

Charles Ryan Associates Keep Moving On Up

Charles Ryan is no stranger to West Virginia. As chairman and CEO of Charles Ryan Associates, he has watched the company grow from one employee in 1974 to a current staff of 45, which includes an office in Huntington, West Virginia.

But in February of this year the Charleston office moved up a little higher. To the 11th floor of One Valley Square, to be exact.

The entire floor was renovated into a state-of-the-art public relations and advertising showplace. Every inch of the 15,000 square-feet of available space was put to good use. Designed to their specifications by the Charleston firm, Clint Bryan & Associates, their new *home* contains a media center, advertising production area, perimeter

offices, and conference area with interior glass walls. There is a full view to the outside from anywhere on the floor. It was designed for spaciousness and light, and promotes a very creative atmosphere.

"I would urge anyone considering a pro-

ject such as we have completed to utilize Pray," says Ryan. "In so doing they will enter a true partnership based on trust, professionalism, a prudent approach to cost, and a passion for quality. One could not find a better way to build and create the finest, than with Pray Construction."



Becky Ryan, Erich Reggi, and Charles Ryan

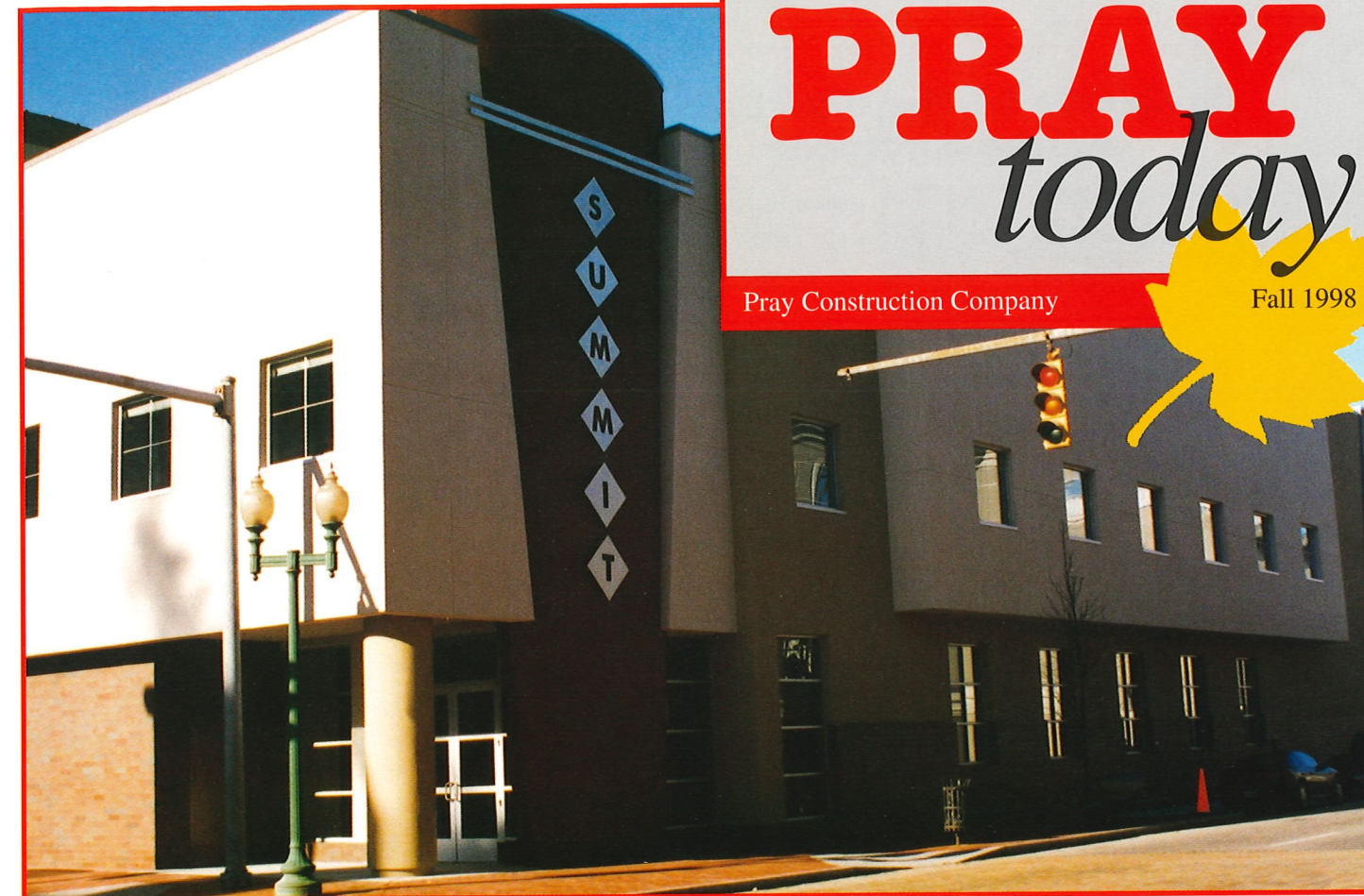
PRAY

Construction Company

General Contractors • Design-Builders

P.O. Box 3778
Charleston, WV 25337

Bulk Rate
U.S. Postage
PAID
Marietta, OH
Permit No.161



A Twenty-Four Year Old Idea Becomes Reality: The Summit Conference Center

It all started in 1970 when Robert Simpson was attending Ohio State University. For a class assignment he was to write a paper about a certain real estate project. His charge? A commercially available conference center. A place where classes and training could be held. After interviewing people around Columbus and doing research, Bob turned in his paper and put his

idea on hold.

Fastforward your calendars to 1994. Bob Simpson, now a partner in the accounting firm of Simpson and Osborne in Charleston, West Virginia, was holding a training session for his firm. And everything that could have gone wrong did just that. A power outage. Missing markers. Poor lighting. Disruptive noise coming from the kitchen. "There has

to be a better way," he thought. So Bob revived his old college idea, and the Summit Conference Center was born.

After interviewing numerous architects and general contractors, Pray Construction was chosen because of their design-build expertise.

"Pray's approach was a much lower risk for

us," said Simpson. "They spent less money up front and told us what we could afford."

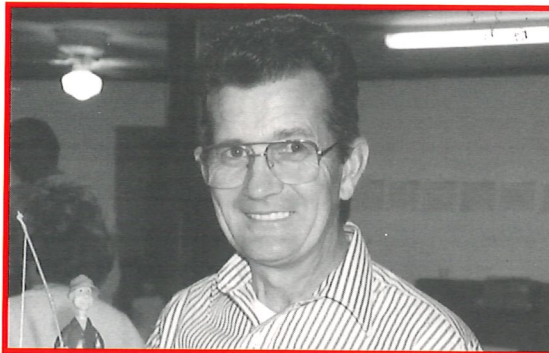
Simpson likes to tell of the incident where they were already putting up drywall when he entered a certain conference room. "It's way too claustrophobic in here," he thought. "We must add a window." After one phone call to team leader John Jarrett, everything was taken care of. The needed window was installed within a week. No questions asked. "Pray Construction was with us every step of the way," Simpson said.

The Summit Conference Center opened for business on January 5, 1998. It is a 13,000 square-foot, state-of-the-art conference facility. Summit's art deco facade designed by the Washington, DC firm, The Hillier Group, adds a refreshing touch to the face of Charleston's city streets.

*Above: The Summit Conference Center
Left: The Simpson Family - Robert, Jr., David, John, Jean, Dr. Robert Simpson, and Mark. Not pictured - Eddy Simpson*



Associate In The Spotlight: Kenny Birthisel



*Kenny Birthisel
Painting Contractor*

specializes in painting, finishing dry-wall, and hanging wallcoverings.

"We deliver our projects in record time," says Mark Grigsby, a senior project manager at Pray. "This means we have a lot going on at the conclusion of a project. We must have a cooperative and skilled painting and decorating contractor that will help us meet our aggressive goals."

"Kenny has the knack for supplying a very high quality product, often in very challenging circumstances!" Grigsby adds.

Everyone at Pray appreciates Kenny and all of his fine craftspeople.

Kenny and his wife, Millie, have three grown children -- Kenny, Cyndi and Chris. Their son, Kenny, and son-in-law, Mark, both work for K. H. Birthisel, Inc.

Success in the construction business is a direct result of dedication, teamwork, and trust in the people and partners with whom you work. This issue of *Pray Today* would like to recognize **Kenny Birthisel**, owner of K.H. Birthisel, Inc.

Born and raised in the Charleston area, Kenny started his business in 1972. He

Now You Can Visit Pray Construction Without Leaving Your Office

Thanks to the wonders of technology, information on Pray Construction is now at your fingertips.

You can visit us anytime, day or night, at our new website. The address is **prayconstruction.com**.

If you are curious about what Michael Graney, President of One Stop, has to say about Pray's performance during the construction of the One Stop in

Kanawha City, you will find it on our website. Maybe you would like advice from Tom Graff, CEO of Bowles Rice McDavid Graff & Love, as to which contractor you should hire for a certain project. You will find that information on-line, as well.

Along with several testimonials, there is information on Dave Pray, the company, and our many projects and accomplishments. There are color photos of past design-build and general contracting projects along with information pertaining to each one. Current projects can be reviewed by visiting the Client Project Report section. And if you would like to receive further information, you can fill out an Information Request Form and send it to us by E-mail.

We have even included a copy of this newsletter, *Pray Today*, for your on-line viewing.

So be sure to take a few minutes to "visit" us. We hope you like what you see!

Get With The Program

The time has come to move your company to a new location. Wouldn't it be great to build your own office building just the way you want it...and need it? It *is* possible, but where do you start?

You can start by asking yourself the following questions:

- How do I determine just how big the building should be?
- Should I plan for business growth? More executives, maybe? More entry level positions?
- How much room should be allotted for storage?
- What's my budget?

You know your business better than anyone else, and only you can determine exactly when you are ready to make the move. But exactly how large the building should be or what size piece of property is needed for this building might be anyone's guess.

If you are expanding, then you can generally interpolate from your existing facility. But do you really know how efficient the current space is? With construction costs in the neighborhood of \$100 per square foot and your real estate investment anywhere from \$3 to \$35 per square foot, the person in charge of your new facility needs to very carefully analyze your space requirements (inside and outside your facility). A reduction of one hundred square feet could reduce your capital investment by at least ten thousand dollars.

Pray Construction can help you plan effectively by preparing a document called "The Program of Requirements" or *The Program* for short. The Program is a text document that quantifies your desires into specific space requirements and then adds accurate allowances for circulation space (corridors, etc.), the interior walls, and finally the exterior walls in the case of a new

continued on next page

Everyone A Little Stressed Around The Office? Go Whitewater Rafting!

Meetings. Budget constraints. Small offices. Big deadlines. No wonder employees, these days, are showing signs of stress and lack of enthusiasm. And now that summer has come to an end, it seems there is little to look forward to.

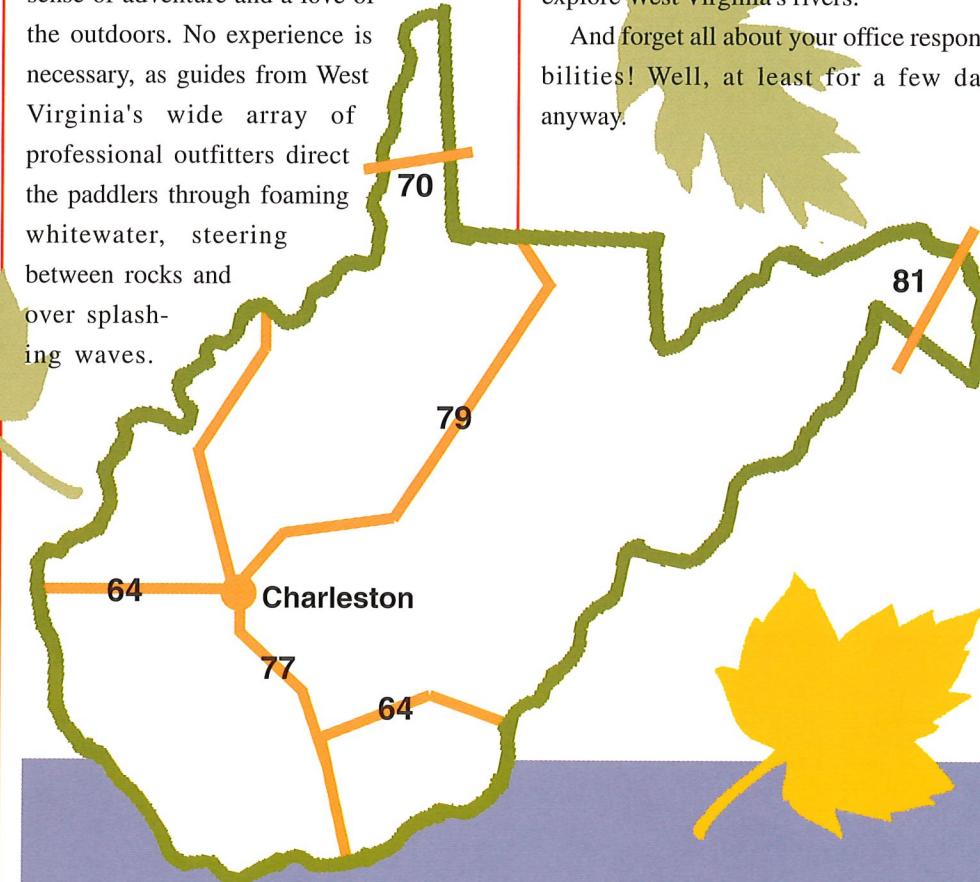
Until now. This fall, why not plan a company retreat on the waters of West Virginia's finest rivers? Thrilling, exhilarating, exciting, relaxing, transcendent . . . whitewater rafting is all of this and more!

Rafting can run the gamut from a challenging adventure to a calm, peaceful float trip, allowing you to appreciate spectacular scenery. One trip and the rhythm of the river will pulse forever through your soul, drowning the mundane stresses of life. West Virginia, *America's Best Whitewater*, offers nearly 2,000 miles of mountain streams coursing through the fabled Appalachians -- including the Gauley, ranked

seventh in the world and second in the U.S. among whitewater rivers. Our rivers possess unrivaled beauty, history, excitement and accessibility to anyone with a sense of adventure and a love of the outdoors. No experience is necessary, as guides from West Virginia's wide array of professional outfitters direct the paddlers through foaming whitewater, steering between rocks and over splashing waves.

Abandoned coal mining towns, lush summer foliage, fiery fall foliage, scenic waterfalls and tall tales from your guides are among the added attractions. Come explore West Virginia's rivers.

And forget all about your office responsibilities! Well, at least for a few days anyway.



Get With The Program

continued from previous page

building. While the interior is being programmed, we will also program the site allowing for the specific requirements such as parking, exterior circulation (for cars and people), and allowances for greenspace and landscaping areas.

At the end of this exercise, you will fully understand your building and real estate needs, and your budget will be very accurate. Notice, there have been no drawings developed. However, when you get ready to perform preliminary design development work, the program will be invaluable.

The staff at Pray does a remarkable job of working with customers to help them determine their programmatic requirements.

For more information about this valuable service, call Dave Pray at (304) 755-4944, extension 30.

A large majority of outfitters are located along the New and Gauley Rivers. Listed below you can find general directions for this area. For specific directions to a specific outfitter please contact them directly.

From the North:

Take I-79S to US 19S to the New River Gorge/Gauley River region or I-77S & US 19N to the New River Gorge/Gauley River area.

From the South:

Take I-77N to US 19N to the New River Gorge Gauley River region.

From the East:

I-64W or I-66W to I-81S, then back to I-64W at Lexington, VA; follow I-64W to I-77N; I-77N to US 19N to the New River Gorge/Gauley River area.

From the West:

I-275 to 32E to Jackson, Ohio; US 35S to WV 34S to Charleston, WV; I-77S to US 19N to the New River Gorge/Gauley River area.