

The Lehigh Way



*Uniting a Community
Around a Single Mission*

Gospa Village Gives Hope to Buffalo Locals

SEE PAGE 4



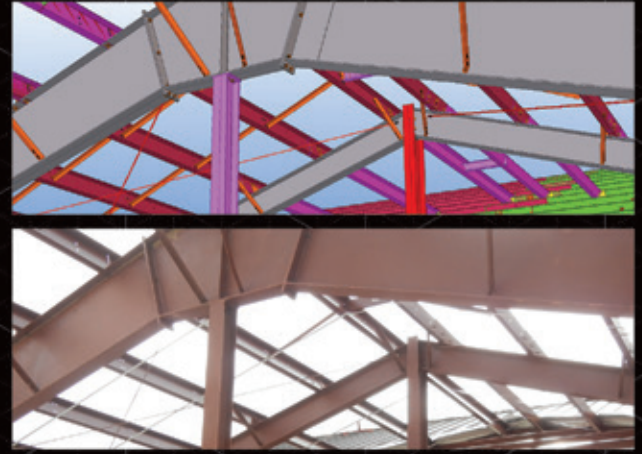
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Welcome to The Lehigh Way



The idea to start publishing this magazine came from an exhibitor's booth at a tradeshow. However, I wouldn't have predicted that six years later it would still be going strong. *The Lehigh Way* has been a great platform for telling our story, featuring our projects and partners and providing general industry news. Thank you to those who have supported through advertising, story ideas, "Ask the Expert" participation and general feedback.

This issue contains an article about a development that is quite special to me — Gospa Village at St. Luke's Mission of Mercy on Buffalo's impoverished east side. Gospa Village was a vision that now has become a reality thanks to a tireless and dedicated team of volunteers. I am proud of Lehigh's contribution to this effort.

Our feature article details Lehigh's experience in the beverage distribution and microbrewery sectors. This continues to be a growth area for our design-build services, and we are gratified to have delivered state-of-the-art facilities to position our clients for success.

We continue to focus on the growth of our Lehigh PRO service division — through building new relationships and providing new services. Our team recently became certified in the repair of Dryvit, an exterior insulation finish system. This was in response to customer requests and adds to the ever-expanding list of Lehigh PRO capabilities. Read the article to learn more.

Our "Ask the Expert" section features veteran interior designer and Lehigh partner Carol Schaper discussing her profession.

Here's to a prosperous 2016 for all of our clients and partners!

David E. Knauss
President

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ON THE COVER: Gospa Village, Jim Bush Photography



Uniting a Community Around a Single Mission

Gospa Village Gives Hope to Buffalo Locals

“Everybody who comes to St. Luke’s has a story.” That understanding by Amy Betros, co-founder of St. Luke’s Mission of Mercy in Buffalo, helps to fuel the needs of a community. Not only the members of St. Luke’s, but also anyone who comes into Betros’ influence has the benefit of her compassion and willingness to support however possible. Her infectious influence extends to local business owners, contractors, subcontractors and more. Listening to the stories of those around her and connecting people through that knowledge have helped lay the groundwork for Gospa Village and will act as its springboard into the future.

Betros realized the need for a community for single mothers and their children when she began her work at St. Luke’s Mission almost 20 years ago. “There were women with children, some with addiction, some who didn’t know how to take care of children,” she recalled, “I wanted to build a village for women and children to help them and support them. The hope with the Village is to “keep families together, to help them grow, to have an environment for women and children where they feel safe.”

The project has achieved overwhelming success — an achievement that wouldn’t be possible without the support of its community. The Mission has many dedicated volunteers, mostly lay people, but it also boasts a number of professionals, including attorneys, architects and more. St. Luke’s is unique in that everything it does is

entirely faith-based — fully funded by donations and volunteer labor. The Mission takes no government assistance, and the Diocese of Buffalo gives little to no financial assistance. Everything donated to the Mission is used for its community efforts.

“I think the biggest [challenge] is being able to make sure the people have the same mind, heart and spirit,” Betros explained, “There’s such a great need out there, and the challenge is keeping up with it.” Betros tells those whom

she helps, “God has a plan,” and Betros certainly operates the Mission with the same faith.

Lehigh’s president, Dave Knauss, began to play a role in the project at its conception. “Eighteen years ago,” Knauss said, “I volunteered for a work weekend my church was participating in at St. Luke’s with the Churches in Action (CIA) group. While in a basement of a house on Sycamore and relishing and enjoying the fact that I was just working with a shovel in my

How to Help

Please visit www.stlukesmissionofmercy.org for more information and updates or contact: Amy Betros, co-founder at St. Luke’s Mission of Mercy/Gospa Village: 716-894-4476.



hands, one of the organizers came up to me and said, ‘Amy Betros heard there is a construction company owner here, and she wants to meet you.’”

Amy proceeded to tell Knauss her vision for St. Luke’s for the next two hours, including Gospa House, which was then only an idea and later evolved to Gospa Village. “Amy [is] a difficult person to say ‘no’ to,” Knauss recalled. “She said God had sent me to help her. I left there that day thinking, ‘What in the world did I get myself into?’” Knauss was committed from the start.

The first projects Lehigh became involved with were the renovation of St. Luke’s Good Shepherd House for men and the renovation of the Mission’s kitchen, which provides hundreds of meals per day for those in need. The cost of the first two projects, with the help of Lehigh and their subs and suppliers, went down from an estimated budget of \$250,000 to \$150,000. “I marveled at how generous the subcontractors became when they learned about the mission of St. Luke’s and observed it in action. I just asked them to help out — without requesting donations,” Knauss said.

“After a few years, and with hundreds of thousands of dollars raised (but not the millions needed for a single building), Amy and I were talking, and the idea of a Gospa ‘Village’ versus a large Gospa ‘House’ emerged,” Knauss said. A village of houses, rather than a single structure, would allow the project to commence and proceed in increments

as funds for the houses and community center became available.

Knauss asked Lehigh’s architect-partner, Doug Scheid, to get involved. Scheid designed the village in the summer of 2011 in order to start the process of purchasing a vacant city block adjacent to the Mission. Scheid suggested attorney Adam Walters from Phillips Lytle LLP to help with the land-acquisition process. Walters offered his time and recruited firm associate Susan Marriott for the long and tedious three year process of purchasing 16 vacant lots from the City of Buffalo. “I was hooked based on one meeting with Amy,” he said. “This is a real opportunity to give back at a grassroots level. You don’t get an opportunity to do that every day.”

“For years, Amy has been buying up single houses in the neighborhood as they come available,” Walters added. “Gospa Village is the first time that she’s been able to do something of this scale. It brings stability, reinvestment in the neighborhood, and it expands the work they’ve been doing for a while.”

With the development’s design completed through services donated by Scheid Architectural and the land acquired through the pro-bono assistance of Phillips Lytle, Knauss recruited his friend Andy Romanowski, owner of Alliance Homes, to oversee the day-to-day construction of the first three houses. Alliance turned to their subcontractors and suppliers for assistance and the houses were completed at a cost of

approximately 20 percent less than the original estimate. Andy has already agreed to work with Lehigh to donate Alliance’s management services for the construction of additional houses this year. “We’re hoping more subcontractors will see [this] and come forward to help,” Knauss explained. Some corporations who have seen the progress on the village and heard Betros’ vision for the project have made it their mission to contribute. Knauss recounted an individual who stood up at a recent fundraising gala for the Village and pledged to fund an entire house.

St. Luke’s and its mission certainly have an effect on the masses. “It’s pretty hard for anybody to go there and feel that there’s not something they can do to help,” Knauss said. “People who visit typically get involved.”

The new houses as part of the Gospa Village project are bringing life and purpose to the community. The Village now has three completed houses as well as the plans for the remaining houses, community center and playground. Betros, along with the assistance from Lehigh and its team members, hopes to build three houses per year until the Village is complete. Betros said: “We are eternally grateful and want to thank Dave, Andy and Doug. I’m God’s secretary, but if they didn’t say ‘yes,’ where would I be?”

Betros vision to help at-risk women and children is quickly becoming reality. “Miracles can happen.” She said, “It’s needed everywhere. Sometimes it’s just listening and putting your heads together.”



Lehigh Brews

Some New Experience

by Josh Pierstorff



Flying Bison Brewing Company production line

During the past few decades, the U.S. beer industry's growth has been staggering. There were 92 active breweries in the United States in 1980. By 2005, that number ballooned to 1,447. As of 2014, the brewery count more than doubled to 3,464¹. Lehigh Construction Group had the foresight to observe this growth early on and chose to position itself as the construction group of choice for the Buffalo region's beer industry.

Flying Bison Brewing Company exterior



Lehigh's splash into hops and barley started small but quickly blossomed, beginning with Try-it Distributing in Lancaster, New York. Over the years, Lehigh has completed numerous jobs for the company, including keg-cooler repairs and a \$2 million office renovation in 2005. Thanks to the relationship and rapport built from smaller Try-It Distributing projects, Lehigh was awarded the opportunity to construct a brand-new distributing warehouse for Try-It Distributing's subsidiary Saratoga Eagle in 2008.

Saratoga Eagle

"Our first big project in this arena, Saratoga Eagle Sales & Service, was a 100,000-square-foot new construction office, warehouse and truck wash," said John Rupp, project manager on Lehigh's major beer projects. "The Saratoga Eagle warehouse featured

three different types of spaces; a keg cooler, which is kept around 36 degrees; a CEW (conditioned environment warehouse), which isn't quite as cold, more in the 60s; and finally, an ambient storage space, which is just normal or room temperature.”

Even though the Saratoga Eagle facility is a warehouse, its appearance makes it stand out. “It looks nothing like your stereotypical distributor warehouse when you see it from the street,” said Rupp. “[Saratoga Eagle] gave the architects the opportunity to really put some design into it instead of just the usual insulated metal panels you see on standard warehouses. It looks beautiful. A couple years after completion, we actually went back and added a 30,000-square-foot expansion.”

Try-It Distributing

After the success of the Saratoga Eagle project, Try-It Distributing invited Lehigh back for an expansion of their main warehouse. This project had a similar scope and size as the Saratoga Eagle facility; the main difference being it was an addition instead of new construction. Despite being similar to the Saratoga Eagle warehouse project, the Try-It Distributing warehouse expansion had unique challenges. “One of the bigger trials with the Try-It Distributing expansion was an existing stream running through the site. It was running right through where we wanted to put the entrance,” Rupp said. “To move that would have probably taken years of wading through red tape, so rather than try to redirect, we had to go over it with huge culverts. Once finished, the driveway actually went over that creek twice.”

As Anheuser-Busch distributors, Saratoga Eagle and Try-it Distributing projects come with very specific regulations that both facilities were required to meet. “Anheuser-Busch is very particular about their keg coolers. They have very stringent temperature requirements in terms of refrigeration,” Rupp explained. “One of those requirements was how fast a keg had to reach a certain temperature once placed in the warehouse keg cooler. These kegs come off of a non-refrigerated truck and we have to make sure they reach a certain temperature very quickly. There was definitely heavy engineering that went into how much refrigeration was needed on both projects.”

Flying Bison Brewing Company

The Saratoga Eagle and Try-it Distributing facilities were the catalyst in helping Lehigh land their most visible and recognizable beer project yet — Flying Bison Brewing Company in Buffalo. Flying Bison is considered by many to be Buffalo's original craft brewery. Owner Tim Herzog opened the original Flying Bison Brewery in May 2000. “We opened in an old warehouse building in Riverside, which is in the northwest corner of the city of Buffalo,” Herzog said.

After 10-plus-years of brewing in the old warehouse building, Herzog was ready to select a team to build a new Flying Bison facility that met its growing list of needs. After hearing recommendations from numerous people and companies, including Try-It Distributing, Herzog reached out to Lehigh. “We made a phone call and met with Doug Scheid from Scheid



Flying Bison Brewing Company tasting room

Try-It Distributing expansion



Architectural and John Rupp from Lehigh, and that's pretty much how we got started. We began meeting with Lehigh in December of 2013 and started getting together every couple of weeks. They were working from CAD drawings to try and dial in exactly what we had to have, what we could live without and what we needed to leave room to expand into."

Although Lehigh had completed two successful beer warehouse facilities, a brewery was new territory. "This wasn't just storage; this was a fully functioning brewery. The majority of the building would be for the brewing operations, a smaller portion for a tasting area for customers and an even smaller portion of space is used for keg storage," Rupp said. "Flying Bison has a huge

following so being selected to construct their new brewery was an honor."

Flying Bison's new production space officially opened in September 2014 with the tasting room/visitor area completed shortly after in November 2014. "When you think about it, we started April 1 and were brewing by September 19. In five months we went from a wreck of an industrial site to the production portion of the project being finished," Herzog said. "Lehigh said they would get it done, and they did. I found that really impressive. Everything is well designed and well put together. If we have a question about anything, John [Rupp] or someone from Lehigh shows up to see what might be the problem and how they can fix it."

Glenwood Beer Distributors

Thanks to Lehigh's experience and growing respect in the beer industry, the company was then selected as the construction group for Glenwood Beer Distributors' new warehouse facility in Pennsylvania. "That one was similar to Saratoga Eagle and Try-It Distributing except it was on a little bit of a smaller scale," Rupp said. "I think the most difficult part of the Glenwood project was that it was not only out of town, but it was in a little bit of a remote location. So finding subcontractors was a little difficult."

Russ Bauer, field supervisor on the Glenwood Beer Distributors project, explained this project wasn't much different from the other warehouses. "It is basically a small office area and a large warehouse. Not a complicated project. The site needed to be evened out. So some areas had to be cut down and others had to

Rise of Micro & Craft Breweries

Rise of Micro & Craft Breweries

The beer industry in the 20th century has had its ups and downs. Prohibition began in January 1920 and effectively ended in April 1933. Within a year, 756 breweries were up and running. Thanks to production efficiencies and heavy marketing, the bigger breweries eventually pushed most of the smaller breweries out of business. By 1980, it is recorded that only 92 breweries were in operation in the United States.

Light beer was introduced in 1975 and has dominated the U.S. market ever since. As the popularity of home brewing grew, and more beers were imported from overseas, it opened the eyes of many malt-beverage connoisseurs, showing beer had more to offer.

By the start of the 21st century, there were more breweries open in the United States than any other country in the world. As of today, there are 3,464 operating U.S. breweries. For beer connoisseurs who love variety, the choices are endless. A brewery like Flying Bison Brewing Company from Buffalo, New York, can offer a Blackbird Oatmeal Stout, while West Sixth Brewery from Lexington, Kentucky, can serve up a Lemongrass American Wheat. If you can think of a flavor, you can almost guarantee someone has made it into a beer.



Light beer is still king in America, but the rise of micro and craft breweries has opened up beer aficionados to a whole new world. Light beer certainly has its place, but for those interested in beer styles ranging from amber and cream to imperial pale ale, the golden age of beer doesn't appear to be slowing down anytime soon.



Thanks to Lehigh's experience and growing respect in the beer industry, the company was then selected as the construction group for Glenwood Beer Distributors' new warehouse facility in Pennsylvania.

be filled in so you could keep a nice flat work surface. Other than that it was pretty much a cut and dry project."

The Scheid/Lehigh-LakeSide Team

All four projects were performed as a partnership between Lehigh Construction Group, LakeSide Contracting and Scheid Architectural. James Gannon, principal at Scheid Architectural, had only praises for Lehigh and the partnership as a whole. "I have had the experience of working with many of the people at Lehigh for nearly twenty years. They are all true, knowledgeable professionals within the construction industry, but their number-one recognizable trait as an organization has always been their honest character. Together, our joint team has developed a commanding knowledge of the unique facility needs within the beverage distribution and brewery industries."

Lehigh now stands out as the go-to construction group for the region's beer industry "I have recommended Lehigh to others interested in starting breweries in the Western New York area," Herzog said. "These guys know what they're doing. They've already done the distributorship, they've already done a brewery, and they are continuing to work on similar projects as we speak. They originally had the good ideas, forward-thinking, excellent coordination and excellent customer service; now they have the experience."

1. Brewers Association, <https://www.brewersassociation.org/statistics/number-of-breweries/>

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by Josh Pierstorff

Exterior Insulation and Finish System (EIFS) is a product type familiar to most in the construction industry. EIFS is a general class of non-load-bearing building cladding systems that provides exterior walls with an insulated, water-resistant, finished surface in an integrated composite material system¹. The benefits of an EIFS are its ability to give any building exterior continuous insulation (CI) and a protective coating all while allowing the building to take on any desired design. The originator of this system in the U.S. is Dryvit Systems, Inc., and the company introduced their now famous “Outsulation® System” in 1969.

Dryvit’s particular brand of EIFS can be found on buildings around the globe. “The Bellagio in Las Vegas is one of our most famous buildings,” said Dean Balcirak, northeast regional sales manager for Dryvit Systems, Inc. “Most national branded hotel chains use EIFS construction. The many benefits of EIFS include accelerating the construction schedule, saving time and money, all in a thermally efficient building envelope that can lower utility bills.”

EIFS are selected for use on buildings for many different reasons, including being designed to meet all the requirements for the latest energy codes. Repairs and maintenance for an EIFS tend to be relatively inexpensive when compared to other exterior types, such as brick. Unlike other exteriors, if there is damage to an EIFS wall, it isn’t necessary to tear out the entire wall to fix the problem. An EIFS allows you to focus on fixing the damage in the isolated location.

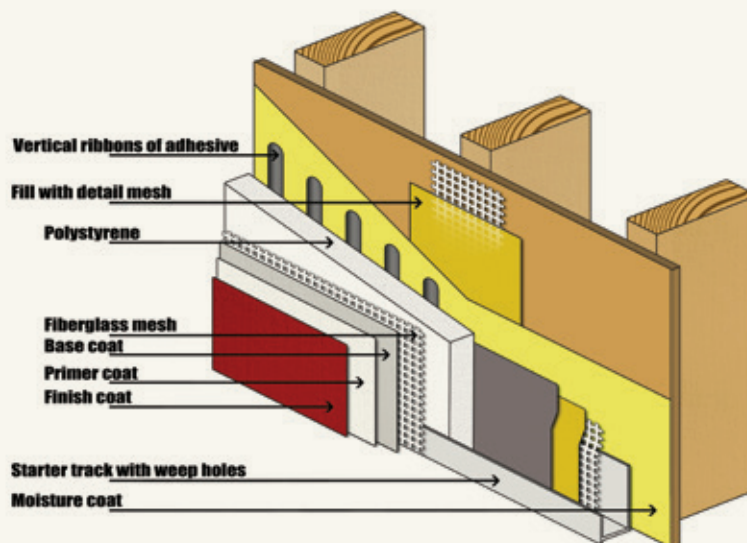
Dryvit has developed its own certification known as DryvitCARE for those applicators doing maintenance or repairs on a Dryvit EIFS. DryvitCARE provides information that enables the building owner to understand the necessary steps that must be taken over time to keep an EIFS looking and performing like new. It offers tips for cleaning, repairing

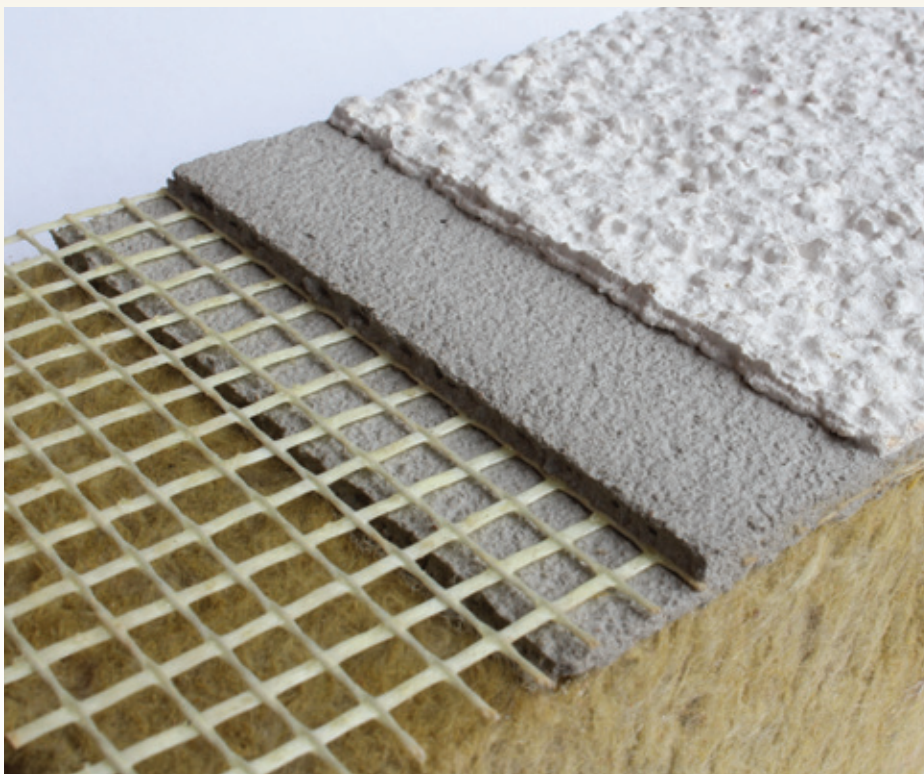
and restoring an EIFS and ultimately, via the Platinum Warranty Program, the opportunity to obtain a new system warranty for existing buildings that are clad with a Dryvit system².

Even with the ease and low cost of maintenance and repairs to a Dryvit EIFS, it is important that a DryvitCARE-certified team complete any necessary work. In early 2015,

five members of the Lehigh PRO team attended an all-day DryvitCARE certification course taught by a Dryvit field expert. “What the program offers is unique techniques that the applicator can use to fix and repair damages,” Balcirak explained. “Sometimes the maintenance may be as small as repainting, but if there is damage through the system, it can become much more complicated.”

Exterior Insulation and Finish System (EIFS)





When not completed by a certified professional, EIFS maintenance can end up costing a building owner even more in the long run. "What happens is the building maintenance person believes he/she is familiar enough with the product, so they try to repair or provide maintenance to the EIFS, but there is a chance it won't match the existing system's look," said Balcirak. "A non-certified person may not realize that there are special techniques needed to do it properly. It is not a do-it-yourself material."

Lehigh Construction Group is proud to be a DryvitCARE-certificated company in the Buffalo area. "Lehigh PRO is leading the charge in that area," said Balcirak. "Dryvit is always looking to find good applicators that we trust with this kind of repair work, so Lehigh is a great fit for us."

Since receiving the certification, Lehigh PRO has completed EIFS repairs at a steady pace. "We've been doing a lot of renovations recently," said Jon Wilcox, Lehigh PRO service manager. "We found in Western New York that the large call for building repairs are due to our rough winters with a lot of salt and plow damage. A fairly large number of the businesses in this area, specifically banks, retail shopping centers and supermarkets, have a Dryvit

Outsulation system on them; so this certification was a necessity to take care of our current and future clients that may have repair or maintenance needs."

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As we approach the end of the winter season, take notice of any possible issues that might arise with your EIFS. As one of the few DryvitCARE-certified companies in the Buffalo Niagara region, Lehigh's PRO division is ready to put their EIFS expertise to work for any maintenance or repair needs that might arise. As always, the Lehigh PRO team is available and ready to help you 24 hours a day, seven days a week.

1. Exterior insulation finishing system article. Wikipedia. 4 Dec 2014. en.wikipedia.org/wiki/Exterior_insulation_finishing_system
2. DryvitCARE – Cleaning and Restoration of EIFS [Brochure]. (n.d.) Dryvit. www.dryvit.com/files/share/doc/us/description/ds252.pdf

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Ask the Expert:

**Carol Schaper, President & Interior Designer
at Carol Schaper Interiors, Inc.**



Hiring an interior designer on a commercial project is something frequently overlooked, but there are many benefits of doing so. Carol Schaper started her interior design business as a one-woman business designing hotels and healthcare facilities. Over the years, she has added employees and is currently celebrating her 25th year in business. Carol offers the following insights to owners who are considering hiring an interior designer for their workspace:

Q: What does an interior designer do on a commercial project?

A: An interior designer can assist in all aspects of a commercial project, starting with space planning to customize, enhance and maximize the functionality of a space. Next, we create a concept with color ideas, often working off the client's company logo colors. Then we apply our knowledge of materials and processes to select finishes based on the concept and use of the workspace to make it aesthetically appealing.

Q: What value can you add for the owner of a commercial project by being brought on earlier in the project?

A: Designers are able to see things differently than most people, because many of us can visualize complete projects in our heads before the job even starts. When the designer is brought in early on in a project, they will review the plans to make sure spaces are adequate for the furnishings needed. The designer can also review the look they are trying to achieve with the client and confirm that the budget is adequate to accommodate it. An interior designer can be very creative with helping clients to achieve a unique look to their project. Good design solves problems and adds to the experience of the surroundings. It also contributes to your sense of well-being — you should feel and sense it without it being overpowering.

Q: What are some of the latest trends in interior design?

A: I think one of the most important trends currently is to create spaces that are more warm and welcoming to the general public. The days of gray and blue are gone, and we now use warm reds, golds and bronzes as accents with more earthy color tone. Balance of these colors is crucial to good design. Another trend is more interesting flooring styles, which include large patterned carpet tiles and faux wood, luxury vinyl tile. Open spaces for collaboration as opposed to private offices are still popular right now, and lastly, green products — this trend just continues to grow, which is a good thing for our entire planet.

Q: What is your favorite kind of space/room to work with?

A: I have always enjoyed assisted living projects as they have that residential feeling, even though they are considered a commercial project. The feedback from the residents is also very rewarding. They are so appreciative of the fact their home is being made more beautiful for them. Restaurants can be a lot of fun when you are allowed to fully use your creativity to design something unique and different. At the end of the day, I love doing a variety of projects, with the best ones being those where I can really use my creativity and design skills.





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