



# Moving Construction Forward



## Letter from the President, Greg Freeh



Greg Freeh

**F**ortney & Weygandt, Inc. is celebrating 40 years of being in the construction industry. Bob Fortney's vision for this company is as strong today as it was when the company started in 1978. Bob always thought long term and demanded as much from himself as he did from anyone else. His business plan was to treat employees and clients properly and make sure the taxes were paid. "Everything else will work out," he would say. It has.

Bob's vision of promoting professional construction services and placing the long-term presence ahead of the short-term goal is evident in the successes we have had over the past four decades. We have been lucky to have many long-term clients over the years. During the last 40 years, we have been able to build in every state across the country, have been recognized and awarded for our projects, and have been able to give back to our community. We will continue to make an impact in our industry and community for years to come.

We have grown from a self-described "mall rat" chasing retail work from mall-to-mall to a national account contractor working across a variety of commercial segments. We are proud to have completed over \$2 billion worth of construction on 25,000 projects as we have grown. Many projects have been with the same clients year after year, while others have been in bursts as industries change and companies are acquired.

We have built upon the basics of professionalism, customer care, productivity and efficiency that are the foundation of this business. We continue his focus on education and betterment as we grow and embrace the changes and technological advancements in construction and the world.

The changes in the construction industry over the last 40 years are as incredible as any other industry. The biggest advancement has been in communications and the time frame of information exchange. When mail was the major form of formal information exchange, communications were exchanged every three to four days. Now that has been condensed to minutes. One thing that has not changed is the commitment we strive to fill every day, to be your preferred construction professional.

We welcome the challenge of change and the advancement of our industry. We have reached this incredible milestone thanks to our employees, clients, subcontractors and vendors. All of us look forward to advancing the construction industry as a part of Fortney & Weygandt, Inc.



Greg Freeh, President

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# Segments

## Retail

Strict deadlines and a quick response to issues are paramount to retail success. Our project managers and field superintendents are adept at coordinating the details of retail construction and are dedicated to having you open and your cash register clicking.

With thousands of retail build outs completed, we will have you open for business promptly.



## Restaurant

Restaurants are unique and require the specialty construction expertise of professionals. Whether you operate a white-cloth upscale restaurant, a casual dining establishment, a quick-service or a fast food restaurant, you deserve the quality and craftsmanship that comes from caring individuals.

The project managers and field personnel at Fortney & Weygandt understand the unique aspects of restaurant construction – from the kitchen and prep areas to the detailed carpentry associated with the front of the house. The strict requirements for ventilation, fire protection, and safety are second nature to our crews.

As one of the premier restaurant contractors in the country, we will travel wherever you would like to deliver your restaurant in a timely manner with a level of service second to none!



## Commercial

The construction of a new facility or the renovation of existing space may be the single largest capital investment a company will ever make. At Fortney & Weygandt we are committed to service, trust, and teamwork – working with companies to make certain the final product is what was envisioned.

We're aware of the abundance of details that go into the opening of a new commercial facility or the renovation of an existing one, and we strive to have clients' open for business as quickly as possible.

## Hospitality

A recognized leader in hotel construction for both new builds and property conversions/remodels, Fortney & Weygandt has built thousands of rooms for a variety of national clients. Our estimating and project management groups are familiar with the prototypes and standards of many national brands and understand the different construction project delivery methods required for each.

Whether you are considering a block & plank, steel, or wood-frame structure, the skilled craftsmen at Fortney & Weygandt will see you through the complexity of the project.

## Segments



### Medical

Fortney & Weygandt, Inc. understands the unique requirements of building for the diverse needs of the medical industry. We understand that your expectations are high as you aim to create a patient focused medical facility that creates a great experience for your customers and patients. Evidence of our success in creating those environments can be seen in the variety of our projects which include: pharmacy construction, surgical centers, vision and dental practices, dialysis facilities, medical offices, and veterinary facilities.



### Senior Living

The senior housing options available today including independent living, assisted-living, skilled-nursing and memory care have evolved to include a wide array of services. Similarly, construction of senior housing has evolved, with specific attention to the high-quality craftsmanship your residents deserve.

When you choose the construction specialists at Fortney & Weygandt, you choose a contractor with highly skilled, dedicated project managers and a field staff trained in the latest safety and construction techniques.



### Multi-Family

Multi-family construction requires innovative solutions to meet the owner's needs. Whether single-story, garden-style apartments or high-rise condominiums and apartment buildings, Fortney & Weygandt has the expertise to deal with the myriad issues necessary to have you ready to lease your space.

With particular expertise in apartment renovations with residents in place, we are your one source to assist you in gaining an advantage on your competition in the market.

# Fortney & Weygandt's Services

## General Contracting

To provide every client with the most competitive pricing, the Fortney & Weygandt team of highly-skilled estimators and administrators continuously develop strong working relationships with subcontractors and suppliers across all work divisions. We constantly update our subcontractor database and utilize our secure web-based bidding platform to electronically communicate bid invitations and addenda to subcontractors as well as upload plans and specs for bidding contractors to easily access and download.

We believe communication is the key to the success of any construction project.

All our field superintendents utilize the latest technology to maximize efficiency, communicate and respond, and produce the highest quality finished product. Our project managers and field superintendents will lead our self-performing crews and qualified subcontractors and suppliers to the successful completion of your project.

## Design/Build

The design/build process can provide you with a single source of responsibility for project planning, design, budgeting, scheduling and construction. Creating a team approach with the owner, architect, and builder; design/build is a cost-effective delivery method of construction that reduces time and dollar investment by lowering upfront costs and generating earlier project completion.



The professionals at Fortney & Weygandt partner with architects and engineers with specific design experience for your project type, whether it be an office building, hotel, retail store, housing or restaurant. We will work closely with you and assist in determining cost and schedule goals.

The advantages of utilizing the Fortney & Weygandt design/build process are numerous:

- The creation of a team-oriented atmosphere whereby all parties are working toward the same goal – to have you in your building in the shortest time possible and in the most cost-effective manner.
- Project budget and cost determined early, allowing appropriate financing opportunities.
- Consistent monitoring of design and engineering throughout the duration of construction maintains costs, keeping them on track.
- With an experienced and knowledgeable staff, we offer comprehensive value-engineering and recommend alternative material and construction methods to achieve the greatest value for your investment.

The Fortney & Weygandt design/build approach relies on years of experience in delivering projects on time, on budget, and exceeding our customers' expectations.

## Rollout Program Management

The renovation of multi-store locations, whether due to an acquisition or updated design is a time – and labor – consumptive process. Our Rollout Services Group is skilled at executing varied work scopes over wide geographical areas within tight time frames. Our dedicated crews will ensure reliable, timely, and consistent project performance.

The degree and level of coordination, planning and execution to ensure a smooth process during a refresh or remodel can be overwhelming to some. Fortney & Weygandt Rollout Program Management is the proven expert in managing this process and releasing you from that burden.

Typical work scopes may include Major Remodel/Resets, Acquisition Conversions, Visual Upgrades, Store-within-a-Store Remodels, White Box/Closed Store projects and other services.

Our experiences with refresh and remodel rollouts allow us to provide consistent quality across the entire scope of your project while providing minimal disruption to your customers or business.

We minimize business interruption by offering:

- Single Source Responsibility
- Flexible time scheduling
- Open Store Work
- Phase Construction

We are the chosen one stop solution to implement projects from conception to completion because at Fortney & Weygandt Rollout Program Management, our focus is your customer.

## Superior Project Management Make a Difference

**A** few years ago, Fortney & Weygandt, Inc. commissioned Gianfagna Marketing & Communications, Inc. to conduct a market study and one part of that study dealt with the perceptions of our clients, developers and architectural associates towards our company. One attribute that respondents in the study mentioned repeatedly was the company's "superior project management capabilities," such as comments like:

*"Quality; craftsmanship; they're particular, committed to turning over a good project."*

*"They manage projects very well."*

*"Really good project management skills and superintendents."*

*"They do a quality project."*

These statements affirmed Fortney & Weygandt's belief that one of the primary reasons any project will be successful is the strength of the project management team guiding it. That's the reason for our strong focus on excelling in our project management capabilities and place so much emphasis on building and maintaining the strength of our entire staff.

### The Whole Project Management Team is Critical

The Project Management Institute defines project management as "the art of directing and coordinating human and material resources throughout the life of a project by using modern management techniques to achieve predetermined objectives of scope, cost, time, quality and participation satisfaction." Our definition is much simpler. We believe it means:

- A well organized, experienced team providing the proper leadership, technical knowledge, and precise scheduling of material and equipment delivery;
- Coordination of architects, engineers, all subcontractors and field workers; and
- Back office staff that achieves a set of critical goals: completing a successful quality project on time and completing under budget.
- Manage the communication and collaboration that must take place among the various players involved, including the project superintendent, administrators, project accountants and the rest of the project team.
- Manage the project's close out process, including punch list completion and delivery of drawings, maintenance manuals and warranties to the owner.



It is the achievement of these objectives – cost, time, quality plus owner satisfaction – that defines successful project management which, in turn, sets a general contractor apart from the rest.

### The Role of The Project Manager

In our view, the project manager is the most important person responsible for ensuring the success of a project. It is the project manager who plans, organizes and controls the direction of the project. He or she must:

- Ensure the effective utilization of resources, including labor, materials and equipment.
- Manage the project's scope, budgeting, scheduling and performance requirements.
- Cost control management, including managing change orders, preparing and submitting cost documents, and resolving issues.

Because we believe that a highly successful project management team begins with a highly skilled project manager, all of our project managers are degreed and come to the company with years of experience or are expertly trained by our project management veterans. As long-term employees, our project managers, along with our staff of administrators and project accountants are steeped in the Fortney & Weygandt culture of excellence.

Every member of our project management staff knows the importance of their individual roles and knows that successful projects are those that are planned and have a clear purpose. One important reason for Fortney & Weygandt's success is that we all understand the critical importance of a superior project management team to bring all of our projects not just to satisfactory conclusions, but to successful conclusions.

As our marketing study showed, our clients have taken notice.

# Choosing a General Contractor

**“Why you?”** It is a common question you receive in any company, no matter what your position. When someone is evaluating your company and your service, they want to know why they should choose you over a competitor.

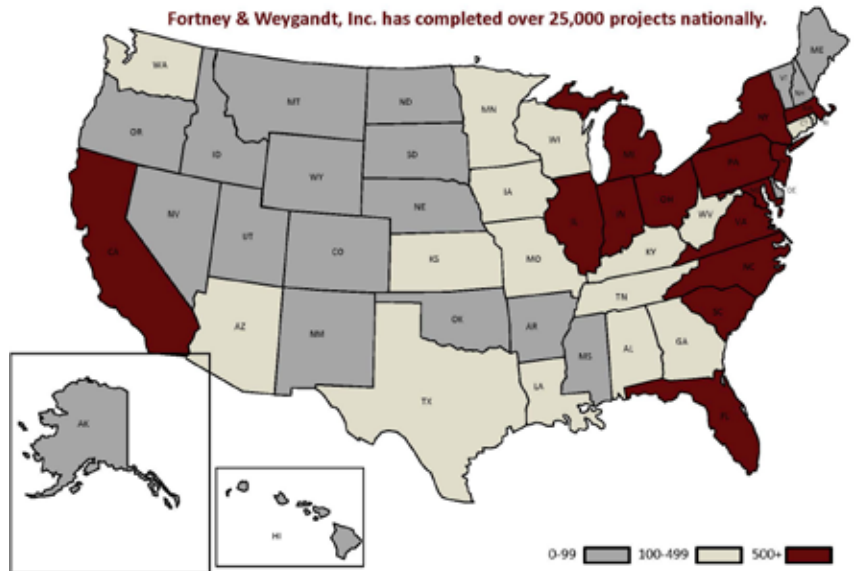
We have spent the last forty years showing people why they should choose Fortney & Weygandt, Inc. and then proving to them that they made the right decision by successfully delivering a great project and experience. However, the evaluation process has evolved and involves more people than ever before to choose a general contractor. Therefore, we advise assessing these attributes when beginning the construction process.

## Accountability

When you are first engaging a general contractor, you will want to get a broad overview of who they are that goes beyond the marketing material they have provided or what is available on their website. The best way to achieve this is to request an AIA 305 statement from them. The AIA 305 is a contractor-provided notarized statement that verifies the background and financial stability of the contractor. Depending on your project scope, it is also important to obtain a recent financial statement and proof of their ability to be bonded. This information will provide you with a good overview of their services and allow you to gauge if you want to proceed with the contractor evaluation.

## Character

As part of your continued evaluation, be sure to check the contractor's references. Share with the



reference some details about your potential project as you begin the conversation. That way they can offer an informed opinion on how they think the contractor will do on your project based on their experience. Be sure to follow up with the contractor after the reference check if there are discrepancies you want to clarify.

Beyond references, get to know the people you will be working with at the company. If possible, connect with them on the phone. Engage with them in the normal way you like to communicate to see how they interact and if it meets your standards in terms of timeliness and content. Establishing a system of communication early on, which all parties can agree to, will be essential for creating a positive construction experience. You will be spending a lot of time with them over the course of the project – be sure they are people you want to work with.

## Experience

Ask your prospective general contractor how they will approach

the project. Be sure to get details about how they will schedule and staff the project. Find out what their experience has been with projects like yours. Is your project something they do often? Or does your project contain similar elements of typical projects they perform? Oftentimes, a general contractor has diverse experience that relates to multiple types of buildings.

When evaluating the types of projects they do, also evaluate their current workload. Can they accommodate your project to your standards? General contractors often have multiple projects going on simultaneously and divide their time accordingly. Discuss how the project management staff and superintendent will address your project throughout the duration so it is successfully completed.

Engaging your prospective general contractor in this dialogue should enable you to better understand your contractor and the construction process.



**FORTNEY & WEYGANDT, INC.**  
GENERAL CONTRACTORS

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