

THE CORNERSTONE

NEWS & INFORMATION FROM THE MULLAN CONTRACTING COMPANY

WINTER 2014



Edward St. John Student Center completed at McDonogh School

The Edward St. John Student Center is a 75,000 square foot building at McDonogh School in Owings Mills. The four-story structure accommodates the school's infirmary, fine arts, dance requirements, as well as housing a dining hall seating 500 students.

Architect Spotlight: Bill Gaudreau CEO and President, Gaudreau, Inc.

Bill Gaudreau was destined to become an architect.

Together with his brother Dave and three other principals, they preside over day-to-day operations of Gaudreau, Inc., a third-generation architectural firm headquartered in downtown Baltimore that was originally founded in 1927, and is comprised of nearly 40 employees, 75% of which work as architectural and design professionals. The company also maintains an office in the Gaithersburg section of suburban Maryland.

"I started observing my father in his work environment during my high school years and discovered that I enjoyed everything about the profession," Gaudreau explained from his office on Light Street. "Soon thereafter, I learned the basics of drawing and felt passionate about this new skill. I was instructed how to solve problems and work with clients to solve specific design challenges. Everything clicked with me. Throughout all these years, I still don't feel that I am going to work. The entire process is just an enjoyable and rewarding experience," he explained.



Upon graduating from the University of Notre Dame, Gaudreau worked with two architectural firms in Philadelphia before returning to the family business in 1981. When his father relinquished day-to-day oversight of the organization approximately five years ago, Dave and his brother increased their collective roles in managing the firm.

Gaudreau, Inc. specializes in general corporate, educational and institutional projects and maintains many clients in the science and high technology sectors. The firm consistently handles projects in four or five different states at a time, as required by its clients who, according to Gaudreau "take us on the road."

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Meet Mike Dorgan – Project Manager

With more than 30 years of experience in the construction management industry, Mike Dorgan has virtually seen and done it all. He joined The Mullan Contracting Company in 2013 and handles a variety of assignments in his role as Project Manager. But, Mike points to his more than 20 years of activities operating his own homebuilding and home improvement firm in York, Pennsylvania as

have always found that you catch more flies with honey than vinegar.”

Augmenting that position, Mike has learned the most effective way to communicate with customers and, not surprisingly, respect plays an important component. “Telling customers what they want to hear, rather than what they need to hear is never a good approach. It always backfires. I give reasoned advice to our customers and find relationships work best when each sides respect the other,” he explained.

He provides a recent experience to illustrate this fact. “When faced with a challenging product installation, I realized that the strategy in place would not work as designed. I detected flaws in the thinking and pointed it out to the customer. My discovery, while the correct analysis in the long-term, meant delays in the short-term. The client was not pleased with the situation, but I asked for three days to uncover a solution. And, we successfully engineered the work-around in the promised amount of time to the satisfaction of the client.

“I can’t is not in my vocabulary,” Mike added. “Our customers depend on us to find creative solutions to problems, so I will always say, I can,” he said. It is the daily challenges like the one just described that keeps Mike motivated and engaged every day. “I drive to work with one set



Mike Dorgan, standing in front of the St. Mary's Orthodox Church in Hunt Valley.

of objectives in mind but, on the drive home that evening, realize that situations arose that forced me to concentrate on a different set of tasks. This industry is what I refer to as organized chaos. But, I love it.

“When you own and operate your own company, you see all sides of the business -- understand both views of arguments -- and, in turn, make better decisions at the end of the day,” he explained. The ability to effectively deal with different personalities was also a trait he mastered, a resource he considers critical in his current position. “Basically, it doesn’t work to order people around,” Mike explained. “You cannot holler at your team and expect respect afterwards. I

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“Honesty and integrity are the two most important attributes to have in this profession,” Mike said. “I guess the same could be said for any profession, actually. I consider myself as the construction advocate for my customers. They depend on me to protect them and minimize problems. That is among the primary strengths of The Mullan Contracting Company.”

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The company is working on a number of high-profile projects in St. Louis and Florida, as well as the revitalization of old historic buildings in the urban areas of Winston-Salem and Durham, North Carolina, a number of which are former tobacco company factories.

Approximately 80% of the company’s work is the result of repeat customers. “We treasure these relationships. We are so focused on service and understanding everything our clients need to be successful. That is our mission,” he added.

He also recognizes the importance to continuously adapt to change in order to remain relevant with trends and new design and construction applications in the marketplace, and constantly evolving and improving. “The real estate and architectural industries have always been very dynamic,” Gaudreau said.

“Corporate work places are changing at a very fast pace, and now evolve around new attitudes toward technology and different strategies for collaboration and space efficiency. The office environment is much different than it was 10 years ago. Academic environments are different as well, as students learn using new technology that were unknown to our generation So, schools are being challenged to re-evaluate the classroom and larger learning settings. We see no slowdown in the rate of change as our knowledge-center practices fuel new ideas for improving these environments,” he added.

What also isn’t slowing down is Bill and Gaudreau, Inc. His average day begins with a 5:30 am workout in Annapolis, which provides him the opportunity to think about the tasks before him and to think with a clear mind. “We are extremely optimistic about the pace of new assignments in the short and long-term. Much of this activity will center on the renovation and new construction of schools, and we anticipate increased assignments from our private sector opportunities, based on pent-up demand,” he concluded.

From the Desk of *Norman W. Wilder*

I am finding optimistic construction conditions everywhere I turn in the central Maryland region, and with everyone I speak to as we embark on a new year. And, there is proof in the numbers.

Retailers continue to view our area as an extremely healthy marketplace and overall vacancy rates have dropped to approximately 5.5%, among the lowest in years. Large-scale retail construction projects in Baltimore City and Towson are changing our skylines and older centers are being renovated and refurbished to remain attractive to shoppers. The healthcare category, in particular, is actively adding locations, be it pharmacies or urgent care facilities. Mullan Contracting is right in the middle of the action, with recent improvements made to Carney Shopping Center and continuing work with Walgreens and Righttime Medical Centers.

More than 5,600 construction jobs were added in Maryland last year, according to the Labor Department, an encouraging sign and one that is visible with the cranes that dot our local landscape. Construction remains among the healthiest and fast-growing sector in our region.

Baltimore City is moving forward with its plans to invest more than \$1 billion to renovate deteriorating schools. This is long overdue of course, but Mullan has been extremely busy over the past several years working on school construction projects that

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27,000 square foot distribution center underway

Mullan Contracting has been selected by Northeast Foods to construct a two-building complex within the Hollander 95 Business Park, located at 2001 62nd Street in Baltimore City. The projects will consist of a 27,000 square foot office and distribution center, as well as a 6,000 square foot truck maintenance facility. Work is expected to be completed in mid-summer.



Norris Ford renovation complete

Mullan Contracting completed a comprehensive interior renovation of the building that contains an automotive showroom, sales offices, a receptionist area, multiple service bays, repair facilities, a parts room and storage space. Also completed were modernization and improvement work including upgrading the building's HVAC, lighting and electrical packages, painting and the installation of new carpeting. Penney Design Group served as the architect and Comprehensive Structural Solutions performed structural engineering work.

Addition completed at Annapolis High School

Mullan Contracting completed a new two-story, 20,100 square foot addition within Annapolis High School in Anne Arundel County. The new space will function as performing arts and visual arts classrooms and rehearsal areas. Connected to the existing school, all work was performed without disrupting regular school activities at the site on Riva Road in Annapolis.



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involve ground-up construction, additions and improvements. See photos in this newsletter for examples.

Finally, keep your eyes on the warehouse and distribution sector, as we believe this represents an emerging category. As on-line shopping dramatically increases, retailers are in need of large-scale facilities to handle logistics and shorten delivery timeframes. Witness the new buildings specified at the end of last year with Amazon.com and Sephora America. In our opinion, this is the tip of the iceberg as companies look to Baltimore to leverage its excellent port and highway network.

Please let us know how we can contribute to your next construction assignment.

Norman W. Wilder,

Vice Chairman and Chief Executive Officer
The Mullan Contracting Company

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New Walgreens opens in Timonium



The Mullan Contracting Company has completed a new 13,000 square foot Walgreens, located at the intersection of Warren Road and York Road in Cockeysville, on behalf of Red Leaf-Warren, LLC. The free-standing project, which includes a drive-thru window, features roadside access and visibility from York Road and is positioned directly off the Warren Road exit of Interstate 83.

The two-story building, which was constructed with exposed ceilings and polished concrete flooring, was being built on a site that formally housed a full-service gasoline station that was demolished and removed prior to construction activities.

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