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## Community Involvement

### Girl Scouts of Shawnee Council Fundraiser a Success!

Berniece proudly announces that the Capital Campaign for the Shawnee Girl Scout Council has raised $247,700 in its recent fundraising efforts (annual giving, foundations, major gifts, United Way and beguests). Berniece has chaired this effort for the past two years and has served on the Board of Directors of the Council since 2001. Berniece assumed the reins as President of the growing Council through December 2008. To make a donation to the council, please call 304/ 263-8833. Email: ShawneeCouncil@ShawneeGirlScouts.org. Shawnee Girl Scout Council Executive Director Maggie Witherbee states, "Berniece has demonstrated outstanding leadership through her tireless dedication and commitment to tge GS-SC in recent years. She's unselfish, always thinking of others, and concerned especially about what's in the best interest to our organization and the girls that we serve. Her leadership is revealed in all that we've accomplished for the girls. In two words, Berniece is absolutely fabulous!" ■

## Staff News

### Craig Gives Life!

From its beginning, the American Red Cross has formed a community of service, comprised of generous, strong and decent people bound by beliefs beyond themselves. The honor, spirit and resources of the American people are best revealed by the American Red Cross — with neighbors helping neighbors in need during earthquakes, floods, fires, storms - and also for the deeply personal and often quiet disasters that require a gift of blood. Many generous Americans nationwide have been donating blood since the terrorist attacks on September 11 to ensure a sustained and secure blood supply for all Americans. Craig Collis has already donated 114 pints of blood! Together with the Red Cross, these blood heroes are ensuring that the safest possible blood is readily available whenever and wherever needed - for the military, for other blood centers in America and for all 5,000 of America's hospitals. We all expect blood to be there for us, but barely a fraction of those who can give do. Yet sooner or later, virtually all of us will face a time of great vulnerability in which we will need blood. To find out where you can donate, visit **www.givelife.org** or call **1-800-GIVE-LIFE** (1-800-448-3543). ■

*Pray for Peace on Earth in 2007!*

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WINTER 2007

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

EASTERN PANHANDLE CONSTRUCTION AND DEVELOPMENT NEWS

## Legislative Update from ABC-CVC

**ABC-CVC's West Virginia Legislative Committee** met with a number of candidates during the past year. Many ABC members, like our firm, contributed to the candidates that ABC supports. ABC sent letters of endorsement showing its support of candidates, who fight for free-shop construction issues, to both ABC businesses and non-ABC businesses in the Eastern Panhandle. ABC has been working with our elected officials to have the language changed on project labor agreements (PLAs).



*Joan Warner, President of Associated Builders & Contractors – Cumberland Valley Chapter has provided us with the following legislative news.*

A union-only project labor agreement (PLA) requires a government or private entity to award all contracts or subcontracts on a construction job only to contractors who agree to recognize a designated union or unions as the representatives of workers on that job. An agreement may also require that all contractors use a union hiring hall to obtain workers; the contractors must pay union wages and benefits, obey restrictive union work rules, adhere to union job classifications, and comply with union arbitration procedures.

*Continued on page 2*

## Industry News



### ABC Expands Apprenticeship Education

Our region is fortunate to have one of the best Apprenticeship Training Programs in the Country offered by ABC in Hagerstown. The trade association plans to expand its program and to this end has purchased a former 22,000 sq. ft., 3-story brick school at 530 N. Lucas Street in Hagerstown (about 2 miles from the ABC office). The Apprenticeship Program covers the basic trades of Carpentry, Electrical, HVAC and Plumbing and also Skills Upgrade, Craft Training and Cross Training. The program is three or four years depending on the trade and typically costs members about $2,000 a year per attendee. For more information, contact ABC at 301-739-1190.

ABC is currently undertaking a Capital Campaign to raise $740,000 for the new training facility. Minghini's and Ellsworth Electrical have made generous financial donations to the campaign, and other members are following suit. ■

## NEW & COMPLETED PROJECTS



***BB&T Bank, Hedgesville***



***Medical Office Building for KFC Enterprises. LLC, Martinsburg***

- Shepherdstown Day Care Addition
- Subway Retrofits for Roach Energy Company
- Medical Building Addition for Briarwood Internal Medicine Associates
- Physical Therapy Building Addition at Heartland Nursing Home for HCR Manor Care

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# Legislative Update (continued from page 1)

**The Pennsylvania Legislative Committee** has been involved in a lawsuit with the Department of General Services on Best "Buddy" Value. Best Value would award contracts for "large and complex" construction projects (in excess of $5 million) through a layered bidding process that would eliminate the current low bid procedure and the public bid opening ceremony. Besides the bottom line, bidders will soon be graded on their qualifications, past performance, management and employment of minority- and women-owned businesses. Unlike the low-bid process, bidders and their prices would not be revealed at a bid opening and only the winner would be revealed "three or four weeks" after the bid date.

**The Maryland Legislative Committee** has been watching issues of concern to the construction industry. Members sent letters to Thomas Middleton, Chairman of the Senate Finance Committee on procurement via prevailing wage contracts. The result was an increase to 75% or more the percentage of State money that must be used in an elementary or secondary school construction project before the prevailing wage law applies. Members also sent letters to their Senators asking support of The Health Care Marketplace Modernization and Affordability Act, the small business health bill.

**New Standard Mileage Rates from IRS**
The Internal Revenue Service (IRS) has released the optional standard mileage rates to use for 2007 in computing the deductible costs of operating an automobile for business.
Beginning Jan. 1, 2007, the standard mileage rate for the use of a car, including vans, pickup trucks and panel trucks, is 48.5 cents a mile for all business miles driven.
The new rate is 4 cents per mile higher than the 2006 rate of 44.5 cents per mile, primarily due to the higher cost of vehicles and fuels during 2006.
The standard mileage rates for business purposes are based on an annual study of the fixed and variable costs of operating an automobile. ■

# Election Profiles



**Newly Elected Commissioner**
**Admiral William "Bill" Stubblefield, Ph.D.**
Our county is extremely fortunate to have as its newest elected Commissioner, Dr. Stubblefield, who is indeed a gentleman and scholar. He retired as a Rear Admiral from the National Oceanic Atmospheric Administration (NOAA), an organization structurally similar to the Navy except that its focus is on environmental issues. Dr. Stubblefield also holds a doctorate in Oceanography from Texas A & M. so is well prepared to provide leadership on many of Berkeley County's growth impact issues. Interestingly, Dr. Stubblefield's wife of 32 years is also an oceanographer and has served on the Berkeley County Planning Commission. Front and center on his agenda is to make sure that today's problems in the County do not become tomorrow's crises. He believes in Smart Growth, in other words channeling growth to areas that have adequate infrastructure (water, sewer, schools etc.) to support it. He also hopes the Commission will be able to look at some of the county's complex issues having enough data to make intelligent decisions about the future. Finally, he wants to see all areas of County Government working together smoothly. We wish Dr. Stubblefield the best in his newly elected position representing the people of Berkeley County.



**New WV Representative - Jonathan Miller (R)**
At just 22, Rep.-elect Miller is one of the youngest state representatives ever to be elected, following in the footsteps of legislators like Governor Joe Manchin. He was reared in Berkeley County, where his family has lived for several generations. A graduate of Musselman High School, Jonathan then attended and earned a Bachelors Degree in Economics and Political Science from High Point University in North Carolina. Endorsed by ABC, Rep. Miller's platform centered on looking out for the working poor as well as private enterprise. Some of the key taxation issues he plans to fight for include: lowering the gas tax so WV prices will be below those of neighboring states; lowering property taxes and raising the ceiling on Homestead Exemptions for seniors; and eliminating the tax on food and social security. He is staunchly against PLAs and prevailing wages and wants to change the state law to give local high-growth counties, like Berkeley, the flexibility to keep more of their taxes to use on education, sewers and local growth impact needs. (Right now he says that 98% of local taxes go back to Charleston. He'd like to see the teachers paid first so they have more competitive, livable salaries.) Rep. Miller observes that the WV Speaker of the House is a trial lawyer who represents unions so the new representative and the Construction Industry will need to keep the pressure on this year.



**New WV Representative**
**Daryl Cowles (R)** WV Delegate 51
Daryl Cowles operates a small construction business in Berkley Springs and has been involved in civic life as a volunteer with the Morgan County Planning Commission, Jaycees, and Chamber of Commerce. He says he ran because he thought it important to keep the Eastern Panhandle and construction issues at the forefront in Charleston. His priorities are first of all learning how things work in Charleston and then promoting laws related to taxation fairness and relief, reorganization of the tax structure, increasing the amounts allowed by the Homestead Act for senior tax relief, eliminating the regressive sales tax on food and reforming Workers Compensation. Quite the agenda!



**Re-Elected WV Representative**
**John Overington (R)**
In addition to being handily elected again in his 11th bid for re-election to the WV House of Representatives, Rep. Overington was recently recognized with the Marsh Institute Public Service Award for State Service. He is only the second West Virginian to receive this distinguished public service award. Rep. Overington was cited by Dr. Tracy Fitzsimmons from the Marsh Institute and Shenandoah University for "taking a 60-day legislative session and making it into a full-time, year-round position of helping his constituents; returning all phone calls; holding town meetings every year; and legislative achievements, including getting a School Pledge of Allegiance Bill passed; a Prisoner Work Bill for non-violent inmates; a Wiretap Bill to help law enforcement officials go after drug dealers; and an Animal Cruelty Bill."

In accepting the prestigious award, Rep. Overington said that his proudest achievement was getting the House of Delegates rule change that requires all bills to be passed with recorded votes. He said, "It's important for the public to know how the legislators actually vote so they can determine if they are being accurately represented. WV Rep. Overington has an impeccable voting record in support of ABC issues and was endorsed by the association in his re-election bid. He is Judiciary Minority Vice Chair, Constitutional Revisions Minority Chair, and serves on the Agriculture & Natural Resources, Constitutional Revision and Enrolled Bills House Committees. He also serves on a number of important interim committees. ■



# Editor's Insights

## Free Enterprise – It Works!

I've learned a lot about the Free Enterprise System, or Capitalism, since Craig and I took over Minghini's almost two decades ago. My sense of the Free Enterprise System after being a part of it is how well the system works when unfettered by too much government control, regressive taxation, and union favoritism. We are very fortunate in the Eastern Panhandle to have non-union contractors, subs and suppliers using quality and pricing, not favoritism and politics, to win contract awards. Another thing we in this dominant industry need to be thankful for are the legislative lobbying efforts by ABC-CVC and individual ABC volunteers who are vigilant about keeping our economic system free and fair.

While Capitalist economic practices became widespread in Europe between the 16th and 19th centuries, for the last century the U.S. economy has been the envy of the world.

And today the U.S. is still the largest economy, the most adaptable, and clearly the most successful in the modern age. This does not mean that our economy does not need to continually adapt and change its focus as other economic powers develop their competitive advantages, such as the Chinese who have become the manufacturing engine of the world. But these changes happen naturally when artificial barriers do not stand in the way.

Capitalism generally refers to an economic system in which the means of production are mostly privately or corporately owned and operated for profit. In this system, investment is determined by private decision making and distribution, production and pricing of goods and services are determined in a largely free market.

Some of the tenets of Free Enterprise are the rights of individuals and groups of individuals called companies or corporations to trade capital goods, labor, and money, again allowing the free market to determine value. Free enterprise also embraces private property rights and, in our Country, other Bill of Rights amendments like free speech.



*Berniece Collis*
*Vice President*

Unions may have had a place in the Muck-Raking past when labor laws did not protect the rights of employees. But their utility today in the Construction Industry is negligible. We are fortunate that our electorate agrees, as demonstrated by the legislators who have been elected from our area. We all must be vigilant in protecting our way of life, with our voices, with our votes and with our support of ABC. ■

# Client

**KFC Enterprises, LL Martinsburg, WV**
KFC Enterprises is a business entity comprised of Drs. Joseph Cincinnati, Troy Foster, and Thomas Knutson, Jr. for the purpose of building and leasing professional buildings in the Tri-State Area. Minghini's recently built the Tri-State Professional Complex at 1008 Tavern Road in Martinsburg for KFC Enterprises. The 33,000 sq. ft., 3-story, brick and metal siding office building is leased by the Center for Orthopedic Excellence. The second floor will be leased by Premier Physical Therapy. The third floor has yet to be assigned. States Dr. Cincinnati, "Minghini's General Contractors has done professional work in a timely fashion. This is our third building we have built and it is much more pleasant using a local builder who uses local sub-contractors ensuring that our community benefits in more ways than one." ■



**Joseph Cincinnati, D.O., Member/Manager**

# Subcontractor

**Synkote Specialties Company, St. Albans, WV (304) 722-4842**
Kerry started his business providing installation of exterior finishes ("EFIS"), similar to stucco in 1990. While most of his work is in the Charleston, WV area, he assisted Minghini's recently with the exterior coating on the BB&T Bank in Hedgesville. States Kerry, "It was a treat working with Minghini's. They were knowledgeable and provided everything I needed on the job right away." ■



**Kerry Hinzman, Owner**

# Supplier

**Fire Safety - Martinsburg, WV (304) 263-0650**
Gary Manley, owner/operator runs Fire Safety, a company that sells and services fire extinguishers and commercial fire suppression systems throughout the tri-state region. The 30-year old company has six employees who work with contractors and other businesses. ■

# Professional Associate

**Joan Warner, President**
A dynamic woman with a ready smile describes Joan Warner, President of ABC-CVC for the past 14 years. Her tenure with the trade organization that serves 200 contractors and associate members from the Tri-state Area has actually been more than 20 years. Joan grew up in York, PA. When she married, Joan moved to this area. Initially, she worked for Grove Worldwide (the manufacturer of heavy cranes and then a member of ABC), but moved over to ABC-CVC when a position became available. States Joan, "I feel proud to work at ABC. It's an organization of values and principles to which I am totally committed. For this reason I can stand up and fight the unions and represent ABC legislatively on its issues. I also love my work because contractors are up-front, basic, good people to work with." ■



**Joan Warner, President**
**Associated Builders & Contractors-Cumberland Valley Chapter**
**Hagerstown, 301/739-1190**