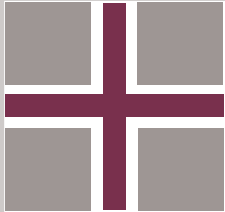


# The CONSTRUCTION PLUS *Factor*

FALL 2003

*Building Your Vision With Commitment, Professionalism and Integrity*



## **Construction Plus, Inc.**

### **1. Construction Plus Completing Five New Schools**

*A New Look To The CPI Newsletter*

### **2. Construction Plus Ends Bid Day Confusion**

*CPI Supports Boys & Girls Club Of The Tennessee Valley*

### **3. Beating The Percentages: How CPI Saves Money For Clients**

*Bits And Pieces*

### **4. The Plus Factor: What Clients Are Saying About CPI And The MasterBuilder Alliance With Community Tectonics Architects**



**Cumberland Gap High School**

## **Construction Plus completing five East Tennessee schools**

Five new East Tennessee Schools will open this school year with one thing in common besides their shiny look and fresh appearance: they were built by *Construction Plus, Inc.*

The schools are:

- Cumberland Gap High School, Claiborne County
- Claiborne High School, Claiborne County
- Chuckey-Doak High School, Greene County
- Mosheim Middle School, Greene County
- Sweetwater Primary School, Monroe County

"We appreciate the confidence these school systems showed in us, and we worked very hard to justify that confidence," said Sandy Loy, president of *Construction Plus*.

The five schools were built working with Community Tectonics architectural firm under the "MasterBuilder" concept. *Construction Plus* and Community Tectonics worked as a team to ensure the most efficient use of owner dollars to build the highest quality building.

"There are two things you must do to be the best at building these complex projects," said Loy. "You have to develop strong relationships with the clients, earning their complete trust, and you have to focus attention on the details."

## **A new look to the Construction Plus newsletter**



**CPI President Sandy Loy**



## Construction Plus ends bid day confusion

It's bid day for your project in a general contractor's office.

Chances are, chaos reigns. Or is at least in evidence.

Last minute bids from subs and vendors, possibly numbering in the hundreds, depending on project size, are pouring into the office. There is insufficient time for accurate analysis. Inconsistent scope coverage opens the door to misunderstanding.

Consequences? The low bid from a general contractor doesn't necessarily mean the owner is getting the lowest cost. GC's do not receive the low bid for every trade. As the general contractor's risk increases, so does the owner's. As does project cost.

The Owner? He or She is in the dark.

***CPI pre-qualifies each contractor and subcontractor. Owners know who is bidding, who will do the work and what packages they will bid. No More Bid Day Confusion.***

If the project pieces don't fit smoothly, they grind like misaligned gears. This grinding costs time, it costs money, and it's coming straight out of the owner's pocket.

*Construction Plus, Inc.* gives owners the best of all worlds:

- Lowest prices on all project components, not just the lowest combination of prices.
- Accountability and value of professional managed competitive bidding.

CPI pre-qualifies each contractor and subcontractor. Owners know who is bidding, who will do the work and what packages they will bid. *No more bid day surprises.*

## CPI supports Boys and Girls Club of the Tennessee Valley

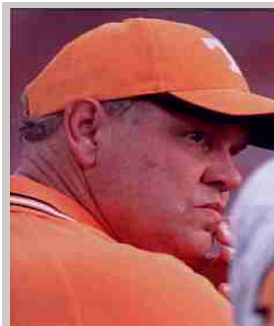
*This past spring, UT Head Football Coach Phillip Fulmer and Construction Plus President Sandy Loy served as co-chairs for an auction benefiting the Boys & Girls Clubs of the Tennessee Valley. Reprinted here is the letter of thanks that went to auction participants. This is an extremely worthwhile cause. If you did not have the chance to be involved this year, there's always 2004.*

Dear Boys & Girls Club Supporters:

As co-chairmen of the auction that preceded the Buy.com Open to benefit the Boys & Girls Club of the Tennessee Valley, we want to personally thank you for helping to change the life of a child.

Your important contribution made at the May 15 auction may have done that for a boy or girl in East Tennessee. That is not just a platitude. That is not merely something thoughtful to say in appreciation for your generous participation in the auction.

It is a true statement. You have potentially, and in all probability, helped change a life, or even many lives.



**Fulmer**



**Loy**

Each day the Boys & Girls Clubs of the Tennessee Valley work with children. Some are helped in significant, substantial ways.

The clubs provide for other children a word, an opportunity, a moment when they learn or understand what it takes to be successful; that makes the work of the Boys & Girls Clubs mean more than words can truly describe.

It also is another way to express how deeply your contribution is appreciated. Without you, and many others like you, this is not possible.

On behalf of the Boys & Girls Clubs of the Tennessee Valley, and on behalf of the thousands of children who you have helped to touch, thank you.

Sincerely,

Phillip Fulmer  
Co-Chair  
UT Head Football Coach

Sandy Loy  
Co-Chair  
President, *Construction Plus, Inc.*

## Beating The Percentages: How *Construction Plus* saves money for clients

Saving money on a construction project is a good thing, unless trying to save money winds up costing the owner even more.

This was the problem *Construction Plus* solved for Greene County schools. After the system called in *Construction Plus*, it not only solved painful construction headaches, it completed the \$18 million project *six percent* under budget.

Schools Director Dr. Joe Parkins and the school board were grappling with budget problems when another construction manager recommended that the system could save money by buying and installing its own materials.

These materials included masonry, drywall, doors, equipment, millwork, etc.

The school system asked *Construction Plus* to analyze the situation and create real solutions. The *Construction Plus* approach not only saved money, it eliminated painful construction-related headaches for Greene County schools.

"In theory, the idea of an Owner saving on sales taxes looks good, but in practice it doesn't work," said Sandy Loy, *Construction Plus* president. "The Owner will be hit with a huge worker's comp audit bill, and by installing materials with their own employees (putting construction personnel on the Owner's payroll temporarily) the Owner takes responsibility – and liability – for workmanship."



If a building component is incorrectly installed the Owner then has to pay to have it removed and reinstalled, Loy said.

"That'll definitely kill any sales tax savings," he added. "We eliminated Greene County's liability issues with our process and scope definition. We also solved a concern they had from past experience, which was writing hundreds of checks every month to the vendors and employees in order to save the sales taxes. We cut their accounting costs by providing them a package that reduced their check-writing requirements and by managing the Contractor retainage accounts for them."

"We all celebrated the fact that we beat the budget by over *six percent*," Loy added. "It was a satisfying project in every way. The client is happy, the finished product is high quality, and we did our job the right way for our client."

## Bits and pieces

Of women-owned companies, the fastest growth from 1997 to 2002 was in construction (36%); agricultural services (27%); and transportation, communications and public utilities (24% each).

Almost one-third of residential and commercial waste generated in municipal collections was recycled in 2000. This is up from 16% in 1990.

Employees who work where they do not have a window to look through call in sick 23% more often than those who can see grass or trees through their windows.



*Spam e-mail attacks grew from 3 million in January 2002 to 6 million in January 2003. These e-mails most often offer products (33%), financial "opportunities" (24%), and adult material (18%)*

*One in 2.8 e-mails is spam and one in 270.7 contains a computer virus.*

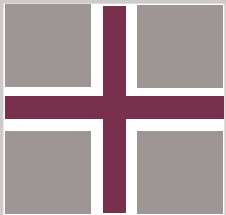


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Building Your Vision With **C**ommitment, **P**rofessionalism and **I**ntegrity



### **The Plus Factor: What clients are saying about *Construction Plus* and the MasterBuilder alliance with Community Tectonics architects**

“We had to save a significant amount of money based on what history said these facilities would cost, and as a team, (*Construction Plus*, Community Tectonics and the school system) did it without sacrificing any of the space we needed for our students.”

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

“The tight relationship between *Construction Plus* and Community Tectonics delivers an aesthetically pleasing, practical building at a good price. I didn’t know it could be this easy.”

- *Dr. Keith Hickey, Director*  
*Sweetwater City Schools*

“This alliance serves us well. The architect and construction manager are on the same page from the beginning. They want to accomplish the same things. The right hand knows what the left hand is doing.”

- *Troy Poore, Building Coordinator and School Principal*  
*Claiborne County Schools*

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