

INSIDE

NIELSEN

A PUBLICATION OF NIELSEN BUILDERS FALL 2014



Broadening Our Horizons



TILTCON

A DIVISION OF NIELSEN BUILDERS, INC.

LEGACY

Cabinets & Millwork

A DIVISION OF NIELSEN BUILDERS, INC.



NIELSEN

Corporate Mission Statement

Our Vision

Nielsen will be recognized as a premier construction organization with a commitment toward optimal performance in serving clients within the Commonwealth of Virginia. We will achieve this by consistently “striving for excellence” in providing professional building services.

Our Values

People

Nielsen recognizes that our people are the critical element in achieving our vision. We will support a team approach through open communication among all employees. We will promote the growth and empowerment of our people and commit to human resource practices based on standards of excellence, safety awareness, fair treatment and equal opportunity.

Total Client Satisfaction

Nielsen will build on our reputation and commit to exceed the expectations of our clients by maintaining the highest level of skill and responsibility in providing professional services. We will deliver a superior price/value relationship in providing quality construction services with a profit objective at a fair level.

Leadership

Nielsen is committed to being a leader in the construction industry through innovative construction techniques and product development. We will strive to be a caring corporate citizen in enhancing the community and environment in which we do business.

Quality Assurance

Nielsen Builders, Inc.'s commitment to quality assurance is based on responsible craftsmanship, leadership, innovation, safety awareness and employee satisfaction. Our guarantee to furnish our clients with a total quality product is the heart of our company's existence.

Equal Employment Opportunity Policy

It is the policy of Nielsen Builders, Inc. not to discriminate and to provide equal employment opportunity to all qualified persons regardless of race, color, sex, religion, national origin, disability, marital status, sexual orientation, gender identity or Vietnam era veteran status. This policy is applied to all employment actions including but not limited to recruitment, hiring, upgrading, promotion, transfer, demotion, layoff, recall, termination, rates of pay, or other forms of compensation and selection for training including apprenticeship.

Nielsen Builders, Inc. is committed to the principles of affirmative action and equal employment opportunity. In order to ensure its dissemination and implementation throughout all levels of the company, Jean Hieber has been selected as Equal Employment Officer for Nielsen Builders, Inc.

In furtherance of our policy of affirmative action and equal employment opportunity, Nielsen Builders, Inc. has developed a written Executive Order Affirmative Action Program, which contains specific and results-oriented procedures to which Nielsen Builders, Inc. is committed to apply every good faith effort. Procedures without efforts to make them work are meaningless and effort undirected by specific and meaningful procedures is inadequate. Such elements of Nielsen Builders, Inc.'s Executive Order Affirmative Action Program will enable applicants and employees to know and avail themselves of its benefits. The policy is available for review, upon request, during normal business hours.

Applicants for employment and all employees are invited to become aware of the benefits provided by the Affirmative Action Program.



LETTER FROM THE PRESIDENT



"You can have it good, fast or cheap. Pick two."

I have heard this saying since I started in construction 25 years ago. Some refer to this as the "Project Triangle," and it refers to the fact that getting something you want comes at a sacrifice.

This has always bothered us at Nielsen Builders. All three — quality, schedule and cost — are important to all of our customers. It has always been our goal to find the balance of the three that gives our customers the projects that they need.

A great way to find the balance is to self-perform large parts of a project. Two divisions of Nielsen Builders, Legacy Cabinets & Millwork and TiltCon, provide services to our customers that balance quality, schedule and cost.

Legacy Cabinets & Millwork is a full-service cabinet and molding operation that fabricates and installs custom casework and trim. Our 21st-century craftsmen manufacture millwork and moldings in our state-of-the-art millshop, using high-production machinery to produce the finest cabinets and moldings in the industry.

TiltCon provides all aspects of concrete construction, with a focus on the method of tilt-wall construction. TiltCon is structured to provide services for customers in Virginia and adjoining states.

Having these two parts of the Nielsen family working for you helps you navigate the "Project Triangle."

This is the 13th edition of *Inside Nielsen*. We want to thank our advertisers and readers for their continued support of this publication.

Tony E. Biller
President/CEO



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Courtesy of Robert Benson Photography

LEGACY CABINETS & MILLWORK

A Division of Nielsen Builders

For over 60 years, Nielsen's millwork division has provided commercial cabinetry, custom wall panels, wood moldings and a variety of other types of architectural millwork. In January 2005, this division officially became known as Legacy Cabinets & Millwork. In 2014, Legacy expanded its services with the purchase of a local molding company to enhance the production and quality of its moldings. Legacy's highly skilled craftsmen have years of experience in varying types of molding and millwork designs, fabrication and installation, including radius/arch-type moldings.

Inside its 15,000-square-foot millshop and warehouse, Legacy Cabinets & Millwork utilizes the latest in technology to provide the highest level of quality in workmanship and service. The most advanced technology is evident with our C.R. Onsrud eight-tool changer Computer Numerical Control (CNC) machine. The CNC is a wood-cutting machine that involves the use of a customized computer program that controls the machine's tools and does all the work. The computer controls the exact positioning and velocity of the tools to produce the wood components for Legacy's millwork. The first step is to produce a computer-aided drafting (CAD) document, and then a code is created that the CNC machine will



understand. Once the code is loaded, the operator runs a test of the program to ensure there are no problems. Once satisfied that the code properly translates into a precise product, the operator begins production of the millwork pieces. Through this process, Legacy's production rate increases, and its waste factor is decreased tremendously. Other state-of-the-art machines include the Timesaver Series 2300 Veneer and Finishing Sander, and the Brandt Edge Bander, which give Legacy's master craftsmen all the tools necessary to produce AWI-certified millwork for all its clients.

With the recent acquisition of the molding company, Legacy is capable of producing standard and custom trim by creating specialized knife profiles in house and utilizing state-of-the-art machinery to mass-produce moldings. Legacy moldings are produced using the Weinig Unimat 23E molder, which produces quality moldings at a rate of 40 feet per minute. In addition, Legacy's radius molder is capable of creating monolithic arch trim pieces for the most ornate woodwork projects.

To validate the workmanship of Legacy's fine craftsmen, Legacy has fulfilled the requirements of the Architectural Woodwork Institute's Quality Certification Program for fabrication and installation. This honor is recognized and often required by architects and owners who seek the services of a millwork company.



AWI's Vision

To be the global leader in architectural woodwork standards, industry-specific education and member networking opportunities.

AWI's Mission

- Create, publish and continually improve the architectural woodwork industry standards
- Provide education and opportunities for members to participate, collaborate, share resources and engage through The Architectural Woodwork Institute (AWI)
- Develop, deliver and continually improve AWI's high-value member benefits
- Cultivate and strengthen relationships with leading industry partners on behalf of the architectural woodwork industry

History of AWI

The AWI was incorporated in Chicago, Illinois, on December 17, 1954. The president was Charles A. Rinehimer, and the Board of Directors consisted of 18 members, including Rinehimer.

The AWI was formed by a group of individuals who were members of the Millwork Cost Bureau, a trade association of custom millwork operators founded in 1914.

The Millwork Cost Bureau's stated purpose was to establish a cost accounting procedure for custom millwork operations and to provide estimating training systems for members. Among those individuals who met to plan the formation of an "architectural woodwork association" were Charles (Chic) Rinehimer, a longtime director and onetime president of the Millwork Cost Bureau; and Elmer W. Root, also a former president of the Millwork Cost Bureau.

After several meetings, the Architectural Woodwork Institute was incorporated in Chicago, Illinois, and its articles of incorporation were filed with the Illinois secretary of state on December 17, 1954.

Ensuring Quality

The AWI Quality Certification Program (QCP) is a valuable quality assurance tool that ensures custom, interior architectural woodwork, one of the most highly visible aspects of many construction projects. It is endorsed by the American Subcontractors Association (ASA).

Certification credentials are earned by woodworking firms that, through comprehensive testing and inspection, demonstrate the ability to fabricate, finish and/or install work in accordance with the quality grade criteria set forth in the Architectural Woodwork Standards (AWS).

Text courtesy of AWI's website





Tilt-Up Concrete Construction

A 21st-Century Building Solution

by David Tomasula, Managing Principal, LJB Inc.

Invented in the last decade of the 19th century by Robert Aiken, tilt-up concrete construction is a method of building construction that continues to grow in popularity with building owners and architects throughout the United States.

At its most basic, tilt-up concrete construction involves forming and casting wall segments — referred to as panels — at the construction site in a flat horizontal position on a casting surface. Using a mobile truck-mounted crane, the panels are then lifted — or “tilted” — into a vertical position and set on a prepared foundation in their permanent location within the building. The wall panels form the exterior structural walls of the building and provide support for roof systems of conventional structural-steel and elevated-floor systems of concrete and steel. Variations of tilt-up construction include interior structural wall panels (such as fire separation walls), horizontally spanning spandrel panels and panels stacked vertically to reach additional height.

In its early days as a method of commercial construction, tilt-up was considered applicable only for utilitarian uses such as warehousing and manufacturing. Over the past 30 years, though, designers and contractors have made great advances in tilt-up technology. Today, tilt-up concrete construction represents a multi-billion-dollar market and is estimated to account for more than 15 percent of all low-rise commercial construction in the United States. Its application covers a wide range of markets, including warehouse and distribution, science and technology, education, stand-alone retail, multitenant lifestyle centers, auto dealerships, multistory offices up to six

stories, temperature-controlled storage, secure data centers, recreation, and even residential.

But what is fueling this growth in popularity among building owners and architects?

Architectural Flexibility

Tilt-up concrete construction provides designers with architectural flexibility that is unmatched by other building systems. Tilt-up wall panels are load-bearing, providing support for all floor- and roof-framing members around the perimeter of the building. This eliminates perimeter columns, making tilt-up compatible with any interior structural grid. Casting tilt-up concrete on-site also contributes to its architectural flexibility. Because concrete is a moldable, wet-cast product, the shape and architectural aesthetics of the wall panels are very versatile, allowing the imagination to run wild. Curved panels can be cast, circular openings are easily created, and the tops of panels can be detailed with architectural flair. Since tilt-up wall panel sizes are not limited by transportation concerns, storefront openings as wide as 50 feet can be cast into a single, monolithic tilt-up wall panel. Similarly, panel heights can reach as tall as 75 to 100 feet. Finally, tilt-up

wall panels accept a variety of high-level appearances at only a fraction of the cost. Panel finishes range from natural finishes such as exposed aggregate to applied textured coatings. More dramatic finishes are created by incorporating ornate reveal patterns, cast-in materials such as thin-brick and thin-block, and formliner finishes combined with 25-year concrete stains.

Cost and Schedule Benefits

Recent case studies have documented what wise building owners have known for years. Tilt-up construction can save between \$7 and \$10 per square foot of floor plan area over conventional construction when comparing similar low-rise building configurations. Tilt-up wall panels are load-bearing, saving structural steel costs by eliminating perimeter beams and perimeter columns. Tilt-up panels are also exceptionally good shear walls, saving even more in steel costs by eliminating the structural bracing normally necessary to resist wind and seismic forces. Compared to masonry walls and other durable exterior materials, tilt-up wall panels are produced with less labor and, therefore, at a lower cost to the project. And tilt-up saves money compared to stick-framed walls while



also improving quality of construction, reducing the number of layers in an exterior wall from six (veneer, vapor barrier, sheathing, insulation, studs and drywall) to as little as three (integrally insulated tilt-up wall panels with furring channels and drywall).

Besides cost savings, tilt-up concrete construction also provides owners with schedule savings — resulting in earlier occupancy and, more importantly, earlier return on investment. Tilt-up wall panels are built from readily available local materials like ready-mix concrete, conventional mild reinforcing steel and framing lumber. Therefore, wall panel construction can begin as soon as the site is cleared and the casting slab is placed. In almost all cases, the tilt-up walls can be erected before the first shipment of structural steel arrives on-site, allowing for a shortened construction sequence. By comparison, precast walls can have lead times as long as 12 to 16 weeks, with precast erection completed after the structural steel frame is set. Tilt-up also has the added benefit of the majority of construction being completed on the ground. While building methods that require scaffolding or in-place forming are slowed down by higher wall heights,

tilt-up construction sees no schedule impact by going taller.

Energy Efficiency

As heating and cooling costs continue to rise, having an energy-efficient building is of paramount importance to building owners. The advent of the Leadership in Energy and Environmental Design (LEED) rating system has created a focus largely on the efficiency of interior systems, such as natural daylighting, LED lighting and low-flow plumbing fixtures. However, the impact of a high-quality building envelope should not be overlooked.

Tilt-up concrete construction offers building owners the opportunity to achieve an airtight, continuously insulated thermal envelope completely free of thermal short circuits by employing sandwich-wall construction. In sandwich-wall construction, the tilt-up wall panels are cast with two layers of concrete — an inner “structural” layer and an outer “architectural” layer — sandwiching a layer of rigid insulation between the two layers. Just as your pizza stone holds heat even after you’ve taken it out of the oven, the thermally massive inner layer has the ability to hold heat (in the winter) or cold

(in the summer) — a property referred to as “heat-sink.” The result is that an insulated tilt-up wall with R-11 insulation actually performs as though its insulation value were R-20 or greater. Low-mass wall systems, such as metal panels and stick-framed buildings, do not possess the benefit of this heat-sink property. The higher thermal performance of tilt-up results in reduced peak heating and cooling loads, reducing energy consumption year after year and, therefore, lowering energy bills. For example, one 55,000-square-foot elementary school in Ottawa, Ontario, reduced its electrical bill by 23 percent and its natural gas bill by 35 percent by choosing sandwich-insulated tilt-up over conventional brick and masonry construction. Not to mention that the school building was delivered in five months rather than the typical 12 months.

Architectural flexibility, cost and schedule savings, and improved energy efficiency are only a few of the reasons that more owners are choosing tilt-up construction for their new building needs. As you plan your next building, consult with your local tilt-up design and construction experts to find out how you can benefit by owning a tilt-up building.

TiltCon A Division of Nielsen Builders



In 2014, Nielsen established TiltCon to expand its concrete division's client base to other regions and other contractors. As a subcontractor, TiltCon will be able to perform tilt-up services from foundations to roof structure throughout the Mid-Atlantic region. With the support of Nielsen Builders' long history of commercial construction, TiltCon will open new business opportunities throughout our market. The tilt-up method of construction involves casting the concrete building walls on the building slab on grade, then “tilting” the walls into place. This technique dates back to the turn of the 20th century and has become one of Nielsen's signature building methods.

TiltCon's tilt-up concrete system integrates design/build engineering advantages with tilt-up concrete versatility. Our tilt-up buildings are custom designed

and constructed to meet the owner's needs. Tilt-up construction is economical, durable, versatile, fast, and offers excellent quality and resale value. It delivers more building for the dollar and allows for design freedom.

As a member of the Con/Steel Alliance, TiltCon combines Nielsen's 100-plus years of building excellence with Con/Steel's 30-plus years of industry-leading tilt-up expertise and experience. Working on an exclusive design-build basis, we are the only contractor in our area licensed to offer this system. The engineering and architectural design professionals at Con/Steel, combined with our construction experience, form a team able to provide single-source responsibility, ensuring your building project is on schedule, within budget, and meets the needs of your business for years to come.

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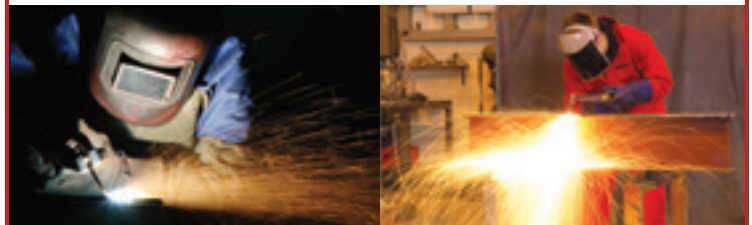
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LEADING THE WAY

What Makes a Good Leader?

by Michael Adkins



Your company relies on many moving parts to succeed: your front-line personnel, your equipment and technology, your customer relationships, your business-development efforts, your supervisors and managers, and a host of other factors. If even one of these items falls short, your company will suffer.

Even so, there is one factor that is more critical to your company's success than anything else:

You.

Whether you're the only leader your company has ever had or the latest in a long line of effective leaders, your leadership influences every other aspect of your company. So, for your company to

be the best it can be, you have to be the best leader you can be.

What does that mean? Let's take a look at some key ingredients of good leadership.

1. Loving It When a Plan Comes Together...

A leader without a plan is like a car without the key — without it, you can't get started. Good leaders know that just

charging into a situation with the thought of “We’ll figure out the details later” isn’t a good way to do business.

Whether you’re looking at taking on a big new client, thinking about an expansion or considering a strategic acquisition, take the time to think things through. Get the data you need. Put your personnel to work on research and data analysis.

“A leader is one who knows the way, goes the way, and shows the way.”

— John C. Maxwell, author of numerous books on leadership

Your plans won’t be perfect. As Sun Tzu wrote in *The Art of War*, “No plan survives contact with the enemy.” But you’ll have a pretty good idea of what to expect and how to react when the time comes.

2. ...But When the Time Comes to Act, Act

Everyone in your company looks for direction from their superiors. Eventually, that means all eyes will be on you.

When that time comes, you can’t just be a voice at the head of the table. It’s up to you to decide what to do. If you’re confident about the direction of your company, and your employees see that you’re moving things along and making sure things get done, they’re likely to be more confident as well.

3. Let People Behind the Curtain

In *The Wizard of Oz*, the titular character makes everyone in the kingdom believe he is a powerful wizard, making pronouncements as a giant floating head with a great booming voice. When the true “wizard” is discovered by Dorothy and her friends, he tells them, “Pay no attention to that man behind the curtain!”

Great leaders can’t lead from behind a curtain — or behind closed doors. Great leaders need to engage with the people they lead. Take a few minutes to talk with your employees every so often. Maybe you can man the phones and talk with your receptionist about ways to make the job a little easier, or perhaps you can sit in on a sales meeting and talk with the supervisors about what they need to land new accounts. Or it might just be a case of letting your employees know that your door is always open to them

(and actually leave it physically open to prove the point!).

Engaging isn’t just about talking a good game, though. You have to follow through on the information you receive. If you make yourself accessible and show your employees that you take their input seriously, it will go a long way in encouraging open, honest dialogue from them. When you do that, you can gain their valuable insight about the issues that matter most — both to their individual success and to the success of the company as a whole.

“If your actions inspire others to dream more, learn more, do more and become more, you are a leader.”

— John Quincy Adams, sixth president of the United States

4. Teamwork Makes the Team Work

A good leader knows that it’s not just the efforts of one person — even the





leader himself or herself — that lead to success. True success depends on the efforts of everyone working toward a common goal.

The word “synergy” gets tossed around frequently in corporate circles. It sounds cool and energetic, but it’s really a powerful part of teamwork in its purest form. Synergy, or when the whole is greater than the sum of all its parts, is a vital aspect of the greatest teams — which is what you want your team to be.

“Management is doing things right; leadership is doing the right things.”

— Peter Drucker, leader in the development of management education

You could have a group of individuals all working away on their own projects, never seeing how their work impacts the team as a whole. As the leader, it’s your job to bring these people together. Show them how what they’re doing is important to the big picture. Clue them in on your plans (see numbers 1 and 3 above), and

have them help you shape the direction of your plans going forward.

When you truly encourage teamwork, rather than just a group of individuals gathered to talk about the latest memo or spreadsheet, you may find that the power of synergy is a driving force for your company — and a powerful tool in your arsenal as a leader.

5. Continuous (Self-) Improvement

You wouldn’t expect to keep doing business with technology and policies from the 1980s. You’re not still running credit cards on the old imprint-style machines, and you’re probably not still using typewriters.

Just as your technology needs updated, so too does your leadership. As Stephen R. Covey wrote in *The 7 Habits of Highly Effective People*, taking time to refresh, learn new things, keeping your spirits high and sharing your enthusiasm with others makes it possible for a leader to continue the work of leading. This process of “sharpening the saw,” as Covey termed it, keeps you focused and prepared to handle the demands of leadership.

Every so often, go to a seminar on best practices in your field. Take some of

your top managers with you on a team-building retreat. Research the latest technology and services to help you do your job more easily and efficiently. Read a book on leadership, and if you find it particularly interesting, buy copies for your management team to read as well.

“Outstanding leaders go out of their way to boost the self-esteem of their personnel. If people believe in themselves, it’s amazing what they can accomplish.”

— Sam Walton, founder of Walmart

Leading the Way Every Day

Good leadership isn’t something you can do or show once and then forget about. It takes a disciplined mind and a dedication to the people you lead in order to do it well. But when you do it well, it can lead to possibilities you never before thought possible — for both your company and yourself.



A Fresh Coat of Fulfillment

by Leigh-Anne Lees, Director of Marketing and Leadership Giving,
United Way of Harrisonburg and Rockingham County

"Painting is a nail to which I fasten my ideas."

— Georges Braques

The employees at Nielsen called more than a month early to claim the job. And when the United Way's Day of Caring rolled around in May, they showed up in force to roll paint on the Collins Center walls.

A United Way agency, the Collins Center works to prevent child sexual abuse and to help victims and their families find healing. The center was in need of a fresh coat of paint in the therapy rooms and the child advocacy center. The staff at the Collins Center hoped the end result would be a fresh and calming place for children and their families.

But by the end of the day, both the space and the people in it were refreshed.

A growing body of research shows what the Nielsen team already knows: Volunteering is good for you. In fact, according to the Corporation for National and Community Service, people who volunteer have lower mortality rates, less stress, less depression and overall greater satisfaction in life. Oftentimes, volunteers will report that it feels good to help others. That may be because the brain rewards volunteers with plenty of "feel-good" chemicals like dopamine and serotonin.



Nowhere is that feel-good factor more evident than on the United Way's Day of Caring, which connects businesses and nonprofit organizations for a day of community celebration and valuable project work. The agencies that align with the United Way use their resources to provide and improve client services; most do not

have the budget, time or expertise to complete much-needed facility projects on their own. So United Way volunteers from local businesses offer their time and talent in everything from landscaping, painting and maintenance to computer work, child care and hot-meal delivery.

Far from grudgingly showing up to paint that morning, Team Nielsen donned smiles and LIVE UNITED T-shirts to brighten the center's hallways. As the hours passed, ideas and stories were shared that not only built relationships but also deepened the team's understanding of the Collins Center's mission in the community. It is connections like these — formed across ladders and paintbrushes — that become the seeds of positive change in the communities where we live and work.



This positive change makes its way into corporate offices too, as the sense of fulfillment gained from workplace volunteerism can also boost employee morale, improve teamwork and productivity, and even increase the bottom line. With more employees, especially millennials, asking for opportunities like the kind provided by the United Way, it's no surprise that civic engagement is on the rise in corporate America.

That's why the United Way of Harrisonburg and Rockingham County strives to keep volunteerism strong all year long. Last year, the 57-year-old organization launched Get Connected (getconnected.uwhr.org), an interactive volunteer website that connects people who are eager to serve with community organizations that need their help. Visitors to the site can set up a personal profile to match their specific interests and goals, sign up for volunteer projects, learn more about the missions and work of nonprofits in the community, and register for special events and training sessions. Short-term and longer-term volunteer projects are available, and new volunteers register almost daily. Some even become "fans" of various organizations, enabling them to follow those nonprofits on a regular basis and see firsthand the results of their own efforts in the community.

Whether volunteering alone or in teams, completing an important community-service project not only helps strengthen the neighborhoods where we live and work but can also provide a deep sense of satisfaction and engagement. And that's a result that lasts long after the paint dries.

PROJECT PORTRAITS

ALLEGHANY HIGH SCHOOL HVAC AND ELECTRICAL UPGRADES

Client: Alleghany County School Board
Location: Covington, Virginia
Architect: Spectrum Design
Contract: \$4.7 million
Completed: December 2013



SPECIAL FEATURES

The Alleghany High School (AHS) project included a complete HVAC upgrade, as well as some major electrical upgrades. The school used to have steam heat, which was replaced with all new geothermal water-source heat pumps for heating and cooling. In the front of the school, 70 wells approximately 500 feet deep were drilled to allow for heat exchange. The challenge was drilling so close to the Jackson River. In addition to the water-source heat pumps, new gas/electric heating and cooling units were installed in the gym, the cafeteria, the band room, the auditorium and the field house. Challenges faced while installing this system were caused by the existing structure and trying to maintain ceiling heights. Also, by eliminating the old steam system from AHS, we also removed the heat from the adjacent Jackson River Technical Center (JRTC). At JRTC, Nielsen added new boilers so it was self-sufficient and did not have to rely on AHS for its heating needs.

The electrical upgrades allowed the school to be more energy-efficient. The old lighting and electrical service was removed from the building. After installing the new electrical service and pulling new mains in the building, the old branch lines were re-energized. All the old lighting was replaced with new energy-efficient lighting, along with an all-new acoustical tile ceiling to finalize the renovations.

HOLLISTER ADDITION AND RENOVATIONS

Client: Hollister Incorporated
Location: Stuarts Draft, Virginia
Architect: Gaines Group/Design-Build
Contract: \$5.3 million
Completed: April 2014

SPECIAL FEATURES

The Hollister 46,000-square-foot addition utilized tilt-up construction using sandwich panels with the Thermomass insulation system. The building has 38 panels with 12 windows, eight dock doors and one drive-through door, using reveals to match the existing structure.

The addition is used for material storage and product shipment. Hollister's previous loading-dock area became the new location for its machine shop. Once the old machine-shop space became available, a new cafeteria was

constructed in that area. After the completion of the cafeteria, the old cafeteria was converted into new office space, equipped with both stud-wall and cubicle-style offices.

Other modifications to Hollister's facility include additional visitor parking near the main entrance and fresh interior finishes to the existing main office spaces.

Eddie Crump from Hollister said, "Hollister chose tilt-up construction because of the speed of construction and sustainability of the building."



PROJECT PORTRAITS



JAMES MADISON UNIVERSITY - DUKE HALL

Client: Skanska USA
Location: Harrisonburg, Virginia
Architect: Clark Nexsen
Contract: \$32 million
Completed: November 2013

SPECIAL FEATURES

Nielsen teamed up with Skanska USA on the Duke Hall renovation and addition. The existing building is roughly 67,000 square feet, and the two additions are roughly 70,000 square feet. The existing building was a complete gut renovation with new mechanical, electrical and plumbing systems. The gallery is the focus point of the project. It has structural columns that are designed to look like tree branches holding up the new roof. The new roof is roughly 12 feet above the new clearstory that allows natural light into the featured gallery.

The east wing is connected to the existing building by a two-story curtainwall connector. The exterior of this wing is blue stone veneer and curtainwall, with a clay tile roof that matches the existing campus roofs. The north addition along Grace Street is mostly curtainwall, allowing natural light throughout the addition. The rooms in both additions are mainly teaching classrooms.

UNIVERSITY PHYSICIANS GROUP - CHILD DAY CARE CENTER

Client: University Physicians Group
Location: Charlottesville, Virginia
Architect: BRW
Contract: \$3.88 million
Completed: November 2013

SPECIAL FEATURES

This two-story, 17,000-square-foot building is constructed of wood framing and brick veneer, with aluminum storefront windows and entrances. The building features natural lighting from rooftop window monitors, second-story porches at each classroom grouping and a rooftop patio. At full occupancy, this educational day care facility will be home to 152 infants, toddlers and preschool students, as well as 25 staff members. Classroom spaces include kitchen alcoves, changing stations, crib areas, bathrooms, storage cubicles, learning stations and other features as appropriate for each age group. The building also features a full kitchen, resource and



workroom, administrative space, laundry facilities, mechanical space, an IT server room, and a large entrance lobby and elevator. Interior finishes include maple stairs, railings and trim; laminate cabinetry; resilient and carpet floor coverings; crown molding; chair rails; and Tuscan tapered columns. The fully landscaped exterior includes a securely fenced area with abundant play structures.

PROJECT PORTRAITS



WILSON ELEMENTARY SCHOOL

Client: Augusta County Schools
Location: Fishersville, Virginia
Architect: Crabtree, Rohrbaugh & Associates
Contract: \$13 million
Completed: March 2013

SPECIAL FEATURES

The Wilson Elementary project had three phases of construction. The first phase involved most of the site work and was scheduled to be finished August 3, 2012. The existing stand-alone gym was demolished, and a two-story addition with a gym was added. The new bus loop was also added during this phase. The structure is concrete block with brick veneer and metal wall panels at the gym. The majority of the roof is ethylene propylene diene monomer (EPDM) with some sloped metal roof at the front entrance. The interior finishes include painted CMU walls, drop-in ceilings, vinyl composition tile (VCT) and terrazzo. The gym floor is wood, as is the stage adjoining the gym. The building has three new outside air units with water-source heat pumps throughout each phase.

Phase two was the renovations to the kitchen and office areas. The existing kitchen was totally demolished, and new underground plumbing was installed. The old foodservice equipment was replaced. An addition containing the main office was added to the front entrance. The corridor and lobby floor finishes are terrazzo, and the classrooms' floors had new VCT applied. New windows and doors were installed as well. The front parking lot and a roundabout were also added at this time. The existing mechanical, electrical and plumbing systems were demolished and replaced with new equipment.

Phase three consisted of adding a new kindergarten wing to the existing southern end of the building. The remaining school was demolished and replaced with new finishes that matched phase two.

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