In a country where opportunity abounds and success is the reward for hard work, no one can deny it takes effort to be good at anything, but it takes something uniquely special to be considered the best. For one Richmond-based contractor, simply being good is never good enough. For decades, Atlantic Constructors, Inc. (ACI) has built a stellar reputation by providing exceptional solutions for almost every type of industrial and commercial business in the region. Offering a full range of self-performed services, ACI truly lives their mission every day; to be extraordinary through innovation, collaboration and diversity.

With roots dating back to 1957 as Hungerford Mechanical, the company expanded and joined with Atlantic Industrial

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Constructors, Inc. in 1998. Officially becoming ACI in 2003, the firm quickly grew in size and project scope, opening their new Richmond state of the art headquarters and fabrication shop in 2006. The next ten years saw further office locations open in Newport News, Suffolk and Roanoke, Virginia, during which time they won several awards and accolades as a top contractor in the Mid-Atlantic region. This unprecedented growth has seen ACI boast an amazingly diverse portfolio and offer a wide variety of services for multiple client types including Structural Steel, Process Piping, Fabrication, HVAC/Plumbing, Electrical, Fire Alarm, Fire Protection, and Millwright/Rigging Services.

Recently, ACI added an additional 30,000 square feet to their fabrication facility giving them the ability to service any size project in the Industrial, Healthcare, Laboratory, Government, Public, Educational and Office market segments. This state-of-the-art specialized fabrication shop and CAD-equipped design facility gives their clientele the confidence that their needs will be taken care of by a professional team at the highest level of safety and quality. “Our highly automated 130,000 square feet fabrication shop and 30,000 square feet office complex supporting approximately 900+ highly skilled employees allow us to efficiently provide complete turn-key solutions,” explains Terrence Kerner, President. “We have also invested in the latest technology, designing and fabricating using Revit software which enables us to move rapidly from design to shop, saving time and eliminating costly errors.” In fact, ACI has a program aptly named Lean, that focuses their resources on further meeting their client’s needs efficiently. “At ACI, Lean is not just a process but a culture of respect for people and continuous improvement aimed at eliminating waste and creating more value for our clients,” explains Devra Brusso, Continuous Improvement Manager. “Through our state-of-the-art prefabrication shop we are able to implement this Lean culture through continuously improving safety, and increasing productivity.”

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Virginia Tech Classroom Building
Location: Blacksburg, VA
Square Feet: 75,000 SF
End Date: 7/30/2016

ACI was awarded the Plumbing and HVAC scope of this 75,000 SF academic building at Virginia Tech in Blacksburg, VA. This project consisted of a campus steam-chilled water system and a custom air-handler with heat recovery. In addition, ACI installed a lab system on the 3rd floor which included a lab exhaust system.

ACI was selected as the preferred partner for this project due to our extensive experience working in educational facilities.
Boehringer Ingelheim Chemicals S5 Project
Location: Petersburg, VA
Square Feet: 55,000 SF
End Date: 10/10/2012

When Boehringer Ingelheim Chemicals recognized the need for expansion, engineering giant Jacobs Engineering selected Atlantic Constructors’ Industrial group to perform with the major mechanical scopes of work for the S5 Expansion project.

We completed the process piping, utility piping, steel erection, miscellaneous metals, rigging/equipment setting, and HVAC on this new 55,000 sq. ft. multi-story, pharmaceutical production facility on the BI Chemical Petersburg campus.

Several interesting piping systems were utilized to include: Swagelok, Pure Water, Hastelloy, Teflon-Lined, Fiberglass Reinforced, and glass-lined. Boehringer Ingelheim Chemicals, now known as AMPAC Fine Chemical continues to produce Active Pharmaceutical Ingredients (API’s) and Intermediates for the pharmaceutical industry.

AdvanSix NOx Abatement
Location: Hopewell, VA
End Date: 1/1/2019

In 2012, Atlantic Constructors, Inc. was selected as the mechanical contractor for the construction of the Nitrous Oxide Gas Abatement Area Upgrade at the AdvanSix Facility in Hopewell, VA. ACI began work on the first of four nitrous oxide units to be upgraded in early 2012 and completed work on the fourth unit in late 2018.

Atlantic Constructors was the prime mechanical contractor for the four units upgraded, responsible for rigging and setting approximately 100 pieces of equipment along with fabrication and installation of nearly 27,000 LF of piping including fabrication and installation of large diameter stainless steel exhaust ductwork.

The primary equipment for the Disulfonate and Nitrite systems included Scrubbers, Demisters, Blowers, Heat Exchangers, Burners, Pumps, stainless steel exhaust stacks and gas, and ammonia skids. Piping materials were stainless steel, carbon steel, and FRP with sizes ranging from 1” to 48”.

Boehringer Ingelheim Chemicals
Location: Petersburg, VA
Square Feet: 55,000 SF
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**Battle Building at UVA Children’s Hospital**

Location: Charlottesville, VA  
Square Feet: 200,000 SF  
End Date: 6/10/2014

ACI was awarded the mechanical, plumbing, and fire protection construction of this new 7-story, 200,000 SF hospital. There are 36 specialty clinics, including: Pediatric Infusion, Pediatric Cardio, Pediatric Pulmonary, Pediatric Dentistry, & Pediatric Diagnostic Radiology suite. The Ambulatory Surgery Center has 12 operating rooms, 36 pre/post-operating rooms, stand-alone pediatric recovery area rooms, & clinical support spaces. Site storage and coordination was key for this product. ACI established a warehouse location offsite which allowed easy access to prefabricated material and equipment. This coordination of material was a key component for project success.

- 3 custom air handling units 197,000 CFM  
- 276 VAV Boxes with hot water reheat coils  
- 22 FCU’s  
- 1 ERU  
- 2 Heat exchange

Unique Accomplishments and Accommodations:  
After initial construction, we were engaged to install new sanitary – over occupied, in use operating and recovery rooms- there were no disruptions.

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**VCU - Perioperative (PSR)**

Location: Richmond, VA  
Square Feet: 85,000 SF  
End Date: 5/5/2018

In early 2014, ACI served as the Mechanical Trade Contractor for this complete phased renovation of 85,000 SF in an active hospital. This major design-assist effort was implemented using Integrated Project Delivery (IPD).

ACI was selected for this project not only for our experience and reputation but for our design-assist expertise and our “Big Room” team collaboration approach, which we believe is essential on a project of this magnitude. The 48-month construction schedule included a post-anesthesia care unit (PACU), 19 operating rooms, and an MRI suite. The areas impacted are on five floors, and the roofs of three buildings; throughout the construction period, the 14 existing operating rooms were to remain functional.

To allow movement of equipment and facilitate direct access to the mechanical room, an inoperable louver was installed in the precast portion of the 6th story of PSR. The louver was converted to use as a pressure intake for the final phase of AHU installation.
Activity to deliver a better product. ACI is one of the few mechanical contractors in Virginia implementing Lean processes and has a team focused on Continuous Improvement. Our Lean goal is always to increase our efficiency and lower costs which will ultimately deliver a better product to our clients safely, in budget and on time." In addition to cutting-edge software and innovative automated systems, ACI maintains powerful manpower loading and project tracking systems to ensure each project is properly staffed to meet the client’s schedule. The areas of fabrication include Sheet Metal, Piping, Electrical, Plumbing, Steel, Blasting and Painting, and multi-trade modular assembly.

Complimenting their incredible construction and fabrication abilities is ACI’s second-to-none 24/7 Service Division. Playing an integral part in designing, installing and renovating structures and equipment, ACI employs factory-trained technicians uniquely qualified to keep all in top operating conditions. "Our clients know we are uniquely qualified for their individual businesses, and our continued on page 6

Atlantic Constructors’ Industrial Division has executed a uniquely exceptional project with San-J International, a local Richmond Manufacturer and well-known national brand, Tamari Soy Sauce Manufacturer, who has determined the need for a massive capacity increase expansion at the Richmond, VA headquarters manufacturing facility.

This project is significant for ACI since it is the first-ever major facility expansion project to allow ACI to deliver on each and every one of our primary self-performed services. We performed the mechanical, electrical, plumbing, fire protection and fire alarm work and we completed the process piping, specialized steel supports, conveyors, product conveyance systems, process ductwork, process equipment setting, Koji Table assembly and installation and process controls.

ACI Service Division Pump Truck — Photo: Staff

ACI Facility — Photo: Hover Solutions, LLC
Continued from page 5

experts can customize preventative maintenance plans to lower costs and decrease downtime,” says Dan Schultheis, Jr., Vice President, Service and Special Projects. Drawing on decades of experience, ACI offers HVAC, Plumbing, and Electrical services, as well as Infrared testing, IAQ improvement, Facility and Plant maintenance, Fire Alarm service, Fire Protection maintenance, Water-Jetting, and Pump Truck services.

Being an industry leader, ACI understands that their employees are not only the backbone of the company’s success, they are the lifeblood. ACI leadership believes that all people are different in ways that are both easily seen and not immediately visible. “Our motto is ‘We build, not by counting people, but by making people count.’ We are continually working towards a culture of inclusion because we believe diverse views and experience make for better decisions,” states Bill Cooper, Director, Diversity Strategies. “At ACI, it is vital to have our employees think BIG in all areas – that is, dream BIG, act BIG, and reach BIG. That means Step Up, Step Out, and Be Bold, and to accomplish this we ask each one to remove their blinders, and push stereotypes and assumptions aside. This really does help bring the younger and older generations together to find solutions.” This inclusivity also extends to ACI’s supplier base. “We believe that diversity is essential to innovation and that inclusion converts diversity into results,” adds Cooper. “For us to establish strategic and sustainable relationships with small women and minority-owned firms is essential as they participate in the value-chain of our customers. In fact, we are devoted to mentoring SWAM companies, helping them structure all aspects of their business to position them for growth and relationship building.” Truly believing in a culture of inclusivity, ACI is devoted to a team and family atmosphere across all business units, and things such as Family Day, celebrating employees’ anniversaries

Continued on page 7
and multiple volunteer opportuni-
ties are only a few examples of
their commitment.
Aware of the value each employ-
eee brings to the vision and the
overall success of the company,
ACI has developed a rapidly grow-
ing Apprenticeship Program and
Trade Trainee Program. In con-
junction with Associated Builders
and Contractors, ACI now offers a
superb apprenticeship program in
Richmond for the HVAC,
Plumbing and Electrical trades,
with a Welding/Pipefitting two-
year program also in the works.
“These apprenticeship programs
allow our staff to learn new skills
while enhancing their current
strengths, as well as preparing
those seeking to complete their
Journeyman’s exam,” says Melissa
Weaver, ACI’s Manager of Learning
and Development. The Trade
Trainee program, on the other
hand, was created to give concen-
trated, in-house paid training to
unskilled workers that show an
aptitude for one of ACI’s skilled
positions. Lasting approximately
four weeks, the Trade Trainee typi-
cally progresses to a Helper posi-
tion or enrolls in an ACI spon-
sored Apprenticeship Program.
ACI understands that their
employees are the most important
asset they have, and that the safety
and health of their entire staff is
paramount to their continued suc-
cess as an organization. “Safety,
Quality, Productivity, and Respect
are four words that describe how
we live and work at ACI,” says
Kerner. “Yet it is safety and mutu-
al respect that allows the quality
and productivity to shine through.
Investing in keeping our employ-
ees in a safe and healthy work
environment is integral to all parts
of our operation – now more than
ever.” Making it imperative to
always comply with all Federal,
State, and OSHA standards, ACI
also maintains their own health
and safety regulations. “From top
management to departmental
supervisors our interest in one
another is vocal, visible and con-
tinuous,” adds Marty Walters,
Director of Safety and Loss
Prevention. “We will always
ensure that safety is the founda-
tion of everything we build.”
Perhaps nothing gives more evi-
dence to ACI’s pledge to the well-
being of their employees than the
twelve Associated Builders &
Contractors Safety Awards they
have won since 2008.
With tireless dedication to
employees, suppliers and the entire
community, ACI strives toward
building and investing in relations-
ships that last. “We know that to
work for our clients means working
WITH our clients as partners,”
states Kerner. “In our approach to
Target Value Design, we do our best
to meet their goals and are willing
to examine alternative approaches
while maintaining the integrity of
their vision.” “We are not just work-
ing for the client, but rather we are
an extension of them and their
goals, forming a partnership in suc-
cess,” continues Kerner. “This also
means we are honest with them
about solutions in relation to what
is in their best interests.”
Looking back over sixty years of
growth and success, ACI has every
reason to be both proud and exci-
ted. As one of the most respected
specialty contractors and fabrica-
tors in the construction industry,
ACI knows that focusing on the
future remains staying loyal to
their mission of being extraordi-
ary through innovation, collabora-
tion and diversity. By maintain-
ing a staff that embraces this mis-
sion, ACI plans to offer all of their
services statewide. “We are look-
ing to ‘do everything we do every-
where we are’, basically expanding
all of our capabilities and opera-
tions to our other locations
throughout the state,” explains
Kerner. “That includes expanding
our existing services in the
Tidewater, Suffolk and Roanoke
areas. In short, fill in the gaps.”
For certain, the firm’s leadership
will continue to tap into the excel-
ence of the employees that make
ACI so strong. “We take pride in
the ideas and experience of our
diverse workforce at every level to
make sure we are providing the
best ideas and methods for our
customers,” adds Kerner. As the
firm that has been setting the bar
of excellence in the region for over
six decades, it is well-earned that
Atlantic Constructors Inc. has
become synonymous with client
satisfaction and project success.
Extraordinary
IDEAS | PEOPLE | PROJECTS
Richmond  Roanoke  Tidewater  Hampton Roads
acibuilds.com
VIA design

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Transforming a client’s goals from vision to reality requires a unique skill set that is often as rare as it is difficult. Understanding what a client wants and translating that vision into a functional and realistic design that not only meets the expressed needs, but also captures the essence of that vision, can be daunting. For one Norfolk, Virginia based design firm, their reputation as visionaries and builders of the future is not only well-earned, but has propelled them into the elite status that few companies even aspire to. VIA design has been helping clients create memorable spaces that thrive in the environment from lifestyle to livelihood, from public areas to safe havens for almost thirty years. With a company mission to “inspire, design, and elevate” the daily lives of their clients and the community, VIA starts their process of delivering beautiful and purpose driven designs through research, discovery, and realizing the endless possibilities.

Founded in 1991 by President and Lead Design Principal, Donna Phaneuf, FAIA, VIA started out as a single-owner firm, but has since welcomed three new Principals to the leadership team: Andrew McKinley, AIA, LEED AP®, Keith Oliver, PLA, ASLA, LEED AP®; and, Scott Campbell, AIA, LEED AP® BD+C. Since its inception as an architecture and design firm, VIA has added and integrated services that include landscape architecture and site planning, coupled with the enhancement of interior design capabilities, graphic design

PROJECT PROFILE

Allan Myers Chesapeake Office

Owner: Allan Myers, Inc.
Gross Area: 6,250 SF
Contractor: Heartland Construction, Inc.
Structural Engineer: NRW Engineering, Inc.
M/E/P Engineer: Robert G. Dashiel Jr., Inc.
Landscape: InSites (currently VIA’s Landscape Architecture Division)

Project Highlights:
- Daylighting study
- Intensive Renovation
- Interior Design
- Signage and Wayfinding

Awards:
- 2019 Hampton Roads Associate for Commercial Real Estate Award for Best Commercial / Office / Retail Building

Allan Myers, Inc., purchased a 57 acre parcel in Chesapeake, Virginia off of the Elizabeth River. The site originally included 3 large industrial buildings and a 1960’s era prefabricated building. Myers demolished all of the industrial buildings, constructed a new asphalt plant and distribution center, and recognized the office building’s ideal site position and had potential for transformation. The primary focus of the transformation was to provide an open and energized workspace for employees by increasing natural light. A diffused daylighting study was performed and revealed that a central linear skylight would transform the space with natural, diffused light. A skylight ‘spine’ runs the full length of the building, built around the space frame structure, creating a focal point and a “jumping off” point to organize the interior space layout and finishes.

Working closely with the leadership team at Allan Myers we quickly picked up on the business model and motto “Image of Excellence.” With an artful eye and careful design composition we were able to blend their corporate colors of black and yellow into the floor finishing and select art pieces. The interior space was transformed to become a modern workspace that is open and collaborative. We incorporated glass panes for office dividers to allow natural light and further sight views for employees. The final interior touches of unique art pieces and classic barnwood give a nod to their humble beginnings and also their deep appreciation for one-of-a-kind art.

The exterior transformation included the replacement all of the glazing to increase natural light and decrease heat gain, as well as update the appearance of the building. The office is located on a high point surrounded by mature native trees, overlooking a stormwater pond, and the Elizabeth River. The original landscape design consisted of large evergreen foundation shrubs within the pedestal walls, which obscured views out of the building.

With the renovation’s focus on light and views, the plantings within the pedestal walls were completely redesigned to provide color, texture, and seasonal variety outside the conference rooms and workspaces. Plants were chosen to reflect the riverfront setting, while not growing tall enough to obscure the views. Existing trees were saved, with a new accessible entry walkway that meanders through those trees. New evergreen plantings now screen the asphalt plant from the office. A shady patio extends outside the kitchen, with river views and an open lawn for breaks and office events. Future plans for landscape architecture include a looped walking and exercise track, picnic shelter, grills, and lawn game area.

To maintain the “Image of Excellence” throughout the entire site we designed wayfinding signage that reflects their branding and serves as guidance for visitors. We collaborated with Allan Myers to ensure consistency across their other locations while also bringing a new edge to the signage for Chesapeake. Now their employees, distributors, and guests can navigate safely throughout the site and arrive at their desired destination.

After an extensive transformation to the interior, exterior, and surrounding site, Allan Myers now has a modern yet nostalgic new office location.

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VIA design

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capabilities, and wayfinding/branding services, allowing them to offer a full suite of design services. Boasting a large and impressive project portfolio, VIA specializes in projects that are site sensitive. These projects vary in their level of challenge, but one thing distinguishes VIA over their competitors...their expertise in transforming spaces and sites.

With almost three decades of design excellence to their credit, VIA has recently experienced their own transformation. While standing the test of time as an architecture firm of choice, they have also evolved into a robust, multifaceted firm on many levels. Perhaps nothing exemplifies this more than their new home, The Essex Building (The Essex), a restored landmark that resides in historic Downtown Norfolk. While VIA always has eyes on the future, the historic rehabilitation VIA performed on The Essex not only paid homage to the beauty and resiliency of early 20th century architecture, it also became the East Coast Technology BETA site for SIEMENS, their lead strategic building partner. “We approached this project as a unique opportunity to ‘practice what we preach’ on multiple levels and create a piece of ‘demonstrational architecture,’ by making an old place new again,” states Donna. Already earning the Viridian Building Sustainability Award, The Essex is in pursuit to obtain LEED Gold Certification and EarthCraft Platinum Certification. The Essex is a testament to driving inventive change in the way that building owners design and occupy build-ings. “This building demonstrates our commitment to being industry pioneers as well as a reflection of the new partnerships within the firm,” states Andrew. Having full integration of fire, security, building access, water, HVAC, lighting, shade controls, window checks, and occupancy sensors, Essex is continuing to gain a tremendous amount of interest and respect within the community and design industry on how to perfectly blend and balance historic structures with cutting-edge technology. “Every design decision was directed toward combining building efficiency and the guidance of the Virginia Department of Historic Resources as well as the Department of the Interior National Park Service Historic Tax Credit Program,” stated Keith. Maintaining a strong respect for the original and historic impact of the structure, VIA is excited, and rightfully so of the rehabilitation results. Scott states that “Besides being an absolutely beautiful building, The Essex is transformational architecture that shows our community “best practices” to invest, design, restore, preserve, and create smarter buildings for our future.”

Having a firm-wide vision to elevate their clients’ appreciation for impactful architecture through positive inspiration, it is clear that curating an awareness of “why” design matters is paramount to VIA. “We believe in bringing the very best imaginable idea forward and celebrating that journey,” says Donna. “That process is proactive in the community and with the client. They are part of the whole process, giving input and helping create solutions when necessary. We firmly believe that imagining together is foundational to creating enduring relationships.” Scott

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We have the pleasure of working with The College of William & Mary’s Virginia Institute of Marine Science (VIMS) to complete their Eastern Shore Campus in Wachapreague, Virginia. Our relationship with the Institute began with the design of the Seawater Laboratory and Seaside Hall Laboratory + Education Center in 2012. Today we are preparing to begin construction for six additional buildings that will complete the Eastern Shore campus and enable VIMS to continue providing practical solutions and further research that leads to a healthy coastal ecosystem.

The Seawater Laboratory’s original site was “created land” from mounds of oyster shell deposits. The elevation was barely above sea level and located in a high hazard coastal flood zone. Consequently, the site floods with each storm, causing significant interruption to the field lab work. VIMS insisted upon utilizing the original site because of the access to clean, high salinity seawater allowing researchers to observe marine organisms under conditions that mimic those of the coastal open ocean. The new Seawater Lab provides flexibility, fresh air movement, natural daylight, and survivability during destructive storms. We were inspired by the surrounding nature, the rural setting of the site, and our client’s research so we took those cues and incorporated them into the overall design. The building’s design, like a shark’s fin, emerges sharply from the water of the creek. Using raw materials and clean lines, the building can withstand the environmental forces and is highly functional for the scientist’s research.

The Seaside Hall project was the redesign and replacement of a laboratory and classroom building that burned down. The new building is a 3,100 SF facility that houses a teaching lab, analytical lab, a library / conference / classroom, restroom facilities, and a small galley. Due to the stringent floodplain restrictions and regulations, the new building was designed on piers, reflecting the aesthetic of a seaside / coastal research facility. Extensive ramping, stairs, and decking were added around the perimeter to engage various pedestrian circulation paths that were already in place.

In 2017, we completed a Feasibility Study for the VIMS Eastern Shore Lab’s Education, Administration and Research Complex. Following the study’s completion we were awarded the contract to provide design and construction support for six new research facilities to complete the build out of the Eastern Shore campus. The six new buildings consists of a new administration headquarters, the replacement of the aquaculture hatchery, a new education / lab center, a new maintenance facility, new storage facility, and a new resident visitor center and dormitory. Three of the buildings will be constructed in the flood plain and will be detailed with contingent and permanent flood proofing engineering techniques. For more than a decade we have been working with the VIMS team and we are excited to see the campus vision come to life over the next few years.
VIA design

Continued from page 11

adds, “To be certain, this process is always a work in progress, with painstaking effort to think outside the box, not once but often multiple times. We do a lot of research to find the ‘right’ or ‘best’ solution, not just the simplest solution”. He continues, “That means we often must think 3-dimensionally when challenges present themselves 2-dimensionally.” This often applies to VIA’s site driven responsiveness as well. Andrew explains “Whether it’s built or undeveloped land, we define the constraints and attributes of a property and then shape the design accordingly.”. He adds, “We then formulate a vision while giving the client the complete truth about the property and why we feel the solutions we are proposing are in their best interests as well as that of the site. We feel our work is transformational, not just in how it looks but also in how it helps our clients do business and work.”

As a future forward firm, VIA understands the way they work is critical to a project’s success. “We like to say we work smart to create smart work,” states Andrew. “So much of that is tied to the fact that we have a high degree of adaptability combined with a passion for great design. Bringing a fresh, nimble approach has helped us evolve over time to the current design climates and conditions.” That approach has fostered a tremendous repeat client rate, and has allowed VIA to grow in both project type and size while remaining the industry expert on site sensitive projects. “Environmentally sensitive sites, while often very challenging, really play to the strengths VIA brings to project solutions,” says Keith. “We conduct workshops to get public opinion, document and identify key concerns and comments, and work to bring people together for solutions to build a base of ownership within the community. These solutions are always integrated, capturing what is the essence of the site and encapsulating the brand along with the architecture and landscape.”

Of course, having such a dynamic and inclusive process would mean little without the talent and skill-set at VIA bringing it to fruition. At VIA, there is a vibrant and creative staff, that fosters an “inclusion” versus “exclusion” team approach, which is essential to the detail and complexity of their work. Keith explains “Our talented and energetic staff always works as a team, and are centered to working toward each person’s strengths”. Keith further explains “Everyone is aware of each person’s strong suits and what they are best at, and this allows the help needed through strong teamwork. We

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VIA design

To further enhance this talent, VIA has embraced technology to the highest extent possible. VIA focuses on exploration, communication, sharing, and visual demonstration through the use of the latest technological advances. Andrew states “Our expert BIM modeling skills in Autodesk’s REVIT software has given rise to what they call VIA Reality, pro-

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have carefully and thoughtfully brought together a collection of talent that consistently brings exciting ideas and delivers unique designs. Our staff is the life and soul of VIA.”

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Essex Building

Owner: Meet@319, LLC
Gross Area: 8,278 SF
Contractor: Compo Construction
Civil Engineer: Klo + Associates
Structural Engineer: Speight Marshall Francis
M/E/P Engineer: Robert G. Dashiell Francis
Roofscape: VIA design

As architect Carl Elefante so eloquently put it, “the greenest building is one that’s already built.” The Essex, originally built in 1910, prominently stands in the heart of Downtown Norfolk. Its stately façade proudly faces the TIDE light rail station on the MacArthur lawn and is at the core of Historic Downtown. By choosing to restore the Essex VIA took the immense step of saving a contributing structure that sat vacant for over 10 years and in danger of demolition. While the changes to the building over time were photographically well documented, it was clear that the best guiding “period of historic significance” for this transformation was the year it was built, as the building’s form, proportions, and overall appearance were at its best.

Throughout the building’s life the exterior and interior had evolved. Over time exterior masonry was removed, windows were covered up, awnings were added, and much of the exterior whittled away. VIA made every stride identifiable to re-establish and restore the masonry façade that adorns E Plume and Bank Street to its original design by removing awnings, adding masonry piers, and reinstating operable transoms into the street level storefront bay pattern.

The 2nd and 3rd floors were consistently used as support offices throughout the building’s history. VIA took into consideration the preservation and reuse of the original design elements throughout each floor. During excavation, existing vinyl tiles were removed from the floor to find beautiful heart pine wood flooring and original terrazzo. Both the wood floor and terrazzo were restored to their original character.

The Essex is on track to obtain LEED Certification. The Essex will also be the first building in Virginia to accomplish the EarthCraft Sustainable Preservation Certification and recently received the Viridiant of Virginia Award of Excellence for Sustainability.

The real innovation is that VIA truly made every effort to drive inventive change in the way that building owners design and occupy buildings, by doing it themselves, in a way that is efficient, impactful, respectful to historic structures, and also absolutely beautiful! They can truly use this as a piece of demonstrational architecture to show the community “best practices” to invest, design, restore, preserve, and create smarter buildings for the future.
VIA design

Continued from page 14

VIA design quickly demonstrated a unique project approach and unparalleled creativity. The way VIA worked with our leadership and staff made it very apparent that their process was going to bring forward exciting changes for the Chesapeake office.” – Aaron Myers, Vice President of Allan Myers, Inc.

VIA is a leader in design excellence in the Virginia landscape and beyond. Experiencing continued growth in size and scope of projects, they have continued to improve and expand on their integrated services, and as such, has evolved into what many view as a model architectural firm. Yet, given this status, it is just as important to the leadership of VIA to maintain focus on what allowed them to become the firm they are: the quality of the clients, the quality of their work and the quality of their team. By identifying real goals and providing real solutions, VIA will continue helping clients grow their business by influencing the way people work together and helping to encourage positive work environments with more efficiency, translating into enhanced profitability. “Logistics and practical concerns are the reason any project exists. I never lose sight of that fact, but design excellence is the added feature we bring to every project,” continues Donna. “In the end, it is the architect’s job to bring forward unexpected opportunities for the user and owners.” For VIA, those opportunities always start with discovery, collaborating with their clients, and ultimately transforming the vision into purposeful, beautiful architecture and landscape architecture.

Essex Project Feature - “VIA has a great vision of maintaining the historical exterior, second and third floors, yet the first floor has a very open and modern feel. It is also incredible how the buildings infrastructure was modernized without compromising the historic elements of the building.” – George Compo, President of Compo Construction

Essex Project Feature - “VIA is to be commended for restoring this historically significant structure for future generations to enjoy and for creating a space for not only their clients but one to host public dialogue.” – Mary Miller, President + CEO of Downtown Norfolk Council
They say wisdom comes with age. Meet the Essex Bvilding born in 1910, now home to VIA Design

VIA Design had a vision to create a cutting-edge office and collaboration space to showcase the future of our working environments. A space that would allow clients to visualize the technology platforms necessary to not only compete but excel in the construction markets of today and tomorrow. SIEMENS Smart Infrastructure, Norfolk, Virginia is proud to have been the technology partner helping to turn this dream into a digital reality.

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Building Relationships, Building Dreams

Continued next page...
At the core of every great company, one almost always finds a guiding set of principles that define the path taken to success. Inevitably it is those same principles that show the passion and commitment found in the very best of the best. For one Christian-based, minority General Contractor in Louisa, Virginia, that passion has earned them a reputation for quality planning, superior construction and excellent customer service second to none. As Loudin Building Systems begin their third decade of excellence, they remain poised to be the superior contractor of choice, building the dreams of a diverse clientele in Central Virginia and beyond.

Opening their doors in 1999, Loudin Building Systems was founded by two industry veterans, Howard Loudin and Jim Durante,
Jr. Meeting while working together at a general contractor in Fredericksburg, Virginia, the pair started in the industry at a very young age. Starting his career in the field as a tradesman, Howard served as Vice-President and General Manager, Construction Manager, Superintendent, as well as Concrete and Ironwork Foreman prior to starting his own company. As President of Loudin, Howard’s responsibilities range from developing company budgets, project budgets, complete project management, sales, marketing, and being involved in all aspects of the day to day operations of the business. A devoted husband, father, and grandfather, Howard is a member and deacon serving at Mineral Baptist Church, as well as coaching and ministering the youth in Upward Basketball, and playing, singing, and writing Gospel music. In 2007, Howard was awarded the “Business Person of the Year” by the Louisa County Chamber of Commerce.

Jim Durante, Jr., Vice-President and partner of Loudin Building Systems, likewise brings a vast knowledge and experience to the firm. Beginning his construction experience working for his father at American Bridge as an iron worker at age 16, Jim worked there for several years in the capacity of welding/fitting, overseeing the plant, and then helping with estimating and sales. Owning and managing his own general construction company for some time afterwards, Jim eventually became employed at L. White & Company, where he met Howard. Originally brought on as a consultant in the Construction Management Division during the construction of a regional jail project, Jim officially joined the

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company as General Manager and then Vice-President. Assisting with every aspect of the business at Loudin, he serves as project manager and oversees many projects, while supporting Howard with estimating. Bringing a strong faith to everything he does, Jim and his wife Peggy are active members of Life Point Church in Spotsylvania, Virginia.

In the early days of Loudin Building Systems, the firm did small commercial renovations and

Loudin Building Systems

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PROJECT PROFILE

LifePoint Church
Location: Fredericksburg, VA
Architect: Mike Wittig
Subcontractors List:
- Garnett Refrigeration
- D & M Electrical
- RW Hitt, Inc.
- Landmark Construction
- The Carpet House
- Virginia Millwork
- Mobility Supercenter
- Piedmont Plumbing
- Overhead Door of Central VA
- Inwood Design/Build
- Concreate
- Central VA Fire Protection
- Hermitage Steel
- Vision Systems
- Burke Concrete
- Brick Masters Construction
- Titan Sign & Awning Corp
- All-VA State Pest Control
- Precision Doors & Hardware
- Commercial Caulking Company
- Barranger & Company
- Sanfio Designs

Lifepoint Church Auditorium — Photo: Staff

Lifepoint Church — Photo: Staff
additions, but also took on a good deal of residential work, both new multi-million-dollar homes and renovations. As the firm quickly grew, they began doing more commercial jobs, and found the need to build their own shop in Mineral, Virginia to accommodate the increased work load. A large part of this was their becoming an official dealer of Butler Manufacturing™, a building-solutions company providing the design, manufacture, and marketing of metal building systems. The capabilities, experience and talent of the company became a major strength and allowed them to put together an impressive and diverse resume' of projects including banks, medical, houses of worship, family life-centers, storage facilities, tennis facilities, swimming pools, K-12 education, gymnasiums, wineries, manufacturing, government and residential.

Loudin offers a full range of construction services including construction management, design/build and development, value engineering, site planning and preliminary budgeting and pricing. Project size and scope are also incredibly diverse as jobs vary between $20,000 and $10,000,000, with a high concentration in Central Virginia.

With all the success Loudin Building Systems has achieved, there are certainly several strengths that make them a contractor of choice, not the least of which is a talented staff second to none. “We have complete faith in our staff and we feel they are the backbone of Loudin Building Systems,” adds Jim. “We still remain very hands-on in every project however. We all work as a team, with Howard and I visiting every job site several times a week. This is to assure proper communication between the superintendent, subcontractors, and owner, and affords them the awareness of the construction process at all times.”

That commitment to team certainly extends to the subcontractors, consultants, suppliers and vendors that partner with Loudin Building Systems on every project. “We have a strong, reliable, quality subcontractor base that have been working with us for 20 years,” continues Howard. “We feel that the subcontractors are an extension of us, and as such must adhere to the same level of quality, honesty and integrity we do. The client’s goals are always at the forefront and our team is there to deliver a quality product at a fair price and in a timely manner.”
Going hand-in-hand with the dedication to teamwork and client goals is the responsiveness that Loudin brings to every project. “We know that problems can and do arise, but we feel it is how those problems are dealt with that matters to the success of the project,” explains Jim. “In fact, we often see problems that can occur before they actually do, and as such save the client time and money by offering cost effective solutions ahead of time. This makes the client understand that we are not just the contractor but are an extension of them and their goals.” This is integral to Loudin’s promise of staying on schedule and budget. “We even Value-Engineer projects when necessary, and are proficient at working on construction projects while they remain open for business.”

Another major strength of Loudin has been a very strong and effective partnership with Butler Manufacturing™. Offering solutions in buildings within the commercial, community, industrial, and agricultural markets, Loudin Building Systems has teamed with Butler Manufacturing™ to complete a wide variety of projects.

“Partnering with Butler and specializing in Design-Build construction, we can simplify and

Lake Country Marine — Photo: Staff
streamline the entire building process to save our clients time and money,” says Howard. “The advantages include single-source responsibility, greater process control, reduction in overall construction schedule, improvement in risk management, and greater cost-effectiveness.” Completing over 20 projects using Butler Systems, Loudin also offers repairs on the metal buildings as needed. “Butler’s entire system is so well engineered to form a solid leak-proof building. Hands-down they have the best roofing system on the market,” adds Jim.

Offering virtually unlimited flexibility with regard to building design, the combination of Butler® building systems and Loudin’s design-build expertise allows clients to have a single reliable source for every aspect of construction.

Earning their well-known reputation for project success for over two decades, Loudin Building

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LOUDIN BUILDING SYSTEMS

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Systems understands they are only successful if their clients are satisfied. The following quotes give testimony to the dedication Loudin has for every project and every client.

“Howard and Loudin Building Systems did very fine work for us in constructing our corporate office center. We’d be happy to recommend them to others.” - Pierce Stone, Chairman, CEO, & President, VA Community Bank

“The job was on-time and on-budget. Loudin Building Systems was very responsive to our needs while renovating a 100-year-old building. They really paid attention to detail.” - Brian Marks, Town Manager, Town of Louisa

“It has been a pleasure to work with Loudin Building Systems, and I highly recommend their services…. We will forever feel indebted to Loudin for the timely and quality work provided.” – Phillip M. Trayer, Director of Finance, Louisa County Public Schools

“Loudin’s attention to detail, proactive communication and commitment this significant project on time and within budget was greatly needed, noted and appreciated. It’s a pleasure doing business with you.” – John Lauer, CEO, BOSS Instruments LTD

“Loudin Building Systems completed all work on time and in a very professional manner under a very watchful eye. I would highly recommend them to complete any construction job and if the opportunity presents itself, we would be happy to use them on future projects.” – William J Lynch Jr., Board of Directors, Fredericksburg Country Club

“You can’t drive through Louisa without seeing the results of what he has been doing. He has left a beautiful legacy for our town for generations to come.” – Jeff Feagans, Board Member, Louisa Chamber of Commerce

“I want to thank you for the great job you did in the historic renovation of the Old Mineral Baptist Church… You took a “hands-on” interest in the project… your firm was sensitive to the challenges presented…I was most impressed by the great work performed by the many different trades you delivered to the job…I would not hesitate to recommend your firm to anyone for construction services.” – C. Douglas Whitlock, Project Manager, Gaynelle’s Restoration LLC

For over twenty years, Loudin Building Systems has been building relationships and building dreams for a wide variety of clients and projects in Central Virginia. While they continue to grow, both Howard and Jim understand it is smart growth that will allow them to remain hands-on and give the ability to maintain the quality and excellence that has become the hallmark of every Loudin project. “We know we must maintain quality supervision and management as we grow,” explains Jim. “That means continuing to keep the excellent...”
LOUDIN BUILDING SYSTEMS

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staff we have while hiring new team members that help us meet our goals. Our previous and repeat clients will tell you that the dedication of our staff is unequaled, and integral with our personal performance, commitment, communication, and earning the trust of our customers.” Providing everyone involved with peace of mind while being a true partner in every aspect of the project, Loudin Building Systems continues to create loyalty with clients, subcontractors and employees alike. “Our company values are summed up with Integrity, Relationships, Service, Quality and Experience,” continues Howard. “We will strive to bring these to values to every project and client, and will achieve this by maintaining our Christian faith and the work ethic that we have developed through the years.”

Hats off to Loudin Building Systems on your 20th Anniversary from your friends at McGriff Insurance Services.

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High Performance Modern Cottage

Building A Better Community Through Design

Continued next page...
Providing solutions for clients that are sustainable, affordable and timeless would be very notable and successful goals for most architecture firms. After all, it is difficult to consistently integrate all three into design on a such a diverse project spectrum. For one Virginia-based architectural firm, such criteria are not just the goals for each project, but rather the starting point. Gaines Group Architects has a long history of building a better community through design, an approach to architecture that provides their clients with unique results that benefit the overall neighborhood in which they work and the people that live there for generations.

Further manifested in a long list of pro-bono work with non-profits as well as encouraging employee volunteerism in their communities, Gaines Group Architects not only believes that through design we can have a better future, they also pave the way through a passion that builds upon a legacy of excellence, one project at a time.

Founded by Raymond E. Gaines, AIA, FCSI, CCS in February 1987 after graduating from Virginia Tech and starting his career at a small architecture firm and later a small design-build firm, Gaines Group Architects was created with the goals to produce practical designs, documents that were beautiful and easy for builders to use, and a business that allowed for a family first approach. Originally based solely in Charlottesville, Virginia, the firm quickly grew a reputation for balanced design and quality design documents. Ray’s client base of developers and builders grew and he found a need to add staff including Roger Bryant, CSI, now a partner with the firm with 30+ years of experience. For the next decade, the company focused mainly on residential and light commercial design projects.

In 1999 the firm took on the first of many large-scale multi-family community projects that opened the door to what is now a firm specialty. This community, Stone Creek Village Apartments, is a luxury living community which features 250+ units, clubhouse, infinity edge pool, fitness center, and a man-made lake.

“We designed the site plan and figured out a way to use the steep sloped site to the developer’s advantage, getting more than twice the number of units previ-
ously thought possible,” explains Raymond. “This project was also one of the first in Central Virginia to take environmental impact into consideration.”

The same year, another future leader, Charles Hendricks, AIA, CSI, CDT, CAPS, CGP, LEED AP joined the firm as an entry level intern. Management quickly realized that Charles’ passion for sustainable design fit well with the firm’s culture of practical design solutions and was thrilled to have him to serve on the Blue Ridge Home Builders Green Committee, leading to the firm designing one of the first EarthCraft Certified homes in Virginia, and eventually designing the first EarthCraft Light Commercial certified project in Virginia. This was followed by Charles leading the process of getting a New England Farmhouse inspired home designed LEED for Homes Certified in the USGBC’s pilot LEED for Homes program.

As Gaines Group Architects continued growth in projects and personnel, Ray decided in 2007 to invite both Roger and Charles to become partners, allowing the firm to carry on in the event of something happening to any of the others. Soon afterwards in 2008, it was decided to open a branch location in Harrisonburg, Virginia. Relocating to run these efforts was none other than Charles, working out of his home in an area of the state where the firm had no reputation and no existing clients in what quickly became the worst economy in modern history. “I quickly learned that we needed to innovate our marketing strategies to grow the valley business,” states Charles. “This kicked off a new social media campaign including our blog (www.harrisonburgarchitect.com). Our social media marketing and niche focus on sustainable design really helped us earn a national reputation as an industry leader.”

This is no way meant it was ever an easy road for Gaines Group Architects during this expansion period. Growth was slow during the sputtering economy, but the Charlottesville office worked hard to piece together enough work as Charles continued to find local connections while partnering with local builders, including a design-build project through the LEED NC process achieving LEED Gold certification.

Another major milestone for Gaines Group Architects occurred in late 2008 as the firm moved into the penthouse suite at Luxor on Pantops in Charlottesville. “This premier office designed by our firm was the most visible project on a major corridor that we had been part of in Charlottesville,”

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GAINES GROUP ARCHITECTS

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says Roger. “This high-profile project along with a solid track record of affordable design solutions for developer and builder clients has led to many opportunities in Central Virginia and around the commonwealth.” Since then, success and growth has continued for both the Charlottesville and Harrisonburg offices, and 2014 the firm’s green reputation had grown to a point that the United States Green Building Council named them the “best small architectural firm” in the Best of Building Awards. This focus on sustainability has led to many successful projects, and allowed Gaines Group Architects to further their reputation in the green movement. In fact, Charles is a frequent lecturer on topics around green building and design at the University of Virginia, James Madison University, Department of Energy, Drexel University, University of Maryland, and the Illinois Institute of Technology.

Today, Gaines Group Architects is a small twelve-person architectural firm with offices still located in Charlottesville and Harrisonburg, Va. With a diverse work portfolio including industrial, multi-family, light commercial, ecclesiastical, private schools, and churches, Gaines Group Architects is a full-service design firm offering architectural and interior design. Capable of doing the structural design work for smaller projects in-house, they also value partnerships with several companies to offer civil engineering, structural engineering, MEP Engineering, and Design-Build as needed. The firm’s projects span from Southwest Virginia to Portsmouth with most being in the Shenandoah Valley and Central Virginia. Market seg-

PROJECT PROFILE

Chesapeake Western Depot

Project Date: 2015
Project Contractor: JM Apartments
Project Budget: $1 Million

The Chesapeake Western Depot originally built in 1913 to serve as a passenger and freight station was renovated in 2015. This iconic building on the edge of Historic Downtown Harrisonburg Virginia was the second passenger station built in Harrisonburg in 1913. The structure was built “out of spite” according to newspaper reports when Union Station rejected requests from the CW to use the existing station for passenger service. The CW Depot was built in a small town but with big goals. It had 16’ tall oak ceilings, independent waiting rooms for women, men’s smoking, and minorities. The white brick used in the structure was based on a building science principle of resisting moisture intrusion. This two-story structure on the front housed passenger service on the first floor and the corporate offices on the second floor. The rear structure was a one-story warehouse.

In 1982 a five-alarm arson fire shut down the useful life of the building. As a result, the building was abandoned for 25 years before Gaines Group Architects approached the building owners JM Apartments with a proposal to renovate the structure. The CW Depot, listed on the National Historic Register, was in a state of disrepair from fire, neglect, and water intrusion. Gaines Group Architects documented existing conditions, researched historic records, and created a renovation plan to bring the building back to life.

Working with the building owners, that served as general contractor, the building was renovated according to the Secretary of the Interior’s standards and achieved success through the Historic Tax Credit process. The building renovation lasted for about 1 year and lots of hands on attention.

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GAINES GROUP ARCHITECTS

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ments include custom residential, remodels, multi-family luxury home communities, light commercial custom projects and remodels, private schools and preschools, churches, medical clinics, and industrial projects.

Offering design services for a wide range of project types, focusing on sustainable design strategies has continued to be one the biggest calling cards for Gaines Group Architects. As an award-winning graphic design firm and a leader in the “green” movement, they have the ability to deliver a complete package for design projects. “This means we offer everything the client may need, including marketing, design, specification development, LEED consulting, and construction administration,” states Charles. “Our primary focus is to provide our clients with thoughtfully designed high performance buildings that achieve the healthiest living environments.” Having a clientele with differing backgrounds and varying goals, Gaines Group Architects is always able to deliver healthy, energy-efficient, and durable design solutions. “We offer a full range of services so we can help look at all the options and develop the best results possi-

PROJECT PROFILE

Better Living Mill Shop

Project Date: 2007
Project Contractor: Mathers Construction
Project Budget: $2.3 Million

This 24,000 square foot facility is the first LEED for New Construction registered project in Fluvanna County. The facility uses a standard metal building technology typically used in industrial facilities, but with the added innovative technology of a solar wall. The southern wall of the building collects heat from the sun for use inside the facility; the traditional heating and cooling system is used only for supplemental heat. The facility, which has water efficient fixtures also has an 95,000 gallon rainwater harvesting system under the parking lot used for sprinkler system and site irrigation. The facility diverted 92%+ of construction waste away from landfills.

PROJECT PROFILE

Dairy Queen Harmony Square

Project Date: 2014
Project Contractor: Harman Construction
Project Budget: $800,000

Dairy Queen Harmony Square is a 3,200 sf one-story restaurant located in Harrisonburg, Virginia. Dairy Queen international provides a standard base design for operators to use for their franchise drawings that need to be adapted to local conditions. The owners of Dairy Queen Harmony Square added a requirement of making their facility as energy efficient as possible. We worked through the design process to adapt the original documents to fit our local climate and the client's budget. We also worked hard to find the right environmentally sensitive design solutions that could be incorporated into the structure. Some of the strategies we incorporated include a 5 Kw solar photovoltaic array on the roof and LED lighting to reduce annual energy usage. We also added solatubes for natural light working to not only reduce energy usage, but to increase the interior comfort level bringing in more natural light to the space. The high efficiency HVAC system and on-demand water heaters further reduced energy consumption while low-flow water fixtures reduced overall water consumption. All of these environmentally sensitive design strategies are selected to reduce the impact of this building on the environment while saving the building owners money.

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bles,” continues Charles. “We have built a solid reputation for being able to deliver affordable solutions for our client's design projects.”

As a small firm, Gaines Group Architects definitely prides itself on having big ideas, all while giving their clients a deep level of personal service. This hands-on approach to each aspect of the project is certainly visible in the level of attention given by Ray, Roger and Charles, but the ownership at Gaines Group Architects fully understands that none of their success would be possible without a staff that is both professional and knowledgeable. “We have assembled a remarkably talented and experienced team of professionals to pull all building elements into a single elegant and functional design,” adds Charles. “That, coupled with our family-first atmosphere makes for an amazing and productive work environment. We take care of each other and emphasize that everyone's personal family comes first. We insist on being flexible to our staff members needs as they arise.”

As such, Gaines Group Architects has fostered a strong team approach company-wide, and everyone is shown they have value as evidenced by the firm offering employees financial assistance with educational opportunities, and inviting industry experts to teach their expertise and best practices. Further, it is no surprise there is very little turnover in staff and several employees have tenure of 10 or more years with the firm.

Going hand-in-hand with the firm's belief in building a stronger, more vibrant community is the simple, yet often overlooked detail that design matters. To that end, Gaines Group Architects maintains an intense focus on the quality of drawings they produce, showing their deep understanding of building science, construction systems and products, and how the construction documents make the life of a general contractor easier. “This dedication to creating clean buildable documents saves our clients' money as builders know they can trust our details and specifications,” says Charles. “We often partner with builders and developers on projects because of our reputation for deliver clear, concise, correct, and complete documents.”

Surprisingly, what may be the most remarkable characteristic of Gaines Group Architects is not their renowned-design, talented staff, quality construction documents or even their unmatched dedication to client goals. It is...
rather the firm’s desire to put service above self by using their skill sets and tools to help better the lives of those in the communities they serve. “We want our efforts to not only benefit our clients, but the community and environment,” states Charles. “It is essential that each of our projects have a lasting healthy impact on the surrounding site, and we work hard to understand how to reduce our environmental footprint.” Encouraging their team to give time and energy to good causes, there are countless times individuals and the company as a whole have shown just what can be accomplished through their efforts. A prime example is Charles Hendricks, who was named the 2019 Harrisonburg Rockingham Chamber of Commerce Community Champion of the year, the Massanutten Technical Center Foundation 2018 Outstanding member of the year, and has been named one of the Top 200 construction industry influencers for the last 4 years by Fixr.com.

At the end of the day, however, Gaines Group Architects knows that the true measurement of project success is client satisfaction. The following quotes are evidence that not only do they meet expectations, they always exceed them.

“Charles is very knowledgeable and up to date on "green" building design and application. Was always able to provide drawings of changes made by the owner when we needed them and came to weekly on-site meetings when he could. During a “pre-design” stage meeting with a client (different project), Charles listened to the clients wish list and asked good questions to help better understand what the client’s overall goal for their home.” - Jim Herr – Herr & Company Building Contractors

Continuing to look at ways to optimize their design services, grow their geographic footprint, and stay on the cutting edge of building science, Gaines Group Architects has every reason to be excited as they move through their fourth decade of design excellence.

“Our most important goal continues to be using our skills and services to build better community,” explains Charles. “We encourage all of our team to volunteer their time, often giving paid leave for such activities, with organizations that build a stronger community. Taking a proactive approach to staying on the cutting edge in the industry through education and working hard to encourage good design in all aspects of our community will allow us to continue to grow.”
GAINES
GROUP ARCHITECTS

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Goose Creek Apartments — Photo: Staff

Goose Creek Apartments — Photo: Staff

Eastern Mennonite Elementary School — Photo: Staff
Designers of Integrated, Innovative, and Informed Spaces

Continued next page...
“Success...seems to be connected with action. Successful men keep moving. They make mistakes but they don’t quit.” – Conrad Hilton. Who better to make such a statement than the American hotelier that not only faced potential bankruptcy during the great depression, but rebounded through an entrepreneurial drive that saw him build one of the largest hotel chains, including some of the most posh in the world. It is just such a spirit of perseverance that can be the difference in the toughest of times, and be the springboard to success through the entrapments of adversity. For one of Virginia’s most successful and talented architecture firms, the ability to see opportunity when the industry was experiencing the hardest of times has proven to be the catalyst to a growing and thriving practice. Now celebrating their 9th year as one of the finest design firms, TS3 Architects has quickly moved through early humble beginnings to become one of the finest in the industry by delivering a diverse portfolio of integrated, innovative

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TS3 ARCHITECTS PC

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PROJECT PROFILE

St. Paul’s Apartment Homes
Located in the St. Paul’s Quadrant of downtown Norfolk is now the St. Paul’s Apartment Homes. TS3 Architects was tasked with designing this $14.5 million multi-family development, owned by S.L. Nusbaum. The project aimed to provide quality housing and community amenities in this 126 mixed-income, Earthcraft Platinum Certified, complex. One important goal for this development was enhancing the neighborhood character. This was accomplished by 2,000 SF clubhouse in the corner of the property, engaging the community and by the incorporating architectural design elements in the project from the existing neighborhood.

Construction of St. Paul’s began in 2017 and concluded in early 2019, with Hoy Construction as the contractor. The new complex offers a new affordable housing option to downtown Norfolk’s St. Paul’s Quadrant with the 126-unit complex being comprised of, 20 1-bedroom units, 80 2-bedroom units, and 26 3-units, ranging from 600 to over 1,200 SF. Residents can enjoy amenities such as proximity to the bus terminal and HRT light rail, a clubhouse, business center, fitness center, grilling area, and pool.

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PROJECT PROFILE

Concourse
Location: Virginia Beach, VA
Client: Anthem

Renovation of an existing 315,000 SF 4-story building. This project was completed in four phases from 2012 to 2015, to accommodate workspaces for over 2,000 employees. Renovating the cafeteria, adding a wellness center, fitness area, conferences rooms, and recreation areas were also included in this project. In addition to creating work areas for employees, TS3 was also tasked with creating collaborative work areas centered around the 3 atriums in the building, which were renovated to be more inviting.

Continued on page 39
and informed spaces.

Founded by Thomas F. Smith, III in 2011, TS3 Architects was truly born out of a determination to succeed in one of the worst recessions in United States history. With four young children at home, Thomas knew failure was not an option, and by relying on professional relationships he made throughout his career, TS3 began focusing on corporate office interior and multi-family projects. As quick growth led to increased staff and project size, TS3 began paving the way in an industry where most firms were struggling.

Along with the company growth came an expanded scope of work as well, offering designs in corporate office interiors, corporate office buildings, medical, retail and restaurant, and multi-family, to name a few. Currently headquartered in Virginia Beach, TS3 is a full-service architecture, interiors and planning firm staffed by 12 professionals. Serving the entire Mid-Atlantic region as well as on a national scale, the company has established a strong name in the multi-family market to be sure, but continues to take on work in a diverse project spectrum.

Committed to a multi-disciplined, team-oriented approach in all phases of the design process, TS3 Architects’ diverse staff offers in-house expertise in all design phases from schematic planning through construction close-out. “We commit ourselves to collaborative solutions that honor the client’s goals, budget, and timetable for completion,” explains Tom. “We do this in a

**TS3 ARCHITECTS PC**

*Continued from page 38*

*Photo: Scott Wertz*

Concourse

*Photo: Scott Wertz*
team setting that honors ideas and hard work while continually making client satisfaction our number one priority.” In fact, taking ownership of each project is paramount to TS3’s approach. “Our staff has strong problem-solving abilities that allow us to bring unique solutions. Being so detail-oriented and technical-based as they are, we often find resolutions that are due to out-of-the-box thinking.”

This dedication to every client and project has resulted in about a 90% repeat client rate for TS3 Architects. “We really try to build and foster positive and lasting working relationships with our clients,” continues Tom. “This helps us understand our client’s needs better, as we feel strong communication through listening and getting their input and involvement is the key to bringing the vision to reality. When clients work with TS3 Architects PC they can rest assured that we care about each one of them and their projects individually.” Enhancing this personalized service is TS3’s promise to keep all clients informed of project progress through a combination of weekly project reports and in-person meetings as often as needed.

Perhaps the strongest assets TS3 Architects PC brings to every project is the firm’s size and staff. “We provide our clients with hands-on, personalized service unique to small firms,” states Tom. This hands-on approach by TS3 certainly means that Tom and his team are available at all times during the design and construction process to give a quick
St. Paul’s Apartment House — Photo: Scott Wertz

St. Paul’s Apartment House — Photo: Scott Wertz
response to either client or contractor. “Having employees with the skills to handle such a wide variety of projects and clients really makes up the backbone of our success. They take ownership and accountability on every project and are truly top-notch. We are very fortunate to have a great mix of talent and experience.”

At the heart of TS3 Architect’s passion for design excellence is their insistence on quality. “Our first and most important goal is always to keep bringing quality work to our clients,” states Tom. “Our in-house quality control helps to ensure the best possible services are rendered to the client. We have standards meetings to ensure we are utilizing our processes to their fullest potential, ensuring we bring top-notch quality to our clients.” This includes staying abreast of the latest trends and advances. “Our ability to apply innovative ideas to projects is a direct result of our commitment to educate ourselves on the latest trends and codes,” continues Tom. “Constantly expanding our knowledge base helps us to anticipate future client needs while giving us a metric to check our current work.” Aiding that effort includes TS3’s investment in and use of the most modern technology, including modeling software, AutoCad and Blue Beam.

What may be the most impressive testimony to TS3 Architects PC dedication to building client relationships is what those very clients are saying about Tom and his team. “Tom and his staff have become indispensable contributors of our project team. As demonstrated by their commitment to innovative design, attentive communication, and streamlined process management, they have a vested interest in making our communities the very best they can be. They are...”
our first call, every time”. – Kris Knepper, Vice President, Director of Development & Acquisitions Lawson

“TS3 is exactly what I look for in a design partner. Their unparalleled team approach they exude on every project they perform is accompanied with cutting edge design concepts that result in great projects. Their staff; which I have had the pleasure of working with most prior to and from inception of TS3, is second to none.” - Matt Hemmis, Project Executive, PG Harris Construction Co.

Looking to the future, Tom and his team at TS3 Architects PC have every reason for excitement and optimism. Celebrating their ninth year and continuing to grow as a firm by having an ongoing stream of projects, larger scopes of work and hiring more talent, TS3 will always be focused on what has made them such an industry leader. “Our first and most important goal is always to bring quality work to our clients,” explains Tom. “We are excited to keep expanding our business throughout more markets and project types.” Besides becoming a stronger firm, TS3 Architects PC also wants to build a stronger community, and they have plans to be a firm that is active in helping others. “We are looking forward to making more of a commitment to giving back to our community,” continues Tom. “As a business TS3 Architects recognizes the great opportunity we have been given, and are in a position to make a positive impact in the area where we live and work.”

Saffron Indian Bistro
Location: Wells Fargo Center, Norfolk, VA
Client: Plaza Resort Management LLC

Design and construction administration for interior build-out of a 3,700 SF restaurant in downtown Norfolk. Services included design of outdoor seating area, materials and finish specification, furniture layout, and artwork selection. The project was started and completed in 2013.
LOUGHRIDGE & COMPANY

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In today’s construction industry there are numerous ways in which a company can measure success. Revenue, average project size, employee growth, safety record and even geographic reach are often cited, and all can be legitimate measurement criteria. Yet for one Richmond-based General Contractor, the most important achievement measurement is their unmatched customer satisfaction exemplified by a repeat client rate that has made their name synonymous with project success no less than one-hundred percent of the time. By utilizing their hands-on, boutique approach to doing business, Loughridge & Company has become known as “Partners in Progress” by keeping the client’s goals the focus of every project, every time.

Founded by forty-seven-year industry veteran Bill Loughridge in 2006 after he departed from one of the largest General Contractors in Virginia, his knowledge and experience in managing millions of square feet of construction coupled with his well-known and respected reputation throughout the Commonwealth quickly established Loughridge & Company as one of Richmond’s premier contractors. In the past few years, as Bill felt he was approaching retirement, he began discussing options with current President, Kevin Jones, for purchasing the company and continuing the business with the great team of people that had been assembled in Loughridge & Company’s 13-year history. On February 5, 2019, a transition took place and Bill sold Loughridge & Company to Kevin Jones, Vice-President Worth Bugg, and General Superintendent Steve Seal. “Bill and I worked hand in hand for thirteen years and therefore share many of the same philosophies in doing business,” explains Kevin. “I realized the need to provide the structure necessary to carry on and grow the company, so bringing longtime

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“You can’t drive through Louisa without seeing the results of what he has been doing. He has left a beautiful legacy for our town for generations to come.”
— Jeff Feagans Chamber of Commerce

PROJECT PROFILE

Audi Richmond (Dealership and Detail Shop)

Location: Richmond, VA
Owner: LJP Properties LLC
Architect: Freeman Morgan Architects
Value:$5,864,589.14
Size: Dealership-41,347 sf/Detail Shop-4,323 sf
Completion: March 1, 2018

Project Features: Construct a new 2 story automobile dealership with precast concrete panels, metal panels, structural steel, TPO Roofing, overhead doors, finishes, sprinkler system and elevator. Construct a 1 story automotive detail shop with precast concrete panels and overhead doors. Coordinate our work with the owner's sitework, mechanical and electrical contractors.

Audi Richmond Dealership & Detail Shop
employees Worth and Steve into Ownership was a vital part of that transition.” Sharing the great reputation associated with Loughridge & Company, the trio endeavors to maintain the high standards that have been set since the firm’s inception. “We are proud that all of our employees remain with the Loughridge team and Bill continues to be available as a mentor and consultant on an as-needed basis.”

Remaining a small company with large and diverse capabilities, Loughridge has experience in many sectors of the market including automotive facilities, breweries, churches, schools, insti-
tutional facilities, fitness facilities, retail, offices, food service, historical and mixed use renovations, parks and recreation facilities, healthcare facilities, and multifamily, all ranging in size from $100,000 to $30,000,000. Generally staying within a 75-mile radius of Richmond, the firm maintains a Virginia Class A Contractor’s license and provides General Contracting, Construction Management, Pre-construction, Design/build, and LEED services to its valued clients throughout the Commonwealth.

As Kevin, Worth and Steve move the company forward, they certainly understand the need to continue building on the principles that have been the cornerstone of Loughridge & Company since its beginnings. At the forefront of their longstanding success is the insistence on quality, and from day one of a job, that starts with the Project Team. “From the company’s senior management to the subcontractor mechanics on site, everyone is on the same page,” states Worth. “Expectations are clear and communicated and multiple layers of quality control and reporting are in play, with work in place consistently under review.” This starts in the preconstruction phase as Loughridge has the goal of bringing the best value in the labor and material markets by making informed decisions early on. “We establish expectations and transition them to the construction phase,” adds Steve. “This builds a team approach and has everyone focused on the

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client’s goals from the inception.” This adherence to strong quality is imperative to Loughridge’s dedication to create lasting impacts on the community. “In every project we touch, we affect the lives of the folks that live, work or play in and around that project for years to come,” says Kevin. “We want nothing short of excellence on behalf of our customer and our Project Team.”

Going hand-in-hand with Loughridge’s passion for quality is their unwavering commitment to a safe work place for employees, trades people, and visitors. Perhaps nothing proves this more than the company’s exemplary track record for safety and better than industry standard EMR rating (Experience Modification Rate) of .92. “Safety is paramount at Loughridge,” continues Steve. “There are lots of eyes on the safety of every job, and that really starts with a regimented written company safety policy and continues with regular continuing education to ensure our employees take a proactive approach to recognizing hazards on the jobsite.” Employees also remain current and proficient in first aid and cardiac response protocols.

As important as quality and jobsite safety are to the team at Loughridge, neither would mean much if their client’s projects were not completed on time and budget. “Project delivery is something that our clients know we take in to consideration on every phase of the job,”

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explains Worth. “By having shorter term look-ahead schedules through the use of the latest in scheduling technology, our Project Team can help an Owner plan for project financing or overcome project challenges. We communicate with the client continually throughout the project, and schedules are reviewed weekly by the entire project management team.” This strict adherence to the project timetable means punctual delivery with no excuses. “We do what we say we are going to do, and we take the Owner’s expected delivery date very seriously. The last thing an Owner should have to worry about is their project staying on schedule.”

While the day-to-day commitment to each job is certainly paramount to the overall success of Loughridge & Company, it is their forging of lasting relationships that is always the end result. In fact, at any given time, over half of the firm’s projects in progress are with repeat customers. “We strive to build relationships on trust and a quality product delivered,” says Steve. “We pride ourselves on being honest and forthright regardless of any circumstance. Giving value to the customer through our personalized service and expertise not only makes them our repeat clients, but also our friends. Relationships mean a lot to us, and this is evidenced in our track record of repeat business.”

With such devotion to client and project, it is no surprise that Loughridge views financial success as shared between the customer.
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and contractor. By staying true to their beliefs of accountability at all phases of a project, Loughridge insists on bringing value to every job and client by leveraging their excellent relationships in the market for goods and services. “We have forged some strong relationships with some of the finest quality subcontractors and suppliers in the industry,” states Kevin. “These have been built over time and through reputation of superior workmanship. We view our subcontractors and suppliers as an extension of us and as a result, we insist on bringing only the best and most reliable to the project team.”

Without a doubt having strong contractors and suppliers is crucial to building a strong team, but the Loughridge ownership understands that it all really begins in-house, with a staff that is one of the industry’s most talented, experienced and knowledgeable. “Our boutique approach to doing business is also exemplified and enhanced by our amazing staff,” continues Worth. “We realize we are nothing without the folks that make up the Loughridge & Company team. Their attention to detail coupled with their versatility allows them to handle multiple project types gives us the confidence to succeed.” By fostering a family atmosphere based on fairness and the opportunity to advance within the company, Loughridge enjoys long-term employees that has made turnover almost non-existent.

Even with the impressive strengths Loughridge & Company exhibits on all fronts, company ownership understands that without complete client satisfaction it would all mean little. The following are just a handful of quotes that demonstrate the extent to which Loughridge goes for every client.

“I have the honor to highly recommend Loughridge & Company…They exceeded expectations at all levels with this project…The result of their dedicated and hard work is a beautiful and well-built building. Our staff are so thrilled to be there…I would always want Loughridge to be our builder.” – Lynn A. Goodale, Administrative & Finance Director, Henrico Area Mental Health & Developmental Services

“We are extremely pleased with Loughridge & Company’s quality, timely, on-budget, and most importantly safe delivery of our Bon Secours Hospice House. Their team is a top choice for our company moving forward.” – Richard B. Banta, Sr., Vice-President, Construction & Real Estate Services, Bon Secours Health Services

“We want to thank you for an absolutely beautiful and functional space in which to work

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Loughridge & Company

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and care for our patients. The facility is receiving many compliments from those who visit.”
– Michelle Hereford, Associate Chief, Long-Term Acute Care Operations and The Transitional Care Hospital Team, University of Virginia Health System

“Loughridge & Company’s calm demeanor, professionalism, and willingness to work hard to resolve issues and overcome challenges was most appreciated. We would welcome the opportunity to work with Loughridge again in the near future.” – Jack Clark, AIA, Senior Associate, RANCORN WILD-MAN Architects, PLC

For the past 14 years, Loughridge & Company has been setting the bar of excellence in the construction industry, not as a large, multi-office general contractor, but rather as a small hands-on boutique firm that thrives on ownership’s personalized attention to every client and project. As a highly experienced, innovative general contractor, with a broad range of capabilities, Loughridge understands that any and all growth must be smart growth. “We plan on having continued growth without compromising our level of care,” explains Kevin. We plan to do this by maintaining the core group of highly-qualified individuals we have on staff, and increasing the size of the projects we take on, only adding personnel when necessary, and taking the time to find the right, high-quality candidates when needed.” As Loughridge & Company looks to that future under the new ownership, they remain excited and passionate about the opportunity to bring added value to both new and long-standing clients. “We truly want to be our clients’ ‘Partner in Progress.’ In fact, Loughridge & Company never leaves anything that we wouldn’t want to put our name on.” For certain, that is a name with a lot to be proud of.

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Thank you to all who have helped us achieve our success!

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