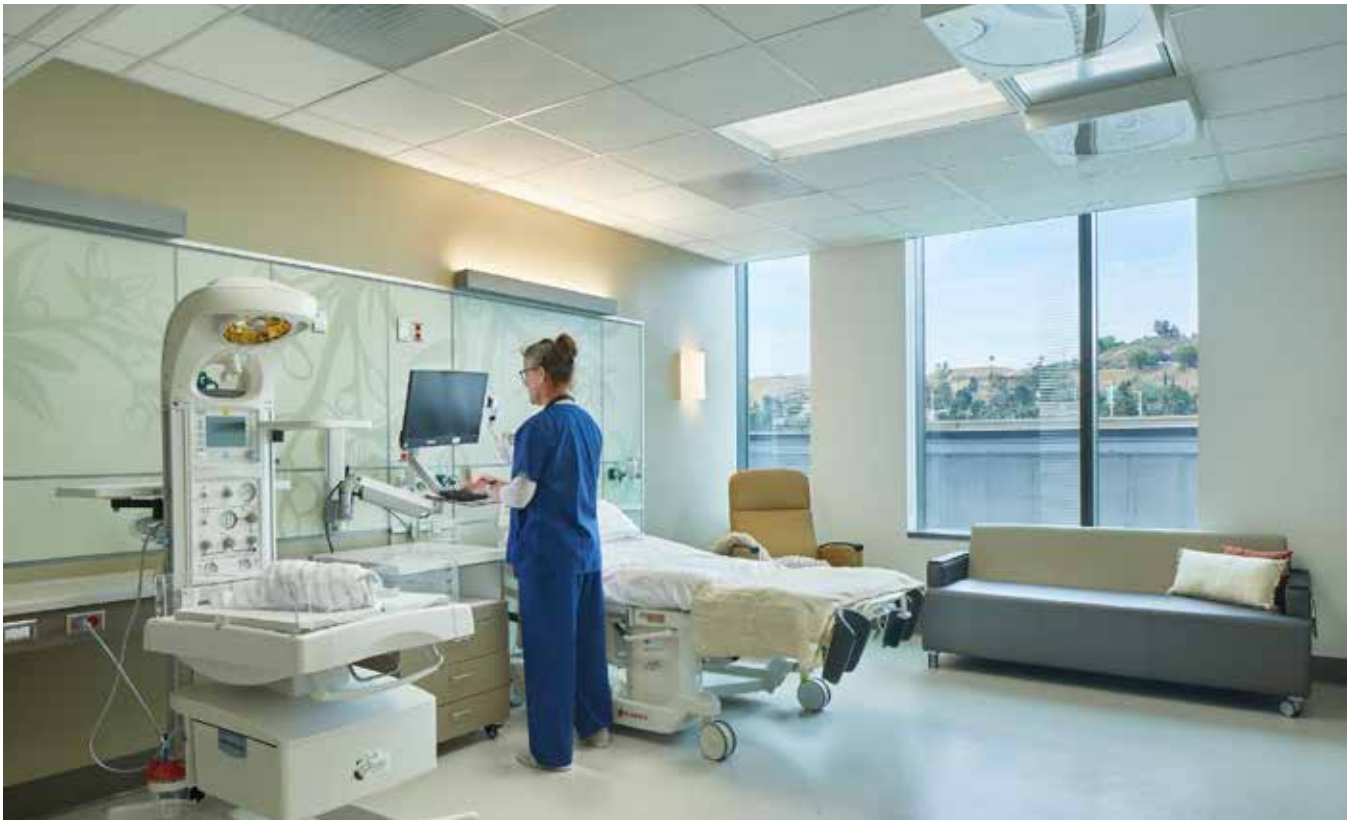
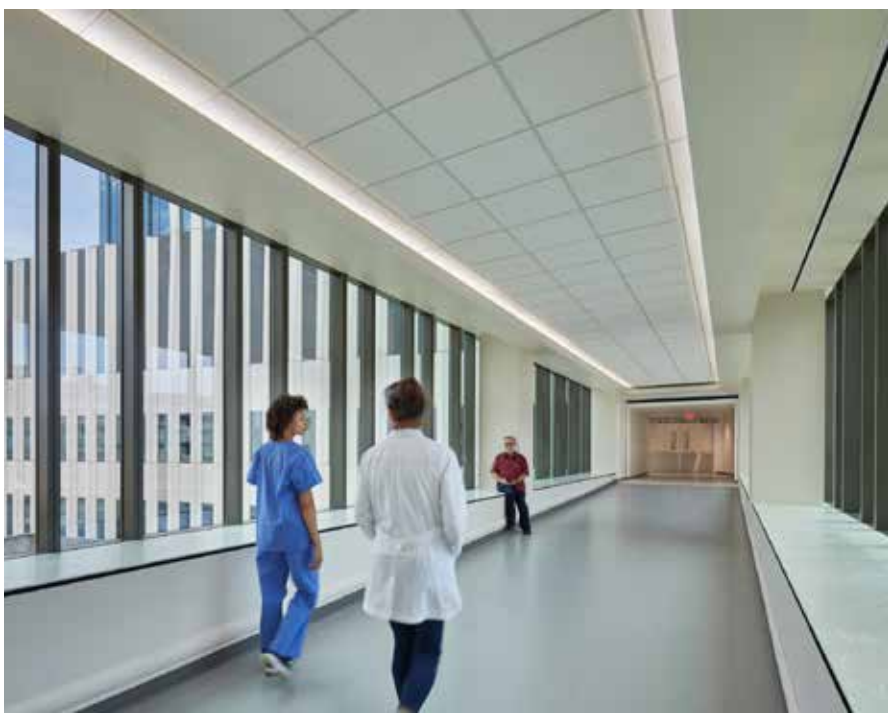


and 700 residents the opportunity to progress in their education. Building a healthcare facility that will serve the community at the highest capacity was a top priority for this project—and will continue to add value to its occupants for years to come.

The primary construction site for the replacement tower is adjacent to the Children's Hospital and it was to be expected that an immense project of this magnitude could potentially yield both visual and auditory disruptions to the patients. Excessive and uncomfortable noise can add to already stressful situations for patients and their families.



Virtually speaking

Due to this realization, McCarthy collaborated with LLUH to introduce virtual reality-based therapy as a progressive medical treatment for the world-renowned Loma Linda University Children's Hospital (LLUCH).



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Leveraging state-of-the-art technology, combined with the psychological expertise of Dr. Kiti Randall, Director of Psychological Services for LLU Department of Pediatrics, and her colleagues, McCarthy pioneered a safe and kid-friendly virtual therapy session, appropriately dubbed "Outside My Window" to help children reduce anxiety as a healing technique.

McCarthy has been developing its expertise with virtual reality since 2010; however, it wasn't until 2016 that the possibility of this specific therapy program began to materialize. A convergence of three technological advancements was the catalyst for the initiative—360° cameras, which combined with the Oculus Rift and smaller, more portable graphics cards, have allowed McCarthy to create an immersive virtual environment of the construction site.



McCarthy has been developing its expertise with virtual reality since 2010; however, it wasn't until 2016 that the possibility of this specific therapy program began to materialize.

These three components are the foundation of the therapy program, enabling McCarthy to capture all the excitement of the construction project and bring the immersive experience to a child's room.

In addition to being a distraction, the therapy is an opportunity for children to learn about what is happening outside of their window. "This adds an extra element of helping children undergoing treatment to 'understand the noise,'" says Dr. Randall, who also explained that the phenomenon "when noise becomes sound" can result in a better healing process and less irritability. Utilizing this technology, provided McCarthy an opportunity to connect with the patients and alter a once stressful environment into an educational and calming one.

McCarthy was tasked with ensuring these facilities met California's new strict





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CIRCLE NO. 39

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seismic standards and paved the way for the unprecedented opportunity to build a new children's hospital tower and adult hospital. These new facilities being located in close proximity to major earthquake faults, added another caveat to the building process which required strategic planning and execution.

McCarthy and design architect NBBJ erected these structures atop 126 base isolators, each weighing nearly 10 tons, which were set in place to absorb any ground motion during an earthquake, helping to keep the large building as still as possible. With 3D-isolation from earthquakes, this will be the first building in the world that has a base isolator sitting on top of springs.

As a result of McCarthy's experience preparing for seismic events and focus on quality throughout the building process, the medical buildings exceed local seismic requirements, further highlighting how integral foresight and ability to seamlessly address new mandates are to a project's success.

The new challenges resulting from the pandemic and expected obstacles with projects of this size have forced the construction industry to adapt and remain ever evolving to build healthcare facilities equipped to provide the best possible care for members of the community. The Campus Transformation Project at Loma Linda University Health is a clear representation of McCarthy's expertise and knowledge of construction within the healthcare facility industry.

Patrick Peterson is Executive VP for the Southern California region of McCarthy Building Companies Inc. In his current role, Peterson oversees design and construction services on all healthcare projects in Southern California. In addition, he provides leadership to the company's project executives and implements strategic approaches to new opportunities for McCarthy clients. Peterson also is a LEED® Green Associate who holds a Bachelor of Science degree in Construction and Construction Engineering Management from Arizona State University.

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CIRCLE NO. 41

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Communicate for success

Principles to optimize federal design-build

Federal leaders face myriad challenges when they are forced to select the most competitive contractor instead of the one they want. There often is a group of "technically acceptable" options, with the differentiating factor cost. Selecting price rather than quality is unique to the construction industry.





Stressing the key principles in the process often can help federal government leaders understand the benefits of quality over price. In addition, it is critically important to apply key factors early in the process. For example, instituting the culture of a partnership in determining the level of co-location to be involved, and establishing regular cadence and communication.

Communicate for success

Principles to optimize federal design-build

By Brandon Davis

Today, the federal government seems to be targeting approximately 20% of projects to be design-build. At the same time, design-build often is the best delivery method for urgent mission-critical projects, as has been the case with many current projects given the pandemic.

Understandably, not all government entities have the familiarity or knowledge about the design-build process. Therefore, to optimize the benefits of design-build, federal leaders want to understand key principles and insights.

Here's how:

Understand the fundamental differences

Organizations such as the Design-Build Institute of America (DBIA) provide needed educational fundamentals by offering research detailing the differences between traditional DBB and design-build systems. This helps leaders understand the process.

For example, there are several fundamental differences between design-build (DB) and Design-Bid-Build (DBB) systems. Design-build (more commonly used) offers a single point of contact and provides the fastest scheduling capabilities, whereas the design and design control time in the DBB approach (generally used for large public-benefit projects) is allotted for each project.

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Construction management (CM) systems typically combine the elements of DBB and DB, giving the contractor the ability to control design related to cost, construct-ability, and scheduling. Using a design-build approach, the owner can assume the least risk. However, that risk can be enhanced if the owner uses a CM or DBB approach, where the Spearin Doctrine can enter into the equation. This is where contractors are bound to build according to the plans and specifications provided by the owner.

Compare features of various delivery methods

The report—"Revisiting Project Delivery Performance" by PhDs Keith Molenaar and Bryan Franz—is available through the Charles Pankow Foundation. The study examines and compares the performance of DBB, DB and construction manager at risk (CMR) project delivery systems in the United States. Additional information on optimizing federal design-build is available in "Determining the Best Method to Procure and Deliver a Real Estate Improvement Project" at LS Black Constructors.

Connect with DBIA

Optimizing for success means design-build done right. You can do that by following the DBIA's "Federal Sector Design Build Best Practices" manual, which provides key considerations for design-build in the federal sector. One of the manual's key points states, "An agency should conduct a proactive objective assessment of the unique characteristics of the program or project or its organization before deciding to use design-build."

In the federal government, leaders are bound by law to follow certain protocols. But DB professionals can encourage them to approach design-build projects in different ways.

Let's consider an example. With regard to design-build projects, examples can demonstrate the fundamental differences.



A lack of knowledge of the delivery method can result in perception errors. When you are set up to deliver quality, factors like time, money and market result in less expensive, yet functional spaces. While overcoming inaccurate perceptions can be challenging, it all reverts back to principles. Leaders must embrace examples of solidly built design-build projects that center on speed and quality without sacrificing the budget.

The goal is to always understand the project and its objectives. In many cases, while FAR (federal acquisition regulations) clauses dictate how design-build projects are bound by law, regulations often can be open to interpretation.

In "Design-Build Done Right – Federal," DBIA recommends federal agencies best practices for project delivery and procurement decisions. As stated previously: "An agency should conduct a proactive and objective assessment of the unique characteristics of its program/project and its organization before deciding to use design-build" (FAR Parts 7.104, 7.105, 36.301).

The guide cites FAR 7.104C, which says: "The planner shall coordinate with and secure the concurrence of the contracting officer in all acquisition planning. If the plan proposes using other than full and open competition when awarding a contract, the plan shall also be coordinated with the cognizant advocate for competition."

So, while the process must be done correctly, FAR 7.105 emphasizes the best value trade-offs, life cycle costs analysis, and more. While it does not directly speak to design-build, FAR continually addresses design (in essence, design-build) by providing design related to the costs. FAR 36.301 also references section 7.

See the drivers: Quality versus Price

Federal leaders face myriad challenges when they are forced to select the most competitive contractor instead of the one they want. There often is a group of "technically acceptable" options, with the differentiating factor cost. Selecting price rather than quality is unique to the construction industry.

Stressing the key principles in the process often can help federal government leaders understand the benefits of quality over price. In addition, it is critically important to apply key factors early in the process. For example, instituting the culture of a partnership in determining the level of co-location to be involved, and establishing regular cadence and communication.

Clarify perceptions

A lack of knowledge of the delivery method can result in perception errors. When you are set up to deliver quality, factors like time, money and market result in less expensive, yet functional spaces. While overcoming inaccurate perceptions can be challenging, it all reverts back to principles. Leaders must embrace examples of solidly built design-build projects that center on speed and quality without sacrificing the budget.

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Insights

When it comes to quality, design-build continues to be the best delivery method. By embracing the necessary insights into the process—and knowing the differences—federal agencies will have what it takes to complete successful, quality-driven projects, on-time and on budget.

Begin with a precise starting point—fully define the project proposal. One of the greatest challenges in optimizing federal design-build projects is gaining a genuine understanding of the problems that need to be solved. In many cases, proposals unintentionally may lack adequate detail, which can make it difficult to provide reasonable pricing, and effectively meet expectations and needs. In federal government projects, design, budget, and construction must be clearly defined.

In every case, the project is the overarching driver. The project team must work toward the same goal, even though each team member has different roles. The team must solve problems in the most effective way to complete the project quickly and efficiently.

Most government projects have a formal partnering process where the bulk of the information required is discussed. This process often features a "check the box" and "do it" approach. But when everyone is on the same page, working toward the same goal, the process and project have a better chance at success.

Communicate for success

Exceptional communication with federal leaders often equates to a successful project. Every project can be enhanced when there is a willingness to follow federal regulations, but keep the door open for conversation. Listening to the ideas of potential contractors—even outside the box ideas—can be incredibly beneficial. Most federal contracts are awarded based solely on which contractor best fits their proposal/data organization expectations.

Optimize engagement

Greater engagement always is achieved through design. Most contracts dictate design be presented to owners in increments, with changes made as needed and presented later. In a design-build project, meetings—even once a week—are more frequent. These interactions can help overcome a lot of design-build challenges. Aligning a project's design needs with the desired aspects significantly can improve engagement.

In design-build projects, creativity and a willingness to stretch can mean success. Remember, if 50 engineers are asked to solve the same problem, you will get 50 answers—some similar, some different.

As General George S. Patton once said, "Don't tell people how to do things, tell them what to do and let them surprise you with their results." This holds true in the construction industry, where advancing the industry as a whole comes when stakeholders explain their needs and allow architects/engineers/contractors to surprise them with exceptional, yet unexpected solutions. ■

Understanding DBB

Traditional design-bid-build (DBB) is conventionally reserved for projects that require substantial owner oversight and influence. Yet, even when operating in the design-build (DB) delivery method, federal owners sometimes want more input ability to achieve their vision.

Consider a case scenario. Several ongoing clinic design-build projects with the Veterans Administration (VA) met with changes due to the needs of medical staff and patients. Because of the level of effort and time needed for federal leaders to give feedback, these changes involved time and cost implications.

In such scenarios, high-level communication and quick resolution are imperative. Project team expertise is needed by experts who understand the needs of both the leader and builder. This can help provide quick turnaround time on potential changes for approval.

VA lease-back clinics, which are developer-led, have a GI/TI allowance included in their design-build project, allowing changes to be made without going over budget. Other federal owners have a lump sum allowance, which quickly can run out if there are multiple changes.

In those cases, long-standing experience with federal leaders and builders is the key to success when navigating a design build to deliver its efficiency benefits. The ability to make the changes needed and, ultimately, optimize the project for success.

Brandon Davis, DBIA, is Vice President – Federal with LS Black. He can be reached at bdavis@lsblack.com or 651-236-8807.



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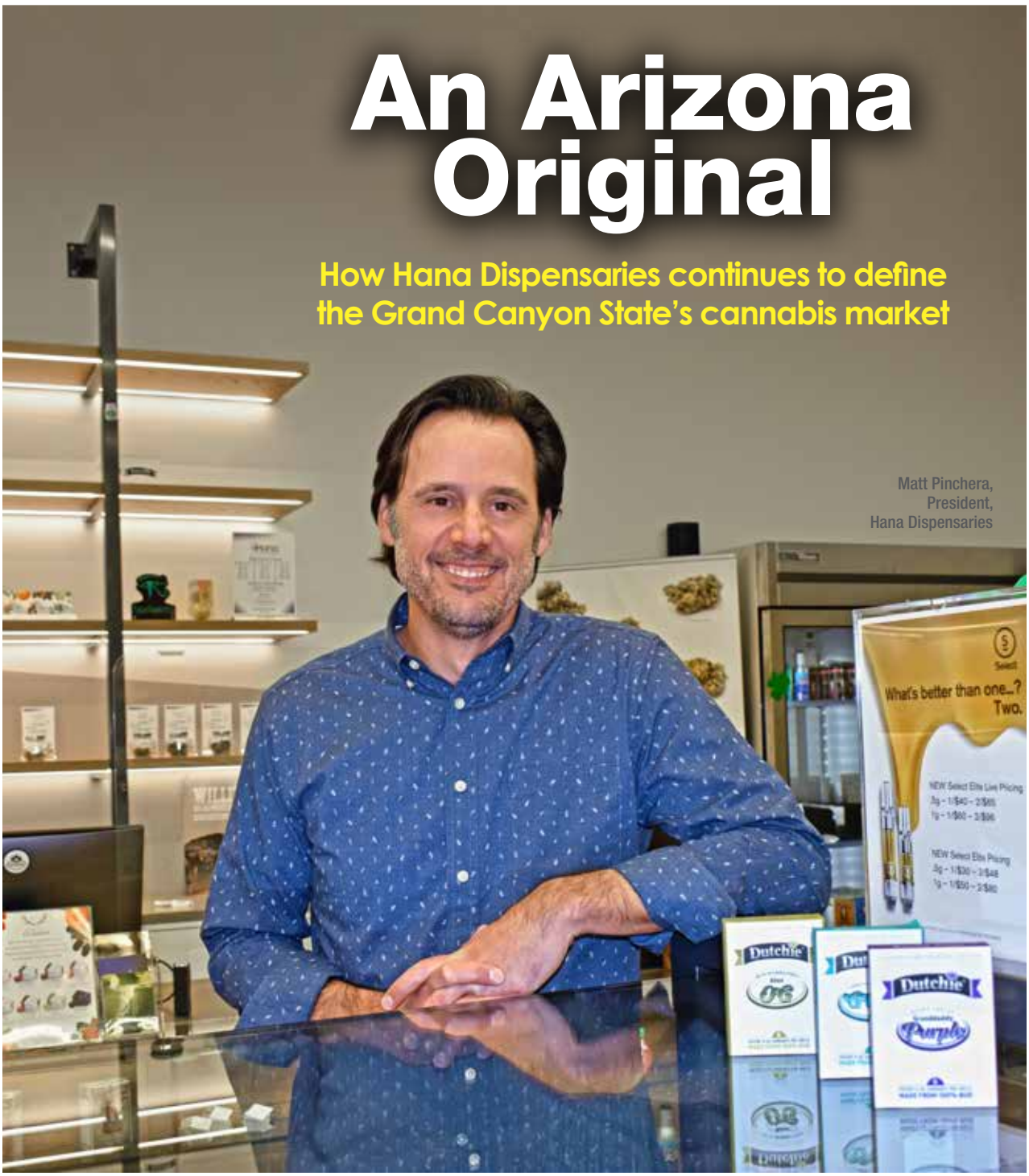
The Cannabis OPERATIONS

An Arizona Original

How Hana Dispensaries continues to define the Grand Canyon State's cannabis market



Matt Pinchera,
President,
Hana Dispensaries

An Arizona Original

How Hana Dispensaries continues to define the Grand Canyon State's cannabis market



Flower (grams, eighths & prerolls). Edibles (gummies, chocolates, cookies, honey, and more). Concentrates (vape pens, badder, sauce, etc.). Tinctures (flavored and unflavored). Topicals (bath bombs, creams, and more. If you want or need it, Hana Dispensaries is the place to go.

As one of Arizona's most trusted cannabis sources, the retailer has two of the most sought-after brands on the market—in Green Valley and Phoenix. Regardless of which location you choose, all Hana branded flower is tested by independent, third-party labs to give its patients and recreational patrons a consistent and reliable experience.

Its reputation is beyond comparison. As one of the state's first licensed medical dispensaries in 2015, along with its two locations, Hana also offers three renowned brands.

We sat down with President Matt Pinchera to get his insights on where the market—and the Hana brand—is heading.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GIVE US A SNAPSHOT OF YOUR BRAND?

Established in 2015, Hana Dispensaries is a vertically integrated cannabis company headquartered in Tempe, Arizona. The company is a licensed producer and distributor of medical and adult-use cannabis. Hana operates two dispensary locations in the state in Green Valley and Phoenix, and two cultivation facilities.

Hana is the parent company to Arizona's original pre-roll brand Dutchie™. Hana has secured the rights to cultivate and distribute three strains from Willie Nelson's Willie's Reserve® Cannabis Brand. All Hana branded flowers are hand-trimmed and tested by independent, third-party labs and current lab results are always available for customers.



WHAT TYPE OF CONSUMERS ARE YOU TARGETING?

Now that cannabis has been legalized for consumers over age 21, we have expanded who we target for retail. We look at it from more of a geography standpoint: Hyperlocal in the neighborhood, surrounding area and then out-of-town visitors because we are near the airport. Our products are what usually define the demos and with a variety of consumers coming in, we like to keep a variety of brands and types of cannabis products available for both adult-use customers and medical patients.



HOW DOES YOUR SHOP CATER TO WHAT TODAY'S CONSUMERS ARE LOOKING FOR?

Our new Phoenix retail store is very modern, bright, open and welcoming. It gives the feel of Apple meets West Elm. There are some natural wood tones to bring comfort, and then we have these very modern chandeliers that give a sleek feel to the space.

When you first walk in, you are greeted by an attendant who checks you in. You can sit and wait for your budtender while reading the latest industry news or grab some cash from our on-site ATM. Our wait times are minimal because we have an online ordering option, so most order ahead and just pick-up.

Once inside the retail, your Budtender guides you through your shopping experience. For legacy customers or patients, it may be a matter of just grabbing the usual.

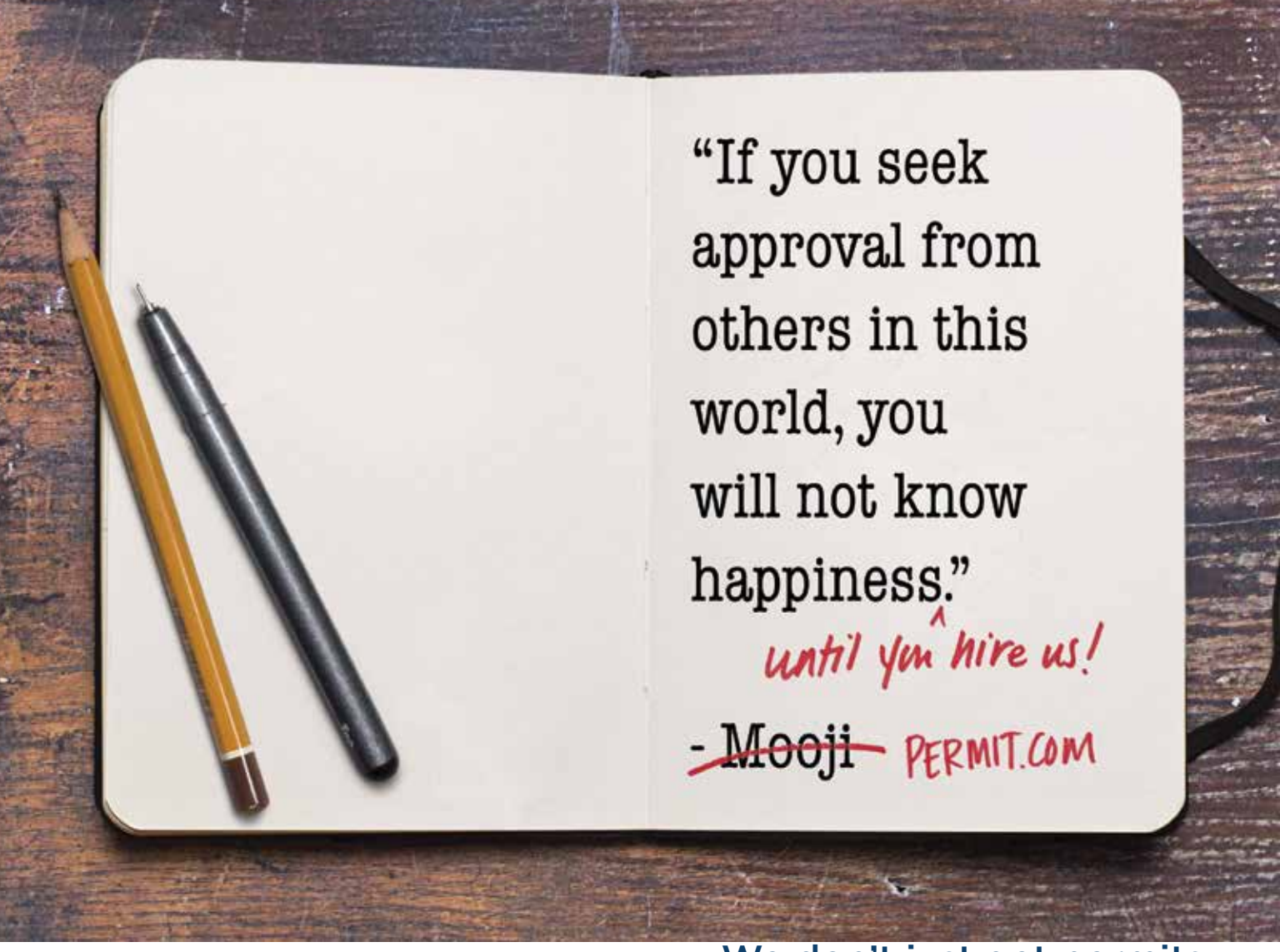
For new customers or patients, the Budtender listens to their needs and suggests products that would be a good fit. At the end of the day, our goal is to provide an array of brands and types of cannabis products so that we always have something to help you.

WHAT ADJUSTMENTS HAVE YOU MADE TO CATER TO CUSTOMERS IN THIS NEW LANDSCAPE?

We changed our online ordering system to better cater a quick pick up as most people that purchase regularly do not want to spend a lot of time getting their product. We also are in the process of adding in a screen system with marketing and educational information. We have seen a lot of first-time customers and feel that with this information being available, they are able to learn in multiple ways while visiting us.

WAS YOUR OPERATION DEEMED ESSENTIAL DURING THE LOCKDOWN? HOW DOES THAT HELP THE CATEGORY'S STANDING IN THE MARKETPLACE?

Yes, in Arizona we were deemed essential because we provide products to medical



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patients 18 and over. Without our dispensaries being open, many patients with long-term illnesses would have been in very bad situations.

However, since we are an in-person retail store we had to create new compliant processes and procedures that were also in line with the CDC guidelines. We set up clear partitions to separate employees from guests, created our new curbside pick-up option, and refined our online ordering system.

WHAT TYPE OF AREAS DO YOU LOOK FOR IN NEW STORE LOCATIONS?

For any retail location, it's all about high density, high traffic areas. For us, we also look for areas with less dispensaries in the surrounding areas. For cannabis, we have to work with an experienced commercial real estate company that understands zoning for local ordinances, because whether we are opening a dispensary or cultivation site, it has to be in the city's "green zone."





In most cases, a green zone refers to the distance from residential areas, schools and churches. Even with a state legalizing adult-use, cities can restrict or ban cannabis retail operations in their jurisdiction entirely.

WHAT'S YOUR SHORT-TERM STRATEGY? LONG-TERM?

For the short-term strategy, we are always focusing on retail. Increasing our customer count and basket sizes is a top priority in the stores. On the wholesale side, we are always looking to expand our distribution of our house brands, Dutchie and Willie's Reserve.

For our long-term strategy, we look at leveraging the value that we have created for our house brands, Dutchie & Willie's Reserve, to move into new categories with new products. This in turn will increase sales in both retail and wholesale.

WHAT'S THE BEST PIECE OF ADVICE YOU CAN OFFER IN TODAY'S MARKETPLACE?

Focus on what you do best. In the short-term, we are focusing on our pre-rolls because it is the best seller and the core of our house brands. Focusing on what your customers already want and perfecting that is key. By growing our pre-roll side of the business, we will then be able to delve into new products to expand market share in categories that we have not achieved just yet.

WHAT MAKES YOUR LOCATION ENGAGING?

We are always finding ways to create a synergy with our customers and bring value to them visiting our locations. With technology always at the forefront for younger demographics, we are in the process of adding more digital features into our retail locations.

We are investing in a "smarthub" that will integrate with our POS and CRM system to create a full digital experience for guests from digital menus, featured product boards and even kiosks for people to view menus and place orders. This new system will:

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- Leverage "smart menus" driving cart total up by an average of 4%-7%
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WALK US THROUGH YOUR SHOP DESIGN.

Hana has always believed that having a variety of products is key to help the variety of ailments that people use cannabis for. With that in mind, our new Phoenix dispensary was designed so that our customers could easily see the array of products that we carry from whichever point of sale that their budtender is at. The store also is designed to maximize interaction between the budtender and customer, opposed to having a lot of distractions like screens on the sales floor.

GIVE US A RUNDOWN OF YOUR MARKET'S LAYOUT.

When you enter the Phoenix Hana dispensary, we have two windows: one for check-in and the other for express pick-up. Once inside the retail area, we have 10 point of sale stations, display floor cases lining the perimeters, and floor to almost ceiling shelving for better visualization of all of the brands that we carry.

We also have two refrigerators for CBD and THC beverages, and any perishable products that need to be cooled. We also have a small merchandise area where we sell house brand t-shirts, hats, and other items. In the back, we have an office for employees and an inventory room to help with operations.

WHAT'S THE BIGGEST ISSUE TODAY RELATED TO THE CONSTRUCTION SIDE OF THE BUSINESS?

On our cultivation side, we recently expanded our square footage in Chino Valley, Arizona. This timeline was delayed due to the current pandemic supply chain. We also had delays in materials arriving and also lots of difficulty in finding labor for construction. At our new Phoenix dispensary, small things like outdoor signage took much longer than expected as well due to the same issues.

TALK ABOUT SUSTAINABILITY.

We have implemented a partnership with Resinate Recycle, which is a program to help reduce packaging waste. We decided to bring this program in after learning that Resinate's collection program already has repurposed 314,399-plus containers, saving enough energy to power 467 electric cars. Resinate Energy Pods are at both the Phoenix and Green Valley Hana dispensary locations.

We were one of the first dispensaries to take part in the new single-step process energy pods, which accepts empty and dry plastics such as pop-tops, mylar bags and any other plastic cannabis packaging. These custom designed recycling bins collect plastics that would have gone into landfills and ecosystems.

WHAT TYPE OF OPPORTUNITIES DO YOU SEE MOVING AHEAD?

In 2021, Arizona cannabis sales topped $1.4 billion. There are projections for the industry to continue growing in the state. From a wholesale standpoint, we see opportunities in our distribution by increasing the sales of our pre-roll brands in the short-term.

In the long-term, we envision creating new products and new categories for the brands. In retail, we are looking at how to reach customers aside from in-store and express pick-up. We are currently working on incorporating a streamlined delivery system for our dispensary customers which would be a great opportunity for our retail.

WHAT TRENDS ARE YOU SEEING/EXPECTING?

This past year, we have seen an exponential growth in out-of-state brands entering the Arizona market. We also have seen more consolidation in terms of dispensary brands. MSOs (Multi-state operators) are coming into Arizona and purchasing more mom and pop retail locations to expand their footprint in the state.

MEET ME AT HANA

Hana Phoenix
3411 E. Corona Ave., Suite 100
Phoenix, AZ 85040

Hana Green Valley
1732 W. Duval Commerce Point Pl.
Green Valley, AZ 85614.

To learn more about Hana, visit hanadispensaries.com.

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WHAT'S THE SECRET TO CREATING A "MUST VISIT" LOCATION TODAY?

Being a dispensary that has been in the state since the beginning of legalization, we have been able to grow with the expansion of types of customers that come into our retail. Through the years, we have learned two core items that customers enjoy the most from our locations:

Having great budtenders who are knowledgeable about the products we carry and are helpful in guiding new people to the category.

Having a variety of local and big brand products people want with quality ingredients. Along with having these brands, having a program that also gives the customers value through promotions or competitive everyday pricing.

WHAT'S TODAY'S CONSUMER LOOKING FOR?

Our two main categories are medical patients and adult-use customers. Both have some distinct differences in what they are looking for. On the medical side, they are looking for a dispensary that provides quality products at a reasonable price that is going to help them with the ailments that they have.

On the recreational cannabis side, they are looking for value through promotions, and also trending products they see influencers use and or talk about. Both types of customers are looking for knowledgeable staff to help them determine which products fit their needs.

TELL US WHAT MAKES YOUR BRAND SO UNIQUE?

Hana has been an Arizona original since 2015 at the beginning of medical only cannabis. Our first product brand was Dutchie, which was the first pre-roll brand in Arizona. Dutchie is well known for its vast variety of flavorful strains, consistent dosing, and unique carton-style packaging.

With multiple potent strains available, the company cultivates all of its own flowers, backed by superior genetics. Dutchie comes in a durable and eco-friendly push pack. The evolved design features a safer, child-proof, vehicle to help prevent underage access to cannabis products.

Along with the advanced package features, Dutchie pre-roll packs are contained in a bag with TerpLoc™ Technology designed to preserve the plants' physiological properties. The high-tech package creates the optimal cannabis climate to minimize evaporation and oxidation in order to preserve the terpenes, the plant's most fragrant feature.

In 2020, Hana secured a partnership to bring internationally recognized Willie's Reserve® to Arizona. Willie's Reserve® is the brand brought to cannabis users by award-winning musician and activist Willie Nelson. Hana cultivates and produces the sought-after Willie's Reserve® pre-roll "High Five Packs".

Both of these brands with dedicated followings are a core component of what differentiates us from other dispensaries in the Arizona market. ■

ONE-ON-ONE WITH... Matt Pinchera, President of Hana Dispensaries



Describe a typical day.

There is no typical day in cannabis. As a vertically integrated cannabis company with cultivation, production, wholesale and retail, there are always a number of things on the to-do list. We currently have more than 125 employees, but our biggest hurdle is finding and hiring quality people for the open positions that we have throughout the company.

What's the most rewarding part of your job?

We really have a great group of people, so it makes coming to work really enjoyable. I love solving problems and finding ways to take advantage of opportunities that arise. But at the end of the day, it's really about working with our great team of people.

What was the best advice you ever received?

Something that really stuck with me is not trying to do too many things at once. Diluting efforts only weakens the overall brand. So, by focusing on the core brands or the core operations and making sure that those are running smoothly will then give time to begin other projects to expand the company.

What's the best thing a client ever said to you?

It means a lot when we have a customer tell us they truly love our products and our brands. It shows through the repeat orders we receive from multiple wholesale accounts. These customers are always excited when we come out with new strains or limited products, and they are the ones helping to create that demand for us in the marketplace.


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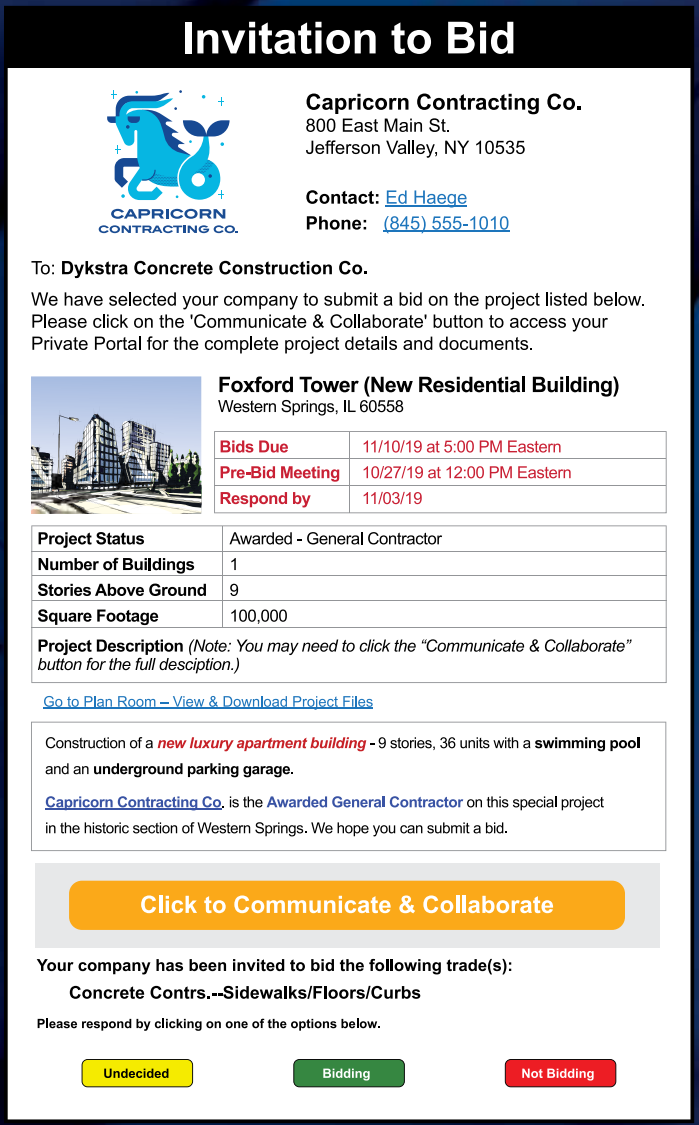

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Multi-Housing



Consult. Design. Construct. Transform.

How Mosaic Construction is helping meet the highest standards of today's multifamily landscape

Ira Singer, COO
Mosaic Construction





Consult. Design. Construct. Transform.

How Mosaic Construction is helping meet the highest standards of today's multifamily landscape

Interview by Michael J. Pallerino

When the Mandel Group was looking for a design-build partner on the lobby of their Beaumont Place luxury apartment community in the Milwaukee suburb of Whitefish, Bay, it reached out to Mosaic Construction. The national commercial, multifamily and residential design-build construction firm, led by founders Ira Singer, Andy Poticha, and Mike Frazin, has deep experience and a keen understanding of what it takes to deliver high quality renovation, remodeling and building services.

Beaumont Place is the kind of multifamily asset Mosaic is accustomed to building. A vibrant community within walking distance to shopping, schools, entertainment venues and, of course, in this case, Lake Michigan.

Driven by its penchant for building superior customer relationships, Mosaic treats each project—across the multifamily, commercial, and residential design/build firm segments—it serves.

To get a feel for today's multifamily landscape, We sat down with Mosaic Construction COO Ira Singer, who leads new business development, production excellence, process improvements, and trade and vendor relationships.

We continue to see opportunities that highlight flexibility and adaptability, such as co-working spaces, community spaces, and evolving spaces that allow for adjustment.

Give us a snapshot of the Mosaic multi-family housing brand?

Mosaic Construction is a national, full-service commercial, multifamily and residential design/build firm. We pride ourselves on our Mosaic Actions of building relationships, doing it the right way and anticipating needs. We approach multifamily renovation as a partnership.

How does the overall multi-family design cater to what today's consumers are looking for?

Today's consumers are looking for safety, security, efficiency and flexibility. And with more consumers working from home, it's more important than ever for unit design to include a place to work from home. Smart,





QUESTION: How Many Leads Can Dance on the Point of Pin?*

ANSWER: One, as long as it's the right one.

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challenges and setting proper expectations. What will never change: Our commitment to effective communication, quality workmanship and attention to details.

Give us a snapshot of today's multifamily market from your perspective.

Today's multifamily market is mirroring the commercial real estate market as people want to live close to where they work and play. The work from home trend accelerated the disdain for the long commute both to and from work and home. People want space and accessibility.

What's likely to happen next?

We anticipate demand for updated, multifamily housing across all asset classes to continue. During the pandemic, consumers realized where they lived mattered and have prioritized spending on upgraded living. To bring families back to urban cores, there will be more focus on improving amenities, such as dog parks and playgrounds.

What trends are defining the space?

Look for the creation of outdoor spaces with dog parks and outdoor grill stations. Health and wellness, both physical and mental, also is a focal point as evidenced by the population of Peloton studios and spas. Finally, the biggest trend we are seeing is making accommodations for the boom of e-commerce with package rooms the size of lobbies becoming not only an amenity, but a necessity.

What type of opportunities do you see moving ahead?

We continue to see opportunities that highlight flexibility and adaptability, such as co-working spaces, community spaces, and evolving spaces that allow for adjustment. We also see a lot of exterior work as people are starting to get back out and return to work and play.


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What's the biggest item on your to-do list?
Although we are also seeing the availability of a skilled labor pool tightening, we are always looking for best-in-class labor and trades and have a variety of trade and supplier resources available to keep projects moving forward.

Take us through your construction and design strategy.
Mosaic helps clients articulate their vision by converting ideas and designs into functional, sustainable and aesthetically pleasing environments. We treat each project as if it were our own with a tried-and-true four-step process: Consult. Design. Construct. Transform. Our teams design and construct well-equipped, high-quality facilities to the highest standards, and transform our client's vision and goals into reality.

Our team is driven by our Mosaic Actions, not by our revenue stream and bottom line, and how we can be pillars of the community.

What is the secret to creating the ideal multi-family location in today's competitive landscape?
Make sure the location is efficient, safe, secure, and flexible for the ever-changing demands and trends; and ensure your space can be changed over from one use to another in days or weeks, not months.



What's the biggest issue today related to the construction side of the business?

In addition to the larger issue of receiving ordered materials on time, supply chain issues have also impacted our ability to obtain pricing that can be held from bid stage to procurement. We are trying to stay ahead of the curve as much as possible by pre ordering equipment where possible and re-sequencing parts of projects that would normally be in a different order.

Tell us what makes your brand so unique?

We are a relationship based, opportunity driven, and client focused design/build firm. Our team is driven by our Mosaic Actions, not by our revenue stream and bottom line, and how we can be pillars of the community. ■

One-on-One with Mosaic Construction's Ira Singer



What's the best advice you ever received?

To see things from the other person's perspective. It's important to understand others' point of view so expectations can be managed.

What's the most rewarding part of your job?

The most rewarding part of my job is seeing "it all come together" and focusing on project excellence, seeing our team and trade performance in action, and having happy clients who are appreciative of our work.

Describe a typical day.

The typical workday starts early in construction as our projects are typically active by 7 a.m. I commute from southeast Wisconsin and arrive at our Northbrook office (just over the border) around 6 a.m. I exercise each morning and think about the workday ahead of me, which typically is filled with internal team meetings, client meetings, returning phone calls and emails, project site visits, and of course ongoing relationship management. My day usually ends around 6 p.m. with end of day phone calls on the drive home. My time at home is spent with my wife and preparing for the next day's events.

What's the best thing a client ever said to you?

"You set our expectations, exceeded them and we are very happy clients." There's nothing I'd rather hear.

Commercial Construction Data

Following is a brief report on new commercial construction projects. The information is presented as a service of **Commercial Construction Data**, a product of *Commercial Construction & Renovation*. For more information, visit www.cdcnews.com.

PROJECT NAME	CITY	PROJECT VALUE	SQ. FT.	CONSTRUCTION TYPE	START DATE
RETAIL/RESTAURANTS/QUICK SERVE:					
Sheetz	Elkton, MD	$2,000,000.00	6,077	New Construction	Q3 2022
Aroma Joe's	Monroeville, PA	$250,000.00	791	New Construction	Q3 2022
RETAIL/STORES/MALLS:					
Sprouts Farmers Market at Manaport Plaza	Manassas, VA	$1,000,000.00	26,300	Renovation	Q2 2022
BJs Wholesale Club Self-Service Fueling Station	Wappingers Falls, NY	$950,000.00	400	New Construction	Q4 2022
Mavis Tire	Springville, NY	$500,000.00	6,303	New Construction	Q2 2022
AutoZone #5572	Bethlehem, PA	$300,000.00	8,009	Remodeling	Q2 2022
RESIDENTIAL/MIXED USE:					
Rivana at Innovation Station Mixed-Use	Herndon, VA	$1,600,000,000.00	4,400,000	New Construction	Q3 2022
North Spring Hill Station Mixed-Use Development	Vienna, VA	$450,000,000.00	1,300,000	New Construction	Q4 2022
Fulton Street Mixed-Use Development	New York, NY	$30,000,000.00	161,348	New Construction	Q2 2022
HOSPITALITY:					
Taylor Avenue Hotel Development	Annapolis, MD	$33,000,000.00	76,985	New Construction	Q2 2022
South Sixth Street Commercial Development	New York, NY	$20,000,000.00	170,218	New Construction	Q3 2022
EDUCATION:					
The Hub	New Brunswick, NJ	$665,000,000.00	550,000	New Construction	Q4 2022
Cuthbert Street Life Sciences Research Building	Philadelphia, PA	$400,000,000.00	500,000	New Construction	Q4 2022
St. Francis College - The Wheeler Building	New York, NY	$85,000,000.00	255,000	Renovation	Q4 2022
MEDICAL:					
Upper Chesapeake Ambulatory Surgery Center	Bel Air, MD	$37,000,000.00	64,000	New Construction	Q2 2022
Erick Road Medical and Health Service Building	Lancaster, PA	$22,000,000.00	37,250	New Construction	Q3 2022
Medical Clinic at Saratoga Racecourse	Saratoga Springs, NY	$3,000,000.00	3,100	New Construction	Q2 2022
Renovation to the Upshur-Buckhannon Health Department	Buckhannon, WV	$240,000.00	2,400	Renovation	Q2 2022

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- ☐ (P) Engineering Firm
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- ☐ (I) Developer
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Saying goodbye to an old friend

I graduated from The Peddie School prep school in 1981. We had only 100 students or so in my graduating class and about 500 total. The school, located in the middle of New Jersey off Exit 8 of the turnpike, was one of the top co-ed programs in the country.

As a four year boarding student, I saw many students come and go for one reason or another. Even so, I made a lot of acquaintances during my four year tenure. Now, 40-plus years later, there have been some who have passed away—some I was close with, others I just said hello between classes.

While I have managed to stay in touch with many of my fellow classmates over the years, I can count on one hand my best friends—the ones who had my back no matter what the situation.

One of my best friends, who I considered my brother, passed away on March 20 in his sleep. I found out about it on March 24. They did a wellness check in his condo in Boca Raton, Florida, and found him in bed. I was the last person who spoke with him. He was only 59.





That was March 19. We talked about his test results, as he had been battling cancer and some other ailments. The conversation focused on keeping him in positive thoughts.

His parents had already passed. He never married and did not have children. There was just him and his sister, who lived across the street. But he had friends from prep school. I would always see photos and the discussions between them on social media.

It never crossed my mind to not attend his funeral, which was scheduled the following Tuesday, March 29. I booked a roundtrip ticket to Fort Lauderdale, flying in on Monday night, attending the funeral on Tuesday, and returning that evening.

Forty years go by quickly. It felt like it was just yesterday that we graduated with so much ahead of us. While he beat me to a better place, I look forward to seeing him down the road.

When I arrived and checked in with his sister, I was honored to be named a pallbearer. Sadly, only about 20 people showed up to pay their respects. Only one other of our Peddie alums made the trip, coming from Naples. They were both from Wilmington, Delaware, and called themselves the Delaware Posse.

I surely thought more people would have attended the funeral.

His sister and three family friends conducted the eulogies, and then took him up to the second floor to his resting place. I placed some dirt from Israel on his casket and said goodbye.

He was a total Eagles fan, so we draped an Eagles' flag on his casket, along with a Peddie Banner. He was filled with Philly Green, and Peddie Blue and Gold to his bones.

I am going to miss that crazy dude. We had some wild times—times I would never change. I kept my composure much of the day, but while at the airport, it really hit me hard. He was gone. And all of those fun times started running through my head—some made me laugh and others brought me to tears.

Forty years go by quickly. It felt like it was just yesterday that we graduated with so much ahead of us. While he beat me to a better place, I look forward to seeing him down the road.

May he rest in peace.

So, the next time you see the phone ring, pick it up. The call may be the last time you speak with that person. I will remember that phone call the rest of my life.

Here's a big Peddie "Ala Viva" to MJB. Go Eagles!

As we move into Q2 in 2022, may of each of us have prosperity, good health and safe travels.

And, as always, keep the faith. **CCR**



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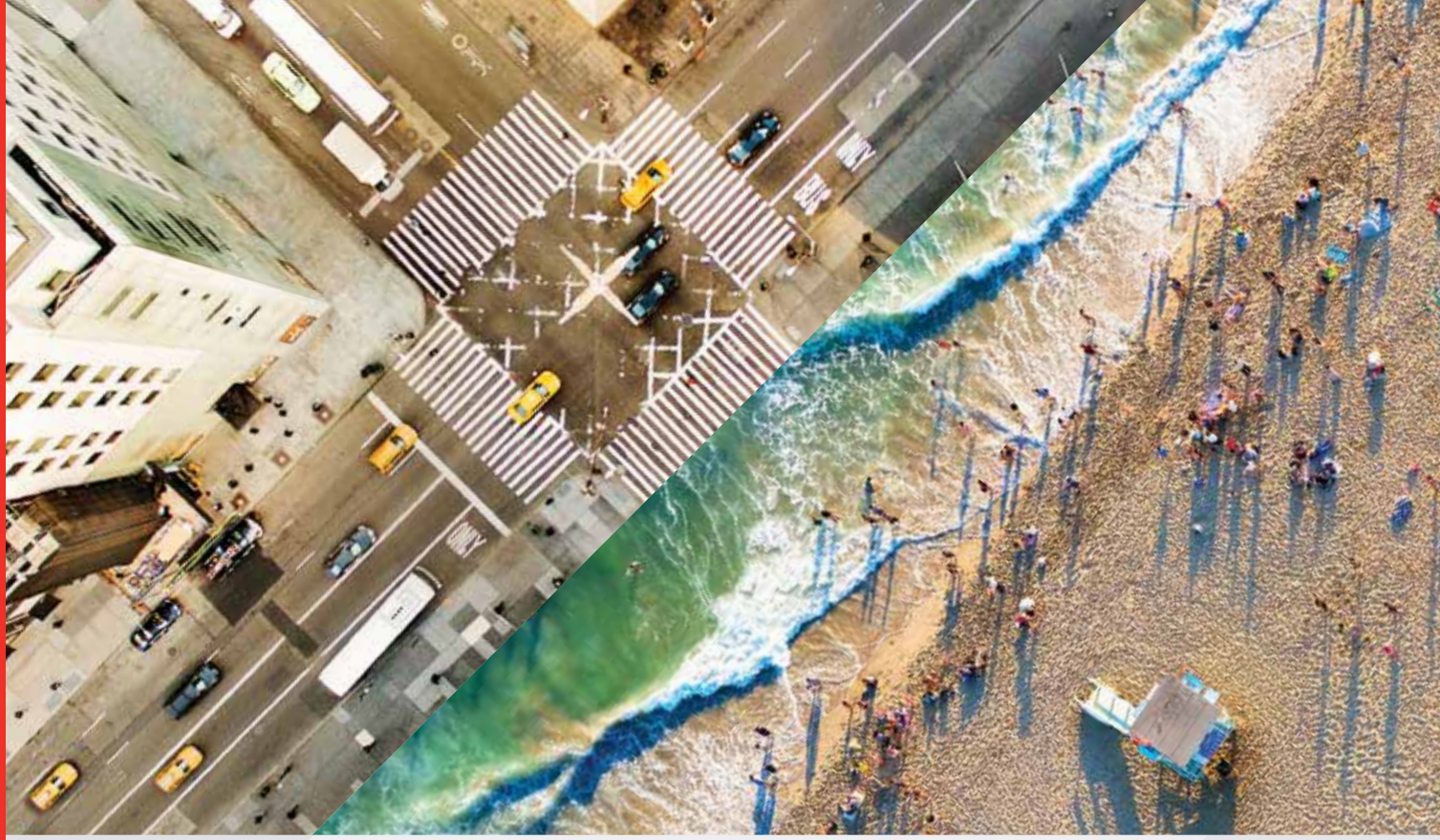

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