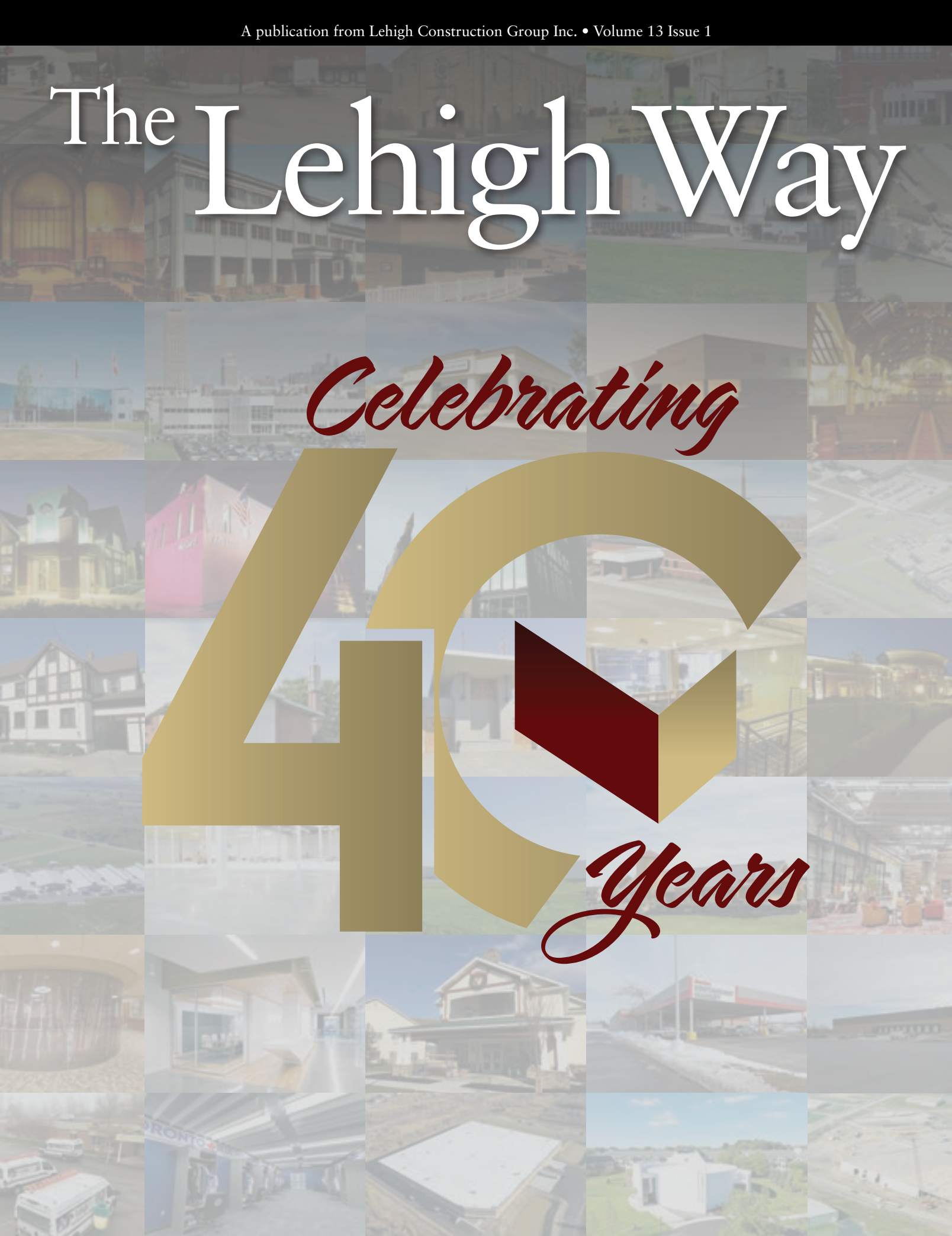


The Lehigh Way

Celebrating

40

Years





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Lehigh PRO

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PRO Operations Manager

Safety

Matt Stoklosa,
Director of Safety

Thomas Glomb,
Founding Partner (Ret.)

The Lehigh Way Editor

Doug Eberhardt,
Director of Marketing
& Communications



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inquiries to Aran Jackson at aran@
innovativepublishing.com.



www.innovativepublishing.com



This issue of *The Lehigh Way* is a celebration of our 40th year in business. All I can say is ... WOW. When Tom and I started in 1984, failure was never an option, but I also never envisioned that one day I'd be typing this – almost seven years after Tom retired. In looking back, I can attribute our longevity to several things:

- A strong ideal to always Work Hard and Treat People Right.
- We've "stayed in our lane" and focused on what we are good at.
- Great clients.
- Longtime relationships with the best subcontractors in WNY.
- Most importantly, our Lehigh Family of dedicated and loyal people.

Nearly a third have been with us for more than 20 and 30 of the 40 years!

Lehigh has always been about growing a base of repeat clients versus chasing projects. The first article spotlights three individuals and businesses who made a difference for Lehigh since the earliest days. We have been fortunate to be the contractor of choice for many of the best companies in the region. The relationships created between the people at these companies and the Lehigh team have also often resulted in personal friendships spanning decades. These clients often become Lehigh's foremost ambassadors, providing referrals and testimonials to their colleagues in the field.

Our second story focuses on Lehigh people as the key driver for our longevity. The values and culture passed on from our longtime veterans to our new recruits is a recipe that will enable us to thrive for many years to come.

The center spread provides a visual representation of important milestones throughout our 40 years that help convey the Lehigh story.

Our "Ask the Expert" feature is an interview with our partners at the Associated General Contractors of New York State. This organization is an invaluable industry advocate that brings experts and unparalleled expertise to its members. The AGC NYS leadership team and staff have been excellent resources for Lehigh and have helped guide our company with insights into industry trends, legislation, best practices and education. The leadership team reflects on their relationship with Lehigh and the benefits of AGC membership.

I am grateful to have had the opportunity to lead this company for 40 years and humbled by the extraordinary people whom I have had the pleasure to work with and to serve in this amazing construction industry.

Onward to 50!

Sincerely,

David E. Knauss

President

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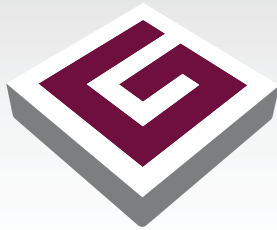
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LEHIGH'S LONGEVITY IS THE RESULT OF EVERY CLIENT RELATIONSHIP

by Doug Eberhardt

For four decades, Lehigh has been at the forefront of the Western New York construction industry. As we celebrate our 40th anniversary, it is important to acknowledge the pivotal role that our clients have played in that success. The business and personal relationships created throughout our history have led to continued repeat jobs as clients came to rely on Lehigh as their trusted building partner.

Many construction companies have come and gone since 1984. According to data from the Bureau of Labor Statistics, only 17.2 percent of construction companies started in 2001 were still in business a mere 20 years later. Lehigh has been able to thrive where many other contractors have failed by executing, over and over, in a safe and professional manner.

Dave and Tom incorporated a fundamental ideal in the early years that helped build a foundation for success. It was simply: "Work Hard and Treat People Right." This ideal eventually evolved into the Lehigh Values but "Work Hard..." is still the mantra repeated frequently today.

Three of the six Lehigh Values mention or refer to our clients. One is "Treating our clients, partners and coworkers fairly and honestly." Another is "Expecting everyone to make responsible decisions that are in the best interest of our clients." A third and all-encompassing standard is

"Above all, honor our commitments." It is this last value that is often cited by long-term and first-time customers as the quality that sets Lehigh and our people apart.

From our very first customer in 1984, Lehigh people have understood and embraced the importance of listening to client needs and combining our skills and construction experience as partners, collaborating to turn customer needs into successful projects.

Success can be measured in many ways. *Getting everyone home safely to their families every day* has always been our ultimate metric of success. Lehigh's commitment to the safety of our people, our subcontractors and all project stakeholders is a given on all of our projects and for all of our clients.

There are hundreds of honorable and principled individuals who make up the historical Lehigh client roster, but below are a few who stood out on the 40-year journey.

Derry McCauley – McGard LLC

In 1984, as a brand new company, "cold calling" was the primary approach to finding customers. Dave researched industrial prospects utilizing a Western New York business directory and ranked them by square footage to determine if they might have a regular need for construction services. McGard was located on Buffalo's east side and Dave called the company and reached Derry McCauley, son of Lew, the founder.

The message was simple. Lehigh was a new company looking to service industrial clients like McGard. Dave was surprised when Derry said: "Do you want to build an addition?" The timing was perfect, as McGard needed to expand and was looking for a new contractor "to provide more horsepower." After consulting with his father about the call from Dave, Derry was advised to "give him a try," and the relationship began. Lehigh completed a 9,000-square-foot plant and office addition in 1985.



Derry acknowledged that there was no contract for that first job – just a handshake. As the trust between the men and their companies grew, Dave learned much from Derry and Lew and acknowledged “you helped establish values and best practices that helped Lehigh grow in the best way.” McGard exemplified the good client and set a standard by which other prospects and clients could be judged.

A few years later when McGard needed to relocate from the city to accommodate their growth, they purchased 20 acres in Orchard Park just up the road from Lehigh’s California Road office. Lew called Dave to give him the news that they were picking up and moving and going to build a new facility and asked, “Can you handle it?” Just four years after that original “cold call,” Lehigh broke ground on

a new 185,000-square-foot plant and office facility, which was completed in 1989. Dave commented, “Based on our portfolio of completed work at that point, we had no business building that big of a facility. I will always treasure the trust and faith the McCauleys showed in us in the early years. They put us on the map.”

McGard continued to call on Lehigh over the years to support their enormous growth, and five additions later, the facility has approximately doubled in size to more than 350,000 square feet with more than 1,100 employees. Derry fondly spoke of the relationship and the trust that has also extended to project managers, superintendents and craftspeople. He was quick to point out that all the jobs were really cemented with a handshake, stating that “You can always defend the truth.”

When asked what message he would share with Lehigh people, Derry quickly emphasized what a great company Lehigh is and complimented the leadership team. He felt all employees should be proud of the company, its ethics and the contributions to their clients and the industry.

Joe Giusiana, Corporate Facilities Manager, Graphic Controls (Retired)

Another cold call in 1984 led to the relationship between Lehigh and customer Joe Giusiana at Graphic Controls. After originally competing against the long-time onsite contractor, Lehigh unseated them and subsequently worked on every floor of the 10-story plant at 189 Van Rensselaer Street (now the LCo Building).

The relationship that grew from proven performance over nearly 15 years made Lehigh the trusted choice when the decision was made to relocate the business to a new office, plant and warehouse on Seneca Street. The 225,000-square-foot headquarters that Joe and his team envisioned was delivered by a Lehigh design-build team in January 2001 when the company moved operations to the facility. At the time, it was Lehigh’s largest

completed project and the largest new industrial facility built in the City of Buffalo in more than 75 years.

Joe sat down over coffee to remember some of the project history and highlights and share why he and the Graphic Controls management team entrusted Lehigh to build the new facility. He also offered his observations on the values and practices that have helped Lehigh achieve the milestone 40th anniversary.

An Important Project for Graphic Controls and the City of Buffalo

The new Graphic Controls Exchange Street Building was conceived to streamline the flow of operations and catalyze rightsizing for the company. The main goal for the project was to facilitate a more modernized flow for the different manufacturing processes, which often involved multiple floors in

the original 10-story building. It was also a transformative new construction project for the city. Joe remembered, “At the time, this was the biggest project going on in Buffalo. There was early pressure by government officials to release details to the public even before the plans were in place and negotiating was complete.” The coordination of the project included many parties, including the new Tyco ownership (Tyco had just acquired GC), the mayor, the county executive, the governor, other local politicians and the ECIDA.

“Lehigh Employees Listened to My Goals and Needs”

Joe was quick to share credit with his project team, and indicated that “it was a collective effort, and not just my vision.” He highlighted the relationship Lehigh and one of their design-build

partners, Scheid Architectural, as being crucial to delivering a workable project on schedule and to budget. Joe talked about the collaborative nature between the two companies and working in the client's best interests as being important factors in the building's success. "From ownership down, the Lehigh team members were always good listeners. In the beginning, Dave took time to listen to my needs. That listening continued throughout the planning and construction progress as all of the Lehigh employees, including Tom Glomb and Superintendent Bill Baker, kept my goals in mind."

Joe repeatedly referred to Lehigh employees and ownership as "people with a professional approach to whatever project they were working on, whether it was a \$20,000 repair or a multi-million-dollar 225,000 square-foot new building."

He specifically cited Tom Glomb, Bill Baker and Josie Stockweather as people who embodied the "Lehigh Way." Joe would often call Josie and communicate project details as if he was speaking directly to Dave.

Thoughts on Lehigh's 40th Anniversary

When asked about how impressive it was that Lehigh has lasted 40 years in a difficult industry, Joe praised the ethics and values integrated into the Lehigh culture



and noted that every Lehigh employee he dealt with "just did what needed to be done." Joe remarked that he "never met an unhappy Lehigh employee."

In closing, Joe commented that Dave's integrity, leadership and

performance made Lehigh the trusted choice to build the Graphic Controls headquarters, and their 40-year working partnership has evolved into other opportunities and a great friendship as well.

Howard Rich, Facilities Manager, Rich Products Corporation (Retired)

As a longtime Lehigh client, Howard Rich of Rich Products Corporation was congenial in sharing his insights into what has made Lehigh successful for more than 40 years.

Involved in operations and sales and marketing for the early part of his career, Howard was handed facilities responsibilities at the corporate headquarters and looked for a partner and mentor to help transition into this unfamiliar new role. Howard mentioned he was "able to lock arms with the Lehigh team and provide a united

front" for the Rich Products campus growth. Lehigh was able to successfully fill this partner role, and a relationship was built that benefited both parties over many years.

In discussing some of the major projects Lehigh has completed for Rich Products over the years, Howard talked about the different challenges of each. He stressed the construction knowledge that Lehigh provided to the Rich's team, and the attitude and skills for helping bring innovation and better solutions on the construction side, which helped mirror the Rich Products drive for innovation

on the food manufacturing side and said, "Lehigh was always able to bring value when it came to suggesting ideas or improvements to make our plans better," Howard said.

Whether it was the major Innovation Center project (the Rich's Atrium reconstruction), the Research & Development renovation, numerous C3 departmental conversions, the walking bridge renovation, the Re-Imagine project, or many smaller Lehigh PRO projects, Lehigh employees and management were always able to coordinate between the planning team, architects, subcontractors and

suppliers to translate ideas between parties, and then turn them into practical constructable plans with a timely and budget-conscious approach.

Howard attributed much of his successful relationship with Lehigh to involving them in the beginning of each project to collaborate with the many different stakeholders. He repeatedly stressed that “it was all about the collaboration.” With Lehigh employees on site and working as Rich’s construction partner, Lehigh was able to take visions and turn them into constructable and functional designs that could be practically built.

Recalling the Atrium project, Howard talked about visiting the Pixar headquarters with Dave and spending three days learning about best practices and innovative concepts. Some of the physical elements at Pixar ended up finding their way into the signature Rich Products atrium, notably the central chimney and fireplace that acts as a hub for employees in the center of the space. While he said the time at Pixar and on the road was invaluable for spurring creativity and planning, “We also had a lot of fun.”

Lehigh Shares Rich Products Passion for Innovation

Another story Howard shared involved the test kitchen incorporated into the Innovation Center project, which allows Rich Products to bring in customers and partners to collaborate on new ideas. Some of these ideas are turned into new products within days, making the test kitchen a great showpiece for customers as well as an incubator for new ideas for the sales and marketing teams. He praised Lehigh’s integration of construction and technology as another benefit of the kitchen as the “kitchen stadium” A/V capability, which allows Rich’s to “live stream” demonstrations and showcase their products to their clients and associates in other Rich’s locations around the world. This capability proved invaluable during the pandemic during a time when in-person visits and travel were curtailed.

Howard praised the outstanding job of Lehigh’s John Rupp who managed



the Innovation Center and many of the other projects. He said, “John went above and beyond in suggesting ideas that would exceed expectations and the project goals.

Another thing that set Lehigh apart in Howard’s mind was the strong relationships cultivated with the outstanding subcontractors. He talked about the value created by the close relationship between Rich Products, Lehigh and Scheid Architectural, notably Doug Scheid and Jim Gannon, and their ability to work with many different stakeholders. Howard commented “We knew Lehigh always brought value engineering and suggested ideas and improvements for making each project better. They also had relationships with the best subcontractors.”

Still Focused on Service to Others

Although recently retired, Howard still fills his time with service to many organizations and projects and finds himself working with Lehigh on other philanthropic endeavors, sharing his extensive knowledge and relationships for the good of others. He was quick to point out that Dave and the Lehigh employees have “a heart for doing what’s good.” Howard talked about Lehigh’s longtime support of Rich Products BassEye Fishing Tournaments to benefit cystic fibrosis, and many collaborations over the years at St. Luke’s Mission of Mercy.

Howard closed by saying how much he appreciated the friendship and relationships he enjoyed with Dave and many of the Lehigh team. He mentioned that “Behind every good man is a woman, and Dave has three great women in his life in his wife Jacki, Lehigh office manager Josie, and Amy Betros of St. Luke’s.” Howard said, “It wasn’t fair for the rest of us mere mortals who have to go around doing it ourselves.”

In closing, Howard exhorted Lehigh employees to emulate the values that Dave created as “the Lehigh Way” and encouraged all to “continue to go the extra mile.”

While there have been many individuals who could have been profiled here, these industry leaders exemplify the quality of clients and critical nature of each individual relationship as a driving factor in our growth over 40 years. We have approached each person and project with integrity, pride and a commitment to consistent quality.

Lehigh’s singular priority of delivering successful projects to our individual clients through ongoing relationships has formed the keystone of our growth.

Lehigh would like to thank and acknowledge all of the clients who have trusted us with their most important construction projects over these 40 years, and we look forward to many more relationships and projects in the future.

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CELEBRATING LEHIGH PEOPLE —

The Driving Force Behind 40 Years of Success

by Doug Eberhardt

The growth and longevity of Lehigh is directly attributable to the dedicated, loyal and hard-working team members who show up and give their best to clients and the company every day.

The construction industry is extremely challenging, with complex projects, long hours, extreme weather conditions, and various client requirements and expectations. While many construction companies have faded into Buffalo history, Lehigh has enjoyed long-term success with people who have stayed with the company, many for decades.

The Lehigh Flywheel models how the company does its business. The top and most important cog refers to Recruiting and Retaining Great People and is the basis for all of the other cogs on the flywheel.



Lehigh people pride themselves on delivering value-added services with two mainstay principles in mind: work hard and treat people right. Each member of the team aspires to these principles as we strive to deliver the best customer experience – safely. This is what we refer to as

“The Lehigh Way,” and every Lehigh Family member is exposed to this concept on a weekly basis.

Nearly 30 percent of Lehigh’s people are members of the 20+ club, contributing more than 20 years of service to the company. Eight members of the club are 30+ year veterans. The sharing of experience, knowledge, values and culture from seasoned veterans to newer employees has provided the foundation for building Lehigh over these 40 years. Longevity has provided stability among project managers, superintendents, PRO service managers and mechanics, field crews, warehouse and the office team.

Lehigh Values provide team members with the right path to follow in every situation, ultimately doing what is in the best interest of our clients. Lehigh’s goal is to develop long-term relationships by treating clients, partners and coworkers fairly and honestly.

Clients value and trust Lehigh’s consistency and quality and count on Lehigh employees to become partners by providing the building knowledge and construction skills to consult with their internal teams.

The Lehigh Project Group boasts a team of project managers with more than 150 years of industry experience and knowledge with experience in many market verticals. Relationships among project managers and Lehigh clients have extended for decades.

Lehigh’s superintendents offer clients 370 years of construction industry experience. When we say they are the best in the business, it’s not just a marketing slogan. These veterans have experienced almost everything the industry could throw at them. Their daily interactions with clients, subs and suppliers are the drivers for project success.

The Lehigh PRO division’s dedicated PRO service managers (PSMs) generate more than 1,500 quotes annually for approximately 250 different clients. The majority of PRO work is self-performed by PRO mechanics from a fleet of vans that visits several clients each day, focusing on small jobs, repairs, facility maintenance and emergency service orders. Lehigh PRO personnel are the relationship builders.

PMs and PSMs collaborate with the operations manager on the daily manpower puzzle, to coordinate a variety of customer expectations, disparate jobs, material availability and changing weather conditions. All jobs are reviewed with the entire team twice a week, and individual tweaks take place daily, and sometimes hourly as job factors and personnel changes dictate – all to endeavor to match skill sets with job requirements.

Lehigh field crews are asked to pivot daily to complete PRO and project work to maintain schedules. The continual emphasis on the core value of



committing to safety is reinforced to crew members by a dedicated full-time safety director through mandatory OSHA 30-hour certification, weekly toolbox talks, monthly safety meetings, and guest speakers. The expectation never changes: Each Lehigh person needs to make it home safely – every day.

This singular focus on safety has resulted in Lehigh becoming one of the most decorated contractors in New York State for our Safety

Programs Performance, and the field team has currently worked nearly 2,000,000 hours (10 years) without a lost-time accident.

The Lehigh warehouse staff coordinate strong supply skills, product knowledge and availability, and a can-do attitude in making sure that every job is supplied with the correct materials. As job conditions change, the warehouse staff is nimble and flexible enough to respond to extenuating circumstances.

Behind the scenes, the office professionals provide administrative, accounting, IT and marketing support functions. They augment the field team members' efforts and always treat Lehigh clients in a professional and courteous manner. These are the unsung heroes who help to keep the Lehigh Flywheel constantly rotating.

It is the sharing of tribal knowledge that helps fuel Lehigh's continued growth and keeps employees of all years of experience engaged.



The contributions provided by veteran employees allow the transfer of technical skills and institutional Lehigh knowledge, and their decades of experience becomes invaluable for mentoring newer employees. This is essentially how the shared Lehigh culture and client focus is passed along to new team members, preserving the values implemented since the company's inception.

The Lehigh Family goes beyond our dedicated team members and includes spouses, retirees and former employees. Recent retirement parties have been well-attended by extended Lehigh Family members where stories are shared to help family members bond over the historical Lehigh lore. Our recent 40th anniversary picnic included several of the current and former Lehigh Family members in

addition to valued subcontractors, suppliers and partners.

One of the key components of the Lehigh Flywheel is to Celebrate Success & Enhance Reputation. Taking time to stop and recognize achievements is an important cog. This is accomplished through employee recognition in the weekly Monday Morning Memo, quarterly company meetings, anniversary milestones, *The Lehigh Way* magazine articles and company functions. Newer employees are encouraged to attend and socialize at company functions to better understand what the "Lehigh Family" really means.

Conclusion

The longevity that Lehigh has achieved over 40 years is due to our *people*. People make the construction industry great, and Lehigh has had many of them.

All are empowered with the latitude to "do the right thing" for customers. Lehigh people have made the company what it is today by always doing the right things and honoring our commitments.

Thank you to all of the present and past Lehigh Family team members for contributing to our success as we celebrate this anniversary.



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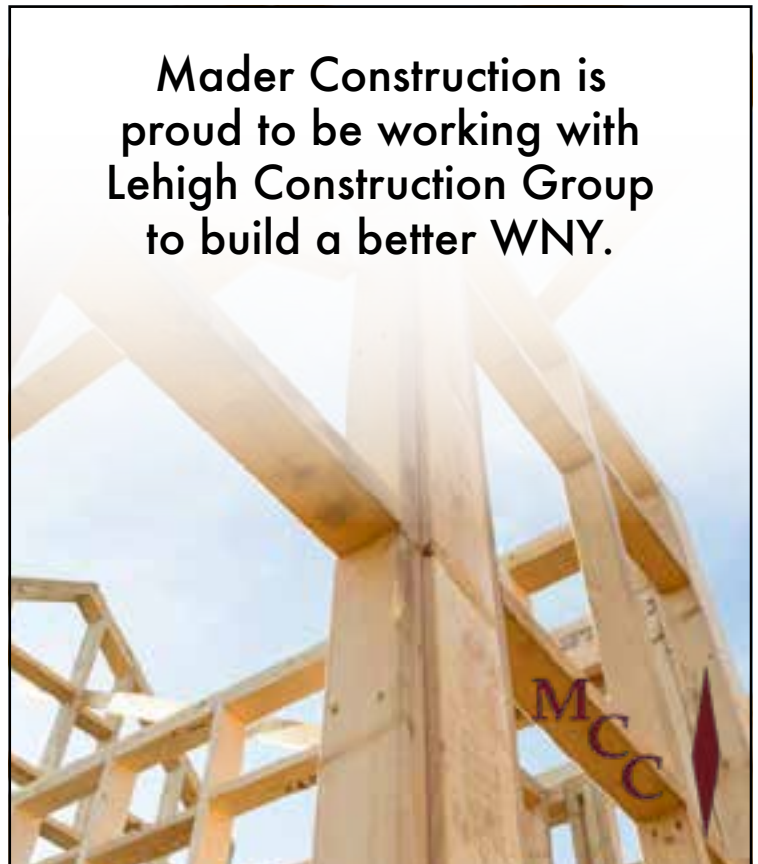
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Celebrating 40 Years

1984



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Lehigh's first headquarters at 3881 N. Buffalo St.

January 26, 1984: Dave Knauss & Tom Glomb form Lehigh Construction Group Inc. and name the company after Dave's alma mater Lehigh University

First Job: Liberty National Bank Branch in Getzville, NY

1985



First job for McGard Buffalo Addition

First job for Union Carbide (Praxair)

First job for Graphic Controls

1986



LDS Lewiston Renovation

11 employees

1994



National Excellence in Construction Award (ABC)
Westminster Presbyterian Church Sanctuary Restoration

10 years in business!

1993



OLV Hospital Surgical & Intensive Care Unit

First Safety Hard Hat Award

1995



Roycroft Inn Restoration – Build New York Award (AGC)

Sorrento Wastewater Treatment

First year with more than \$15,000,000 in sales

1996



Lehigh Headquarters – 4327 South Taylor Road

Westwood Pharmaceuticals PRI Expansion

250,000 man-hours without a lost-time injury

1997



FMC Learning Center

New logo



2004



Asbury Methodist Church Renovations – Righteous Babe Records - Build New York Award (AGC)

20 years in business!

2003



Greater Buffalo Savings Bank Branches

Dave Knauss named President of the General Building Contractors of NYS

1,000,000 man-hours without a lost-time injury

1st OSHA Alliance signed

Lehigh Land & Building Company established, South Carolina

1987



Forsyth Industries Addition
First computer

1988



DuPont R&D building
Lehigh Headquarters moved to
3576 California Road

1989



New Plant for McGard
First job for Cooper Turbocompressor

1992



Buffalo Club Renovations
Barnes & Noble Bookstore

1991



Cooper Turbocompressor
New Test Lab
Pierce & Stevens Raw Material
Storage Building
First job for Steuben Foods

1990



Infant of Prague Rectory
New logo



1998



Business Roundtable Construction
Industry Safety Excellence Award
Lafarge Terminal expansion

1999



Fujisawa administration building
500,000 man-hours
without a lost-time injury

2002



Hellenic Orthodox Church Fire Restoration
First Monday Morning Memo

2001



New Charter One Bank
New Branches
Lehigh PRO Division Established



2000



Graphic Controls Plant & Offices
Lehigh IT Division Established
First out-of-state project –
AT&T in Pennsylvania



2005



Upstate Farms Cultured Plant

54 employees

2006



Buffalo Therapeutic Riding Center
Façade Renovation

1,500,000 man-hours without a
lost-time injury

2007



Frank Lloyd Wright Boathouse –
Build New York Award (AGC)

2014



Rich Products Innovation Center

McGard – 5th Expansion

Buffalo Club Expansion

30 years in business!

2013



Harvest Hill Golf Course Clubhouse

First Niagara Bank Administration Building

2015



Hospice Buffalo Mitchell
Campus Renovation

Derrick Office & Interior Renovations

Gospa Village

2016



Martin Group Offices

KPMG Offices

St. Leo the Great RC Church Parish
Center & Activities Building

2017



Fox Run Skilled Nursing Addition

UA Plumbers & Steamfitters
Offices & Training facility

Tom Glomb Retires

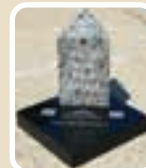
2024



St. Luke's Build Promise &
Mother House

Approaching 2,000,000 man-hours
without a lost-time accident for the
second time

2023



Canterbury Woods Performing
Arts Center – Build New York
Award (AGC)

132 Dingens Phase 2 Warehouse

Elevated to OSHA Alliance
Ambassador Status



2008



Buffalo Niagara Business Ethics Award

Praxair Building 2 Renovations

First issue of *The Lehigh Way* published



2009



Saratoga Eagle Distribution Center

Stony Island Bridge Repair, "The Island in the Lake"

First year of over 1,000 Lehigh PRO work orders

2012



Try-It Distributing Warehouse Addition

St. John's Evangelical Lutheran Church

OSHA Alliance training surpasses 10,000 students

2011



Derrick Manufacturing Plant Expansion

First Year of over 2,000 Lehigh PRO work orders

2010



Yahoo! Data Center

Samuel, Son & Co. Warehouse

2018



Gordon Food Service Building Conversion

Unifrax Process Isolation Building

Christ the King Seminary Renovation

2019



Steuben Foods Northeast Warehouse Expansion

Lehigh Industrial Division Established



2022



Derrick Lancaster Warehouse

Retirements of Josie Stockweather, Bill Baker, Jack Bouquin & Harold Knittel

Rich Products Re-Imagine Renovation

2021



Sahlen Field Renovations for Blue Jays

TAC Air Buffalo Campus Remodel

2020



Catholic Health Acute Care Center Nursing Home Conversion for COVID-19 Outpatients

Girl Scouts of WNY New Cabins



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Ask the Expert: AGC NYS



by Doug Eberhardt

As we celebrate our 40th anniversary, it is important to note the role that Lehigh's membership in the Associated General Contractors of New York State (AGC NYS) has contributed to our success.

AGC NYS is the New York chapter of the Associated General Contractors of America, the voice of the US construction industry, and provides its members with educational opportunities, safety training, legislative advocacy and constant communication on industry issues. Through active participation in this influential association, including the Building Board of Governors, Lehigh people have formed relationships with some of the most knowledgeable, honorable and cordial men and women of integrity in the industry.

The staff are outstanding and always on call for member questions. At Lehigh, if an issue arises, we always "Call AGC First."

We reached out to members of the AGC NYS leadership team to get their perspectives on the value the organization brings to members as well as thoughts around Lehigh's involvement over the years.

President and CEO of AGC NYS, Mike Elmendorf, describes the association as "the eyes, ears and voice of New York's construction industry." While the group is an outstanding advocate for their members regarding regulations in New York State, they also offer "a team of experts with unparalleled expertise in construction and contracting, both public and private, safety, government affairs and beyond." Mike went on to say that "Lehigh is one of those members that takes full advantage of that relationship, whether it be in dealing with a specific challenge with a project or owner — or in the way AGC helped Lehigh and its team safely navigate the uncharted and perilous waters of the COVID-19 pandemic and all the challenges, confusion and fits and starts that came with it." Additionally, he shared that "AGC NYS is proud to count Lehigh among its leading members and to have supported your success in your first 40 years."

Joe Hogan is the vice president of building services for AGC NYS, and has played

a critical role in keeping Lehigh team members apprised of the latest changes to the industry and has provided innovative tools and insights into issues that affect members across the state. Joe shared that "At least once each year I make the trip to the Buffalo area to visit AGC NYS members in their office. Lehigh can always be counted on to assemble their staff to hear of the issues I see facing the industry and to discuss their concerns and questions. While the leadership at Lehigh expresses appreciation for the value, which includes creating the connection between Lehigh staff and AGC NYS, there is great value to me as well. Such visits help to inform my understanding of the issues the industry faces — particularly at a project level — [and] they also invigorate me in my work. I greatly appreciate the leadership of Lehigh."

As the director of member services, Dennis Kiefer feels the value provided to Lehigh and others includes "access to resources, industry insights, training programs and exclusive events, empowering members to stay updated and competitive." He indicated that AGC NYS membership "signifies a commitment to excellence and adherence to industry standards. Lehigh Construction Group has been and continues to be a leader in our industry."

Brendan Manning, vice president of education & environment, conveyed the

importance of "continuing education as a prime concern of contractors in the fast-moving, ever-changing field of construction. Trained staff is critical to the advancement of all leading construction firms" including the Lehigh team.

After conducting numerous safety training sessions and consulting with Lehigh over many years, Health & Safety Services Director Jim Redmond has contributed to a safety program and performance that has resulted in millions of hours worked without lost-time injuries and has earned Lehigh 17 AGC NYS Safety Excellence Awards.

Lehigh is also a proud 4-time winner of the prestigious AGC NYS Jeffrey J. Zogg Build New York Award. These annual awards recognize outstanding projects across the state and are judged by a jury of industry peers. Our BNY winners include: The Canterbury Woods Performing Arts Center (2024), Frank Lloyd Wright's Rowing Boathouse (2008), Asbury Church Restoration and Renovation – Babeville (2006) and The Roycroft Inn Restoration (1996).

Thank you to the AGC NYS team members quoted above, and to all the AGC NYS staff for their commitment to Lehigh and their members. As Mike Elmendorf related, "Done right, AGC NYS members will come to regard our staff as an extension of their own."



Lehigh Construction Group Inc.
4327 South Taylor Road
Orchard Park, New York 14127



Forty Years of Memories



Lehigh Construction Group, Inc. was founded in 1984 by owners Dave Knauss and Tom Glomb as a general contracting company. In the decades since, Lehigh has evolved into a firm offering a broad spectrum of building solutions.

This year, Lehigh is celebrating its 40th anniversary. To commemorate this milestone, Lehigh brings you a series of videos of the company's history, and stories about The Lehigh Way: memorable people, relationships, projects and performance.

Watch at www.lehighconstructiongroup.com/videos