



# CONSTRUCTIVELY SPEAKING

## Get Involved in the Beginning: Benefits of Design-Build

At J&S Construction, we have witnessed the many benefits of using the design-build method during a construction project. Since our first design-build project was completed in 1981, we pride ourselves in ensuring the customer is **100 percent** delighted by the end of the project and truly gets what he/she initially requested.

**Single Source Responsibility:** J&S will take responsibility and form a team of architect-engineer-builder with a common purpose and agreed-upon goals. This eliminates the adversarial relationships often found in traditional construction delivery methods. The synergy that is created during this early collaboration will make a vast difference in your construction process.

**Cost Effectiveness:** Design-Build is a cost conscious process where drawings are not completed until the estimating is completed. Value engineering is not necessary because the building is value designed. The builder is involved throughout the entire design process and takes responsibility for the design and construction of the project; therefore, the overall design and construction costs are lower. The design-build process also eliminates contractor driven change orders that the owner usually receives in the design-bid-build process.

**Time Savings:** Total time to market can be reduced as much as **20 percent** because design and construction overlap. Bidding and redesign are eliminated and conflict is replaced with cooperation.

**Knowledge of Cost:** Accurate costs can be projected early in the process with as little as 10 to 15 percent of the completed documents. The 90/10 rule is applied; i.e., **90 percent** of the intellectual effort takes place in the first **10 percent** of the design phase. As a result, economics, budget and costs can be accurately established.

**High Level of Quality:** The Contractor's responsibility and ownership for the quality of construction is inherent because the client's satisfaction is paramount. The Architect is motivated by working for the design-builder in a cooperative, professional manner, yet the client's interest remains paramount.

If you would like more information about our design-build approach to construction, call J&S at **931-528-7475**, or visit our website at [www.jsconstruction.com](http://www.jsconstruction.com).



## Ft. Campbell Joins the Green Revolution

J&S is well underway with the construction of a \$12 million design-build project for the United States Army Corps of Engineers, located in Fort Campbell, Ky.

The SOF Equipment Maintenance and Supply Complex consists of six new buildings and two additions to existing structures. When complete, the buildings will comprise of over 50,000 square feet. These buildings include maintenance shops, offices, storage areas and scuba and halo building additions.

This project was designed to meet Leadership in Energy and Environmental Design (LEED) standards and will be LEED-Gold Certified by the United States Green Building Council upon completion. The facility will be the first LEED-Gold certified building for the Ft. Campbell Army Base and will be one of only a handful of LEED-Gold certified Army Base facilities across the U.S.

J&S Construction has worked closely with Stansell Electric, CHC Mechanical and TKO Fire Protection in designing an energy-efficient building that meets all of the LEED criteria.

J&S is proud to be afforded the opportunity to work with the Corps of Engineers on this green project.



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## J&S LEEDs the Way



LEED construction has been discussed in many J&S articles, and we have mentioned much information involving the different areas of LEED. One trend we are beginning to see with the LEED,

process which could be possibly viewed as a negative factor, is that many contractors are jumping on the band wagon and stating "I can build you a LEED building." Any reputable contractor could follow the checklist provided by the United States Green Building Council (USGBC) and get your building certified. This certification is not the value of LEED.

The value of LEED construction is found in the energy and resource savings. As a business owner, you should be looking for what is going to save you the most money long term. Not only will you be saving money long term on your utility bills, your lower utilities are also helping preserve the environment.

THE USGBC recently conducted a survey that stated approximately 25 percent of LEED buildings are using more energy than the average energy usage of existing buildings. This shocking fact highlights the problem with builders who are new to the LEED Construction process; they meet the letter but fail to meet the intent of LEED. **These buildings can get you the LEED plaque, but do they nothing to help the environment or your bottom line.**

### How can you make sure your next LEED project is also energy efficient?

- Choose a design-build company with a proven track record of energy savings.
- Choose a design-build company that has walked other projects through the LEED process.
- Use companies with LEED Accredited Professionals with specialized qualifications on staff.

WHAT WE ARE ALL ABOUT

Jim and Kathy Ford  
3750 Miranda Lane  
Cookeville, Tennessee 38501  
931.303.4308

December 3, 2009

J & S Construction Co., Inc.  
Attn: Johnny Stites  
1843 Foreman Dr.  
Cookeville, TN 38501

Dear Mr. Stites,

We recently had a smoke fire at our home, and after meeting with another company in the area, we called J & S Construction to come out and give us an estimate. We met with Charlie Paul and he got right on the job. He and his crew, Bill, Dan and Tony, have done a Great Job getting our home put back together. After just four weeks of hard work from this crew, we will be moving back home in just a couple of days.

We also would like to thank Bobbie Cook. Each and every time Jim called, she always put him through to a live person to assist him.

Thank you and may God Bless you and every member of your staff.

With kindest regards,

*Jim & Kathy Ford*  
Jim & Kathy Ford

cc: Charlie Paul & Crew

## Contributions Made are Appreciated



From left to right: Son Eric Reynolds, grandsons Corey and Cody and Earl Reynolds

J&S Construction would like to extend our congratulations and appreciation to Earl Reynolds, J&S Field Manager, who decided to retire after 25 years of service to J&S clients.

Earl left at the end of February and plans to enjoy spending time with his grandchildren, teaching them the work ethic and craftsmanship that he demonstrated while working at J&S. Earl feels it is very important to pass along those traits to our future generations.

Earl began his career at J&S in April of 1985, and developed a reputation for his thoroughness and professionalism with J&S clients and the management team. On February 18, J&S hosted a celebration in the training room of Freedom Plaza, inviting corporate employees, as well as the Field Managers. Earl's son, Eric, also a Field Manager at J&S, brought Earl's twin grandsons to join in on the celebration. It was very evident by the boys' smiles that they are very proud of their Grandpa Earl.

Jack Stites, President of J&S Construction had this to say about Earl's contribution to the company. "Earl helped J&S to begin to make the move to the next level of professionalism from where we were when he came to work with us. He has been a vital part of helping J&S achieve that professionalism. Earl will be greatly missed by everyone at J&S Construction."



## New Faces at J&S

J&S Construction is delighted to announce the continuous growth of its more than 100-member staff, as two individuals have recently been added to its personnel.



From left to right: Craig Sims and Josh Neal

Craig Sims, Project Manager for the Emergency Response Team, accompanies the J&S group with 20 years of experience in the construction industry. His long term experience has stemmed from an initial career in land development and a residential building company owned by his father.

Originally from Ringgold, Ga., Craig graduated from Lakeview Ft. Oglethorpe High School in 1994, and continued his education at Southern Polytechnic State College (Marietta, Ga.) and Kennesaw State College (Kennesaw, Ga.) for three years.

Craig came to Cookeville in 1997, when he began work for RSC Equipment Rental which had just opened the doors to a new location. After leaving RSC, Craig became owner of Duncan Transfer & Storage, a local and long distance moving company. This is where he developed a relationship with J&S as both a tenant and vendor.

Craig's responsibilities include estimating, purchasing, project management, customer relations, as well as sales.

Married since May of 2001, Craig and his wife, Jamie, have two children, Shayli and Paxton, and are expecting their third in August.

Josh Neal, Assistant Preconstruction Manager, was added to the estimating department in early February and his main focus will include quantity takeoffs, administrative duties for the department, as well as subcontractor relations.

The Jamestown native graduated in December 2009 from Tennessee Technological University with a degree in civil engineering with an emphasis in structures. Josh was an employee at Ace Hardware, his entire four-year tenure at TTU. He and his wife, Kelsey, married in August of 2007 and reside in Cookeville.

## Thirty-Day Project Complete



J&S is proud to announce the completion of a 9,100 square foot renovation project for Omega Apparel Incorporated, located in Smithville, Tenn.

For 16 years, Omega has been responsible for the production of dress uniforms for the United States military services.

Omega announced in mid-February it has recently been awarded a five-year contract by the Army Defense Logistics Agency, the first shipment being

required by June of 2010. The new contract will add 100 new jobs to the Smithville area.

## All in the Family

### Birthdays

#### April

Mark Crabtree .....	4/4
Roy Weaver .....	4/8
Roger Stamey .....	4/8
Denis Sagastume .....	4/10
Gary Hawkins .....	4/16
Robert Blyly .....	4/19
Bryan Crabtree .....	4/22
Emma Jean Puckett .....	4/23
Jim Vaughn .....	4/24
Merlene Dill .....	4/29

#### May

Kenny Hale .....	5/6
Joe Muscanero .....	5/9
Paul S. Stouder, Jr. ....	5/16
Bill Stephens .....	5/17
Michael McDonald .....	5/18
Tony Carter .....	5/20
Paul Koger .....	5/24
Rich Kauffman .....	5/25

#### June

Phil Adams .....	6/1
Ryan Williams .....	6/1
Neal Yutzy .....	6/19
Larry Fuell .....	6/20
Bill Steele .....	6/27

### Anniversaries

Margaret and Dennis Snyder .....	4/6
Jennifer and Tony Carter .....	4/12
Sue and and Harry Colorito .....	4/13
Julie and Robbie Duplichan .....	4/22
Patti and Roy Weaver .....	4/27
Sandy and Jacob L. Ramsaur .....	4/30
Coral and Eddie Braswell .....	5/2
Stephanie and Larry Lichtefeld .....	5/11
Jamie and Craig Sims .....	5/26
Beth and Joe Bontrager .....	5/29
Sylvia and Bob Folger .....	5/31
Stephanie and Andy Stites .....	6/4
Bobbie and Roy Cook .....	6/7
Tina and Johnny Foust .....	6/10
Sherri and Brad Leimer .....	6/15
Laurica and Michael McDonald .....	6/17
Doris and Ronnie Prater .....	6/27
Gina and Daniel Ridolphi .....	6/28

### With Deepest Sympathy in the Loss of Loved Ones:

- Brittany Franklin** – Grandfather
- Harriett Franklin** – Father-in-law
- Jacob L. Ramsaur** – Grandmother-in-law
- Jimmy Smith** – Father-in-law
- Roger Stamey** – Wife
- Robbie Duplichan** – Father
- Robbie Lawson** – Father

### Congratulations for Birth:

- Bobbie and Roy Cook** – Great-granddaughter
- Born Jan. 25, Baby girl named Savannah

### We Salute our Military in Service:

- Larry Lichtefeld** – Larry mobilized with 278th in early December and will be away from his beloved family for one year.

## How to Maintain a Positive Attitude in the Workplace

By Leigh Anthony

A positive attitude in the workplace can make working a more pleasant experience for everyone in the office. Positive attitudes are generally contagious to others--as are negative attitudes--and can make all of the difference in the workplace environment.

#### Step 1

Avoid people in the workplace who have a negative attitude or negative work ethic. Because it is easy to be influenced by the attitudes of others, it is important to separate yourself from those who do not project a positive attitude. If it is impossible to completely avoid these people, limit your time with them as much as possible.

#### Step 2

Stay away from the rumor mill and the gossip of the water cooler. Even though they rarely reflect the whole truth, gossip and rumors do nothing to enhance the positive attitude of the workplace. Those who regularly engage in this behavior will find themselves influenced in a negative way that could impact their productivity at work.

#### Step 3

Show your appreciation to others for the work that they do even if they do not report to you. Everyone likes to be acknowledged for their efforts while they are at work. A simple “great job” to a co-worker after the impressive completion of a task can make all the difference.

#### Step 4

Share your own positive attitude with others in the workplace. Smile at those you pass. Offer your assistance to co-workers when you have additional time and practice random acts of kindness.

#### Step 5

Acknowledge the contribution of others in your own success. If you are recognized for your efforts on a project, point out others who helped to make the project a success. Rather than taking away from your own recognition, it helps others to see you in a more positive light knowing you will not accept all of the praise for a group effort.

*“Your attitude should be the same as that of Christ Jesus:”*

*(Philippians 2:5)*



### Now Building

<b>Army Corps of Engineers</b> .....	10
<b>Cumberland Medical Center</b> .....	6
<b>Monroe County Wellness Center</b> .....	1
<b>Nashville Airport Hangar Project</b> .....	2
<b>Plateau Pediatrics</b> .....	2
<b>Putnam First Mercantile</b> .....	2
<b>Tetreault Residence</b> .....	1
<b>Texas Wildlife</b> .....	1
<b>West Jackson Marketplace</b> .....	6

\*Number of projects completed

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