



Design-Build Method A Success For Bowles Rice McDavid Graff & Love

When Tom Graff interviewed Pray Construction to design and build their new 50,000 square-foot law office, he knew the project would succeed from the initial interview. David Pray had the design experts he needed right there with him as team

players.

During the fall of 1996, Bowles Rice McDavid Graff & Love opened the doors to their new office building on Quarrier Street in downtown Charleston. It was a much anticipated opening designed with all

of the company's needs and wants taken into consideration.

Some of these features are quite noticeable, such as the conference rooms with video conferencing abilities and data link-up, the satellite libraries and the computer training facility. Other very important features are not as visible. The firm used round ductwork for cleaner air and quieter operation. The ceiling and walls are sound-proof. Windows are thermal, tinted and reflective.

The Charleston Renaissance Corporation recently awarded the firm with the Best Development Project Award of 1997 for the City of Charleston.

And now, exactly one year later, is this design-build project meeting up to its pre-construction expectations? "The design of the building created efficiencies in ways that we hadn't even imagined. It has far exceeded our expectations," said Marc Monteleone.

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Pray Construction Company

Winter 1997

Pray Construction Company Welcomes You To Their New Putnam County Office

Since 1975, David Pray has been spending his time and effort building projects for others. Parking buildings, office buildings, restaurants, jewelry stores, banks . . . you name it. But in January of 1997, the company broke ground in Putnam County to begin a project a little closer to home - a new office building for Pray Construction Company.

After spending 12 years on downtown Charleston's Virginia Street, the time had come to expand the office space and make the working environment more productive for Pray's employees. Yes, the time had come to put to work the design-build method that Pray has crafted so well.

The move took place in April of this year. The new building consists of 13-plus offices, a classroom, and three conference rooms. One of the conference rooms is a

presentation room where Pray's management can host customer meetings while being served lunch from a pass-thru pantry.

With a centralized network room and a state-of-the-art infrastructure, the offices



The new Pray office building contains a 4,500 square-foot warehouse for plenty of storage.

are prepared for the Management Information Systems of the future. The office also includes a central file room, a product selection library and a kitchen.

An adjoining 4,500 square-foot warehouse allows for on-site storage of equipment and tools. The new location also offers plenty of parking.

The Pray office building was built with the effort and cooperation of many individuals and companies. Members of the design team did a wonderful job. The team members include: **Exterior** - Paul Tennant, *Associated Architects*; **Interior** - Jeff Miller, *Hunter/Miller + Associates*; **Equipment Storage Area** - Lloyd Miller, *N-Visions*; **Structural Design** - Fink, Roberts and Petrie.

Most notable, however, was "the remarkable efforts from our management and field employees," said David Pray. "Without their attention and fantastic cooperation, this project would not have been possible."

We are very proud of our new "home" and invite you to stop in and visit at any time.

Parking Buildings Are A Welcome Addition To Downtown Charleston

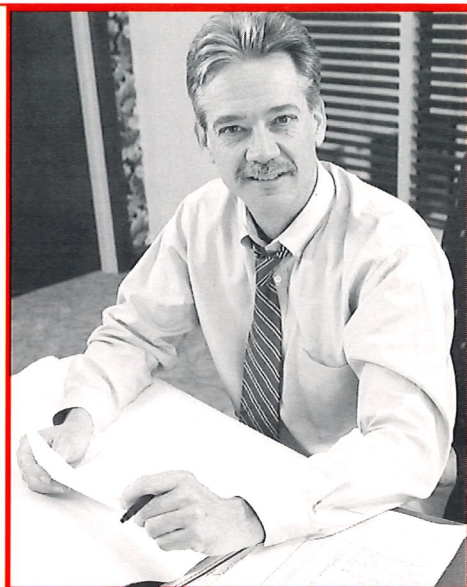
When the City of Charleston, West Virginia, contracted to build two downtown parking garages, the project's value was obvious. Convenient parking is essential in the city's economic growth. Due to the special bond constraints, contractor candidates were limited by strict laws and requirements. Because Pray's proposal included a superior design and a substantial cost savings to the city, the company was chosen to do the work. The bid was \$1.5 million less than the next competitor.

With John Jarrett, Team Leader, and Glenn Payne, Superintendent, the company broke ground in February of 1995. Pray designed the two buildings so that they would blend

in with the surrounding fabric of the city. The building was designed to function effectively and require little maintenance. Company officials had to execute the design within the budget and timeframe submitted, which presented challenges.

The company was successful in meeting the prescribed deadlines. Within one year Shanklin Park and Summers Street Parking Garages opened and Charleston's economic plan was right on track.

"The parking garages were one of the finest construction projects Charleston has had the pleasure to develop," said Charleston's Mayor Melton.



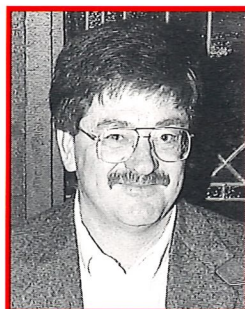
David Pray Named Entrepreneur Of The Year

David Pray was honored this year with the 1997 Entrepreneur of the Year Award for the State of West Virginia in the construction category, which is founded and produced by Ernst & Young LLP.

In a ceremony that took place on June 12, 1997, at the Charleston Marriott, he accepted the award with great pride.

In order to appreciate how far David has come, one must know where he has been. He began his career in the construction industry in 1973, working for Caperton Van Wyck Company. He had taken a leave of absence from New York University and moved to Putnam County with his wife, Laura. Within a year, David had gone from being a carpenter, to foreman, and then into the ranks of the unemployed when Caperton Van Wyck closed in 1974. Shortly after, David founded Pray Carpentry. The company started out building residential properties. It eventually became Pray Construction Company and began taking off in the early 1980's with a contract to build Kay Jewelers.

This award is dedicated to an individual that has a unique and interesting story-- a story that illustrates the courage, imagination, and the perseverance it takes to pursue the entrepreneurial dream.



Chuck Nary
M&L Electric

for 20 years prior to that time.

M&L Electric has teamed with Pray Construction on numerous projects. Completed projects include the Bowles Rice McDavid Graff & Love office building and the Spring Street Foodland. Current projects with Pray include CAMC's Sports Medicine Center, and the Summit Conference Center.

M&L Electric has been a member of the National Electrical Contractors Association since 1994. Chuck has served on the Charleston Joint Electrical Apprenticeship Training Committee for three years.

"Chuck's dedication and attention to detail are greatly appreciated by Pray Construction Company," said David Pray.

When he is not working, Chuck spends time with his wife, Donna, and their four children.

Associate In The Spotlight: Chuck Nary

Success in the construction business stems from teamwork, dedication and trust with the people and partners with which you work. In an effort to recognize those individuals who have worked successfully with us in the past, we have created the "Associate in the Spotlight" feature, which will appear in every issue of *Pray Today*.

In this issue, the spotlight is on **Chuck Nary**, manager of M&L Electric. Located in Pinch, West Virginia, M&L Electric has been in business since 1990 and has seven employees. Chuck worked as a union electrician

PRAY today is published occasionally for friends and associates of Pray Construction Company.

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What Is Design-Build And How Can My Company Benefit From It?

Your company has grown steadily for the past five years. Office space is getting tight and employees are becoming irritable. It's time to relocate to a different location more suitable for your expanding business. You have two options: continue to pay rent on a bigger office or build your own. If you decide to build your own, you have two more options: the bid process or the design-build process.

The design-build process provides the simplest and most economical method of project completion. Communicating with a carefully assembled professional team for architectural services, engineering design and construction reduces effort, saves time and streamlines the communication process. Because of its simplicity and the added benefit of "single source accountability," the needs of the project owner are more completely met.

• **Design, bid and build method.** - Design drawings & specifications are more expensive. In the bidding process, contractors must often use less qualified subcontractors

in order to staff the project economically and keep the price low. Additionally, the bid price only includes what is specified in ink and errors and omissions must be completely ignored until they show up later as cost overrun "change orders." Change orders typically drive the cost of the project much higher than the original bid price. Who does the owner hold accountable? Does the fault lie with the architect or the contractor for not foreseeing the plan's deficiencies? Either way, the owner pays for the change orders.

• **Design-build method** - The design-build process allows for full execution of the "team concept." The owner and the design-build contractor work closely together to determine the scope of the project. Although this is similar to working with an architect first and then bidding, all similarities quickly end. The design-build contractor works closely with key sub-contractors from conceptual design throughout completion of the construction drawings and specifications. Plans and specs are reviewed in

detail with the key trades to determine actual costs. Continuous review of real world costs by the owner and design-build contractor ensure that the project design remains within budget.

Because the design-build contractor has to build what he designed and priced, and the sub-contractors have been involved in the project from the beginning, change orders and cost overruns are considerably reduced.

The bid process only allows for a point or two difference in pricing between contractors. The design-build method, by considering the construction process during design, substantial savings can be realized.

For more information, feel free to call Dave Pray at (304) 755-4944, X30.

1997: The Year In Review

1997 was certainly a memorable year at Pray Construction Company. We excelled in many ways, reaching goals and demonstrating the strategic differences in Pray's service.

1. CORPORATE GROWTH. Notably, we designed, built and moved into our new office in Scott Depot. With 6,700 square-foot of office space and an adjoining 4,500 square-foot warehouse, we are more than ready to continue growing and serving our clients with efficiency.

2. CUSTOMERS. We assisted many clients with their new facilities. They include CAMC's Sports Medicine Clinic; the Simpson family's Summit Conference Center; Ralph Lauren's Polo Store at The

Greenbrier; Gaston Caperton's new residence in Shepherdstown, a new 7-11 in Barboursville; a new health center in Monroe County, and we (finally) broke ground on a new senior living center for Marietta Memorial Hospital in Marietta, Ohio. We continue to champion unparalleled follow-ups on our completed projects.

3. RECORD TIME. Once again, all of our projects were completed on or ahead of time, a Pray trademark.

As we look forward to 1998, we encourage everyone to think about what each one of us can do to make our customers' projects run smoother, safer and faster. Thanks to each of you for helping us be successful this past year.

inside **PRAY**

• Pray Construction Company has received the **Safety Achievement Honorable Mention Award** for 1996 from the West Virginia Safety Council.

• New Employees (since July 1, 1997)
Keith Smith
Project Manager, Clarksburg, WV
Loy Litton
Superintendent, Marietta, OH
Julie Mettler
Office Manager, Marietta, OH
Derick Foster
Project Engineer, Marietta, OH
Welcome to the Pray Construction Team!

• On November 5 - 7, **David Pray** attended the Design-Build Institute of America's 1997 Annual Conference in New Orleans, LA. At the conference, he was moderator for the session entitled "Tactics in Advocating Design-Build Procurement to State and Local Agencies."