



***Construction Plus, Inc.***

# RAISING THE ROOF

WITH COMMITMENT, PROFESSIONALISM AND INTEGRITY

Spring 2002

## ***Greene County Schools - Underway & Under Budget***



Theory has never looked better in practice than when bids were opened for two new schools in Greene County. A new high school at Chuckey-Doak and a new addition to Mosheim Middle School were projects not unlike most public projects: History said the facilities needed would cost more than the dollars available would support.

We put **CPI's** practice of "Pure" Construction Management into action. The first challenge was to help the team find the systems that would solve the budget problem. To do this, we worked with the Architect during the entire design process, and then implemented innovative and progressive bid packaging methods, which provided the Owner maximum value for their dollar.

By knowing the budget challenges and the facility goals up front, the team tackled them early and worked to develop building systems that most economically achieved both the space and functional needs.

***"I have nothing but praise for Construction Plus, Inc. They have delivered on every promise they have made. I have complete confidence in Don Shell, President of Community Tectonics, and Sandy Loy, President of Construction Plus. When either of them tell me they are going to do something I know they will do what they say.***

***We had to save a significant amount of money based on what history said these facilities would cost, and as a team, we did it—without sacrificing any of the space we needed for our students."***

***Dr. Joe Parkins,  
Director of Schools,  
Greene County Schools***

This innovative team approach to the design process considers aesthetics, function, cost and constructability issues simultaneously, producing a design that meets ALL the client's needs. Aggressive bidding strategies were used to assure value driven scope coverage. In addition, Contractors were pre-qualified as bidders and approved by the Owner prior to the bidding, giving the Owner control of what Contractors and Vendors will work on their project. Eliminating bid day surprises.

The day the Greene County School bids were opened the theory of "Pure" CM once again produced superior results as the bids for the needed facilities, which history said would be too expensive, in fact came in under the client's budget by over \$200,000 or almost 2%.

***Construction Plus Inc....Building Trust One Project At A Time.***

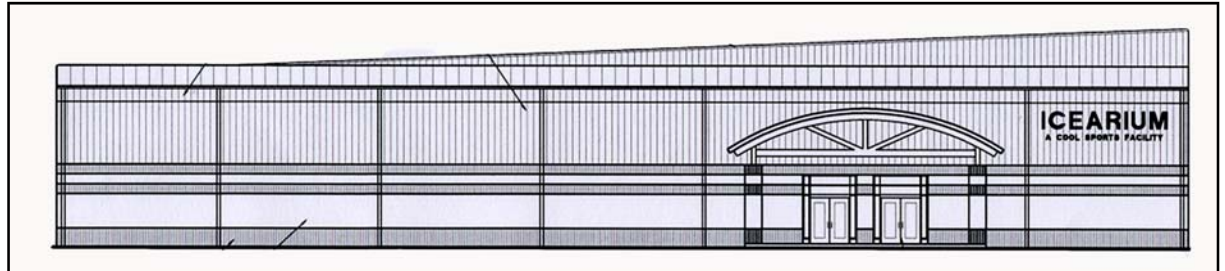
***Your Vision... Our Commitment***



## ***Icearium Breaks Ground in Farragut***

**ICEARIUM**<sup>SM</sup>  
EAST TENNESSEE'S ICE SPORTS DESTINATION

Spring 2002



Since being selected as the builder for this exciting new facility, **Construction Plus Inc.** has worked with Cool Sports, L.L.C. and the Town of Farragut to turn this vision for Knoxville's newest sports complex into a reality. The first phase of this new ice sports facility will be 47,000 square feet with an identical size expansion planned for phase II.

With a scheduled opening date in the Fall of 2002, **Construction Plus Inc.** is honored to have been selected to build Knoxville's newest sports complex!

***Construction Plus Inc....Building Trust One Project At A Time.***



### ***Eddie Hyde Celebrates 5 Years of Dedicated Service***

If anyone exemplifies the spirit and commitment of **CPI** it's Eddie Hyde. Eddie joined **Construction Plus Inc.** in 1996 as estimator. Since that time he has served as a Project Manager, a Construction Manager, and today is **CPI's** Vice President of Operations and a stockholder in the company.

Eddie has completed over 15 projects since joining the **CPI** team and has had excellent reviews from all his clients. The projects have ranged from his first, Panther Sark Phase III, a \$2 MM Office Facility, to his latest roles as CM on the \$7.5 MM Primary School in Sweetwater, Project Manager on the Icearium, featured above, and overall responsibility for the Field Operations of the Company.

In addition, Eddie assists in marketing and is responsible for Pre-Construction Services for the majority of the Company's projects.

**Construction Plus** is honored to acknowledge Eddie as an outstanding contributor and we salute his commitment to our mission and our clients' vision!

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As a continuation of the CONSTRUCTION TODAY article in our Fall 2001 Newsletter, I would like to further identify what differentiates our services as “**Pure**” **Construction Management** (CM). CM, in the generic sense, is considered by the experts to be the way most construction will be performed in the future. But most people do not realize that all CM is NOT equal! At **CPI**, we have developed some definite innovative and progressive methods, which are producing superior results for our clients.

In the last issue of our Newsletter, I listed four “Red Flags” to help identify a CM imposter. In the inverse, the following are some **Green Flags** which will tell you some of the things we do at **CPI** that differentiates our “Pure” CM Services from that of a CM imposter.

**1 Green flag #1: Design Development & Constructability Analysis** From the initial Schematic Design phase through Design Development, we work with the Architect to ensure that the needs of your building program are met while maintaining the constructability of the design. This reduces costs without reducing the function of your facility. Several system studies are done enabling you to make informed decisions; knowing the cost impact of each choice. The result is often the discovery of a system which gives you the aesthetics, function and space you need...at the price you can afford.

**2 Green flag #2: Pre-Qualifying Contractors** We advertise for qualified Contractors thoroughly and review their qualifications in detail. We verify and evaluate who will supply their materials, who they will use as Subcontractors, what their available workforce is as well as the qualifications of that workforce. Only the best Contractors available will be recommended for you to approve. On bid day you know who is coming...no surprises.

**3 Green flag #3: Proper Bid Package Development** We have worked hard to develop bid package strategies that fit with today’s industry. We make sure the scope definition is clear and that the packages fit together without any overlaps or gaps, which costs you money. We allow bidders to combine packages for better opportunities, which results in lower costs for you. This process has enabled us to consistently produce bid day results that beat the budget while maintaining a premium group of Contractors on your project...delivering quality as well as economy.

**4 Green flag #4: Real Critical Path Scheduling** After the bids are in, we meet with ALL the selected Contractors and have an all day scheduling meeting. This meeting is the first critical step in the development of the project ‘team’. Together, we develop a CPM schedule in extreme detail. We divide the project into phases and set milestones for each section. The Contractors take ownership of the schedule; which means acknowledgement of each milestone they are responsible for contractually. This motivates the team to stay on schedule by achieving these milestones throughout the project, not just working toward an end date that may be as much as a year away. A truly effective and professional CPM schedule for a \$10 MM school will have over 400 activities and over 20 milestones. These schedules are updated monthly and distributed to the Contractors for acceptance and feedback. We have found that this process produces no excuses...just results.

We would welcome the opportunity to answer all your questions and to provide you with more information about the exciting new ways **Construction Plus Inc.** is using Construction Management, in the purest definition, to deliver superior results for our clients. Call us at 865-693-2200. We are at your service.

Sanford C. Loy,  
President

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Building Your Vision with **Commitment**, **Professionalism** and **Integrity**

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## ***CPI & Claiborne Co... A Winning Team***

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*“My expectations of this process were high, but the results have been beyond my wildest dreams. If someone is going to build, Construction Plus is the only way to go.”*

**Dr. Roy Ellis,**  
*Member, Claiborne Co. Board of Education*

Cumberland Gap & Claiborne High Schools are scheduled to open in the Fall of 2003.

***Your Vision... Our Commitment***