



Rick Jackson and Gina Stewart at ICSC National Harbor show.

REPORT FROM MID-ATLANTIC ICSC

The Mullan Contracting Company joined more than 2500 attendees of the Mid-Atlantic International Council of Shopping Centers (ICSC) deal-making session at National Harbor recently. Among the topics discussed at the conference was “authenticity,” which pertains to how landlords and owners address shopping center renovations and improvements. This concept comes in play when the owner is replacing a bench, and has to decide between real wood and plastic. In terms of trees and its positioning and decoration, should they be large shade trees that provide comfort to visitors? And, should these trees be decorated with twinkling lights or be bare?

CONTINUED ON PAGE 3



Maureen Rozanski and
Buck Simpers.

A CONVERSATION WITH BUCK SIMPERS ARCHITECT + ASSOCIATES, INC.

After spending just a short period of time with Buck Simpers, founder of Buck Simpers Architect + Associates, it is easy to arrive at the conclusion that he has witnessed - and been involved with - virtually it all, when it comes to the architectural and design industry throughout Delaware, Pennsylvania, New Jersey and Maryland. His full-service studio, which recently moved to new offices in the Riverfront Wilmington area, employs approximately ten full-time employees and specializes in the education, corporate, institutional and mixed-use real estate sectors.

Mirroring many of the industries his firm works in, Buck has also come full circle in many respects. “Take a look at the educational sector,” he explained. “The first wave of schoolhouses popping up throughout the country were of the one-room variety, with an accent on flexibility and open spaces. School buildings later became compartmentalized and specialized, with partitions carving up spaces that fostered smaller study and teaching areas,” Buck added. “But, look at institutions now. With the implementation of technology, classrooms have returned to its original roots with large open spaces. Collaborative learning is the new trend, together with daylighting, which contributes to the alertness and attentiveness of the students.”

CONTINUED ON PAGE 4



The Edward St. John Student Center is a three-story 75,000 square foot structure highlighted by a dining hall that seats up to 685 students.

MULLAN CONTRACTING CAPTURES SIX ASSOCIATED BUILDERS AND CONTRACTORS AWARDS

The Mullan Contracting Company was honored for six separate projects by the Baltimore Chapter of the Associated Builders and Contractors (ABC) in its 2015 awards competition, including an “Award of Excellence” for the construction of The Edward St. John Student Center, located on the campus of McDonogh School in Owings Mills. The company received Merit Awards for:

Annapolis High School: Mullan constructed a new two-story, 20,100 square foot building which served as expansion space, and included additional classrooms, as well as performing and visual arts studios.

Carney Village: this project included the complete re-facing of the shopping center, the installation of two architectural towers on opposite ends of the center, the replacement of the roof and sidewalks, and the addition of a common space green area.

Graul’s Market: Mullan performed a complete renovation of the Mays Chapel food store, with all work performed after hours during the 8:00 pm to 6:00 am time period, to avoid regular hour store operations.

Norris AutoConnect: this project scope involved the complete renovation of the interior of this 22,000 square foot building that contains an automotive showroom, sales offices, a receptionist area, multiple service bays, collision repair facilities, a parts room and storage space.

Righttime Medical Care: Mullan Contracting has completed numerous construction projects for this fast-growing urgent-care facility, including this new 4,800 square foot, free-standing building in Frederick County. The project included multiple patient rooms, areas for a laboratory and x-ray services, office space and a lobby/receptionist area.



Annapolis High School



Righttime Medical Care

RECENTLY-COMPLETED PROJECTS



ST. MARY'S ANTIOCHIAN CHURCH

Mullan Contracting completed a 5,800 square foot addition to this church, situated near Hunt Valley in Baltimore County. The project scope was highlighted by the placement of a five-ton, nearly 40-foot wide gold dome. The exterior of the building consists of stone, with the interior accented by towering spires and iconography.

H&S BAKERY

Mullan Contracting constructed a new 27,000 square foot office and distribution center, located within the Hollander 95 Business Park in Baltimore City. The project also contains a 6,000 square foot truck maintenance facility, which is utilized by Northeast Foods to warehouse and ship bakery products. The project included the incorporation of a pre-engineered steel building to expedite the construction process.



NORRIS AUTOCONNECT

This project involved the comprehensive interior renovation of the 22,000 square foot building that contains an automotive showroom, sales offices, a receptionist area, multiple service bays, collision repair facilities, a parts room and storage space. Mullan also upgraded the HVAC, lighting and electrical packages.

PRIORITY 1 AUTOMOTIVE GROUP

Located in the Towson area of Baltimore County, Mullan Contracting constructed a new 7,920 square foot building designed to house a new dealership and service facility for the Maserati brand of automobiles. The interior features sales and administrative offices, a showroom floor and separate service and repair bays.

FROM THE DESK OF NORM WILDER

CHOOSING VALUE OVER PRICE

As businesspeople and consumers, we are conditioned to make daily purchasing decisions based primarily on price, especially when considering commodity items. This is a financially and fundamentally sound approach that works in the majority of situations but, when doesn't it work? Citing two well-known phrases, "you get what you pay for" and "if you don't have time to do it right the first time, when will you have time to do it over?"

Let's state this simply right now. The Mullan Contracting Company always strives to present the lowest possible cost for every construction project, as well as delivering the highest possible products, value and service. And, we also understand the realities of the low-bid method of construction contractor selection. But, I think often about the psychology involved in the decision-making process in our industry.

An article appearing on Inc.com discusses the value proposition a company provides when outlining its long-term history, track record for success, establishment of trusted relationships with its clients and problem-solving ability. And, does the "purchasing" company have confidence and trust in the entity they are about to do business with? What is "cost" of doing business with a new company in which no track record has been established?

The piece also references how "the customers who are obsessed with finding the lowest price" many times find the most problems.

Please let us know how The Mullan Contracting Company can solve your next construction management challenge.

Norman W. Wilder

Vice Chairman and Chief Executive Officer
The Mullan Contracting Company

ICSC CONTINUED FROM PAGE 1

The latest research indicates that "authenticity" is preferred by shopping audience, which translates to real trees that look natural (no lights), plentiful landscaping and the elimination of plastic or artificial elements (piped-in music is an example). In addition, they prefer centers with varied storefronts that add interest and excitement to the shopping environment. Authentic-looking centers create a comfort level among shoppers.

"Place-making" is another new buzzword making the rounds. This concept encourages increased and extended social interaction by integrating each of the gathering places of the community including the streets, sidewalks, parks, buildings and public areas. It lengthens the experience and dwell-time of the visitor at the project. Stated simply, if consumers find places within the center to relax, sit and enjoy, they will linger for longer periods of time. And, shop more.

VISIT OUR WEBSITE WWW.MULLANCONTRACTING.COM FOR THE LATEST NEWS,
INFORMATION ON CURRENT PROJECTS AND TO REVIEW OUR BID SCHEDULE.



BUCK SIMPERS CONTINUED FROM PAGE 1

Buck Simperts Architect + Associates has also cycled in size, in proportion to the scope of assignments the firm is entrusted with. After growing to a team of approximately 50, the company was right-sized like many of its peers that faced the challenges beginning in 2007. “We value the close relationships we have built with our long-term clients,” Buck explained. “A large percentage of the work we receive is repeat business. So, we naturally have to invest extra effort in learning and understanding our customers’ businesses in an intimate manner,” he added.

Buck inherited his passion for architectural design from his uncle Rick, a prominent Philadelphia architect, but the process was also nurtured in his immediate family. “My father was a wood worker and my mother was an interior designer, so no room in our house was ever sacred. Every inch of interior space was constantly being worked on and improved,” he laughed.

When asked what traits separate Buck Simperts from his peers, Buck was quick with his answer. “We bring full disclosure and transparency to our clients,” he began. “Our team is passionate about finding creative solutions to specific problems. And we don’t re-cycle designs or bring cookie-cutter answers to the table.

We believe each architectural challenge deserves a well-thought out and measured response. And, we will research every angle and approach until we arrive at the proper solution.”

Maureen Rozanski, the firm’s Associated Director of Interiors, adds that new technological advantages are increasingly impacting the work of the firm. “Technology is changing rapidly - sometimes from the start of the job to the end of it,” she explained. “So, modern-day architects and designers have to be cognizant of these advances and, where appropriate, integrate creative thinking into their designs. We are constantly evolving and work diligently to expose our clients to the latest thoughts of our industry.”

“Architects mold environments,” Buck concluded. “One of our primary responsibilities is to design spaces that work efficiently and effectively with the goals of the end-users. Modern-day society interacts differently with real estate. Universities, by way of example, now teach remotely through the use of the Internet. But, classrooms are not going away. Our team comes to work every day looking to improve how students and teachers interface with the classroom environment.”

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