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Shawn Perry (far left) works on a maintenance call for a residential unit while Darrell Word (middle) and Sean McKinney assist.

Cover: Darrell Word (left) and Sean McKinney of Maintenance Unlimited Heating & Cooling.

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PRESIDENT'S MESSAGE



ESSENTIAL

Back in March when the pandemic was starting to wreak havoc in our country, the word "essential" became very popular. Unfortunately, as this term became part of our new pandemic vocabulary, it often adopted a negative connotation as many people lost their jobs when they were deemed "nonessential." Let me first be clear—on behalf of all the Employee Owners at The Blue Book Network®, we profoundly thank the doctors, nurses, related health care professionals and first responders—as well as those who

ensured that our critical needs such as food supplies and energy services were being met—for their frontline efforts. When we think of the word "essential" in these times, it is this group of heroic and selfless individuals who immediately come to mind.

I also want to recognize the tremendous contributions made by our commercial construction industry during this extraordinary period in our lives. So many of our Network members provide services to our nation's infrastructure and built environment. Imagine an electrical issue at a hospital, a roof leak at an urgent care building or ventilation issues in a quarantine wing. Who was responsible for keeping those operations running? Our construction industry professionals, for which I will humbly and gratefully apply the term "essential." We salute and thank each of the companies and their teams who worked to keep critical projects moving forward for the welfare and safety of our communities. You are true heroes as well!

In support of this industry, I also want to thank my dedicated team at The Blue Book Network's headquarters who, in early March, swiftly picked up their "desktop" and moved to their home offices overnight. We knew we had to keep our website and the critical information that we provide readily accessible to help GCs, building owners, facility managers and property managers find the service companies required to meet a myriad of new challenges. I applaud their relentless efforts to keep our information and resources flowing.

In addition, our local Franchise Owners, who typically meet face to face to help connect our industry, quickly transitioned to virtual tools to facilitate "meet and greets" with GCs, other project stakeholders and local subcontractors. It's been extremely rewarding to see our field team take ownership of these new relationship-building processes and leverage technology to maintain the personal connections that the industry relies on daily.

Although we remain fiercely challenged by this pandemic, I am confident that our industry will continue to steadily move forward. Here at The Blue Book Network, our teams remain committed to connecting buyers and sellers—whether in person (as appropriate) or virtually. Either way, we are here to help all the professionals who build this country find the companies they need for their next *essential* project.

Stay safe and healthy!

Rich Johnson,

President and Publisher



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EDITOR'S MESSAGE

SOCIALLY DISTANT. FIRMLY CONNECTED.



As you've come to learn over the last five years, a central theme in almost all of our stories in *The Who's Who* is "relationships." The construction industry is built on them; strong, steady and always sealed with a handshake. This industry hallmark was abruptly challenged when the pandemic hit. Projects slowed down or were suspended – and the handshakes did as well. Now more than ever, as local construction communities and their projects reopened, the need to stay connected became crystal clear.

Here at The Blue Book Network®, where our regional events are a key part of keeping our members connected, the response was equally clear – and immediate. Our Events team, along with our Franchise Owners in the field, replaced banners and booths with technology and tenacity. As social distancing and public safety guidelines prohibited our "Meet and Greets", job site walks and other in person gatherings, our dedicated teams rolled out a series of local virtual events across the nation to ensure these critical connections would continue to be made.

To date, the number of these online events has exceeded last year's in person events. One of these new programs, *GC Connections*, has been particularly successful. We've captured meaningful video conversations between GCs and their local Blue Book Franchise Owners and emailed these "events" to our members. Each segment introduces the GC, identifies their needs and shares the story behind their sub selection process (I'll stop the thunder-stealing as we've highlighted this success story later in the magazine!)

For all of us, one of the most pressing uncertainties we encounter right now is the return of face-to-face, in person engagement. Though the handshake featured in our Network's logo is perhaps more symbolic than regularly deployed these days, it still represents the foundation of this industry and the importance of staying connected – especially during times of adversity.

As the stories in this new edition of *The Who's Who* demonstrate, the resiliency of the people *behind the handshakes* remains a certainty as we build forward together.

Stay well!

Michael Tartaglia, Editorial Director



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KEEPING IT



Maintenance Unlimited Heating & Cooling brings comfort throughout Atlanta

by Greg Lynch



ean McKinney had a simple, steadfast idea— if his company was going to be the best HVAC organization in Georgia, being easy to reach and listening to the needs of the customers would always be its focus. For the two decades since he opened the doors of Maintenance Unlimited Heating & Cooling, that idea has been the backbone of his success and the root of the company's growth.

After receiving his associate degree in heating, ventilation and air conditioning from Universal Technical Institute in Houston, Sean packed his bags and moved to Atlanta, where he soon found work at J.R. Hobbs Co. That's also where he met Darrell Word, who would become first his friend and eventually his life-long business partner.

In 2001, after four years at J.R. Hobbs Co., Sean decided it was time to go out on his own. Making the change from employee to business owner wasn't easy, but Sean saw it through. "That first six months was definitely scary," Sean says. "It meant developing business acumen, juggling administrative responsibilities and understanding how to communicate effectively. Going from technician to owner was a huge undertaking."

ONE DAY AT A TIME

What started as just Sean and a truck grew steadily. Soon, Darrell joined as a partner in the business. One truck became two, then three, then grew to a fleet of seven. The company workforce expanded to include two installers, three technicians and office personnel.

"I'd say our biggest challenge in the early years was financing," Sean says. "We overcame obstacles by sticking to our goals of being easy to reach and listening to the customers. We built the business by creating happy customers one job at a time. We were determined to persevere and it has been rewarding."

In the early days of the company, almost all the work was residential. Single-family and multifamily developments still make up about 70% of the firm's jobs. Recently, the company has been pursuing—and winning—commercial and government contracts. About 60% of its business is in repair and maintenance of existing heating and cooling units, with the remainder in installation.

"What sets us apart is our daily determination to do better and be better," Sean says. "Also, we want to make sure our customers understand the contract terms completely so they can make good, informed decisions. One of the ways we do that is by providing upfront pricing. And because we stand behind our work, we offer two-year installation warranties on all residential installations."

In 2019, Maintenance Unlimited Heating & Cooling had gross revenues of \$1.3 million. "This year the expectation is about the same," Sean says. "Due to the natural cause and effect of the pandemic, the first quarter of 2020 was slow. Thankfully, due to Atlanta's predictable weather, we will have successful third and fourth quarters."

The company also maintains attractive credentials. It is listed as a Disadvantaged Business Enterprise with the Georgia Department of Transportation and is certified as a minority-owned business by both the National Minority Supplier Development Council and the Georgia Minority



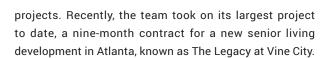


Supplier Development Council. Maintenance Unlimited Heating & Cooling has a strong presence and maintains very high ratings and reviews on all social mediums. As a result, Sean is considered an authority on HVAC and has appeared on local media outlets many times as a heating and cooling expert.

MAKING A MARK

While residential jobs have made up the majority of Maintenance Unlimited Heating & Cooling's contracts, the company has also tackled its share of high-profile "We built the business by creating happy customers one job at a time. We were determined to persevere and it has been rewarding."

Sean McKinney, Owner, Maintenance Unlimited Heating & Cooling



The Legacy at Vine City is a four-story affordable housing senior community done in partnership with Higher Ground Empowerment Center and Fairway Management, Inc. The heating and cooling infrastructure in its entirety was completed by Maintenance Unlimited Heating & Cooling. The company provided on-the-job training and apprenticeship opportunities through community outreach to several residents in the Vine City area who wanted to learn the mechanical trade. Maintenance Unlimited Heating & Cooling also helped others in the industry by sourcing out pieces of the project to fellow HVAC companies.

Another prominent project for Maintenance Unlimited Heating & Cooling was The Byron on Peachtree in



downtown Atlanta. This involved an extensive renovation of a long-standing building into new luxury apartments, and was probably the most challenging job Sean, Darrell and their team have ever undertaken.

"The Byron was one of those situations where you constantly have to make adjustments on the fly," Sean says. "In an old building like that, there are always surprises. We were at it for almost a year, but we met the project on budget and on time."

Currently, Maintenance Unlimited Heating & Cooling is working on solidifying several large upcoming contracts, with an eye toward taking on more multifamily and mixed-use development projects. The company is not leaving behind its residential business, but is focusing on more commercial and light commercial projects, as well as providing robust preventative maintenance for commercial clients.



Above: Maintenance Unlimited Heating & Cooling handled the installation of all heating and cooling infrastructure for The Legacy at Vine City, a four-story affordable housing senior community in Atlanta.

Inset: Sean McKinney preparing for a service call at The Legacy at Vine City.

"Our goal in the next three to four years is to grow our gross revenue to \$5 million or more annually," Sean says. "That's primarily fueled through installation and maintenance contracts."

Larger commercial projects like The Legacy at Vine City and The Byron on Peachtree are key to Sean's goal of expanding the business, and he is quick to credit The Blue Book Network as a valuable partner in the firm's growth.

"We have a great relationship with The Blue Book Network team," Sean says. "They've helped expand our reach in the

commercial area, which is where we want to grow. We're looking to use that partnership as we reach out and move forward. The Blue Book gives us great exposure."

GIVING BACK

Originally from the small city of Sylacauga, Alabama, Sean, the youngest of four children, credits his father as his role model. He taught Sean the importance of hard work and a strong moral character, the value of entrepreneurship and how to hone his mechanical aptitude. Sean's self-described humble beginnings instilled in him a deep sensitivity for the needs of his clients and the virtue of good, honest service.

"Youth get caught up in the system and have many obstacles to overcome. We want to give them hope and help them set goals, to show them there are opportunities available that will help them to grow and achieve greatness."

Sean McKinney



It has also led him to reach out to the community he serves in other ways. Sean and his team at Maintenance Unlimited Heating & Cooling are active in the local Big Brothers Big Sisters program, and the company also offers on-the-job apprenticeship opportunities for youth who are interested in a career in the heating and cooling business.

"We got involved in [Big Brothers Big Sisters] because we wanted to reach out and do some mentorship in the community," Sean says. "Youth get caught up in the system and have many obstacles to overcome. We want to give them hope and help them set goals, to show them there are opportunities available that will help them to grow and achieve greatness."

"We're proud of our apprenticeship program," Sean continues. "A lot of companies don't even allow apprenticeships—they want three to five years of experience before they'll let anyone in the door. This program gives handson training for four to six weeks. It gets their feet wet to see if it's something they want as a career. We've had two apprentices go on to become employees at our company. Of course, we have requirements. They have to graduate high school and have a clean background check and driving record. They have to have mechanical aptitude, which we can determine when they're out in the field. And they have to be willing to work hard and put in long hours. If their attitude is positive, they can have a prosperous career ahead of them."

Greg Lynch is a mystery. With a background in journalism and private investigations, his first novel, "Plain Brown Wrapper," was published in 2016.

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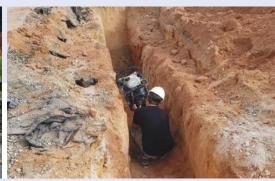
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Mandy Burris, Trinity Excavators LLC

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A CLEAN BREAK FROM THE STATUS QUO

Consolidated Facility Services Inc. combines integrity, innovation to stand apart

by Tiffanie Reynolds

atrick (Pat) Walker founded Consolidated Facility
Services Inc. (CFS) in 2004 after being laid off
from his job of nearly two decades. Having
spearheaded many successful processes for
his former facilities management employer, he thought,
"I can use those same processes in a business that I own
and build a legacy here in Atlanta, Georgia."

And, that is exactly what Pat has done. CFS provides commercial janitorial, maintenance and construction services for retail, medical, industrial, commercial and institutional clients. Pat's goal is for the company to function as a single source for his clients' facility needs, operating 24/7. As a Black-owned, minority business with certifications from the city of Atlanta and Georgia Minority Supplier Development Council, CFS represents its community with top-notch performance and a commitment to providing excellent customer service.

The company's current clients include shopping center managers and colleges and universities like Georgia Piedmont Technical College in Covington and Georgia College in Milledgeville. The company also provides ongoing construction services to several high-profile clients, including Hartsfield-Jackson Atlanta International Airport, FedEx and Grady Health System. No matter what or where the job, CFS works to build, maintain and restore facilities. "Our repeat clients are proof that we meet this promise," Pat says.



Patrick Walker founded
Consolidated Facility Services Inc. in 2004.

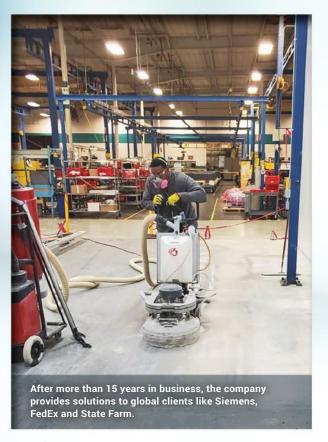
SETTING DISINFECTING PRECEDENTS

More than half of the company's services are janitorial—and that number is continuing to grow in 2020. Pat explains that the janitorial services his team provides aren't the typical office cleaning. "We specialize in full-service cleaning, including stripping and waxing floors, carpet cleaning and pressure washing. We have also expanded our janitorial services in response to new and changing cleaning requirements due to COVID-19.

"We have developed a disinfecting system based on the Centers for Disease Control and Prevention guidelines," Pat says. He explains that his new system involves a fourstep process that tests, eliminates, protects and verifies.









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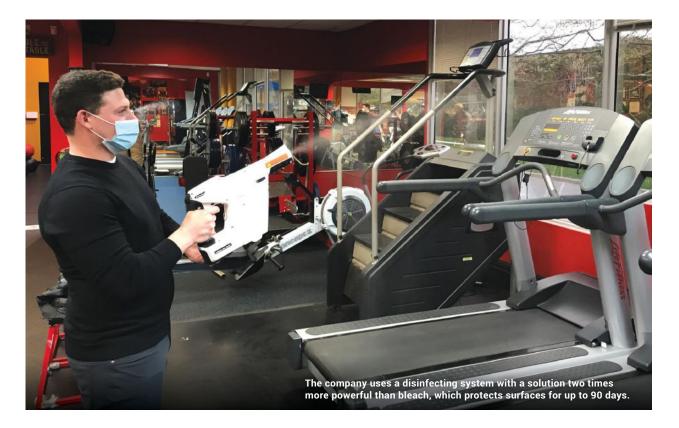
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According to Pat, "This system will become a new normal for disinfecting public spaces. It's a good thing, too, because we need to remind people that they weren't cleaning things properly prior to COVID-19. This system allows for greater transparency and doesn't just fight viruses; it fights every pathogenic microbial in the area. And, when used with a specific solution, the system will continually kill or prevent the spread of any microbes for 90 days."

Another example of CFS' commitment to bringing innovative products and technologies to clients is its partnership with Dura-A-Flex, a manufacturer of special, state-of-the-art flooring systems. Pat explains that the highly versatile flooring can be applied directly over existing surfaces. He cites one recent project at Grady Memorial Hospital in Midtown Atlanta, which experienced major flooding in December 2019. As part of the renovation process, CFS is currently replacing all 168 bathroom floors of this 1.2 million-squarefoot hospital. "The new Dur-A-Flex floor we're installing is a waterproof system designed to alleviate prior leaking issues and allow for ease of maintenance because it's one

complete surface throughout. It is also saving the client time and money. It's really a win-win," says Vince Willis, Director of Operations at CFS.

CONSTRUCTING LONG-TERM RELATIONSHIPS

In addition to janitorial services and flooring replacements, the firm's general contracting arm offers tenant new construction and renovation services. "We provide clients with the ease of using a single service provider who can build, repair and clean/maintain their facilities." Pat says.

He notes that most clients come to the company through word-of-mouth. "I have a condo building I've been working in since 2007. I've probably remodeled 150 to 175 condos in that building alone. I have tried to refocus my efforts on more commercial work,

As a Black-owned, minority business with certifications from the city of Atlanta and Georgia Minority Supplier Development Council, CFS represents its community with top-notch performance and a commitment to providing excellent customer service.

but my company's reputation precedes me. I'm constantly being contacted by the condo owners to provide the work they need. I guess putting the client first has set quite the precedent here."

Another client, Hartsfield-Jackson Atlanta International Airport, engaged CFS to do waterproofing and tile replacement in several of its restrooms. While one project was underway, the client discovered a leak and assumed it was tied to the company's renovation work. "We investigated and discovered the leak was in the common area and the result of another contractor's error, not our own," Pat says. "We helped Hartsfield fix the leak regardless. Going above and beyond what was required of us is what sets us apart; and it speaks to why I started this company with a commitment to integrity and providing high-quality service to all clients." Today, CFS has managed more than 100 construction projects for the airport over the course of four years—a testament that hard work and excellent customer service pays off.

Always striving to add value, Pat recently found himself in a position to help a long-term client. "He had a leak at his three-story condo property. When I visited him at the site, I was able to save him money on the repair just by asking the right questions," he says.

COMPANY, CUSTOMER, EMPLOYEE CONNECTION

One thing Pat was inspired by at his prior firm was a philosophy called the "fairness triangle." "One side of the triangle represents the company, another side is the customer, and the remaining side is the employee. At any given time, neither one is more important than the other. For us, what that means is if we focus on employees and customers, it will lead to a successful company." he says.

Pat is passionate about his managers and employees achieving success. "I not only promote my staff internally, but I also encourage them to find what works for them—even if it means they move beyond CFS to a larger company or even start their own business."

Training is another way Pat encourages and promotes his employees. "It's a big part of our culture. Because my focus this year is on project management, all our employees are undergoing project management training. And all staff recently went through OSHA 10-Hour and 30-Hour safety training for a construction project with the local Veterans Health Administration. These are skills that will continue to enhance how our staff performs and will advance their careers," he says.

LEAVING A LEGACY

For Pat, leaving a legacy means he's continuing work as usual and doing what has worked for him for the past 15 years. "Let's say I give my word to provide services for \$100, but it actually costs the company \$120. I'll still charge the client \$100. Because I keep my word, the next time the client needs help, he or she is going to come back to us." And, as demonstrated by CFS' many repeat customers, this approach has been the key to continued success.

Tiffanie Reynolds is a marketing and public relations professional serving professional services firms ranging in size from 100 to 22,000 employees across the globe.

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Family-owned *Decorative Ceiling Tiles* pushes boundaries with new product lines, decorative solutions and educational opportunities

by Robyn M. Feller

The husband and wife team of Milan and Damaris Jara, the Co-Founders, Owners and Operators of Decorative Ceiling Tiles, Inc., started their entrepreneurial decorative tile journey in 2006 with a small

Florida-based crown molding service that has continued to see tremendous growth over the years. Armed with a welcoming local showroom and an impressive web presence, Decorative Ceiling Tiles has been able

to service customers all over the country...and all over the world.

Since starting the business, Milan and Damaris have expanded through new product offerings, new styles, new









suppliers and a willingness to take risks while providing the highest level of customer service. The firm's product lines now include custom-made ceiling tiles, wall panels, cornices, columns, ornaments, medallions, molding, corbels, murals, decorative frosted partitions and more.

A Personal Approach to Quality

Keenly focused on both product and service quality, Milan asserts that the driving force behind the business' ongoing success is that they really care about the customer. He says, "Since the time I started the business, I wanted to make sure that the customer gets all his or her questions answered. We do the leg work to make sure that everything is right. So, we are not just selling products; we are there to make sure the customer gets the decorative solution they're looking for. We're not going to sell them something we don't think will work. We know the product better than they do so we can provide the expertise and always try to find the best possible match for them."

With this attitude and its small yet expert team, Decorative Ceiling Tiles maintains a personal approach. "We mainly supply very specialized products that people don't usually know about. You can't find what we offer at big home retail stores. We have an impressively large selection of decorative tiles, ranging from polystyrene to solid copper, handpainted tiles, PVC, tin and imitation tin, as well as wall panels, door skins, hand-painted crown moldings, laminates, acrylic partitions and faux wood beams...you name it."

To further assist its customers, Decorative Celling Tiles recently became a brand partner with Material Bank, a free online marketplace that provides overnight delivery of product samples to architects and designers.

Ceilings That Perform

Milan states, "Today's commercial interiors demand products that not only look good but that also perform for the duration of their useful life, contributing to a healthy and sustainable world. As a way of bringing our expertise on the subject to the industry, we've recently sponsored a



Milan Jara (right) with his son, Bruno, and wife, Damaris.

continuing education unit (CEU) aimed at architects and designers to educate professionals on the immense benefits—both aesthetic and performance—that many types of decorative ceiling tiles can bring to a project."

The article, "Ceilings That Perform," is hosted by interiors+sources and it explores "various characteristics and benefits of decorative ceilings that specifiers should (re)consider for their next commercial interiors projects, including acoustical properties, durability, sustainability, aesthetics and historic renovations."

Above...and Beyond

From educating the industry to continuing its mission of providing top-notch products and impeccable customer service, Decorative Ceiling Tiles is poised and ready to help its customers meet the building challenges of the new decade and beyond.



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PROJECT PILOT

with Mark Napier



we reassessed priorities to focus on a few select strategic initiatives. One of those is the design phase leads on our privately funded projects that I wrote about in my Fall 2019 Project Pilot article. As expected, these leads are highly valued by General Contractors. We emailed over 200,000 leads to more than 14,600 unique GCs in 2019, and their engagement reached a new record high, reinforcing the fact that GCs want that extra time to do their due diligence before deciding which projects to pursue. However, the effort required to produce these leads limited the volume we could publish, so our goal became to produce three times as many projects to benefit our Network GCs and to extend these leads to subcontractors, too.

On May 28th of this year, we launched the new and improved "Planning News Alerts." These are still focused on privately funded projects, and the vast majority are in the design phase with the balance in construction documents phase. We're still sending them to GCs that are active in our Network based on the type of work they do and where they want to do it. If you recall from last year's article, we gather this information from OneTeam Invitations to Bid messaged by our GCs and whenever a GC self-adds themselves or we add them to GC bidders list on our reported projects. Consequently, the more active a GC is in our Network the more Planning News Alerts they will receive.

The leads will always have at least one principal (typically an owner, architect, or engineer) with whom to call as

published in the public record. Note that some of these may already have an awarded GC that is not mentioned. If the awarded GC is published in the public record, then we'll list the GC as awarded and, as such, the lead will not be emailed out to other GCs.

The change, though, is that we're not actively updating these and, barring no updates, they will expire from view after 45 days. Any updates are coming from feedback from the Network members as they call upon the owners and architects to develop relationships and get pre-qualified for the current and future projects.

Since the launch in May, we have surpassed our 3X goal and, on a weekly basis, are emailing 4.5 times the number of Planning News Alerts than we were of the previous Design Phase Leads. And, we're emailing these to 33% more GCs than before. Engagement, measured by how many GCs view the leads, continues to increase...perhaps due to GCs having more quality time to conduct their due diligence as they evaluate the right project opportunities.

Now that we know we have the right opportunities, we will be making them available to our OneTeam GC users as well. This means that within OneTeam, GC users will be able to search the entire database of Planning News Alerts and easily save any they want to track into their OneTeam projects.

Additionally, we will be making these available to subcontractors, suppliers and manufacturers that are premier members in our Network. For those members that also want advance notice on planning phase projects, they will be able to contact the GCs to begin relationship building for these hard-to-get/high-value project opportunities.



GEORGIA

660

Number of GCs within the region that have received planning phase leads

11,212

Number of planning phase opportunities the GCs have received for projects within their local region

3,496

Number of planning phase opportunities the GCs have received for projects from other regions

I'm very proud of my on-shore and off-shore teams for continuing to work seamlessly from their home offices during this pandemic to reengineer these valuable leads for our Network Members—the silver lining! It was critically important that my teams were able to quickly adapt to their home office work environments to keep our 2020 project flight plans on schedule...and they are! I am grateful for all their efforts to help keep this industry moving forward in these difficult times.

Blue skies ahead!

Mark Napier is Director of Project Information for
The Blue Book Network® and welcomes your feedback at: mnapier@mail.thebluebook.com



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itch Paulk, PE, never thought he was going to be a land surveyor, let alone be the proprietor of *Land Engineering, Inc.*, a land surveying firm based in McDonough, Georgia. For as long as Mitch can remember, he wanted to be a civil engineer. He attended Southern Polytechnic State University and earned a degree in civil engineering then completed the rigorous steps to become a certified professional engineer. So, does Mitch consider himself a civil engineer? "Not really," says Mitch. "I consider myself a surveyor."

Mitch seems to embody the old saying: "How do you make God laugh? You tell him your plans." "I think land surveying found me, not the other way around," he says, "and I'm happy it did."

Land Engineering, Inc. provides land surveying and civil engineering solutions for residential, commercial and public works projects throughout metropolitan Atlanta and surrounding regions. Its surveying team consists of licensed civil engineers and surveying specialists who provide "a unique combination of skill sets that enable the company to understand its clients' needs better," he says. "We meet deadlines and budgets because we have a holistic understanding of our projects and provide solution-driven results."

Mitch's unique surveying-cum-engineering perspective started when he was an undergrad. "I was getting my degree in civil engineering and had to take an elective for my major," Mitch says. "I like being outside, so I took a land surveying class. It turns out that I enjoyed it—almost more than engineering." That summer, Mitch got a job with a local land surveyor. "It was baptism by fire. My boss put me on a construction site and basically said 'figure it out in the field,' " he says. "But I am happy I did, because construction surveying is a specific subfield that is fairly technical and intricate. I think that's why I liked it so much."

Over time, Mitch carefully honed his surveying skills. "I worked at some of the largest engineering firms in the region," says Mitch. "I cut my teeth on boundary surveys, topographic surveys, construction stakeouts, American Land Title Association (ALTA) surveys and site engineering," he says.

But as Mitch rose through the ranks, he became quietly disillusioned. "When I was working at a large firm, I saw



Mitch Paulk, President and Owner, and Julie Paulk, Human Resources, started the business with a singular focus: change the way surveying treats its clients.

ways to make a project more efficient or save the client money," says Mitch, "but, I couldn't get support from upper management to make the changes. Sometimes, it seemed like they only cared about the bottom line, and sometimes didn't seem to care about the client or quality of work. I didn't think that was right. It rubbed me the wrong way."

In late 2006, he made the leap from corporate life and opened up shop in the basement of his home. "I started the company to provide exceptional customer service and high-quality work at a reasonable price," Mitch says. "I was very intentional at building a culture where the quality of service is consistently placed at a higher priority than profits."

In the beginning, business was good and the young company was growing strong. Then in 2008, things got tough. But Mitch, who grew up on a large farm in southern Georgia, knew how to survive. "I purchased a Robotic Total Station and started surveying anything I could to keep the bills paid," he says. "Talk about work. It was the

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Land Engineering, Inc. provided structural surveying services on the Philips Arena (now called the State Farm Arena) renovation project, where nine stories of box seating were removed and replaced with a more functional layout.



Surveying a retention pond.

work ethic that I learned growing up on the farm that motivated me to keep pushing ahead and doing what it takes to succeed. But it was a hard time, for sure."

QUALITY AND QUANTITY

Mitch's client and quality-focused work ethic helped him not only survive the economy's ups and downs but to thrive. Since then, Land Engineering, Inc. has grown to have what Mitch calls a "highly diversified structure," with 75% of its business volume being land surveying

services. The other 25% involves engineering site design services.

"We have 20 professionals working for us. Some of them have both engineering and surveying backgrounds. And about a fifth specialize in machine control models," he says. "Coupling field surveying knowledge with engineering design knowledge is a key component to the successful execution of GPS machineguided construction."

Simply put, machine guided construction uses GPS technology

and AutoCAD to generate surfaces in conjunction with earth-moving machinery. It improves accuracy and efficiency. "Having the location of specific features across the construction site for operators and supervisors is vital," he explains. "So, instead of looking out of the cab for information on a stake, hub or grade checker, the operator has the data at his fingertips anywhere on the site."

Mitch is proud of his firm's emphasis on machine modeling expertise, explaining that the surveyors in the field complete the machine modeling and finesse the site data so they can generate the best renderings for the clients. "They literally know the site inside and out," he says.

Mitch is equally proud of how Land Engineering, Inc. collaborates with clients on machine modeling projects. "We stand out from the competition because we generate models by using both PDF stamped plans and CAD files," Mitch says. "We want to see both because that will give us a holistic view of the site and reveals any conflicts, like how the drainage works. It saves our clients a lot of time. And surprisingly, not many of our competitors ask for CAD files be compared to the PDF plans."

CLIENT STEWARDSHIP

Providing high quality and working in the best interest of the client has proven to help the company stay strong through economically challenging times. He relays an experience with a high-end auto manufacturer. "There was a retention pond, which we incorrectly sloped out to build a wall. So, when the engineer checked the volume of the pond, it was inadequate."

Mitch immediately took responsibility. "I knew it was our mistake, and we jumped on a conference call with the client and engineering firm to discuss how to fix it. But before we called our insurance company, I asked if I could review the hydrology report."

Mitch spent the entire night reviewing the data and drawings. "At about three in the morning, I found a small error in the hydrology report. So, the next morning, we talked to the engineering firm and realized that they didn't have to rebuild the retention pond or wall. We worked together and remedied the solution for the client. I felt really good about that. Because we were honest, owned up to our mistakes, and found a way to fix the problem, we built a fantastic rapport with the auto company and the engineering firm," Mitch says. "In fact, we have worked with the engineering firm multiple times since. Honesty, integrity and collaboration are always the right things to do."

Maybe that's why its client roster includes the Georgia Department of Natural Resources; Georgia Institute of Technology; Verizon Wireless; the cities of Atlanta, Griffin, McDonough, and Woodstock; and the Metropolitan Atlanta Rapid Transit Authority (MARTA), amongst others.

"I am proud to say that we provide the quality work, communication and expertise that will make our projects, and clients, successful," says Mitch. "I think the future looks great."



A Land Engineering, Inc. employee monitors the roof at Mercedes-Benz Stadium in Atlanta.



Allyson Markey, with an academic background in geology, writes both technical and inspirational articles that create an emotional connection between a firm's brand and its audience.



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THE RIGHT MIX

Artistic Surfaces: blending passion and progress

by Robyn M. Feller

Floors are often overlooked when describing aspects of great buildings, but there's no ignoring the terrazzo work of Harvey Namm, owner of *Artistic Surfaces*.

"It's very durable, it brightens any space and it brings interest to an area," says Namm, President of the company based in Pompano Beach, Florida. He adds, "I consider every job we do a showroom for our company, because our work is always outstanding."

Over the past 25 years, Artistic Surfaces has won 20 awards, 10 of those from the National Terrazzo & Mosaic Association.

Terrazzo is an old-world craft, originating in Italy during Roman rule. Today, workers apply a wet mixture of cement or epoxy plus chips of granite, mother of pearl, shell, marble, or other aggregates onto a concrete surface. Once the floor is cured, they use a machine much like a floor polisher to skim off the very top layer to reveal the variety of aggregate pieces. After it's cleaned, polished and sealed, the floor achieves a grandeur that impresses all who step onto it.

Namm's most recent homage to an artist is the 10,622-square-foot lobby of the Carnival Studio Theater housed at Adrienne Arsht Center for the Performing Arts of Miami-Dade County. It features artwork from Cuban artist José Bedia.

"Because the installation was to incorporate the work of one of the most exciting young artists in the world, it was important that the execution be of the highest level of quality, artistic expression and precision. Not a simple task," says Roberto Espejo, who was then the Senior Associate for Pelli Clarke Pelli Architects.



At Fontainebleau Hotel in Miami Beach, Florida, the crews installed a terrazzo floor with 250,000 pieces of medium-sized white glass for a trendy, monolithic look. "Every piece was placed by hand, with a quality control supervisor onsite to check the spacing of each hand-set piece," Namm says.



As the terrazzo contractor for an award-winning project at The Plaza Las Americas in San Juan, Puerto Rico, Artistic Surfaces (Harvey Namm, pictured here) created custom flooring featuring beautifully intricate terrazzo medallions.











Artistic Surfaces, in collaboration with Pelli Clarke Pelli Architects and José Bedia, created distinctive art terrazzo at The Carnival Center for the Performing Arts, Miami, Florida.

"Our collaboration with Artistic Surfaces was flawless. The collaboration between the artist and the architect and his group was an amazing kind of gathering of craft, expert and craft. ...It's not often that subcontractor and architect can meet on a plane that actually is beyond what either of their collective experiences were. ...I look forward to showing everyone what we're capable of from this on. This is totally the beginning of something extremely, extremely exciting."

- Roberto Espejo, AIA, Senior Architect, Pelli Clarke Pelli Architects







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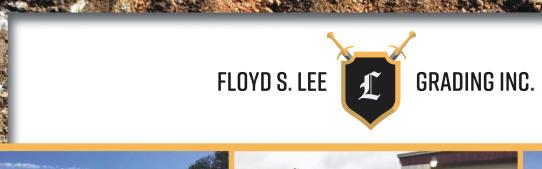
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Enter *GC Connections!* As handshakes moved to fist bumps, we moved from local events to laptops and introduced this new program. Here's how it works:

- GCs virtually meet with a Blue Book Network
 Franchise Owner for a video interview to discuss
 their company, projects and how they build their
 team of local subcontractors
- The Blue Book Network shares the video through email and social media with subs and suppliers to learn about and connect with the GC in their own time. in their own office
- GCs have direct access to the video for their own marketing efforts and a summary of the subcontractor "attendees" who expressed interest through this virtual event
- The bottom line: safe, convenient, effective connections for all!

Take a look at some of the regional "connections" from around the country that we've included here. Your local Blue Book Network team is ready to put *GC Connections* to work for your company today!

-66-

"Finding subcontractors can sometimes be a difficult task in itself and now it's become even harder. The video that The Blue Book Network put together allowed us to share who we are, what we do, what we look for, and leave an impression for the subs despite the lack of face-to-face contact we are able to make right now."

"The 'GC Connections' program definitely helped us gain visibility in the industry, and especially after we posted it on LinkedIn and our website. We definitely connected with people we couldn't in person as a result of the pandemic. The team made it super easy to participate and maneuver around my technological blunders!"

"The Blue Book Network team went beyond ingenuity with this new program! I had a great time doing the interview with Shelli Rae Scott. Our video gave us exposure on social media that we normally would not get and put us in front of the audiences we want to meet with, but unfortunately, cannot during these restrictive times."

"Our 'GC Connections' video presented our company with the opportunity to have potential bidders place a face with a name and, hopefully, gain comfort in finding us to be a solid potential business partner. We were contacted by quite a few interested parties after the video aired."

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To learn how you can virtually build your project teams with *GC Connections*, or any of *The Blue Book Network*'s in person events, contact:

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by Melinda Guravich

s a teenager, Scott Sellers, the CEO of Specialty Spray Systems, Inc. (Specialty Spray), dreamed of becoming a rock star. He struggled academically and socially in high school, but rock music was his consolation and passion, from Elvis Presley to Kiss. After graduating from the prestigious Musicians Institute in Los Angeles, his dream came true—he toured the nation and the world as a drummer for the band Uncrowned.

His introduction to the fireproofing business came during a part-time job while he was back home in Georgia between tours. While scraping and cleaning floors for \$6 an hour, Scott noticed the worker applying the fireproofing and learned that he earned \$18 an hour. "I thought, 'If I

could make that much, I'd be rich," Scott recalls. When the supervisor told him that it took years to attain that skill level, Scott asked, "What is the very next step I can take today?" He committed to learning the trade and worked his way up, then started his own business in 2007.

Today, Specialty Spray, based in in Kennesaw, Georgia, provides fireproofing, spray insulation, industrial fireproofing and coating, firestopping and building insulation, and commercial and industrial painting for projects across the United States.

SETTING UP FOR SUCCESS

Fireproofing is typically performed for large-scale projects such as airports, office buildings, schools and higher



education. "Not all general contractors are familiar with fireproofing," Scott says. "We are committed to being their source of expertise and education."

Scott takes time to explain the process during budget and pre-project meetings to help clients plan sequencing and scheduling. "It's messy work," Scott says. "Planning well minimizes the impact on schedule and budget and on subcontractors performing work after fireproofing is complete." For a 20,000- to

30,000-square-foot project, for example, it takes a crew approximately five days to complete its work in an open, clean floor space that is clear of other materials.

He quips, "The two happiest days for the general contractor are the day we arrive and the day we leave!"

Specialty Spray's approach to projects has generated repeat business with numerous general contractors, says Scott. The company partners with customers at every step, from

estimating, pre-job planning and value engineering to executing effectively and efficiently in the field.

Past projects include Grove at Grand Bay, a two-tower residential development in the Miami neighborhood of Coconut Grove. Its unique layout and design left some areas of the concrete structures exposed to the Florida sun. Specialty Spray installed ceramic insulation to those areas to prevent radiant heat transfer into the structure, increasing energy efficiency for the building owner and its residents.



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PHOTO COURTESY OF SPECIALTY SPRAY SYSTEMS, INC

Another notable project involved installing 40,000 bags of fireproofing material during construction of The Mall of San Juan in Puerto Rico, the island's largest construction project at that time. The success of this project set the path for increasingly larger projects.

The company's extensive portfolio also includes Davis Wade Stadium at Scott Field, home of the Mississippi State University Bulldogs in Starkville, Mississippi; Hartsfield-Jackson Atlanta International Airport in Atlanta; and Oak Ridge National Laboratory in Oak Ridge, Tennessee.

Specialty Spray is building on its success and expanding, recently adding a commercial and industrial painting division under the direction of industry veteran Luis Vissoni. "It blends well with our industrial fireproofing work," Scott says. "It gives us the ability to add more value and options for our customers."

LIFE LESSONS TO SHARE

As his business has grown, Scott has discovered how to marry his passion for entertaining with being a CEO. "I've learned that I can entertain by sharing life lessons—the ups and downs of my experience as a high school dropout to running a multimillion-dollar construction company," he says. His colorful observations resonate with his

team, customers and others looking for a good success story, whether in person, on social media or as part of a live audience.

His goal is to reach and motivate as many people as he can to live their best lives. "No matter where you are in your life, if you focus and surround yourself with like-minded people, you can find yourself living a completely different life just a few years from now," he says.

The camaraderie Scott relished as a band member is an intentional part of the culture at Specialty Spray. "People are looking for that sense of belonging, of feeling like they are part of a family, not just punching a clock. We provide a path forward to those willing to learn, to read, to study and to ask questions," he explains.

"Our culture attracts people who want to be successful, to make money and provide for a family, and to be good examples for their kids and others," he adds. "People come here to get better at life."

Scott's first mentor was his grandfather, Bradley Culverhouse, who grew up during the Great Depression, went to work as a laborer and retired as CEO of Columbus Water Works in Columbus, Georgia. "When I laid out my idea for starting the business, he listened carefully, said



the magic words 'I believe in you,' and handed me a check to buy my first machine," he recalls. That crucial encouragement was the start of something big and influences how Scott manages the business today.

Because Scott and each managing team member worked their way up in the construction industry, they can relate to employees at every level. "We know how to do the work; that's how we got here. We let everyone know that we are all important and all serve a purpose within the company. This has resulted in a great culture reflected in how we interact with our customers," he says.

Part of this work-ethic culture is a willingness to take care of customers, even when the task is not in the job description. Even if it means working in the heat. "We have a team that will do whatever it takes to get things done and be successful, including Project Manager Thomas Johnson and Estimators Nathan Petty and Landon Hamby," he adds.

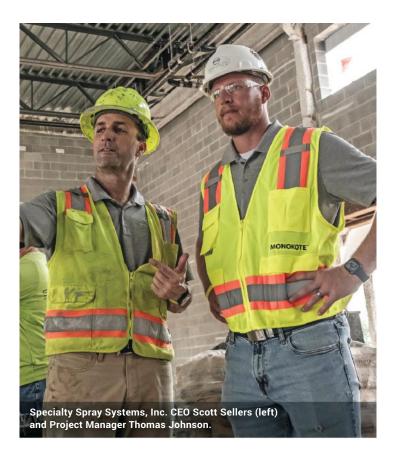
SPECIALTY SPRAY BOOK CLUB

Scott first thought about starting his own company after reading "Rich Dad Poor Dad" by Robert Kiyosaki at a friend's house. "I was not a big reader at the time. That book changed my life," he says. Now reading is an integral part of his company culture.

The idea for starting a book club for employees came from Mike Downs, CFO for Specialty Spray. "He's always been a big reader. I have become one also," Scott says. The goal is to encourage employees to educate themselves at their own pace by providing recommended books on topics such as finance, the construction industry and leadership development. Employees have access to the selection on Audible through their company phones—currently 40 titles that either Mike or Scott have read and found valuable.

"This program underscores the message they need to hear from us: We believe in you. Backing up belief with action is sometimes all people need to go down a path of greatness. Mediocrity is the worst thing that can happen to a human being," Scott says.

Freelance writer Melinda Guravich enjoys capturing the fascinating backstories of AEC firms and their leaders.







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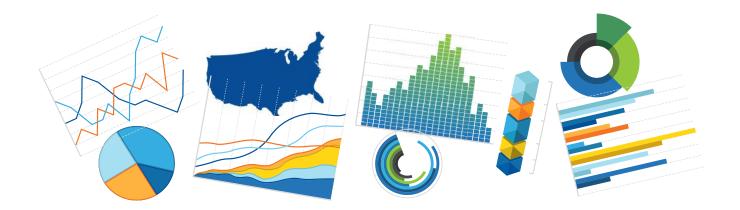
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LOOKING FORWARD: USING ECONOMIC INDICATORS

with Brian Tonry



dvanced knowledge of changes in the construction marketplace is critical to any business that is part of the supply chain. Any view into the future allows a company to develop more informed strategic plans and make in-flight adjustments to operational goals between planning cycles. One of the easiest ways to better inform your planning process is to use economic indicators or indices available to you as a bellwether of the direction the markets you serve, and therefore your business, will take.

You may already be using one or more of these, and if so, you are ahead of the pack. Two of the more commonly used and publicly available indicators in the construction market are the U.S. Census Bureau's Construction Spending series that tracks the value of construction put in place, and AIA's Architecture Billings Index. The Value of Construction series is a monthly estimate of the total dollar value of construction done in the United States. The Architectural Billings Index (ABI) is an index that tracks month-to-month changes in billings from architecture firms.

These two measures provide insight into changes in the construction market by taking the temperature of the industry at the extremes of the construction lifecycle. By estimating the demand for design services, the ABI can be considered a leading indicator for the rest of the construction market supply chain, whereas the Census Construction Spending series is a coincident measure of the current health of the industry. This does not mean that one of these is a better choice than the other for your business. In fact, you will want to consider any indicator, including your own proprietary data, when making these kinds of critical decisions.

DATA SERIES VS. INDICES

We are awash in an ever-increasing array of data options. In terms of gaining insight that will help you plan for your company's future, data related to your business and indices should be your first place to look. Economic indicators come in all flavors, and typically include direct measures or estimates of data over time that directly impact your business or are related to data that impact your industry. The Census Construction Spending series is an example of an economic indicator that is calculated using a sample that estimates the total monthly spend on construction in the U.S. When spending is increasing month-to-month, the indication is that the construction is growing stronger. We will look at what this might mean for your business later in the article.

Permits, construction starts, requests to bid, sales orders, and even changes in population, are all considered to be economic indicators that may be important predictors of the direction in which your specific market is moving. An index is a relative indicator and is used primarily to identify the direction and magnitude of change in a single series of data, or a sample of data. One of the most recognizable indices is the Dow Jones Industrial Average (DJIA), which is calculated from a sample of Fortune 500 companies and provides an indication of magnitude and direction of the New York Stock Exchange. The DJIA number itself means nothing, but whether it is rising or falling and by how much is what keeps people awake at night.

The Consumer Price Index (CPI), Producer Price Index (PPI) and the AIA's ABI are all examples of indices that are economic indicators that impact your business, at least to some degree. The key components of an index are that they are calculated relative to a base time period, and that a change in the index can be used as an indicator of



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change in other economic measures (such as the performance of your business). Indices are calculated by comparing a fixed reference point (base time period) to the current period. This allows you to look at the real impact of month-over-month changes that indicate the direction and velocity your market may be headed. Using an index as a leading indicator is a matter of recognizing the relationship between when a change in the index results in a change in the conditions impacting your business.

For example, an increase in the AIA's ABI index may be a leading indicator that more construction project opportunities are working their way through the pipeline. The change in the index may be slight or large, but is an indication of how big the increase (or decrease) may be several months down the road. In the case of the ABI, AIA economists have calculated that the index leads construction starts by roughly 11 months, so knowing this information can be a valuable piece of information for your company's planning. However, not every building that gets designed actually gets built, and the likelihood of a building concept being realized can be low. As the concept moves through the process from idea, to design, to financing, to bidding, the project becomes increasing likely to reach completion. So, while it is helpful to know what the design community is up to, it is helpful to have an indicator that is closer to the project start.

THE BLUE BOOK NETWORK VELOCITY INDEX

Enter The Blue Book Network Velocity Index. Leveraging the Network's robust database of bidding opportunities, our Network Intelligence and Analytics team has developed a leading economic indicator that may become your most important forward-looking planning tool. The Blue Book Network Velocity Index measures the direction and magnitude of month-to-month changes in bidding activity after accounting for seasonality. By removing the effect of peaks and troughs in bidding cycles evident through the year, the index more accurately represents the real change in bidding activity. This real change then becomes a better indicator of bidding activity that deviates from historically repeated patterns. The impact of COVID-19 on bidding can clearly be seen on the main page of the Velocity Index shown in Figure 1.

The rapid drop of the Index in March of this year (-16.8%), which continued into April, resulted in an overall decline in

the Index of 27% in just two months. You don't need the numbers to see the dramatic change to the typical pattern of bidding activity illustrated by the top graph of Figure 1. This sudden dip and subsequent recovery confirms what your gut already told you; that the first half of 2020 was fraught with uncertainty, not just for your business, but for the entire U.S. construction market.

INDICATORS IMPORTANT TO YOUR BUSINESS

As a macro indicator, The Blue Book Network Velocity Index is an important barometer of the industry and is the key leading indicator of construction projects expected to start in the next one to three months. By diving deeper into the details, the Index provides a more local, state-level indicator as well as one for major building types. The bottom graph of Figure 1 shows the

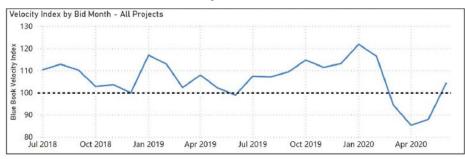


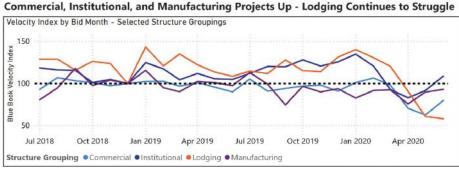
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Index for major groups of project types. Comparing the Index for these groups to the overall Index for all projects in the top graph reveals some interesting differences. While Institutional construction follows a similar pattern to the overall Index from January to April, the trough is not as deep and the recovery is still strong. Bidding opportunities for Manufacturing projects lagged the overall industry, continuing to

increase into March before showing a modest decline in April and quick rebound. However, it is the Lodging projects that stand out in this graph. With many hotels completely closed, or operating in the single digits for occupancy rates, Lodging continues to retract. Again, your business acumen may have already told you this, but the Index confirms it and provides backup to decisions impacting your business.

The Blue Book Network Velocity Index Recovers to 104.4 in June





BBIndex BB Index Month -3.9% 2018 July 110.4 1.4% 2018 August 112.9 -0.9% 2018 September 110.3 2018 October 102.9 -4.0% 2018 November 103.7 2.6% -0.0% 2018 December 100.0 2019 January 117.1 2019 February 113.0 -3.0% 2019 March 1024 -6.1% 2019 April 108.1 5.9% 2019 May 102.2 -5.8% 2019 June 99.0 -3.8% 2019 July 107.5 8.5% 2019 August 107.2 -1.0% 4.0% 2019 September 109.5 2019 October 114.8 5.3% 2019 November 111.5 -0.7% 2019 December 1132 4 5% 9.7% 2020 January 122.0 -1.9% 2020 February 116.5 2020 March 94.6 16.8% 2020 April 853 -8.0% 4.1% 2020 May 88.0 2020 June

Figure 1: The Blue Book Network Velocity Index for All Projects and by Structure Groupings Source: Blue Book Network Intelligence & Analytics

The Blue Book Network Velocity Index Climbs for Most States in June

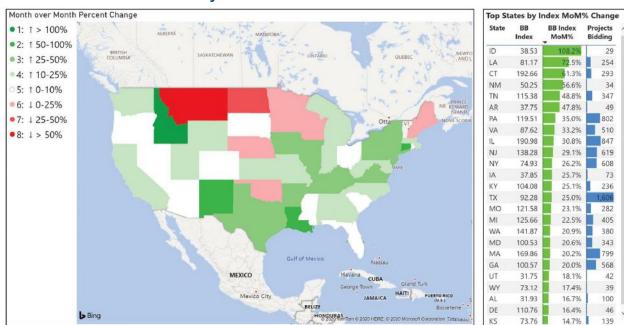


Figure 2: The Blue Book Network Velocity Index by State

Source: Blue Book Network Intelligence & Analytics

Because all construction is local, and many companies operate regionally, Figure 2 maps the month-over-month percent change in the Index by state. Here, gradient scales of color show the magnitude of regional pockets of expansion (green) and contraction (red) from the previous month.

Figure 3 breaks down the state-level Index by the four key structure groupings.

So, with the overall Index and the regional and structure group views, how can this information be used to inform business decisions?

LEVERAGING THE BLUE BOOK NETWORK VELOCITY INDEX

The key to informing your decision-making with any economic indicator is understanding how it relates to your own business metrics. The good news is that you already have the data you need to do this in-house.

Let's look at a couple examples.

Mechanical contractor "Hot as Hades" operates regionally, installing and servicing HVAC equipment. Most of their new installation work comes from small-to-mid-sized commercial buildings, and their sales goals for the year assume a modest increase over last year. Looking at their awarded bids over the last five years, they are able to calculate two important numbers: the average time from bid submission to award, and the average time from contract award to installation time for the systems they install.

For most of their projects, the award time is a short two weeks. They also know that because most of the new projects they work on take less than 15 months to complete, and the HVAC systems can't go in until the building shell is done—which is roughly half-way through the construction schedule—they can

expect their installers to begin work somewhere between six and nine months following start. Looking at the average time from their awarded bids to when they begin work on a project, they estimate that while the mechanical systems go in around seven months into construction, the ductwork and piping installation start once the framing is closed in; for their projects they estimate five and a half months. Adding the two weeks from bid submission to award. they estimate that their team will be on-site roughly six months following the bid data of the project.

In March, with the Velocity Index showing a rapid drop, their sales targets for the third quarter looked to be impacted. Looking a bit closer at the three Midwest states where they operate, the decline for commercial projects was not as steep as the overall Index, but still a watchful eye on the Index over the next few months was warranted.

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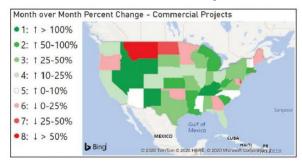
April continued to decline as did May, but the decline was slowing. By June, the Index was ticking up again and showing signs of recovery. Their three states showed a higher increase than the average for the U.S. and they were also noticing more opportunities to bid. Using this information, "Hot as Hades" recognized that they might see a downturn in their business in the September-to-November time period. To keep their mechanical contractors active, they worked with their existing customers to reschedule some of their maintenance work to bridge the gap and kept an eye on the Commercial Index for their states. If the Index continued to see modest improvement,

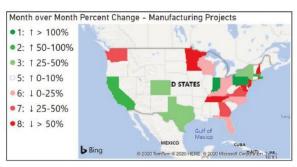
they knew their overall goals for the year would be tough to meet and might need to be adjusted. If the Commercial Index for their states began to track more like the overall Velocity Index for the country, it would signal that the uncertainty during March to May was only delaying projects, and their team could be very busy at the end of the year.

For building product manufacturer "Battened Hatches Roofing," the Index provided a little more lead time. BH Roofing makes elastomeric roofing systems and has built a portfolio of work around the country with schools and universities. Given the nature of the award process, they calculate that the time from bid to submission averages six weeks, and with their sweet-spot projects having a 20-month completion schedule, the timing for installation of their roofing materials is roughly eight months after building start. Looking at their awarded bids, they can see that while the order may come in anytime between the contract award (six weeks after bid) and a month before installation (nine and a half months after bid), the average point at which the roofers need their material delivered to the job site is a little more than nine months after the bid date.

Tracking the Velocity Index into February of 2020, BH Roofing was feeling fairly good about 2020. As March and April began to unfold, BH Roofing was looking at a rough

The Blue Book Network Velocity Index - Commercial Leads Recovery in June





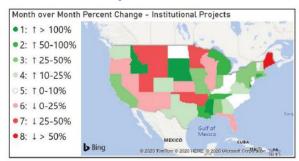




Figure 3: The Blue Book Network Velocity Index by State for Structure Groupings Source: Blue Book Network Intelligence & Analytics

APPENDIX STRUCTURE GROUPING DEFINITIONS COMMERCIAL **INSTITUTIONAL AMPHITHEATER AQUARIUM** ANIMAL HOSPITAL / KENNEL **CHURCH / SYNAGOGUE** ARENA / STADIUM CITY / TOWN HALL ARTS AND ENTERTAINMENT **CLUB HOUSE / COMMUNITY CENTER** AUTO DEALERSHIP / SERVICE **COURT HOUSE BANK** DAY CARE FACILITY CASINO DORMITORY CONVENTION CENTER FIRE / POLICE STATION **FITNESS CENTER GOVERNMENT GOVERNMENT BUILDING GAS STATION** HOSPITAL / NURSING HOME **GROCERY STORE** JAIL / PRISON MALL MIXED USE LIBRARY MEDICAL OFFICE NON-RESIDENTIAL BUILDING OFFICE BUILDING MILITARY **PARKING GARAGE MILITARY OFFICES** PARKING LOTS **MUSEUM POST OFFICE** PARK / PLAYGROUND SCHOOL / COLLEGE / UNIVERSITY **RADIO / TELEVISION STATION RESTAURANT SCHOOLS RETAIL** 700 RETAIL STORE SELF-STORAGE FACILITY **NON-BUILDING CONSTRUCTION** AIRPORT RUNWAY SHOPPING CENTER ATHLETIC FIELD STORAGE FACILITY / WAREHOUSE **THEATER BRIDGE** THEME PARK **CIVIL & INFRASTRUCTURE** DAM OR LEVEE **MANUFACTURING GOLF COURSE INDUSTRIAL** MARINE INDUSTRIAL MAINTENANCE **MARINE PORT LABORATORY** NON-BUILDING CONSTRUCTION MANUFACTURING PLANT **ROAD / HIGHWAY SEWAGE / WATER TREATMENT PLANT RESIDENTIAL SWIMMING POOL APARTMENTS & CONDOMINIUMS TENNIS COURT** ASSISTED LIVING **TUNNEL** HOUSE UTILITIES **MILITARY HOUSING** RESIDENTIAL BUILDING **TRANSPORTATION** TRACT HOUSING **AIRCRAFT HANGARS RAIL STATIONS** TERMINAL - AIRPORT / BUS / RAILROAD LODGING HOTEL / MOTEL **TRANSPORTATION**

Source: Blue Book Network Intelligence & Analytics

start to 2021. Looking at the monthto-month changes in the Institutional Index, it was clear that some states were being more conservative than others. These states and local school districts were likely considering that schools that may need to be closed for a longer time period allowing districts to delay new and replacement school projects. Comparing the Index for Institutional projects with the overall Index helped temper their concern as the Institutional Index did not decline as quickly and recovered well to levels above those seen a year ago. BH Roofing continues to watch the U.S.-level Institutional Index as a nine-month leading indicator for shipping their products. Having seen the impact of the uncertainty surrounding COVID-19 on bidding opportunities for schools, HB Roofing will keep a close eye on the change in the Institutional Index into the fall as states and school districts make decisions about where children will learn. For 2021, HB Roofing has decided to hedge their bets with a more modest growth goal.

So as you are "driving" your business down the "highway" known as the U.S. Commercial Construction Market—leverage The Blue Book Network's Velocity Index to gauge the speed of the construction markets around you, and adjust your own direction and speed accordingly!

Additional details and analyses are always available exclusively for members of The Blue Book Network. Stay a step ahead of your competitors by being a part of the industry's most active and intelligent commercial construction network. Our *Network Intelligence and Analytics* team is eager to work with you to better understand the next "big thing" that will help you win more work and move your business forward.



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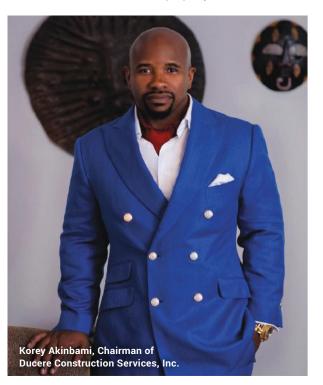
by Holly Titsworth

ompetent, committed and consistent are three words that have immense meaning for the members of *Ducere Construction Services, Inc.* (DCS). The management team weaves those words into the core of what the firm does as a builder and construction consultant.

Competence occurs from the employees' relentless thirst for knowledge in the construction industry. Commitment develops through educating staff and clients via training and communication. Consistency comes when they steadily break diversity barriers and follow through with their commitments to the community.

With those values in mind, Chief Executive Officer Markesia Akinbami believes the company "objectively seeks to be a global leader in providing relevant and decisive solutions for clients." It offers consulting, construction management services, residential and commercial construction, and property restoration.







Part of what makes the DCS team special is its ability to not only do good business, but also, to take on the role of educating, encouraging and supporting other small and diverse businesses so they will win work.

Markesia says, "We help small companies fill out paperwork and complete certifications that members of most small firms do not understand." Her husband, Korey Akinbami, Chairman of DCS, feels many builders are not investing fully in their futures. He says, "Many construction companies are functioning on a 1980s operational platform. We try to help them understand how to utilize technology to improve their operations."

COACHING AND MENTORING TO EMPOWER OTHERS

Founded originally as Akinbami Construction Management in 2005, the company took a step back after the real estate market crash in 2008, focusing more on residential construction and small commercial

"Empowering individuals is one of our greatest assets."

Korey Akinbami, Chairman, Ducere Construction Services, Inc.

projects. While doing this, the leadership acquired a strong desire to coach other construction firms. In 2016, Markesia and Korey signed up for the Mentor-Protégé Program, sponsored by the University of Florida's Small Business & Vendor Diversity Relations Division. Through the program, the husband-and-wife team connected with a company that is one of the largest general contractors in Gainesville, Florida. This company's employees mentored the couple. Their relationship flourished, enabling Markesia and Korey to utilize the company's network, helping their company grow exponentially. Reformed as DCS in 2017, the business now has two locations-one in Gainesville, Florida, and another in Austell, Georgia.

Transitioning from protégé to mentor, DCS partnered with the Florida program and initiated its own mentorship class in Savannah, Georgia. Korey says, "It's vital that we help people gain new skill sets so they can survive. We expose them to construction so they can support their families and live successfully. The community benefits from this immensely." He adds that this rewarding partnership ensures a long-lasting positive impact for others, in addition to reaching financial goals.

The local construction industry also benefits from the knowledge of the DCS team. Classes on reading blueprints and organizing plans are offered by the company to newer,



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An inside peek at a classroom in the University of South Florida's nursing building that Ducere Construction Services, Inc. renovated in Tampa, FL.



One of Ducere Construction Services, Inc.'s clients, University of Florida Levin College of Law, in Gainesville, FL, receives a makeover.

small firms. DCS is on a mission to provide relevant construction training to other firms in need of guidance or outside resources.

As a construction consultant, DCS enlightens smaller firms about understanding and managing productivity, inventory and waste. Additionally, the group helps companies convert to new technology and teaches their staff members how to use it. By demonstrating the correct

or ideal applications of various technologies, Korey and Markesia's team educates clients on how to operate with sophisticated efficiency. Korey says, "Some construction management software, such as BIM 360 or Fieldwire, incorporates artificial intelligence (AI) technology. When data is input into the system, the software analyzes the information and provides ways the company can be more profitable, function better and identify safety hazards."

TECHNOLOGY PROVIDES CONSTRUCTIVE SOLUTIONS

The AI component works in many ways. When contractors or trades document daily reports, the system can search the reports, identify potential issues, and flag them for an electrician or mechanical technician to avoid a potential catastrophe. The high-tech system also gives a more pragmatic benchmark for finishing a project. Korey says this is important because "you are able to give more realistic deadlines to owners."

Working in the southeast, DCS deals with many weather-related issues, such as rain delays, flooding and hurricanes. But thanks to AI technology, the team is ready for any event. For example, AI can be used to predict the number of rain days to expect on a project. In the event of a hurricane, the innovative software can quickly churn out solutions to address problems that might arise.

The team uses AI to plan for all contingencies, taking steps to reduce risks and losses by creating a customized mitigation strategy before a weather event hits. Korey says, "A lot of construction companies do not have a mitigation strategy. The technology helps you put together a Plan B or even a Plan C."

INTEGRAL PART OF THE CONSTRUCTION PROCESS

DCS has a team that believes in, and commits to, the company's goals. Markesia says, "Our employees understand our thought processes behind helping smaller firms grow. They also support our intention



to help others by volunteering in charitable activities together." This altruistic group feeds the homeless, works with the elderly and supports schools. Markesia says, "The team supports our mission and what we are trying to do as a company, not only in the industry, but in our communities as well. We could not do it without them."

For Korey and Markesia, building value in their staff is fundamental. They want to equip their employees with knowledge and boost their potential for advancement. Korey says, "Empowering individuals is one of our greatest assets. We try to help team members identify their strengths and weaknesses and help them build on their strengths."

Each year presents its own set of challenges, but 2020 has been a little different. DCS is treating COVID-19 as an opportunity to educate, inform and train its staff and clients on health and safety procedures. On every job site, the project managers have discussions on social distancing, wearing masks and staying home if you feel ill. Korey says, "[COVID-19] does slow productivity, but it's a safety issue now, as well as the new norm for construction."

BUSINESS SUCCESS WITH EMPLOYMENT DIVERSITY

One thing the company leaders are proud about is how they introduce small and diverse businesses to general contractors. Markesia and Korey act as the facilitator between the two groups by having meet-and-greet events, educational trainings and providing certification assistance. They help small and diverse businesses receive contracts through these efforts.

With five full-time employees, and utilizing subcontractors on projects, DCS completes between 10-15 projects yearly. One of its first big-brand jobs was with Starbucks. Currently, DCS is finishing a middle school and several renovation projects. The team recently finished renovating a million-dollar residential property it calls Amberton Chateau at Vel Court, which is located just outside of Smyrna, Georgia. Markesia says, "We are about to start on another high-end residential property down the street from Amberton Chateau." The company continually receives referrals and repeat business, she adds.

Something the company does not usually advertise is being recognized nationally for its networking skills and

"[Our] team supports our mission and what we are trying to do as a company, not only in the industry, but in our communities as well. We could not do it without them."

Markesia Akinbami, CEO, Ducere Construction Services, Inc.

Markesia Akinbami receives an appreciation award for sponsoring schools and small businesses in Tampa, FL.

relationship-building initiatives-and also its growth as a minority-owned business. The company has been featured in two publications, including "Entrepreneurship: The Practice and Mindset," a textbook written by Heidi Neck, Christopher Neck and Emma Murray that is used at Babson College, which has one of the top entrepreneurship programs in the country, and other prestigious universities. "Implementing Supplier Diversity: Driver of Entrepreneurship," by Kathey Porter, is a book on supplier diversity in small business development that also spotlights DCS. "Being featured in these books validates that our approach is solid and a proven success," Markesia says.

Ducere Construction Services can build any project, but the company leaders look for the best opportunities to let their team shine. The firm is not limited to a specific specialty; rather, it can be hired in the role of builder or consultant. Both Korey and Markesia feel DCS is not your average contractor. "We have an interesting construction life," Markesia adds.

This dynamic duo is excited to work in the construction industry. With a positive mindset, the couple sees the big picture and comes up with innovative ideas.

"Since we help people, I think our work is a little more satisfying," Markesia affirms. "It's not just about building a building." Korey concurs, adding, "What are we doing to make people's lives better?" That's the bottom line for DCS.

Holly Titsworth has 25 years of expertise in writing/production for publications and television and is a coveted Edward R. Murrow Award recipient for journalistic excellence.

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Commercial, Industrial, Institutional, Residential

ARCHITECTS & ENGINEERS



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SUPPLIERS & MANUFACTURERS



Building Materials, Concrete Products, Contractors' Equipment, Furnishings, Lumber, Major Appliances, Specialty Items, etc.

CORPORATE BUILDING DEPARTMENTS & INSTITUTIONS



Facility Managers, VPs of Construction, Purchasing Agents, Plant Engineers, VPs of Operations, Staff Architects, Project Managers, Maintenance Managers, Hospitals, Nursing Homes & Health Care Facilities, Public School Systems, Colleges & Universities, Detention Facilities, Church & Religious Facilities, Libraries, etc.



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Office Buildings, Business & Industrial Parks, Factories & Plants, Shopping Centers & Malls, Hotels & Resorts, Restaurants, Apartments, Condominiums & Tract Housing, etc.



CONTRACTORS & SUBCONTRACTORS

All Construction Trades including Alterations, Carpentry, Concrete, Electrical, Environmental, Excavating, Foundation, H.V.A.C., Interior Finish, Landscaping, Marine, Masonry, Paving, Plumbing, Restoration, Roofing, Structural Steel, Thermal/ Moisture Protection, etc.



GOVERNMENT

Federal: U.S. Depts. of Defense, HUD, Transportation, Labor, GSA, EPA, Postal Service, etc.

State: Depts. of Transportation, Capital Planning & Construction, Purchasing & Contracts, General Services Administration, Community Development, Corrections, Parks & Recreation, etc.

Municipalities & Counties: DPW, DPU, Building Services, Materials Management, Parks & Recreation, etc.

Authorities: Airport, Bridge & Tunnel, Port & Waterway, Highway & Thruway, Power, Transit, Parking, Housing, etc.

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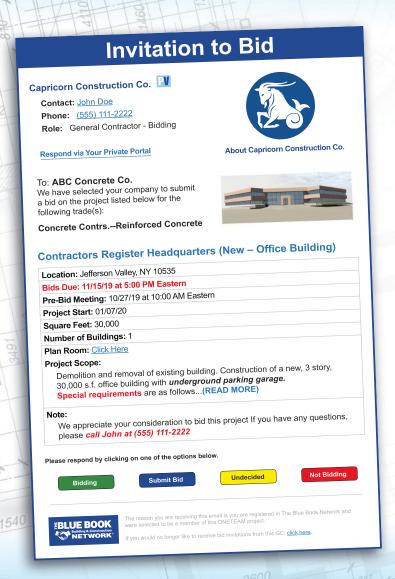
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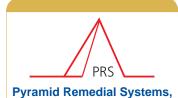
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BEST ROLL-UP DOOR, INC. was founded in 1978. Since then, we have been in the business of manufacturing, installing and providing a full line of innovative high-quality aluminum and steel rolling door products to fit virtually any architectural requirements. Today, we are establishing regional manufacturing and distribution operations all over the world. Our devotion to research and development has not only allowed us to improve our products, but also helped us to develop new and unique products.



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- ALUMINUM SOLID
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Bejune Industries, Inc. (pp. 108, 122)	Fayetteville, GA	404-862-8934
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Best Roll-Up Door, Inc. Manufacturing (pp. 151, 154, 166, 176)	Santa Fe Springs, CA	800-400-2565
Best Supply, Inc. (p. 107)	Eastlake, OH	440-953-0045
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Boelter Foodservice Design, Equipment & Supply (p. 132)	Duluth, GA	404-784-8774
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Boree Canvas & Metal Awnings (p. 103)	Jacksonville, FL	800-396-6770
Boundary Zone, Inc. (p. 181)	Suwanee, GA	770-271-5772
Bowlin Construction LLC (pp. 126, 170, 174, 185)	Williamson, GA	770-467-9950
Brandpoint Services, Inc. Half Page Ad (p. 70)	Audubon, PA	267-908-9780
Bravo Fence (p. 128) Full Page Ad (p. 35)	Kennesaw, GA	770-966-9970
Brian Carpet, Inc. (p. 109)	Decatur, GA	678-949-0279
Bright Ideas Lighting Solutions (pp. 124, 147)	San Diego, CA	888-353-1113
Britton, E. Ray, Electrical Svcs., Inc. (pp. 122, 151)	Ellenwood, GA	678-289-5522
Britt's Flooring & Appliances (pp. 109, 184, 189)	Lawrenceville, GA	770-266-2808
Broadline Painting (p. 156)	Margate, FL	954-972-1164
Bruce Bunch Plumbing & Piping	Columbus, GA	706-527-3829
Budget Blinds of Tucker (p. 188)	Tucker, GA	678-595-5772
Bulldawg Custom Fence (p. 129)	Macon, GA	478-867-9634
Bullock Construction, Inc. (p. 163)	Easton, MD	410-763-7250
Burch Corporation (pp. 99, 164)	Lithia Springs, GA	404-349-6550
Burns Preferred Contractors, Inc. (p. 161)	Powder Springs, GA	770-977-6210
Buster's Reprographics, Inc Atlanta (pp. 164, 173)	Atlanta, GA	404-366-0870
Buzzell Plumbing Heating & A/C, Inc. (pp. 99, 161)	Warner Robins, GA	478-923-5642

C

C & C Electrical Contracting Services LLC (p. 122)	Homer, GA	770-530-3502
C & C Fence Co., Inc. (pp. 128, 134) Full Page Ad (p. 28)	McDonough, GA	770-603-9745
CDCI (p. 100)	Suwanee, GA	678-936-7005
CFS Construction, Inc. (pp. 113, 183) Featured Second Story (p. 16) Half Page Ad (p. 61)	Atlanta, GA	404-355-9137

CIC Floors LLC (pp. 109, 152, 183, 189)	Peachtree Corners, GA	404-618-3324
C&R Paving Co., Inc. (pp. 157, 158)	Dallas, GA	770-942-5686
C & S Paving, Inc. (p. 158)	Marietta, GA	770-422-9124
Cabinet & Stone City (pp. 145, 177) Half Page Ad (p. 50)	Norcross, GA	770-680-4200
Cantrell, Ron, Construction, Inc. (p. 135)	Cleveland, GA	706-865-6147
Carnes Contract Floors Inc. (pp. 109, 165)	Tucker, GA	770-934-0083
Carolina Contracting & Investments Inc. (p. 136)	Clover, SC	704-499-4501
Carpenter & Co. CPAs PC (p. 129) Inside Front Cover	Stockbridge, GA	770-507-6625
Carr Commercial Cleaning Services (pp. 106, 162)	Stonecrest, GA	404-207-7634
Carter Lumber (p. 190)	Spartanburg, SC	216-217-6476
Cartersville Fence Company, Inc. (p. 129)	Cartersville, GA	770-382-1223
Cawthon, Alan, Grading (p. 127)	Jackson, GA	770-775-5446
Ceaser's Plumbing LLC (p. 161)	Jonesboro, GA	404-295-6313
CertaPro Painters of Northeast GA (p. 155)	Braselton, GA	770-312-4579
Cesar Electric Corp. (p. 122)	Lawrenceville, GA	770-757-3768
Charlotte Tent & Awning Co. (p. 103)	Charlotte, NC	704-921-8743
Cherokee Reprographics, Inc. (p. 164)	Woodstock, GA	678-494-2000
Choice Lightning Protection (p. 147)	Goldsboro, NC	919-432-8355
Chroma Painting Solutions LLC (p. 155)	Tucker, GA	404-433-1818
Chumley's Paving (pp. 157, 159) Opp. President's Message (p. 3)	Dallas, GA	770-974-7112
CHUTES International (pp. 110, 111, 148)	Waldorf, MD	800-882-4883
Civitello Project Management	Madison, CT	203-848-1509
Classic Blinds and Shutters Design Center (p. 188) Half Page Ad (p. 75)	Alpharetta, GA	770-924-0282
Clayton, J.M., Company (pp. 123, 150)	Thomaston, GA	706-647-8168
Clean Environmental Group (pp. 101, 146)	Suwanee, GA	678-807-7900
Clearview Installations (pp. 138, 171)	Douglasville, GA	770-838-3966
Cleveland Air Systems (pp. 98, 141)	Atlanta, GA	678-873-7273
Coastal Construction & Petroleum Services, Inc.	Jacksonville, FL	904-632-2323
Coastal Shower Doors (pp. 138, 171)	Jacksonville, FL	800-874-8601
Cobb Industrial, Inc. (p. 180)	Marietta, GA	678-581-2622
Cobblestone Container Service (p. 169)	West Chester, PA	877-853-2922
Codelocks (p. 97)	Irvine, CA	714-979-2900
Cold Temp Refrigeration Services, Inc. (p. 164)	Woodstock, GA	770-517-2575
Cole Contracting (pp. 105, 136, 144)	Rutledge, GA	706-874-9055
Columbia Sheet Metal Inc. (p. 171)	Augusta, GA	706-855-6476
Commercial Interiors Manufacturing (pp. 103, 141, 160)	Jasper, GA	706-253-4755
Commercial-Residential Fire Sprinklers Inc. (p. 130)	Covington, GA	770-787-2377
Concord Creative (pp. 100, 144) Half Page Ad (p. 64)	Clarkston, GA	404-464-8007
Concrete by Design LLC (pp. 115, 131)	Sharpsburg, GA	678-378-5963
Concrete Finishes Inc. (pp. 113, 115)	Marietta, GA	770-971-2778
Concrete Lady, The (pp. 113, 159) Half Page Ad (p. 83)	Decatur, GA	404-941-8978
Concure Products Inc. (pp. 100, 110, 111, 131, 188)	Deptford, NJ	800-636-6550
Construction Clean-Up Specialists, Inc. (p. 106) Full Page Ad (p. 22)	Marietta, GA	770-435-4100
Contego Intl., Inc. (p. 131)	Carmel, IN	800-434-6444
Cornerstone Construction (p. 166)	Travelers Rest, SC	864-561-9305
Corrugated Metals, Inc. (pp. 117, 157, 168, 172)	Belvidere, IL	815-323-1310
Couch Construction Services LLC (p. 135)	Alpharetta, GA	470-336-3355
Covington Air Systems, Inc. (p. 98)	Covington, GA	770-385-0068
Crestline Construction (p. 137)	Indianapolis, IN	317-620-6599
Crumpler Plastic Pipe, Inc. (p. 160) Half Page Ad (p. 71)	Roseboro, NC	800-334-5071
Cummins Crushing & Recycling, Inc. (p. 118)	Cartersville, GA	770-606-9555
Cummins Enterprises Inc. (p. 126)	Cartersville, GA	770-606-9555
Curry Asphalt Paving & Repairs, Inc	Union City, GA	770-964-7460
Curry Contracting Service (pp. 158, 159)	Onion Oity, OA	770-304-7400

D

D.A.M. Drywall LLC (p. 120)	Austell, GA	617-708-2025
D & A Technical Services, Inc.	Laurel, MD	301-272-5593

DBK Construction, Inc. (p. 178)	Lake Worth, FL	561-509-6839
DH Concrete & Equipment LLC (p. 133)	Cumming, GA	678-462-2795
DMH Inc. Interior & Exteriors (pp. 183, 189)	LaGrange, GA	706-416-0433
D & S Glass, Inc. (p. 138)	Marietta, GA	770-419-9292
Dacey - Mid State (p. 119)	Sebring, FL	863-385-2122
Daffy Ducts LLC (p. 99)	Snellville, GA	678-395-3334
Danmark Construction, LLC (p. 135)	Conyers, GA	770-369-2473
deBeer Granite & Marble, Inc. (pp. 148, 177)	Tyrone, GA	470-615-7057
Deckard Consulting Group LLC (p. 140)	Clermont, FL	352-874-5526
Decorative Ceiling Tiles (p. 110) Sponsored Content (p. 26)	Margate, FL	866-297-0380
Delaware Elevator (p. 125)	Salisbury, MD	410-749-3489
DenPro Painting (p. 156)	Groveland, FL	407-947-9974
Denver Breaker & Supply (p. 124)	Denver, CO	800-544-7375
Dependable Electric (p. 124)	Riverdale, GA	404-788-8752
Desbuild Incorporated (p. 136)	Hyattsville, MD	301-864-4095
Desert Aire (p. 117) Full Page Ad (p. 29)	Germantown, WI	262-946-0658
Designer Awnings and Canopies (p. 103)	Smyrna, GA	770-432-8235
Detroit Industrial Tool (pp. 111, 115, 149, 159, 188)	Van Nuys, CA	800-678-8006
Discount Waste, Inc. (pp. 163, 164, 169)	Peachtree Corners, GA	770-772-9592
Diversified Commercial Construction Solutions, Inc. (pp. 98, 120, 134, 143, 154)	Woodstock, GA	770-217-7398
Division 10 Specialties South (pp. 103, 184)	Trion, GA	770-324-2590
Div3 Construction LLC (pp. 112, 113)	Marietta, GA	678-520-5574
Dixie Concrete Cutting Company, Inc. (p. 112)	College Park, GA	404-761-1100
Dixie Precast, Inc. (pp. 114, 162)	Austell, GA	770-944-1930
Doosan Material Handling Solutions (p. 146)	Fayetteville, GA	678-524-7479
Doug's Electrical Service, LLC (p. 124)	Anderson, SC	864-634-1408
Doyle Dickerson Terrazzo, Inc. (p. 183)	Charlotte, NC	704-921-4940
Draperies.com (p. 140)	Arcadia, CA	888-266-1238
Dreamworks Restoration Contractors (pp. 105, 167) Half Page Ad (p. 66)	Loganville, GA	770-686-3598
Ducere Construction Services, Inc. (pp. 149, 175) Featured GC Story (p. 80)	Austell, GA	404-565-0631
Duggal Visual Solutions (p. 186)	Tualatin, OR	971-269-6064
DuraSlatt	McDonough, GA	770-288-3330
DuSouth Surveying & Engineering (pp. 118, 127, 174)	Watkinsville, GA	706-310-1961

Evans Plumbing LLC (p. 161)	Covington, GA	678-618-4174
Everclear Enterprises (pp. 115, 187)	Atlanta, GA	404-876-9408
Evercrete Corp. (p. 188)	Miami, FL	305-538-8321
Excellence Contractors Group LLC (pp. 153, 167, 168, 172)	Norcross, GA	770-809-1017
Exeter Architectural Products (p. 170)	Nanticoke, PA	570-693-4220
Express Technologies, Inc. (pp. 102, 108)	Norcross, GA	770-680-5132

F

FMC Commercial Coatings, LLC (p. 156)	Cumming, GA	770-338-3600
FSR Inc. (pp. 127, 174)	Newnan, GA	678-878-0392
F. Walther Electric Corporation (pp. 116, 122, 125, 126)	Somerset, NJ	800-925-8437
Farrar Construction (p. 113)	Macon, GA	478-832-2103
FASTSIGNS of Aiken (p. 173)	Aiken, SC	803-761-9200
FASTSIGNS of Marietta (pp. 119, 173, 182)	Marietta, GA	770-984-0001
FASTSIGNS of Norcross (p. 173)	Norcross, GA	770-448-7724
FASTSIGNS of Roswell (pp. 173, 182)	Roswell, GA	770-993-3400
FiberNexxt Communications LLC (p. 107)	Marietta, GA	770-376-0834
Firedog Fireproofing (p. 131)	Alpharetta, GA	770-751-6673
First Class Cleaning (pp. 106, 151)	Milner, GA	770-318-1002
First Housing Development Corporation of Florida	Tampa, FL	813-289-9410
5 Star Electric LLC (pp. 106, 123)	Norcross, GA	470-407-8690
Flags.com (p. 131)	Delray Beach, FL	800-858-8776
Flagsource Southeast, Inc. (p. 131)	Marietta, GA	800-729-1715
Fleetcor (p. 129)	Norcross, GA	770-449-0479
Floor & Decor (pp. 165, 184, 189)	Smyrna, GA	678-628-3117
Flooring Contracting Services LLC (pp. 109, 183, 189)	LaGrange, GA	706-882-9480
Flooring International (pp. 109, 184, 189)	Norcross, GA	770-234-9992
Florens Asset Management (p. 184)	Houston, TX	862-287-2311
Force Field Roofing (p. 168)	Jasper, GA	706-502-4249
Fortis Engineering Solutions (p. 126)	Atlanta, GA	770-255-7993
Foundation Worx LLC (pp. 133, 186)	Norcross, GA	404-662-2454
404Concrete (pp. 111, 121, 129) Half Page Ad (p. 70)	Lithonia, GA	404-266-2738
Frady Heating & Cooling (pp. 99, 141, 150)	Canton, GA	678-446-4927
Fresh Coat Painters (p. 155)	Buford, GA	678-894-1485

Ε

E-Builderserve LLC (p. 157)	Marietta, GA	770-977-2983
EPI Skylights (p. 175)	Jenkinsburg, GA	404-430-5795
EZ-Rig Crane, Inc. (pp. 117, 141)	Ventura, CA	805-643-4387
Earth Retention Systems (p. 165)	Woodstock, GA	678-903-3614
East Coast Shoring, Inc.	Taylorsville, NC	301-577-5913
Ecopowertech (pp. 102, 116, 124, 147)	Hialeah, FL	305-851-7028
Electric Service & Repair, Inc. (p. 123)	Birmingham, AL	305-256-9793
Elite Overhead Garage Doors (pp. 147, 154, 166) Full Page Ad (p. 41)	Buford, GA	770-265-0015
Emerald Painting LLC (p. 155)	Austell, GA	404-510-0581
Encompass Interactive LLC (pp. 102, 107, 182)	Kennesaw, GA	678-576-5611
Enduracrete/Concrete Care of Atlanta (p. 113)	Norcross, GA	770-615-3933
Energy Control Technologies (pp. 116, 126)	Davie, FL	954-739-8400
Engineered Restorations, Inc. (pp. 114, 139, 187)	Lawrenceville, GA	770-682-0650
Engineered Solutions of Georgia (pp. 133, 139, 153, 159, 171, 176, 186)	Marietta, GA	678-290-1325
Ennis Grading & Underground Utilities, L.L.C. (pp. 126, 174, 185)	Kennesaw, GA	770-424-3538
Enterprise Innovation Institute - Georgia Tech (p. 102)	Atlanta, GA	404-385-6466
EnviroLogical Elements, Inc. (pp. 101, 146, 153)	Chamblee, GA	770-314-8333
Erosion Management Services, Inc. (pp. 142, 176, 177, 180, 187)	Atlanta, GA	770-350-9081
esaSolar, LLC (p. 177)	Lake Mary, FL	407-466-9367
Estes Services (pp. 99, 126)	Atlanta, GA	404-649-5630
Estimating Construction USA, Inc. (p. 116)	Miami, FL	866-581-7111
Evans Plumbing (p. 161)	Riverdale, GA	404-219-2157

G

GA Fire Proofing (p. 130)	Marietta, GA	678-909-3617
G & A Manufacturing, Inc. (pp. 97, 105, 148, 150, 163)	Keystone Heights, FL	352-473-6882
GB & S Services (pp. 142, 176, 177)	Macon, GA	478-621-4410
GEA (pp. 120, 123, 155)	Norcross, GA	470-357-1656
GHIR Construction (pp. 105, 135, 183)	Dawsonville, GA	404-922-7379
GNG HVAC Mechanical (p. 98)	Griffin, GA	770-870-4308
GOM Printing & Signs (pp. 103, 172)	Atlanta, GA	678-205-0408
Gaby HVAC LLC (pp. 99, 141)	Smyrna, GA	678-388-0146
Garrett Paving Company, Inc. (p. 158)	Athens, GA	706-546-7643
Genesis Lighting Solutions (p. 174)	Flower Mound, TX	469-322-1906
Georgia Blind Co. (p. 188)	Tyrone, GA	770-487-6041
Georgia Container, Inc. (pp. 162, 168)	Roopville, GA	770-854-7906
Georgia Green Energy Services LLC (p. 124)	Atlanta, GA	404-334-3323
Georgia Power Washing LLC	Lawrenceville, GA	678-954-2134
GA Temp-Control LLC (pp. 99, 141)	Snellville, GA	678-614-8333
Georgia Window Fashion (p. 188)	Dacula, GA	404-409-2741
Gilstrap Plumbing, Inc. (p. 161)	Cartersville, GA	770-382-0589
Global Flags Unlimited, LLC d/b/a The Flag Company (p. 131)	Acworth, GA	770-974-0507
Global HVAC, Inc. (pp. 98, 141)	Hoschton, GA	706-654-4808
Goliath Exteriors, Inc. (p. 167)	Loganville, GA	404-567-1972
Gotcha Covered Roofing LLC (pp. 140, 167)	McDonough, GA	888-902-6837
Gotcha Security (p. 100)	Villa Rica, GA	678-430-3116

Graphic Products, Inc. (p. 160)	Beaverton, OR	888-326-9244
Greater Georgia Contracting (p. 135)	Cumming, GA	770-205-0087
Green Tree Metals (pp. 101, 107, 156, 168, 172)	Hartwell, GA	855-612-0255
Greenlife Services (pp. 106, 143, 145)	Newnan, GA	678-378-6926
Grindkings Flooring (pp. 114, 170)	Kennesaw, GA	404-709-5569
Grizzly Fire Protection LLC (p. 130)	Somerset, PA	814-444-6525
Ground Cover Clearing & Final Grade, LLC (p. 127)	Oxford, GA	478-550-3858
Ground Level Demolition, LLC	Tampa, FL	817-845-0333
Guso Janitorial Services	Kennesaw, GA	678-593-7960
Gwinnett Shower Doors LLC (p. 172)	Lawrenceville, GA	678-720-7386

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HFJ Concrete Construction Co., Inc. (pp. 112, 133)	Stone Mountain, GA	404-925-0410
H.L. Sims Co. (pp. 144, 177)	Athens, GA	770-725-2222
H & R Fire & Safety, Inc. (pp. 130, 169)	Cartersville, GA	770-382-7650
H & S Concrete Co., Inc. (p. 112)	Conley, GA	770-572-3247
Harmon Solutions (pp. 135, 144)	Decatur, GA	478-714-8409
Heartland Retail Construction, Inc. (p. 136)	Racine, WI	262-681-8200
Heath, RA, Construction and Millwork, Inc. (pp. 100, 137, 142, 144, 151, 177)	Dacula, GA	770-271-8280
HeavyHaulers.com (p. 185)	Fort Lauderdale, FL	954-603-2322
Henderson And Son, Inc. (p. 145)	Flovilla, GA	404-925-1881
High Mark Construction LLC (p. 136)	Winter Garden, FL	407-749-6500
High Tech Surface Solutions, Inc. (pp. 114, 115, 160)	Grayson, GA	678-377-8083
Hill Top Roofing, Inc. (pp. 167, 172)	Smyrna, GA	888-687-0401
Hilltop Pools & Spas, Inc. (p. 181)	Jonesboro, GA	770-471-3889
Holbrook Waterproofing Company of Georgia (pp. 110, 128, 187)	Decatur, GA	404-378-8866
Holland, Greg, Inc. (pp. 127, 169, 175)	Fairburn, GA	770-964-1130
Hollis StoneWorks, LLC (pp. 177, 179)	Gainesville, GA	770-534-7225
Hotel Electric, Inc. (p. 124)	Phoenix, AZ	602-218-5917
Hufcor, Inc. (pp. 97, 157, 176)	Janesville, WI	800-542-2371
Hunter Heating & A/C Company HVAC Services (p. 99)	Atlanta, GA	404-876-7700
Hunter, John L., Construction Company Inc. (pp. 116, 135) Half Page Ad (p. 57)	Smyrna, GA	404-792-3600

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IAP Design Build (p. 116)	Columbus, OH	614-416-0614
IBK Construction Company (pp. 121, 156)	Snellville, GA	678-809-3070
IEC Systems, Inc. (p. 126)	Peachtree Corners, GA	770-263-6999
ITHS (pp. 108, 111, 119, 182)	Mooresville, NC	704-402-9907
ITR Of Georgia, Inc. (pp. 134, 157)	Tucker, GA	770-496-0366
Illinois Lift Equipment (pp. 116, 146)	Cary, IL	888-745-0577
Imperial Cleaning Systems, Inc. (p. 162)	Nashville, TN	615-800-5698
Imperial Woodworks, Inc. (p. 110)	Waco, TX	800-234-6624
Independent Electrical Contractors - IEC (pp. 102, 122)	Atlanta, GA	770-242-9277
Indow Windows (p. 180) Full Page Ad (p. 47)	Portland, OR	503-284-2260
Industrial Cohesion Systems, Inc. (p. 170)	Stockbridge, GA	678-432-9314
Infinity Building Solutions LLC (p. 116)	Suwanee, GA	470-269-6752
Insight Restoration (pp. 117, 130, 153, 162)	Plymouth, MN	877-569-4945
Insulated Roofing Contractors	New Albany, IN	812-206-7716
International Drilling Equipment (p. 120)	Rural Hall, NC	877-207-6062
Intuitive AV (pp. 102, 107, 163)	Woodstock, GA	770-317-7016
Iron Hands Reinforcing LLC (p. 164)	Kennesaw, GA	678-252-7664
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J

JK Construction Management (p. 149)	Oakwood, GA	678-858-9366

J1 Power Washing & Cleaning Service LLC (pp. 106, 114, 162)	Duluth, GA	404-740-8386
J Squared Plumbing Company, Inc. (pp. 152, 161)	Decatur, GA	404-545-7295
Jackson Steel Inc. (p. 180)	Hendersonville, NC	828-692-2256
Jaco Contracting Solutions, Inc. (pp. 140, 167)	Covington, GA	404-456-0519
Jamison Construction Company (p. 113)	Marietta, GA	678-368-7512
Jankowski Electric (p. 123)	Murrayville, GA	706-973-9192
Jensen's Pressure Grouting Services (pp. 133, 139, 153) Opp. Buyers' Guide by Name (p. 192) Full Page Ad (p. 51)	Marietta, GA	770-644-0066
Jetting Johnny (p. 170)	Laconia, GA	404-974-7686
Johnny's Enterprises, Inc. (pp. 127, 185)	Rockmart, GA	770-324-7919
Johns Manville (p. 143)	Larkspur, CO	720-315-6956
Jones, Tom, Concrete Solutions (p. 115)	Keystone Heights, FL	386-538-2422
Jostes Carpet, Inc. (pp. 109, 165) Half Page Ad (p. 53)	La Fayette, GA	706-638-0411

K

KJGR LLC (p. 140)	Covington, GA	404-434-5287
K & K Electric, Inc.	Sanford, FL	407-323-6300
KL Installation & Sons, Inc. (p. 109)	Dallas, GA	770-445-2880
K & M Floors (pp. 109, 165, 183)	Douglasville, GA	678-973-1572
K & R Concrete Solutions (p. 112)	Cartersville, GA	470-232-5036
Keane Fire & Safety Equipment Co., Inc.	Waltham, MA	781-899-6565
Keep It Clean Janitorial Service & Supply Co., Inc. (p. 106)	Trenton, NJ	609-989-9005
Keller (p. 133)	Alpharetta, GA	770-442-1801
Kennesaw Blueprint (p. 164) Half Page Ad (p. 56)	Kennesaw, GA	678-905-0600
Keypoint Signs & Graphics (p. 173)	Atlanta, GA	404-909-8255
Klosterman Associates, Inc. (pp. 101, 104, 117, 125, 145)	Avon Lake, OH	440-933-4511
Krec Restoration Group (p. 166)	Temple, GA	678-506-4180
Krut LED LLC (p. 147)	Anderson, SC	864-401-8156

L

LED One Distribution, Inc. (p. 147)	Fremont, CA	510-770-1189
L & S Painting Contractors (p. 155)	Flowery Branch, GA	678-222-8145
Lady Fencer Inc. (p. 129)	McDonough, GA	770-288-3330
Lamp Metal Trusses, Inc. (p. 178)	Lula, GA	513-896-3828
Land Engineering, Inc. (pp. 126, 181) Featured Story (p. 38) Half Page Ad (p. 67)	McDonough, GA	678-814-4346
Landress Electrical LLC (p. 123)	Monroe, GA	770-500-9497
Lanier Aluminum Products, Inc. (pp. 103, 186)	Gainesville, GA	770-536-7726
Law Insurance Agency, Inc. (p. 143)	Spartanburg, SC	864-582-2334
Lee, Floyd S., Grading Co., Inc. (pp. 126, 174, 185) Half Page Ad (p. 52)	Forest Park, GA	404-366-3788
Legendary Landscaping (p. 145) Half Page Ad (p. 79)	Buford, GA	770-241-7094
Lennon Construction Co. (p. 136)	Charleston, SC	843-729-3863
Llamas Coatings Inc. (pp. 110, 155, 187)	Atlanta, GA	404-799-0384
Load King Manufacturing Company, Inc. (p. 137)	Jacksonville, FL	904-412-6807
Loggins Roofing LLC (p. 167)	Greenwood, SC	864-227-1487
Lovvorn Door & Window Company (p. 141)	Rockmart, GA	770-684-0157
Lumicor (p. 157)	Renton, WA	888-586-4267
Lux Elite Detail (pp. 106, 151)	Atlanta, GA	404-484-0891

M

MASA Architectural Canopies (p. 103)	Piscataway, NJ	732-453-6120
M & C Roofing, Inc. (p. 166)	Monroe, GA	770-266-7720
MDI Creative, Inc. (pp. 101, 151)	Norcross, GA	770-564-1669
MG Glass Inc. (pp. 138, 179) Full Page Ad (p. 24)	Atlanta, GA	770-452-9494

MG Riox Plumbing LLC (p. 161)	Atlanta, GA	678-308-6271
MIL-SPEC Structured Cabling LLC (pp. 107, 121)	Dallas, GA	404-909-7701
MJ Plumbing Contractors, Inc. (p. 161)	Lawrenceville, GA	770-840-9963
M & M Interior Solutions, Inc. (pp. 111, 152)	Kennesaw, GA	678-797-0091
MRC Group LLC (p. 181) Half Page Ad (p. 56)	Gainesville, GA	770-534-9641
M&W Mechanical Contractors, Inc. (p. 150)	Flowery Branch, GA	770-967-4442
Magnum Gutters & Metal Roofing (pp. 140, 167, 171)	Stockbridge, GA	404-516-8357
Maintenance Unlimited Heating & Cooling (pp. 99, 141, 150) Featured Cover Story (p. 6)	Atlanta, GA	404-454-2686
Malone Plumbing, Inc. (p. 161)	Jefferson, GA	770-616-3807
Marett LLC (p. 136)	Charlotte, NC	704-905-0215
Marquez, JD, Builders (p. 121)	Stone Mountain, GA	800-815-4122
Martin-Robbins Fence Co., Inc. (pp. 97, 129, 139)	Snellville, GA	770-972-8141
Matrix Fitness (p. 140) Full Page Ad (p. 36)	Cottage Grove, WI	608-839-1240
Matthews, Rick, HVAC Co. (p. 99)	Suwanee, GA	404-482-8384
Mauldin & Cook Fence Company (p. 128)	Marietta, GA	770-924-9040
Mauldin Excavating & Grading (pp. 127, 175)	Dawsonville, GA	770-826-3446
Maxim Skylights (p. 175)	Dallas, TX	214-905-2021
Maxwell Lightning Protection of Florida Company (p. 147)	Lake Buena Vista, FL	407-827-6328
McBryar, Ron, Excavating (p. 127)	Trenton, GA	423-280-9035
McCrory Construction Co., LLC (p. 136)	Columbia, SC	803-799-8100
McDonough Development (pp. 127, 175, 185)	McDonough, GA	770-318-5291
McIntyre Fencing Co. (p. 129)	Griffin, GA	770-227-2009
McMahan Drilling & Blasting, Inc.	Woodstock, GA	770-924-0103
McNair X Inc. (p. 127) Half Page Ad (p. 50)	Zebulon, GA	678-603-3100
Meadows Heating and Air	Cartersville, GA	770-387-0266
MediClean (p. 100)	Atlanta, GA	770-631-3660
Medina Services, Inc. (pp. 138, 179)	Braselton, GA	770-967-3667
Meeco Sullivan, LLC (p. 149)	Warwick, NY	845-986-7377
Merna Painting Southeast, Inc. (pp. 110, 155)	LaGrange, GA	706-883-8903
Metro Drywall & Construction, Inc. (p. 120)	McDonough, GA	770-318-4786
Metro General Electric (p. 124)	Lawrenceville, GA	678-722-9546
Metro LED Lights (pp. 147, 173)	Atlanta, GA	888-533-7860
Miller Paneling Specialties (pp. 101, 117, 156)	Sterling, VA	703-944-0369
Milspec Industries, Inc. (pp. 121, 124) Two-Page Ad Spread (p. 12)	Los Angeles, CA	800-234-8910
Mirrors & Marble (pp. 103, 104, 138, 147, 177)	Dayton, OH	937-810-0200
Mr. Freeze Mechanical (pp. 99, 149)	Dallas, GA	678-662-5930
Mize, T. H., Electric Company (p. 122)	Loganville, GA	770-466-7366
Mobley Heating & Air (p. 99)	Loganville, GA	678-949-4300
ModernCrete Concrete Design (p. 114)	Austin, TX	512-331-5555
Moose Tracks Cleaning	Simpsonville, SC	864-979-6674
Morley Environmental (pp. 118, 146, 187)	Alpharetta, GA	770-569-1100
Morley, J.J., Enterprises, Inc. (p. 136)	Alpharetta, GA	770-569-1100
Mountain Peak Roofing LLC (p. 167)	Grayson, GA	678-651-5635
Multiquip, Inc. (p. 116)	Cypress, CA	800-421-1244
Murren, C.A., & Sons Co., Inc. (p. 171)	Grayson, GA	770-682-2940

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NGS Films and Graphics (p. 139) Half Page Ad (p. 79)	Atlanta, GA	866-925-2083
National Bullet Proof, Inc. (p. 107)	Hickory Hills, IL	708-430-3200
National Concrete Construction Co. (pp. 112, 113, 115)	Peachtree City, GA	404-925-2988
National Construction Rentals (pp. 162, 184)	Atlanta, GA	800-352-5675
National Rent-A-Fence (p. 128)	Atlanta, GA	800-352-5675
Nationwide EIFS Plastering Incorporated (p. 181)	Clinton, PA	412-287-8471
Nelson FF&E Installation LLC (p. 134)	Muncie, IN	765-283-7471
New South Construction Supply, LLC (pp. 149, 164)	Snellville, GA	404-844-2555
New South Solar Systems, Inc. (p. 167)	Tallahassee, FL	850-671-3333
New York Quarries, Inc. (pp. 104, 179)	Alcove, NY	518-756-3138

Newton Distributing Company (pp. 103, 117, 130, 147, 184)	Natick, MA	877-837-7745
Nielson, Ward, Gann & Associates (p. 104) Inside Back Cover	Carrollton, GA	770-830-7775
No Excuses Heating & Air (pp. 99, 150)	Atlanta, GA	404-254-4665
Noah Drywall LLC (pp. 97, 121, 134, 156)	Peachtree Corners, GA	770-447-4448
Nomaco, Inc. (p. 128)	Zebulon, NC	252-824-0015
North American Security (pp. 100, 130)	Clarkston, GA	404-294-7222
North Cobb Electrical Services, Inc. (p. 123)	Kennesaw, GA	770-427-1100
North East Foundations LLC (p. 159)	Melville, NY	347-576-7980
Norton Agency, The (p. 143) Full Page Ad (p. 18)	Gainesville, GA	770-718-5238
Noxon Contracting (pp. 121, 134)	Canton, GA	678-858-9758
Nuenergy Atlanta Electrical (pp. 123, 152)	East Point, GA	404-410-6537
Nuvote LLC (pp. 99, 105, 135, 144, 149, 183)	Duluth, GA	770-814-8141
Nystrom (pp. 97, 117, 128, 149, 169)	Minneapolis, MN	800-547-2635



OEM Laundry Parts, LLC (p. 146)	Jacksonville, FL	904-240-0211
OGD Equipment Co. (p. 154)	Fort Worth, TX	800-368-4801
Odice LLC (p. 131)	Rutledge, GA	706-557-7772
O'Keeffe's Inc. (pp. 101, 144, 145, 150, 166)	Brisbane, CA	888-653-3333
Omni Unique Enterprise, Inc. (p. 155)	Kissimmee, FL	407-577-5305
Omnicoustics (p. 102)	Frisco, TX	844-406-6664
1 Priority Environmental Services, LLC. (pp. 101, 146, 153)	Atlanta, GA	404-643-2532
1 Stop Access (p. 97)	McDonough, GA	770-692-5942
One Tech Solutions LLC (p. 189)	Portland, OR	503-235-4400
Ongango, Chrispine, CPA, LLC (p. 129) Full Page Ad (p. 25)	Chamblee, GA	678-268-6869
Orlando's Roofing LLC (p. 167)	Lawrenceville, GA	404-273-9430
Outdoor Effects, Inc. (pp. 145, 151, 152)	Woodstock, GA	770-891-2525
Overall Renovations, Inc. (pp. 132, 145) Full Page Ad (p. 37)	Monroe, GA	404-668-1370

P

PG Builders Inc. (pp. 118, 183)	Snellville, GA	833-742-4537
PKS Asphalt Paving and Concrete Construction (pp. 114, 159)	Lithia Springs, GA	678-540-2345
Pac-Van Inc. (p. 184)	Indianapolis, IN	800-587-1784
Pacific Ventures, Inc. (pp. 135, 152)	Duluth, GA	770-527-3298
Paramount Drywall, Inc. (pp. 120, 134)	Cumming, GA	678-300-0542
Patriot Concrete Cutting	Piedmont, SC	864-299-0330
Peach State Gutters (pp. 140, 171)	Cumming, GA	678-472-3237
Peachtree Awnings (p. 103)	Norcross, GA	770-409-8372
Peachtree Flooring, Inc. (p. 109)	Alpharetta, GA	770-817-7007
Peachtree Waste (p. 169)	Atlanta, GA	470-207-0333
Peak PTT (p. 111)	Valencia, CA	855-600-6161
Peek, Lester, Grading & Hauling Inc. (p. 126)	Jackson, GA	770-775-2019
Penhall Company (p. 185)	Grand Prairie, TX	844-211-5300
Peppers, J. F., & Assocs., Inc. (pp. 185, 187)	Loganville, GA	770-318-9326
Performance Signs & Services LLC (pp. 103, 173)	Lilburn, GA	678-994-2733
PerMar Ltd. (pp. 100, 142, 145, 147, 151)	Germantown, WI	715-325-6040
Persiane, Mia (p. 188)	Hialeah, FL	786-865-9417
Peter's Insulation (p. 142)	Marietta, GA	678-409-5002
Pflow Industries, Inc. (p. 125)	Milwaukee, WI	414-352-9000
Phenix Construction Technologies (p. 178)	The Woodlands, TX	800-210-0560
PicoVolt LLC (p. 123)	Villa Rica, GA	770-462-1030
Piedmont Electrical Services, Inc. (pp. 123, 137)	Forsyth, GA	478-994-1827
Pinnacle Custom Signs (pp. 172, 182)	Buford, GA	678-714-8700
Pirate Staffing (p. 125)	Decatur, GA	866-650-5627
Polish Stain & Coating (pp. 113, 170)	Calhoun, GA	706-618-5632
Poly Vinyl Creations (pp. 129, 134, 148, 163, 175) Half Page Ad (p. 60)	Hudson, FL	800-780-3362

Powerlink Technologies (pp. 97, 107)	Winder, GA	770-305-6807
Preferred Global	Noblesville, IN	317-770-0070
Premier CPS (p. 110)	Tampa, FL	813-569-0412
Premier Elevator Co., Inc. (p. 125)	Orlando, FL	321-316-8558
Premier Granite & Marble (pp. 148, 177)	Atlanta, GA	678-524-2030
Premier Maintenance, Inc. (pp. 145, 178)	Lawrenceville, GA	770-962-0632
Premier Tree Solutions (p. 185)	Cumming, GA	404-252-6448
Premium Plumbing & Septic (p. 161)	Villa Rica, GA	770-842-6183
Premo Source LLC, The (p. 140)	Atlanta, GA	678-925-8562
Prestige Alarm Services (pp. 100, 130)	Lilburn, GA	678-475-7213
Prime Glass & Showers LLC	Jacksonville, FL	904-238-9775
Prime Retail Services, Inc. (pp. 136, 183)	Flowery Branch, GA	770-297-0480
Pro Building Services, LLC (p. 135)	Powder Springs, GA	404-713-9767
Pro Metering Technology (pp. 163, 170)	Tyrone, GA	678-333-7860
Pro Trades Construction LLC (p. 137)	Kings Mountain, NC	704-477-2305
Pro View Commercial (p. 150)	Flowery Branch, GA	678-960-3250
ProCare Pest Services LLC (p. 159)	Marietta, GA	678-613-3343
ProFORMance Walls (p. 133)	Dunnellon, FL	352-572-0707
Professional Machine & Fabrication (pp. 148, 180, 188)	Cedartown, GA	706-409-1027
PROFLEX Products, Inc. (p. 132)	Brandon, FL	863-937-9623
ProForce Staffing, Inc. (p. 125)	Marietta, GA	877-755-6535
Progressive Safety Management (p. 169)	Charlotte, NC	704-574-6566
Pronto Electrical Contractors Inc. (p. 123) Half Page Ad (p. 65)	Lawrenceville, GA	678-761-6482
Pyramid Remedial Systems, Inc. (pp. 101, 118, 146, 153)	Alpharetta, GA	678-366-1919

Q

QC Commercial LLC (p. 156)	Wake Forest, NC	919-729-2960
Queen City Maintenance, Inc. (p. 114)	Charlotte, NC	704-293-3617

R

R.A. Electric (p. 122)	Gillsville, GA	706-889-3219
RCM Construction (pp. 98, 121)	Cumming, GA	770-889-8667
RDP Electrical Contractors (p. 124)	Roswell, GA	404-510-6735
REV Drill Sales & Rentals, Inc. (p. 120)	Frederick, MD	301-662-6552
RICE Security and Consulting, LLC (p. 170)	Fayetteville, NC	910-779-0135
R & R Construction Company (p. 137)	Chapel Hill, NC	919-923-9257
Ready Electric, Inc. (pp. 123, 137)	Cleveland, GA	706-969-9964
Real Carriage Door Co. (pp. 140, 176, 189)	Gig Harbor, WA	855-817-4410
Rebel Steel Ventures & Erect, Inc. (pp. 150, 178, 180)	Dacula, GA	678-409-9173
Rebound Industrial Inc. (pp. 121, 155, 169)	Norcross, GA	346-932-3190
Reconn Construction Services (p. 137)	League City, TX	281-549-6267
Redbox + of North Atlanta	Atlanta, GA	678-333-4399
Regional Glass, Inc. (pp. 138, 180)	Dalton, GA	706-272-3426
Restroom Stalls and All (p. 184)	Gainesville, GA	844-817-8255
Ritch Electric Co., Inc. (pp. 123, 151)	Columbus, GA	706-322-6825
River Supply, Inc. (pp. 156, 168)	Brogue, PA	717-927-1555
Rock Solid USA (pp. 115, 183)	Atlanta, GA	800-856-3526
Roman Rock Architectural Composites (p. 132)	Fort Myers, FL	239-689-5450
Romcraft Construction Co. LLC (pp. 105, 143)	Atlanta, GA	404-725-0773
Royston LLC (p. 179)	Jasper, GA	770-735-3456

S

SBMG Construction (p. 183)	Douglasville, GA	404-550-3917
SOS Window Films LLC (p. 139)	New Port Richey, FL	727-439-6530
SRC Ventures, LLC (p. 112)	Fayetteville, GA	678-776-2270
S&S Storefronts, Inc. (p. 179)	Cumming, GA	770-886-7504
STC AV-IT (pp. 118, 126)	Tucker, GA	770-414-8111

S & W Installs LLC (pp. 108, 144, 172)	Marietta, GA	404-867-7885
Safe Wrap LLC (p. 183)	Whitehall, PA	610-767-7000
SafeRacks (pp. 132, 146, 149, 152, 179)	Santa Margarita, CA	858-766-4545
Safety Highway Products (p. 139)	Boca Raton, FL	800-634-6564
Safti First (pp. 117, 119, 138, 150, 180)	Brisbane, CA	888-653-3333
Samsula Demolition (p. 118)	Port Orange, FL	386-767-5764
Sanders Heating & Air LLC (p. 99)	Pine Lake, GA	678-414-4543
Sapp Brothers Construction dba SiteMaster (pp. 127, 174)	Evans, GA	706-868-0160
Scottish Stained Glass (p. 139)	Centennial, CO	866-846-5758
Seaboard Steel Corp. (p. 160)	Sarasota, FL	800-533-2736
Secosouth, Inc. (p. 163)	Largo, FL	727-536-1924
Serco Construction, Inc. (pp. 108, 151, 172)	Marietta, GA	404-374-9900
Service Titan (p. 111)	Glendale, CA	855-899-0970
SERVPRO of Panthersville (p. 130)	Decatur, GA	470-257-1716
Shape Innovation, Inc. (p. 132)	Baldwin, GA	404-219-2597
Shape Manufacturing (p. 171)	Louisville, KY	502-583-7834
Shoreline Plastics LLC (pp. 149, 160)	Jacksonville, FL	904-696-2981
Sign Brothers, The (pp. 173, 182)	Bogart, GA	706-850-6172
Signarama (p. 173)	Buford, GA	770-831-9660
Signarama (pp. 173, 182)	Roswell, GA	770-998-9126
Siltanium Corp. (pp. 114, 131)	Cartersville, GA	770-387-2728
Simon Sign Systems (p. 174)	Atlanta, GA	404-766-5208
SkinnerBack Services, Inc. (p. 135)	Cumming, GA	404-886-9750
Skopos Electric LLC (p. 124)	Ellenwood, GA	770-853-1592
Sky Companies (pp. 137, 151)	Cumming, GA	770-406-8175
Skyler Design Build (p. 136)	Houston, TX	281-891-3884
Skyline Construction (p. 136)	Jacksonville, FL	904-575-2351
Smart Mechanical, Inc. (pp. 99, 149, 164)	Doraville, GA	404-313-3388
Smart Shield Security (pp. 97, 100, 130, 182)	Norcross, GA	404-590-3996
Smith Brothers Supply Co. (pp. 124, 161) Half Page Ad (p. 53)	Carrollton, GA	770-832-6341
Sodders, K.A., Painting (p. 156)	Moon Township, PA	412-282-8882
SorTek	Raleigh, NC	984-269-8848
Southeast Leisure/Sauna & Steam (p. 170)	Alpharetta, GA	770-772-8070
Southeast Outdoors Solutions (p. 160)	Jasper, GA	770-704-5066
Southeast Roofing & Contracting (p. 168)	East Ellijay, GA	706-276-2050
SouthEast Scanning & Cutting Services (p. 112) Half Page Ad (p. 60)	Norcross, GA	678-561-0232
Southeast Sealing, Inc. (pp. 113, 131, 142, 170)	Conyers, GA	770-483-6000
Southeast Systems (pp. 97, 108)	Tyrone, GA	470-466-2381
Southeastern Commercial Painting (p. 154)	Roswell, GA	678-733-6675
Southeastern Commercial Restorations (pp. 105,115)	Marietta, GA	770-499-9178
Southeastern Regional Service (pp. 168, 169)	McDonough, GA	404-985-1163
Southeastern Stud Welding, Inc. (p. 181)	Lewisville, NC	800-289-7883
Southeastern Waterproofing & Restorations (pp. 110, 187)	Marietta, GA	770-499-9178
Southern Drywall & Acoustics, Inc. (pp. 97, 120, 134)	Douglasville, GA	770-942-8886
Southern Exposure of Atlanta LLC (pp. 154, 169) Half Page Ad (p. 67)	Cumming, GA	470-349-4101
Southern Georgia Drywall, LLC (p. 121)	Norcross, GA	770-837-0784
Southern Pride Drywall (pp. 98, 120)	Hephzibah, GA	706-306-8346
Southern Sign Systems, Inc. (pp. 119, 173, 182)	Marietta, GA	678-290-1613
Southern Stucco & Stone LLC (p. 143)	Lexington, NC	336-240-3771
Spalding Concrete Company (p. 159)	Griffin, GA	770-227-3519
Specialty Concrete (p. 132)	Fairburn, GA	325-650-7054
Specialty Roofing & Coatings, Inc. (pp. 167, 187)	Buford, GA	678-714-2300
Specialty Spray Systems (p. 131) Featured Story (p. 58)	Kennesaw, GA	877-673-8177
Half Page Ad (p. 83) Speedy Concrete Cutting - Georgia (p. 112)	Jacksonville, FL	877-773-3351
SpexTronic (pp. 107, 182)	Atlanta, GA	877-292-1669
Spiral Stairs of America (pp. 144, 150, 163, 177)	Erie, PA	814-898-3700
Spirar Sarco (p. 104)	Greensboro, NC	336-543-6386
Star-4-Locate, LLC (p. 185)	Duluth, GA	678-358-3462
Stone Store, The (p. 146)	Watkinsville, GA	706-769-0634
Stonecrete USA (p. 177)	Tampa, FL	813-820-9015
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Stormproof Inc. (pp. 119, 140, 176, 180)	Hialeah, FL	305-418-8787
Strack, Inc. (pp. 104, 126, 174)	Fairburn, GA	770-969-1591
Structural Concepts & Components Inc. (pp. 134, 178)	Blackstone, VA	434-298-3984
Structural Roof Systems, Inc. (pp. 105, 148, 190)	Fort Lauderdale, FL	954-484-9663
Suarez Painting (p. 156)	Douglasville, GA	404-698-7018
Sunbelt Pools of Georgia, LLC (p. 181)	Atlanta, GA	770-455-7770
Sunset Stone (pp. 104, 109, 179)	Castle Rock, CO	303-791-1233
Sunshine Interior Services, Inc. (pp. 109, 165, 189)	Marietta, GA	678-560-8575
Superior Aluminum Products, Inc. (p. 163)	Russia, OH	937-827-0619
Superior Epoxies & Coatings, Inc. (pp. 110, 115)	Decatur, GA	770-808-0023
Swartz Associates, Inc. (p. 175)	Naples, FL	888-597-9501
Synergy Steel (pp. 104, 108, 111, 133, 156, 178)	Lancaster, SC	888-274-9004

V

VE Construction LLC (pp. 105, 136) Half Page Ad (p. 65)	Gainesville, GA	404-539-8012
VJ Environmental & Construction LLC (pp. 101, 146, 153, 162, 174)	Lithonia, GA	404-857-7197
Vertical Earth (pp. 165, 174)	Cumming, GA	770-888-2224
Vision Electric, Inc. (p. 124)	Fort Lauderdale, FL	954-274-4513
Vista System (p. 174)	Sarasota, FL	800-468-4782
Vulcan Steel Structures, Inc. Opp. Buyers' Guide by Trade (p. 88)	Adel, GA	800-258-3369

T

TCM Waterproofing LLC (pp. 165, 187)	Lawrenceville, GA	770-904-5829
Taconic Service & Supply Co. (p. 162)	Jefferson Valley, NY	845-518-5208
Take 2 Coatings & Sealants, LLC (p. 110)	Thomaston, GA	770-616-0478
Taylor Electrical Solutions LLC (p. 124)	Barnesville, GA	678-763-6381
Techniserv AG (p. 116)	Plattsburgh, NY	450-443-3658
Teed Inc. (p. 136)	McDonough, GA	706-731-4576
Telecom Business Services (pp. 100, 107)	Atlanta, GA	877-861-1056
Temperaturepro of Northeast Atlanta (p. 149)	Suwanee, GA	770-988-4822
TemperaturePro (System Forward America)	Lafayette, LA	800-855-2665
Tendon Systems LLC (pp. 114, 165, 187)	Suwanee, GA	678-835-1100
Tetrus (p. 147)	Milford, DE	855-583-8787
Tex-Trude (pp. 100, 128, 160)	Channelview, TX	713-481-3442
Tezontle Stone (pp. 109, 183)	Lawrenceville, GA	770-882-4177
Thompson & Little	Fayetteville, NC	910-484-1128
Timber Ridge Contractors, LLC (pp. 165, 171, 176)	Cumming, GA	678-537-8225
Timberwolf International (pp. 146, 181)	Kennesaw, GA	404-259-9340
Time Out Systems, Inc. (p. 100)	Hoschton, GA	678-725-1891
Tina Paving Sealcoating & Striping LLC (p. 158)	Atlanta, GA	678-561-6429
Tint Life Window Tinting (p. 139)	Lithia Springs, GA	770-672-0084
To The Rescue Property Management Services (pp. 118, 162)	Atlanta, GA	404-551-6300
Total Care Environmental	Richmond, KY	859-200-2602
Total Home Audio/Video (pp. 102, 107, 182)	Auburn, GA	770-609-5649
Totherow Enterprises LLC (p. 127)	Calhoun, GA	706-618-4286
Trade Winds Mechanical Services, LLC	Lanett, AL	334-710-9564
Tradesmen International (p. 125)	Macedonia, OH	833-260-3533
Trammell Commercial Interiors, Inc. (p. 121)	Dawsonville, GA	678-513-8683
Trinity Pacific Concrete Services, LLC (pp. 113, 115)	Marble Hill, GA	678-455-5354
Trojan Labor (pp. 125, 152)	East Point, GA	404-209-1333
Turner, Mark, Grading Inc. (pp. 127, 145)	Hampton, GA	404-732-4714

W

WGS Engraving & Graphics LLC (p. 173)	Gainesville, FL	352-379-5534
WMP Restoration Services LLC (p. 187)	Riverdale, GA	678-207-9072
WR Painting LLC (p. 155)	Atlanta, GA	678-860-8040
Walker Concrete Company LLC (p. 163)	Stockbridge, GA	770-506-7125
Wall System Solutions LLC (p. 143)	Peachtree City, GA	404-754-1074
Walsh Estimating Service (p. 116)	E. Stroudsburg, PA	570-223-7880
Weber Glass, Inc.	Lecanto, FL	352-270-8806
West Roofing Systems, Inc.	LaGrange, OH	800-356-5748
Weymile Railroad Group Inc. (p. 163) Full Page Ad (p. 31)	Benson, NC	910-282-7839
Wheeler Services, Inc. (pp. 112, 133)	Alpharetta, GA	770-667-0058
Wildcat Striping Sealing & Paving (pp. 157, 158)	Decatur, GA	678-937-9525
Williams Sewer & Drain, Inc. (p. 162)	Thomson, GA	706-595-4712
Willis Construction Consulting, Inc. (p. 115)	Maitland, FL	407-352-0107
Willis Management & Associates LLC (p. 129)	Smyrna, GA	678-439-1667
Window Film Depot (p. 139)	Marietta, GA	866-933-3456
WindowMaster (p. 140)	Palo Alto, CA	650-250-2887
Wiremaid Products Corp. (p. 122)	Coral Springs, FL	954-545-9000
Wiring Solutions Inc. (pp. 108, 122)	Stone Mountain, GA	770-713-7706
Wofford Earthworks LLC (pp. 127, 175, 185) Half Page Ad (p. 75)	Cumming, GA	678-201-7045
Woodland Direct (p. 130)	Auburn Hills, MI	248-294-0130
Work Horse Temps (pp. 125, 152) Half Page Ad (p. 82)	Atlanta, GA	877-531-5551
Worldwide Technical Staffing (p. 125) Half Page Ad (p. 78)	Atlanta, GA	844-441-8324

U

UHC Construction Services, Inc. (p. 136)	Northfield, OH	440-550-4995
UHS Window Tinting & Blinds Inc. (pp. 139, 188)	Alpharetta, GA	678-648-2494
UJAMAA Construction SE LLC (pp. 135, 152) Full Page Ad (p. 44)	Morrow, GA	470-346-2491
USA Fire Door LLC (pp. 141, 142, 189)	Gardena, CA	844-321-3667
United Scaffolding (p. 170)	Houston, TX	713-948-4218
U.S. Window and Floor Inc. (pp. 119, 165, 172, 188)	Grand Prairie, TX	817-778-8814
Universal Steel of America, Inc. (p. 178)	Peachtree Corners, GA	800-993-4660
Universal Timber Structures (pp. 148, 190)	Auburndale, FL	866-688-7526
Universal Window & Door, LLC (p. 150)	Marlborough, MA	508-481-2850
Upchurch Fence (p. 129)	Jenkinsburg, GA	678-289-0987
Utility Staffing Group (p. 125)	Rogersville, TN	423-347-3006

X

XM Construction & Remodeling LLC (pp. 105, 143)	Cartersville, GA	404-353-6182
Xceptional Wildlife Removal (p. 104)	Fredericksburg, VA	540-388-4038
Xpress Doors N Cabs, Inc.	Ridgewood, NY	917-295-3959
Xtreme Disposal (pp. 164, 168)	Austell, GA	404-884-5244

Υ

Youngblood Electric Co., Inc. (p. 122)	Buford, GA	770-614-8787

Z

Ziegenfuss Drilling, Inc. (pp. 108, 120) Ringoes, NJ 800-673-032





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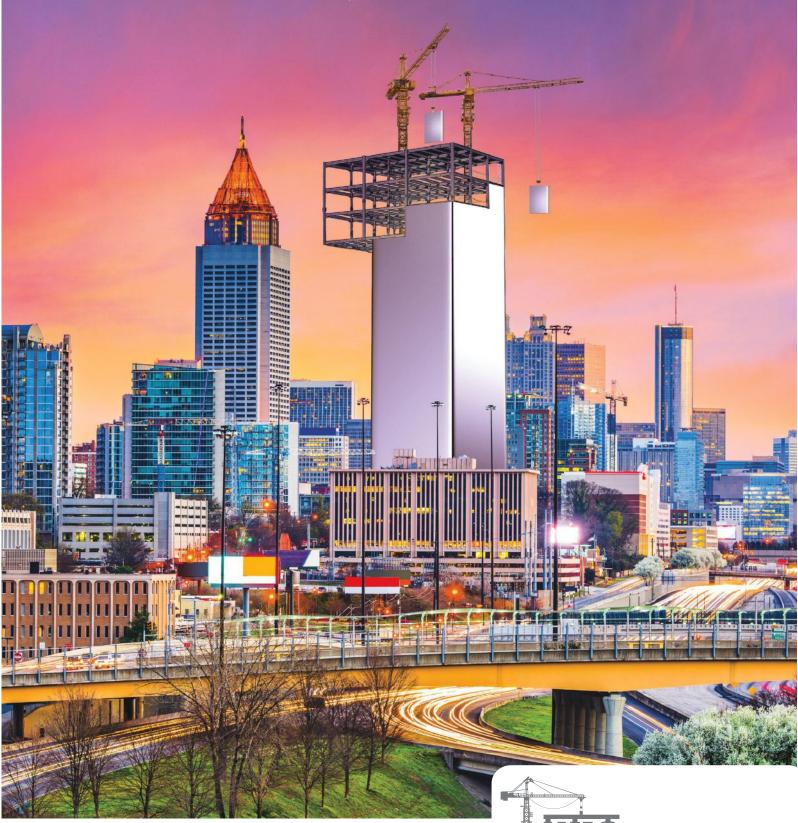








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