

Blauch Brothers, Inc.: Enriching Lives for Seven Decades & Three Generations



"True success comes only when one generation continues to develop the next generation." - John C. Maxwell. That simple quote carries a great deal of wisdom in

just a few words, and in today's fast-paced world of self-reliance it might do well to remind ourselves of this more often. For one of the construction industry's most

respected and successful full-serating under the Christian princicornerstone for three generations of distinction, and seven decades of superior quality. Since 1954, Blauch Brothers, Inc. has been enriching lives through a dedication to commitment, dependability, trust, and excellence.

Founded seventy years ago by three brothers - Jim, Sr., Dale,

Continued on page 2

vice mechanical contractors, operples of their founder has been the

and Ralph Blauch - the firm's first

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Frederick, MD 21701

This Issue's Features

Spring 2024

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location was on College Ave. in the Park View area of Harrisonburg, Virginia. Incorporating the company in 1961, Blauch Brothers, Inc. then moved to their current location on what would eventually become 911 Chicago Ave. In 1977, Jim, Sr. bought the company and took sole ownership until 1988, when he sold Blauch Brothers, Inc. to Jim, Jr., and Craig Miller, ushering in the second generation of ownership. Maintaining steady growth, including their Rockingham Sheet Metal division, the company opened a second office in Winchester in 2009. Ushering in the third generation of ownership, Jim, Jr., Matt Blauch, Chris Blauch and Stacy Shiflet bought Craig Miller's shares of Blauch Brothers, Inc. in 2015.

Today, Blauch Brothers Inc. is Shenandoah Valley's only comprehensive mechanical contracting company that is locally owned, offering a one stop shop destination for complete Commercial, HVAC, Piping and Plumbing needs. With two main Divisions, the Construction Division and Service Division, the company offers their expertise to both commercial and residential clients. This includes HVAC maintenance and repairs, Commercial HVAC installation, Commercial Plumbing, Industrial Piping and Welding, and Virtual Design Construction. With a dedicated team of 130+ skilled professionals, Blauch Brothers, Inc. extends their services across the greater Harrisonburg, Winchester, Charlottesville, and Lexington region.

Having many strengths that set them apart, perhaps none is more important than being family-owned for three generations. "Our customers appreciate the family feel that comes with being a family-owned and locally operated business," explains company President Jim Blauch, Jr. "When they work with us, they sense the personal touch, the dedication, and the commitment to build strong, lasting relationships. It is not just business; it is a partnership that feels like family."

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1763 Algonquin Rd., Frederick, MD 21701

Chris Chapin, President Joe Wallace, Design and Graphics Chief

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Phone: 301-523-0089

PROJECT PROFILE

Project: Bowman Andros
Location: Mt. Jackson, Virginia

Contractor: Harman Construction (GC)
Description: We successfully completed

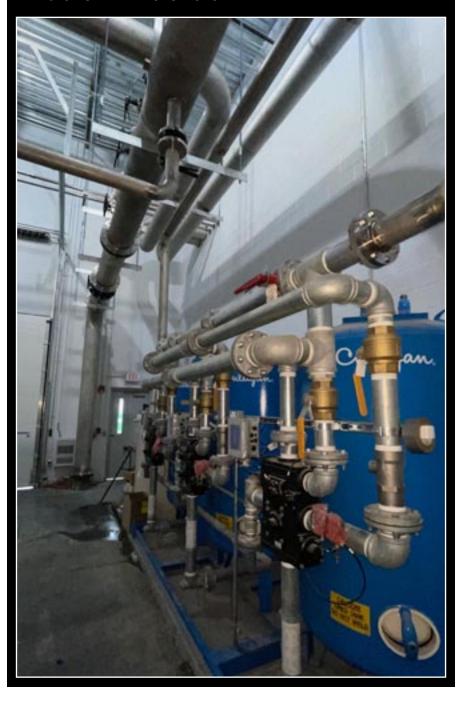
We successfully completed a largescale plumbing, processing piping, and HVAC installation project for Andros Food. This project involved the installation of an extensive network of food-grade piping systems, essential for the facility's operations.

Challenges: One of the key challenges was the

intricate installation of large diameter piping on a utility bridge span-

ning between buildings.

Cost: 6.4 Million Duration: 2019-2020



Project: Cargill Hatchery

Location: Harrisonburg, Virginia Contractor: Nielsen Construction (GC)

Scope: We successfully executed a compre-

hensive facility expansion project for a leading poultry operation. Our scope focused on the installation of the new piping & HVAC require-

ments for the expansion.

Description: The HVAC system was critical, as it

provides precise temperatures and humidity control, which is essential for maintaining the ideal incubation conditions. Our team carefully installed the system that gave our client the best solution for their

facility.

Challenges: Throughout the project, we collabo-

rated closely with the client to minimize disruptions to their existing operations and ensure a seamless integration of the new systems with

their existing infrastructure.

Duration: 2018-2019

BLAUCH BROTHERS, INC.

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Another advantage to being family-operated is a unique level of nimbleness they can bring to the industry. "Our decision-making process is streamlined, allowing us to respond swiftly to our customers' needs," adds Matt Blauch, Service General Manager. "Unlike larger corporations, there are no multiple layers of hierarchy to navigate. We are personable, easy to work with, and deeply committed to exceeding expectations."

Another key component to the success of Blauch Brothers, Inc. is being able to offer full service mechanical expertise. "While we may not be the largest, our capabilities are comprehensive,

enabling us to successfully undertake and execute major projects and a key player in the Commercial HVAC, piping, and plumbing industry in our region," states Chris Blauch, Pre-Construction Manager. This also means that their clientele can expect reliability on every project, regardless of size or type. "Our clients know that they can rely on us," continues Jim. "They appreciate our unwavering commitment to delivering quality service, meeting deadlines, and exceeding expectations. Our comprehensive capabilities give them the confidence that we have the expertise and resources to take care of their needs, no matter how complex or challenging."

Of course, due to Blauch Brothers unequalled experience and knowledge in the industry, their aptitude to handle such a diverse range of project types and



•Project: Eastern Mennonite University

Contractor: Harman Construction

Scope: This was a comprehensive renovation and expansion of the existing science center. The scope of

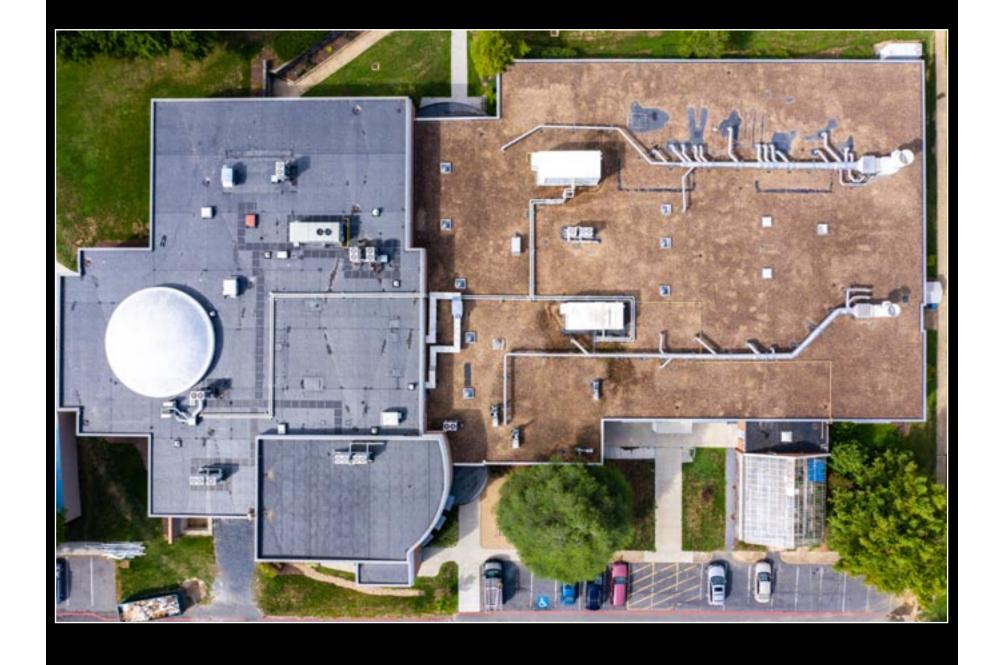
work involved a multi-phase approach, with the renovation focusing on upgrading the mechanical system to improve energy efficiency and overall building performance. The new addition received a brand-new HVAC & Plumbing system. Our objective was to ensure seamless integration of the new system with the renovated areas, providing a cohesive and efficient building infrastructure.

Challenges: One significant Challenge faced during this project was the need to coordinate work activities

around active laboratories and research facilities within the existing science center. Specific phases of this project had to be executed while the building remained occupied and operational during

the academic sessions.

Year: 2018-2020



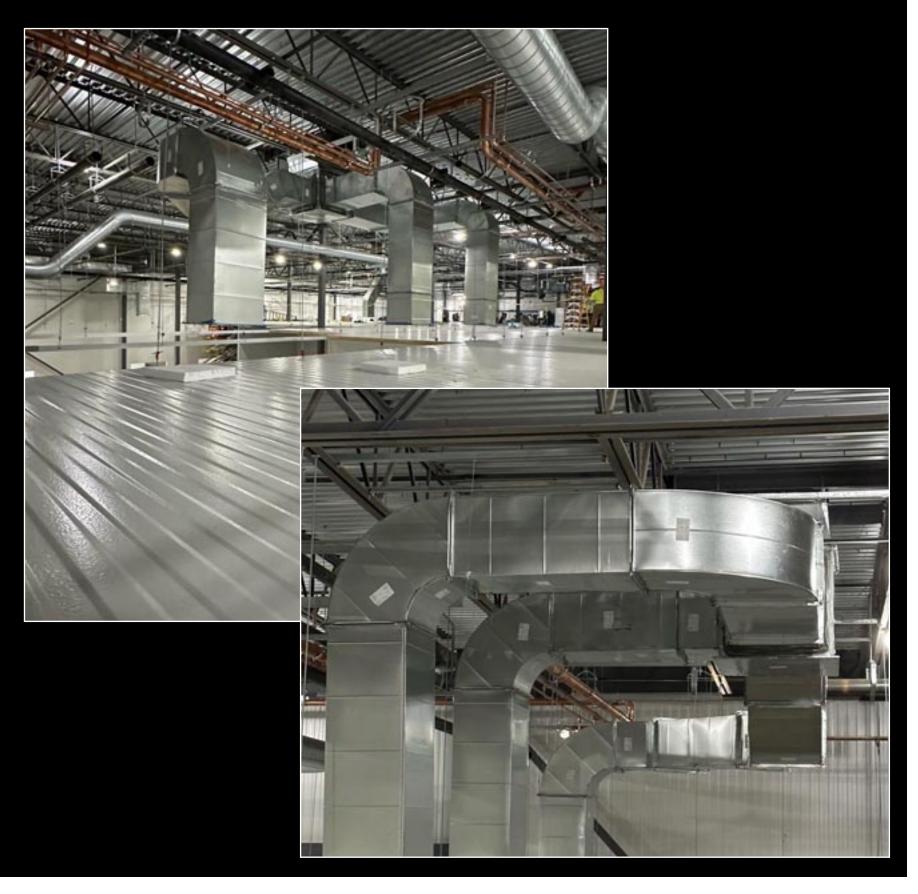
CAVA Foods •Project:

Contractor: CMC

We successfully executed and installed a complete plumbing and HVAC system for CAVA's new production facility. The facility serves our client as a centralized hub to distribute CAVA's food •Scope:

products to their various locations across the state.

Year: 2023-2024



Continued from page 3

sizes means that their ability to foresee and solve problems helps ensure projects stay on time and within budget. "It is imperative for us not to give our clients just a quick, simple fix," states Matt. "Rather, we find solutions that meet their ongoing needs. This

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PROJECT PROFILE

Frederick Douglas Elementary School **Project:**

Contractor: Hammerhead Construction

Scope: Renovation: Upgraded their facility's mechanical system to improve

> energy efficiency, indoor air quality, and overall building performance. We completed a replacement of the existing mechanical system with multiple systems including Variable Refrigeration Flow (VRF), a new sensible cooling chilled water system, and tying into

the existing heating water system.

The project had very tight deadlines as the school was occupied. The **Challenges:**

> work was done in 2 phases to accommodate the schools schedule and allow them to continue occupying the school, with little to no

room for any delays.

Year: 2023-2024



Frederick Douglas Elementary School - Image Property of Blauch Brothers, Inc.



Frederick Douglas Elementary School — Image Property of Blauch Brothers, Inc



Frederick Douglas Elementary School — Image Property of Blauch Brothers, Inc

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means that we can consistently deliver work that not only meets but often exceeds the standards, making our service unique in the industry" In fact, this commitment to overall project success is integral from project inception to completion, and is instilled in every team member at Blauch Brothers, Inc. "We emphasize knowledge and understanding," adds Chris. "We place a significant focus on ensuring that our team, especially our younger members, understand not just how to install materials but why they are installed in a specific way. This attention to detail might seem minor, but it makes a world of difference. Knowing the 'why' behind the 'how' can mean the distinction between delivering a functional product and defective one."

Driving continually to improve, innovate, and go the extra mile for their customers, Blauch Brothers envisions a future where innovation thrives, and value is not just delivered but surpasses expectations. "Our commitment to inspire innovation is everything we do, from design and construction to service and maintenance, while consistently providing exceptional value to our valued customers," says Jim. Utilizing the most up-to-date design technology including Virtual Design & Construction (VDC) and **Building Information Modeling** (BIM), the company strives to increase project efficiency while reducing project schedule and

PROJECT PROFILE

Project: Daikin Chiller Replacement

Location: Verona Virginia

Our Blauch team was trusted with the critical project of replacing Daikin's existing chiller unit with a new chiller at their facility. This project required detailed planning and execution due to the installation of new piping and structural requirements needed to place the new Chiller. The successful completion of this project at Daikin's own facility is a testament to the trust and confidence they have

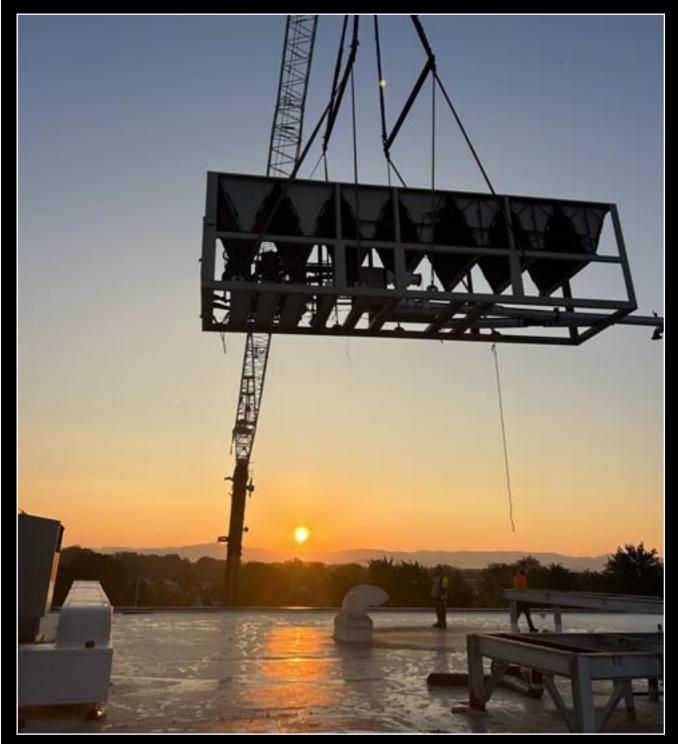
leading manufacturer of HVAC Chillers, and us being their Mechanical Contractor of choice is a significant achievement and a

placed in our team's expertise and professionalism. Daikin, being a

source of great pride for our organization.

Year: 2023

Details:



Sheet Metal Shop Coil Line Benefits

- Increased efficiency: Coil lines automate the process of uncoiling, straightening, and cutting metal coils, reducing manual labor and increasing productivity
- Consistency: Coil lines ensure consistent quality and accuracy in the cutting and processing of metal coils, leading to fewer errors and rework.
- Savings: By streamlining production processes and minimizing material waste, coil lines help reduce operating cost
- Faster turnaround times: With tight deadlines the coil line allows us a quicker turnaround for the duct demanded by our ongoing projects.





From Left to Right: Chris Blauch, Jim Blauch, Matt Blauch

BLAUCH BROTHERS, INC.

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cost. Additionally, their team of experts utilizes AutoCAD, Revit, and NavisWorks software tools. In fact, Blauch Brothers brings this dedication to technology company-wide, extending it to all divisions to better serve their clientele. A prime example is their use of Discovery Sound Technology (DST), an ultrasound technology that helps to transform the way their customers manage their HVAC maintenance operations to extend equipment life, predict equipment failure, and lower total cost. "DST is critical in helping us eliminate surprise equipment failures at facilities," explains Matt. "It also helps us provide owners with timeframes if a piece of equipment is reaching the end of its life, enabling them to plan accordingly. They can then budget for it, and order the equipment ahead of time to avoid delays due to the lead times we are still experiencing in the HVAC Equipment industry."

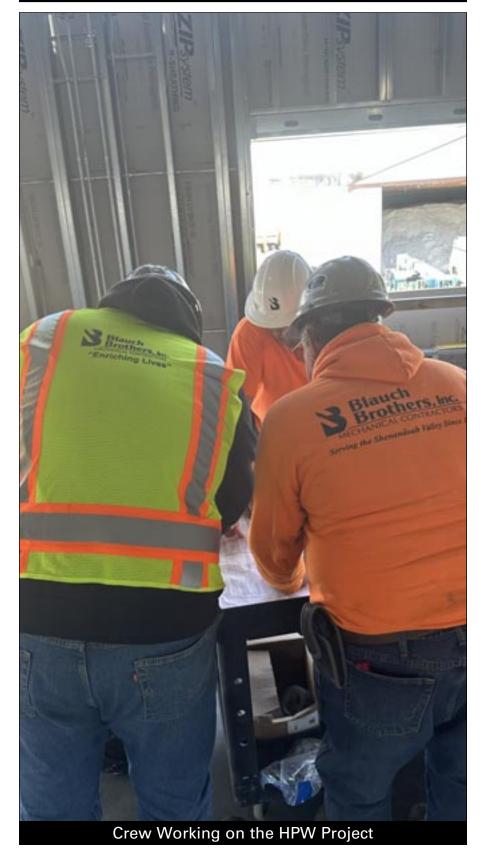
While certainly understanding the value in investing the time and expense to be the industry's most prolific user of cutting-edge technology to benefit their customers, Blauch Brothers ownership knows that their staff is the true backbone of the company's success. "We pride ourselves on having a true family atmosphere across the whole company," says Chris. "People enjoy working here because they realize they are not just a number, but rather very valued and appreciated by us, and as such we strive to give them the

Project: Harrisonburg Public Works Contractor: Harman Construction Duration: Ongoing currently

New multistory building for Scope:

Harrisonburg Public works. We are installing a new HVAC and Plumbing

system.



BLAUCH BROTHERS, INC.

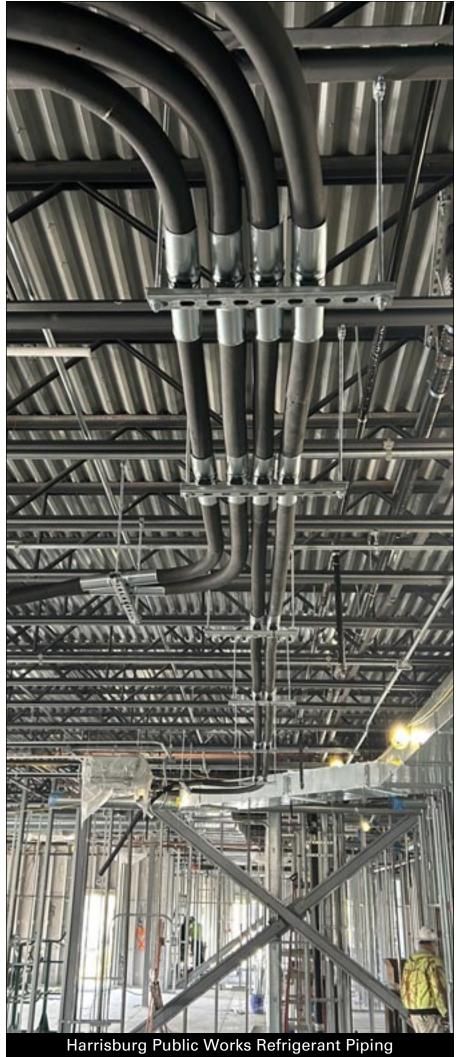
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great working environment they deserve." This can be directly seen in Blauch Brothers deep care for

their team, as noted in in their development of an award-winning safety program. It is also not unusual to have team members spend most or all their careers at the company, evidenced by the longevity and low-turnover of their employees. Preferring to promote from within, Blauch Brothers invests heavily in their



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Continued from page 10

staff to ensure personal and professional growth, offering continued education, mentoring, and other development opportunities to advance team member careers.

Putting forth the amazing effort they do for every project, Blauch Brothers believes true success is measured in client satisfaction. Such a commitment to relationships that last is paramount, and the following clients give clear evidence that Blauch Brothers is continuing to forge bonds that will indeed stand the test of time.

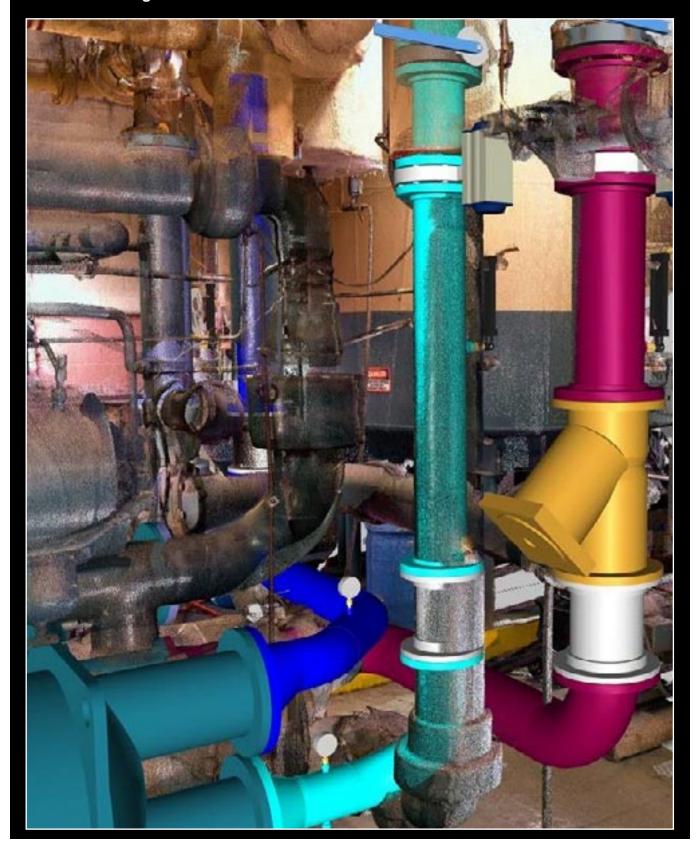
"We have worked with Blauch Brothers on numerous projects over the years. They are a quality contractor that you can always rely on. Their attention to detail, planning and communication have always helped keep projects running smoothly and on time. The final product is always of the highest quality and same goes for their people. We look forward to working with them on future projects." - Charlie Newman, Harrisonburg Construction, Inc.

"I have always had an excellent experience when partnering with Blauch Brothers. We have worked on a couple of different healthcare projects which inherently always bring their own unique set of challenges. It has been refreshing to work with their team, and with Josh in particular, who approaches these issues even keeled and is focused on solving the problem at hand while also being able to look at what issues we might face down

PROJECT PROFILE

VDC/BIM Technology

- Utilizing our VDC/BIM Technology to install a chiller at a customer's facility.
- We utilize our Trimble scanner to scan the area.
- Our VDC/BIM team used the scan to model the information in Revit. Which allowed us to prefabricate the fittings to complete the installation.
- These tools help us improve the quality of the final product and also save thousands of dollars for our customers while enhancing construction schedules and/or limiting downtime.

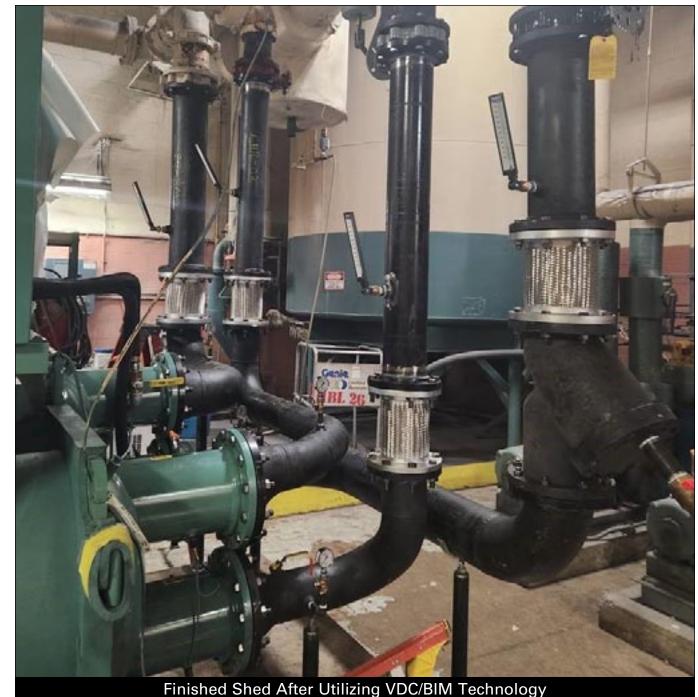


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the road." - Seth Little, LANTZ Construction Company

"From first contact to project resolution, the Blauch Brothers staff was professional, responsive, knowledgeable, efficient, and communicative. I am very appreciative. Thanks for employing good folks. They reflect well on your company." – Spencer Suter, County Administrator, Rockbridge County

"Spanning across many decades now, Lantz Construction has built a solid relationship with Blauch Brothers. Within the commercial construction industry, the number of projects our firms and team members have worked on together is vast. We commend Blauch Brothers on their 70th anniversary milestone and it is our hope that our firms continue the relationship and experience together







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for another 70 years in and around the Shenandoah Valley!" – Chris Weaver, President & CEO, LANTZ Construction Company

"Harman construction has enjoyed a great relationship in working with Blauch Brothers for over 35 years. The estimators and project managers are courteous and try their best to be helpful and responsive. We find that their ability to provide design build services sets them apart and often makes them our partner of choice since we are a contractor who believes in design build. Perhaps the most important aspect that I appreciate is the integrity with which Jim Blauch operates which has been handed down to his sons and other senior leaders on the team. We know if something goes wrong...as it can in

construction Jim and his team will do the right thing and help find a resolution that is fair to all." – Wayne Witmer, President & CEO, Harman Construction

"From my perspective, Blauch Brothers has proven to have the manpower, equipment, and skills to meet demanding schedules and complicated installations. We will continue to call up on them for heavy and complex mechanical work." - Tom Nicholson, Owner, Hammerhead Construction As Blauch Brothers, Inc. looks ahead, they have a great deal to be excited about. They also have much to look back on and be proud of. For seventy years and three generations, the company has set the bar of excellence across diverse project sizes, types, and clientele. Now, as Jim, Jr. looks to turn over the company to his two sons in 2025, and spend more time with his wife, Dana, and their three granddaughters, he is committed to make the transition as seamless as possible. "Our most









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important near-term goal is to ensure a smooth transition from second generation to the third generation of our leadership



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team," states Jim. "I am very proud Matt and Chris are taking over the business, and am confident they will continue to be successful in growing Blauch Brothers, Inc." In addition to ushering in the third generation of leadership, the firm will also continue to honor their employees hard work and loyalty. "We are aiming to pay out \$1.5 million through our Gain Share program by 2025,"



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(540) 433-1475 www.partners-excavating.com adds Matt. "To achieve this, we are maintaining a strong focus on becoming exceptional planners, ensuring everyone in the team understands how the program works, while consistently delivering the highest quality end product possible." Aspiring to be able to handle projects of any size or complexity by 2032, Blauch Brothers is diligently implementing EOS (Entrepreneurial



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1307 CARLTON AVENUE CHARLOTTESVILLE, VA 1.800.476.5058 www.designelectricinc.com Operating System) processes at all levels of the organization. "These strategies ensure that we are well-prepared for the future and can continue to meet the evolving needs of our clients," continues Chris.

To be certain. Blauch Brothers has enjoyed a long and successful journey since three siblings decided to give their best in order to be their best seven decades ago. Now, as the third generation stands poised to bring the company to even higher levels, they know they must continue to build on the foundation laid for them by the two previous ones. "At Blauch Brothers our philosophy is deeply rooted in our mission - Enriching Lives," says Jim, Jr. "Our guiding principle is to leave everything and everyone better than we found it. We believe that our work should not only meet the needs of our customers but should also enhance their lives and the communities we serve. It is about making a difference beyond the project itself." I have no doubt Jim Blauch, Sr. once said that very same thing. After all, true success comes when one generation continues to develop the next.



Building a Tradition of Excellence
One Project at a Time

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COMMERCIAL ONE ELECTRICAL CONTRACTORS

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"I would put my money on the sun and solar energy. What a source of power! I hope we do not have to wait until oil and coal run out before we tackle that." -Thomas Edison. Always the visionary, Mr. Edison was certainly correct in his appreciation for solar power and the future of energy. In fact, there have been others that have followed in his footsteps, including one entrepreneur that has worked tirelessly to improve the role electricity plays in society today as well as the future. For over 23 years, Jeff Neal and Commercial One Electrical Contractors has been redefining the level of excellence in the electrical industry through embracing a holistic approach to how and where we can use electricity, including a very successful track record in the installation of solar arrays.

Founded in August, 2001 by Owner J.T. Neal (Jeff), Commercial One has a long history of interesting projects in and around the Richmond, Virginia area. In the earlier years, Sam's Club Optical Center, Virginia University's Belgian Building, and Rockwood Park Nature Center were all sizable, lucrative projects for Commercial One. In 2011, the company was awarded the Richmond Redevelopment and Housing Authority project on Brook Rd. During the Data Center Project, the facility electrical service was inspected and found to be in disrepair, and Commercial One was tasked to disassemble, clean, and reassemble

PROJECT PROFILE

RICHMOND CITY HALL-SPACE 62 LEVEL 2 CHARGING WITH SMART BREAKER TECHNOLOGY EATON GREEN MOTION WIFI











COMMERCIAL ONE ELECTRICAL CONTRACTORS

Continued from page 18

all the terminations and connections to factory specifications. Having established an impressive track record of completing large, multifaceted, and difficult projects Commercial One was evaluated and chosen from several contractors to participate in three major solar projects as well as several smaller residential projects. Now in growth mode, Commercial One began to build quite a portfolio of solar projects, including Million Air Solar Array at Richmond International Airport, the Virginia Distribution Center solar installation in Sandston, Virginia, and the 14th Street Parking Deck solar installation in downtown, Richmond.

Continuing their emergence as an elite electrical contractor, Commercial One was again at the cutting-edge of technology in 2014 with the Insulated Concrete Form construction method requiring "out of the box" thinking with the ability to interface ICF building construction with the practical application of the Electrical Code. The year 2015 was important as well, with the company performing RRHA-2015-21 Exterior Lighting Installation at various locations, a project consisting of the installation of over 2,000 wall packs, and 90+ pole lights. The same year Jeff opened C1 Energy Management, a sister company. By 2018, their reputation had become so respected that Commercial One was contracted to design and install electric heating systems throughout the Creighton Court Development

Richmond Redevelopment and Housing Authority 1812 Brook Rd, Richmond 2011

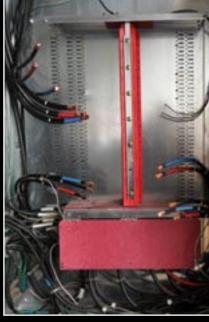
As a result of a routine inspection this equipment which provides electrical service to several RRHA buildings was determined to be in disrepair due to the build up of contaminants.













MILLION AIR SOLAR INSTALLATION 2011 Sandston, Virginia System • Size: 242.88kW

Solar energy arrays are often not visible to most from the ground. However, Million Air's 242.88 kW solar project is seen by thousands of travelers everyday flying in and out of Richmond International Airport. As the second largest solar project in the State and first Virginia airport to use photovoltaics, Million Air's private charter will hedge against rising energy cost for more than two decades. The system is located on three separate aircraft hangars and provides a visible commitment to sustainability for the Capital Regional Airport Commission. In addition to the system design and engineering, as the Electrical Contractor Commercial One completed this project on schedule and within budget. Over the warrantied life of the array, the PV system is expected to produce over 6.8 million kilowatt hours and produce staggering environmental offsets.

Million Air is the 2nd largest solar installation in the state of Virginia







COMMERCIAL ONE ELECTRICAL CONTRACTORS

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(RRHA) after media pressure underscored the urgency of the heating emergency.

Fast-forward to 2024, and Jeff Neal and his team at Commercial One Electrical Contractors have rightfully earned the respect of industry veterans, with the knowledge and experience to back it up. A Class A Contractor, Commercial One holds BSC, ELE, EMC, FAS, and HAS classifications and are SWaM and Section 3 Certified, OMBE Registered, and certified in sales, service, and installation of Eaton and Generac Generators. The company offers numerous services including Solar, Engineering, Power, Data, Voice and Inspections and Maintenance, and extends these services to about a 50-mile radius of Richmond, but have been known to go farther.

Deciding to take a holistic approach to embracing the future, Commercial One has two specific goals to further electrical industry. 'We strive to provide the city of Richmond with a realistic, costeffective revenue generating economic mechanism that would contribute to the educational funding required by RPS," explains Jeff Neal, company President and Owner. "We also work hard to establish an accelerated, comprehensive training program inclusive of NEC, NABCEP certification that addresses the real needs of all potential apprentices. We are completely confident that the teaching and training of individuals at this level will accomplish our goals."

PROJECT PROFILE

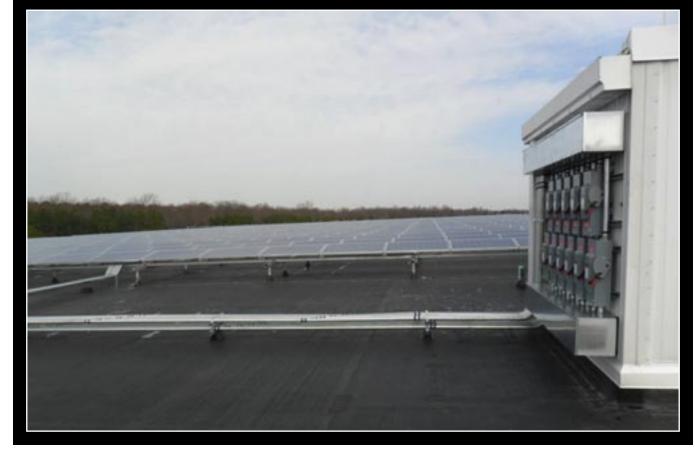
VIRGINIA DISTRIBUTION CENTER SOLAR INSTALLATION 2012 Sandston, Virginia System • Size: 234.75kW

Using over 1,000 solar modules, the Virginia Distribution Center's 234.752 kW array creates vast amounts of clean energy every day. The custom roof mounted structure will produce over 7 million kilowatt hours for the Commonwealth of Virginia over the life of the array, netting tremendous utility savings. The PV array at VDC serves as a great example of how commercial solar can offset a significant portion of the warehouses' electrical usage. By generating green power on-site for at least the next 25-years at VDC, the Commonwealth of Virginia will avoid an equivalent of over 4,800 metric tons of carbon dioxide emissions.

- VDC is the 3rd largest solar installation in the state of Virginia.

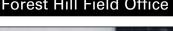


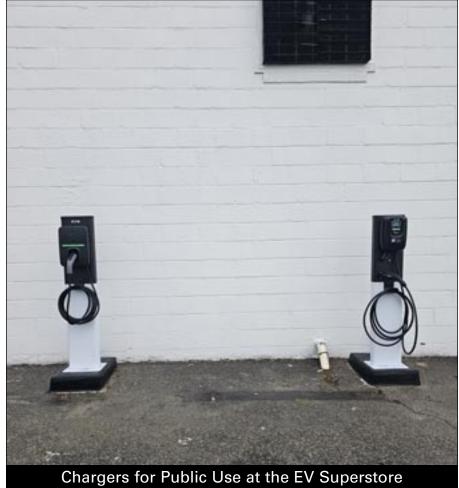






James Rivewr Park System Headquarters







COMMERCIAL ONE ELECTRICAL CONTRACTORS

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Bringing many strengths to every client and project, perhaps none is more obvious and integral than Commercial One's ability to meet the challenges of each project without compromising quality, safety, or client goals. "This begins and ends with strong communication throughout the entire project. We start by listening and understanding the client's expectations," states Jeff. "We then honestly explain the cost and work required, and finally complete the project on time with a positive approach to exceed their expectations." This also means Jeff and his company remain steadfast in their promise to adhere to the

highest principles and ethics. "It is about truth, realism, and transparency," continues Jeff. "I believe to do that we must first have a complete grasp on our client's goals, and then formulate a solution that meets every objective, keeping them informed at all phases. I would rather overcommunicate with them than have them wonder about anything."

Of course, with as many complex projects as Commercial Once has performed, they have become experts not only in all electrical applications, but in how to solve the problems that come with them. "We have established a reputation for problem resolution that is code compliant, aesthetically pleasing, and economically practical, thus making us a go to company for design-build projects," states Jeff. "Often these projects force us to rise to the challenge, and that is where we are

at our best. Many companies can operate under normal conditions, but only companies of exceptional pressure performance are able to deliver under adverse conditions." Having experienced a wide range of project sizes and types, Commercial One has forged strong relationships with clientele and suppliers alike, "It has always been relationships that have been at the core of our success, and we remain focused on building new ones while strengthening the ones we have," explains Jeff. "We feel that if we were to look for anything other than lasting relationships, we would be going about it the wrong way. For example, we have a very strong relationship with the City of Richmond, which continues to bring us new opportunities."

With all Jeff Neal has accomplished with Commercial One, it would be easy to rest on his laurels. Always the visionary and entrepreneur, however, he has decided to provide his expertise on yet another level and open the EV Super Store, providing sales,

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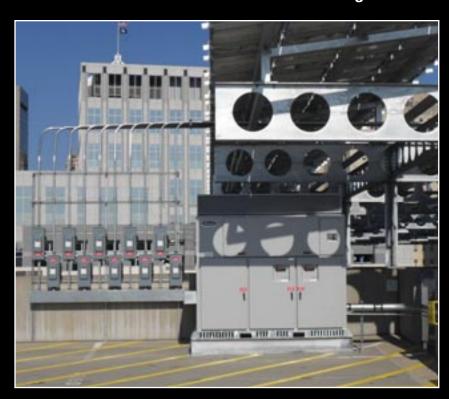
14TH STREET PARKING DECK SOLAR INSTALLATION 2012

Richmond, Virginia System • Size: 188.44kW

The 181.44 kW array at the 14th Street Parking Deck is comprised of 756 solar PV modules. The array was installed on a custom-built steel support structure, with 20 rows of panels angled at 15°. Set atop a six story parking garage in downtown Richmond,

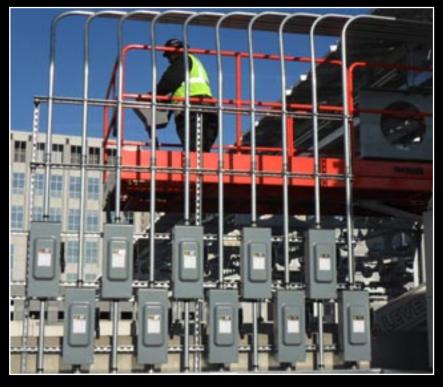
Commercial One holds the 14th Street installation as one of our highest solar installation achievements.

The 14th street array is visible from Interstate 95 and exemplifies a visible commitment to renewable energy in the State of Virginia.
 14th St. is the 4th largest solar installation in the state of Virginia.









COMMERCIAL ONE ELECTRICAL CONTRACTORS

installation, and management for

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Electric Vehicles, all in one location. "The EV revolution is here, and the EV Super Store will help lead it," states Jeff. Located near downtown Richmond, the EV Super Store will be a one-stop shop for all EV needs, including Electric Vehicle chargers and accessories, installation of chargers, design and construction of charging vehicle facilities, management maintenance, and monitoring of charger stations, and management of charger access and processing of payments. "Tomorrow's transportation will not be built around the engine. Tomorrow's transportation will be built around the software that runs it," continues Jeff. "The electric vehicle will not only be a mode of transportation, but an integral component of the residential electrical infrastructure. In the not-too-distant future, the electric vehicle will take 10 minutes to charge, have a single charge range of over 1000 miles, and contribute to the stability of the nationwide

As an industry veteran, Jeff understands that while he has every reason to be proud of the accomplishments of Commercial One has enjoyed, it is really the client's satisfaction that measures overall success. The following quotes are only a handful of the accolades Jeff and his team have earned for a strong dedication to client and project every time.

electrical grid. The impact of the

electric vehicle on the world culture

will eclipse the impact of the auto-

mobile on the American culture."

"Jeff has developed the skills to be labeled a "Top-Notch Mechanic" I find him to be a hard-working, honest man, with very good character and I would highly recommend him to anyone who seeks services. Jeff's commitment to excellent is a benefit to the electrical industry." – Ted Dzierzek, Electrical Inspector, Henrico County

"I appreciate the fast, prompt service and repair you provided....
Your professional speaks volumes about yourself and your company and the pride you take in assuring the job is done right...thank you for your support, your technical expertise, and resolving a potential electrical fire safety issue for the University." – Carl Shiles, HVAC/Electrical Manager, Virginia Union University

"Jeff and his team showed up and knocked out the job in timely manner, cleaned up and left the place just as they found it. I had no doubt Commercial One was up to the challenge, and they went above and beyond the call of duty." – Homeowner

As Commercial One looks to the future, Jeff Neal has every reason to be optimistic. Moving through their third decade of electrical excellence, the company intends to continue their commitment to the Richmond community and a training program that gives opportunities to those looking to make a career in the electrical industry. Coupled with the opening of the EV Super Store, there seems to be no limit to the ceiling Jeff and his companies can reach. "We now find ourselves in the midst of a transportation transition, and all the major car manufacturers have embraced the electric future," explains Jeff. "Battery technology

PROJECT PROFILE

Richmond Redevelopment and Housing Authority Data Center 2011

CHALLENGE

Take a space previously occupied by two offices and build a fire proof data center... In the middle of an occupied office building.





One of the key components of the Data Center is this Relay Panel, which enables all power to be disconnected in case of emergency...

and motor efficiency continue to improve as technological advancements are made every day. The EV Super Store will be there to meet the demand that has already started." Integrating all facets of electricity into both Commercial One and the EV Super Store, Jeff remains dedicated to the quality of work his companies have

become known for. "Everything we do is engineered properly, installed with pride, and completed safely to perform correctly," adds Jeff. "Whether it is Commercial One or the EV Super Store, we approach each project and customer with the idea of redefining excellence."





Building Strong Relationships and Client Satisfaction for Over a Quarter Century

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In today's world of construction, the idea of forming strong relationships is not just a goal, but rather a necessity to any company that truly has a desire to be an industry leader. Yet so often that very idea is lost in a complex and competitive construction industry that makes it much easier to focus short term than big picture. Over 26 years ago, a young man with the vision of delivering quality electrical work on time and within budget, opened the doors of his company with the simple goals of understanding customer needs and expectations while guaranteeing strong results. Remaining steadfast and true to their mission, that very same company has become known as one of the elite electrical contractors in Virginia, providing value, integrity, quality workmanship and timely delivery to a diverse clientele. Today, Creative Electrical Contractors, Inc. (CEC), has become synonymous with client satisfaction and project success, namely by understanding the importance of a relationship and remaining focused on their customer's needs.

Founded in February of 1998 by company President, Mark Southall, Creative Electrical Contractors, Inc. was truly a oneman show at the very beginning. But only a week later, Mark hired the company's first employee, the position of office manager which she held until March 2024 when she retired. Within the first few weeks, CEC landed their first job, a Food Lion. "It was a GC I had

PROJECT PROFILE

BJ's Retail Center

Location: Richmond, VA

General Contractor: EDC General Contractors, Inc.

Electrical Cost: \$1,750,000.00 Duration: 6 months

Scope: Project was a 100,000 square foot tilt up concrete construction. The aggressive schedule and complexity of building this project with supply chain issues was challenging. There were parts of the building that we actually built backwards while waiting on parts to arrive. Even with all the challenges we faced, the project had a successful opening on time and within budget.







Eastern Engineering Project

Location: Keysville, VA

General Contractor: Jamerson Lewis Construction

Electrical Cost: \$750,000.00 Duration: 9 months

Scope: Project covered over 40 acres comprised of area lighting and finished cutting buildings. The overall size of the project offered many challenges

in wiring such a facility with one electrical service location.









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never worked for from Virginia Beach, and he asked me how many people I employed," explains Mark. "I told him there were two of us, and he said 'You only have two electricians?' and I replied 'no, only two people'. I guess the reputation I built that preceded the company made up his mind to give us a shot. We went on to build twenty-nine more Food Lions from North Carolina to Maryland. CEC was truly a leap of faith that I could not have done without the support of my loving wife who always believed in my dreams. I always knew that if I did not believe in myself, I would never get anyone else to either." In those early years it was paramount for Mark to build strong relationships, and in doing so he kept CEC in steady, controlled growth. One of those companies, Ashland Construction from North Carolina, was key in helping that happen. "Without the support of and partnership with Ashland Construction, we would not be where we are today," continues Mark. "We did many of those grocery stores with them, and they are a great part of our success story." Another big partner in success over the years has been Kenbridge Construction. Together with them, CEC completed two large projects, VCRB and ICA (both detention facilities), with a combined electrical contract value of over \$8,000,000.

Today, CEC is a Commercial and Industrial Class A electrical contractor servicing Virginia and

Gateway Assisted Living and Senior Living Facility

Location: Fishersville, VA

General Contractor: Pinnacle Construction

Electrical Cost: \$2,600,000.00 Duration: 22 months

Scope: Project was a 2 story Assisted Living Facility and a 4 Story Senior Living Facility. The project was built in 2 phases with Assisted Living coming 1st and the Senior Living following behind. The project is a higher end facility













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North Carolina, handling projects from \$100,000 to \$10,000,000. Offering full-service electrical design-build services, CEC focuses on Lower and Higher Learning Facilities, Office Buildings, High End Retail, Military, Industrial, Health Care, Multi-Family and Assisted Living projects. They also have the capability to perform large underground utility installation, sports lighting, and site lighting.

From the firm's inception, Mark has remained very dedicated to provide the highest quality service to every client, regardless of size or type. "From day one our mission statement has been simple – If it's not right, we will make it right," states Mark. "From our first acquaintance with a client's project to our last piece of correspondence, they will always be satisfied with our performance." This mission statement can be seen in effect across the entire company, and is exemplified in the level of projects that CEC takes on. "We do not choose every job out there, as it has to be a good fit between client and contractor, but we find ourselves at our best on projects that other contractors find too complex or thought to have unattainable schedules," continues Mark. "We excel when faced with challenges others are reluctant to accept. Some companies run away from the fire, but we run toward it."

While CEC has built a solid reputation their clientele has come to trust in and depend on, there is no doubt that the staff at Creative

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Electrical Contractors is the backbone to that success. "Our people are what make us stand out," says Mark. "Our team members bring a distinctive blend of talent and experience that gives CEC the diverse skillsets to face any challenge and problem with unique solutions. They take care of problems immediately and never let small things turn into big things." In fact, Mark insists that they take the time to hire the right people to fit the company culture and mission. "We are not an electrical contractor that hires for a need," adds Mark. "When we welcome someone into our company, we have full intensions for it to be for the long haul. It is very satisfying when you can take a young mind with the fire in their belly and watch them grow into a qualified tradesman." It is no surprise that CEC has many employees that have been with the company throughout their entire journey, some as long as 25 years or more.

To further help their team use their abilities to the fullest, CEC utilizes cutting-edge technology, ensuring efficiency and accuracy on every project. These include Bluebeam (Design & Markup Software), AutoCAD (Design Software), AGI32 (Lighting Design Software), Revit (Design Software), Sage (Accounting Software), Procore (Construction Management Software), Trimble Accubid (Estimating Software), and Tool Watch (Tool Management Software).

Taking on a diverse portfolio of

PROJECT PROFILE

Hampden Sydney College Brown Student Center

Location: Hampden Sydney College

General Contractor: W.M. Jordan Electrical Cost: \$1,285,000.00 Duration: 14 months

Scope: The project was a 50,000 square foot 4 story Student Center. Building is mostly comprised of Offices, Student Learning Center, Post Office and Tiger Inn.











Hampden Sydney College Brown Student Center

Location: Hampden Sydney College

General Contractor: W.M. Jordan Electrical Cost: \$1,285,000.00 Duration: 14 months

Scope: The project was a 50,000 square foot 4 story Student Center. Building is mostly comprised of Offices,

Student Learning Center, Post Office and Tiger Inn.















Hampden Sydney College Pauley Science Building

Location: Hampden Sydney College

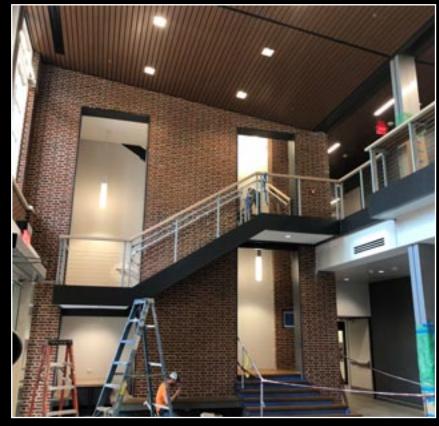
General Contractor: W.M Jordan General Contractors

Electrical Cost: \$4,985,000.00 Duration: 18 months

Scope: We started this project as a design/assist electrical contractor and moved into construction of the State-of-the-Art facility. The project consisted of 42,000 square feet and 4 stories. The building was comprised

of science labs, computer labs, vivarium, classrooms, office space and a planetarium.









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projects, Mark fully appreciates the need to bring the most effective and efficient assets to every client and project. "We approach every project from a team mentality," says Mark. "The GC's need to put together a quality team that all work toward the common goal. We feel like we have the power to pick the right subcontractors and suppliers to facilitate that. We know the importance of a team and our subcontractors and suppliers are a vital part of our success." CEC also understands the importance in finding common ground so everyone can benefit from a relationship or project. "That does not mean that all of us will not experience a bad project along the way. We are not perfect and there are sometimes things that we have no control over,"

continues Mark. "At the end of

the day, the most important thing is to act with integrity and find a resolution quickly. It may sting a little now, but if you stay on the path, you will be rewarded in the end." Mark and his team also learned the lesson very early about how important it is to understand their own limitations. "We have come to believe in doing the jobs that best fit our strengths," he adds. "Learning our limitations has served us well."

Maintaining their can-do attitude throughout the entire project, CEC makes a strong effort to keep the project on schedule while remaining efficient and proficient. "We believe that quality and speed can go hand in hand. Our customers do not have to sacrifice quality to meet important deadlines. Our customers and clients have a choice who they partner

with and we want that partnership to be CEC," states Mark. This remarkable balance between quality-control and timeliness has a direct correlation with the firm's size and their ability to effectively communicate with their clientele while being hands-on. "We are large enough to handle our customer needs, yet small enough to stay engaged with them on a personal level," adds Mark.

As engaged as CEC is with their clients and projects, they believe it is just as important to be engaged with supporting their community. Giving back has always been part of the company culture, and over the years CEC has donated time and resources to a large number of organizations and charities including local schools for prom, sports, PTA, fundraising, and more, as

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well as local Fire Departments, Rescue Squads, and Youth Sports in multiple counties and departments. Other charities include Madeline's House, Steps, Town of Farmville, Farmville Jaycees, Southside YMCA, Patrick Henry Boys & Girls, Farmville Rotary Club, Southside Shriners, Farmville Lions Club, The Hope Center, Southside 4-H, Meals on Wheels, Ducks Unlimited, Habitat for Humanity, and Five County Fair. In all, CEC has given more than \$300,000 to charities, non-profits, schools, and youth athletics.

While CEC promises to deliver the highest value to clients through a deep commitment to high-quality workmanship, cost-effectiveness, and on-time performance, they also understand it is really about the client's complete satisfaction on every project that is the true measure of success.

"Mark, along with his entire team, have been able to consistently meet deadlines and provide us with a quality product on a budget... Their experience on municipal buildings and complex detention projects has been a real asset to the overall construction team... We look forward to working with Creative for many years to come." - Brandon Spencer, Executive Vice President, Kenbridge Construction Company Inc.

"Creative's expertise in navigating complex mechanical, electrical, and laboratory systems proved invaluable. Their team's meticulous preplanning, attention to detail, and profound knowledge of their craft positioned them as driving forces behind various aspects of the project... Creative has solidified its role as the go-to trade partner for this Project Manager on every project, demonstrating a commitment to excellence and foresighted problemsolving." - Jim Benn, Senior Project Manager, Jamerson-Lewis General Contractors, Inc.

"We knew Creative Electrical was the right choice to handle the task. Their team was onsite from day one through opening and performed with exceptional professionalize and was truly instru-

mental to the success of the project. We look forward to working with them on many more in the future." - Bryan White, Vice President, EDC General Contractors

"We turned to Mark's team at Creative Electrical to bring them on in a design-assist role early in the historical restoration of Venable Hall at Hampden-Sydney College to help control budget and constructability. Creative Electricals' can-do attitude and problem-solving abilities when challenges arose on this complex project have been invaluable." -Alex Amos, Vice President, English Construction

"Creative Electric is very knowledgeable and dependable while





Hampden Sydney College Venable Hall

Hampden Sydney College Venable Hall

Location: Hampden Sydney College General Contractor: English Construction

Electrical Cost: \$2,685,000.00 Duration: 17 months

Scope: Full restoration and Addition to the Building that was originally built in 1825. Creative Electrical was part of a design/assist approach to tackling this gem. The building brought a lot of challenges/opportunities during construction. Careful attention was given to maintaining the period and integrity of the building. Fireplaces that had been covered up over the years were opened back up and repurposed in each of the student rooms. Heart Pine floors were brought back to life. Careful attention was given to the lighting and control in this building. Parents and Friends is a gathering area where the brass wall sconces and large brass 3 tier chandelier were refurbished back to their original condition.









Longwood University Allen Hall

Location: Longwood University

General Contractor: Jamerson Lewis Construction

Electrical Cost: \$1,475,000.00 Duration: 18 months

Scope: Project consists of a 4-story academic building with high end finishes throughout. Higher learning classrooms, computer labs and a vivarium. Project was erected in a busy University setting where controlling deliveries and logistics were paramount.















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providing service with the highest integrity. They are a valued partner on any project and we highly recommend the firm." – William Park, President, Pinnacle Construction & Development Corporation

"Creative Electrical Contractors (CEC) is our go to electrical partner on projects in central Virginia. In a nutshell, CEC is a company with great DNA... What sets them apart is their ability to plan their work while at the same time work with the other trade partners to reach a common goal... When you ask folks within our company what they think of CEC, you will hear everyone say that they are a group who simply does what they say they will do and they will do the right thing no matter what." - Chad Blalock, Building Systems Manager, W.M. Jordan Company



"Farmville Wholesale Electric Supply Co., Inc. has enjoyed the good fortune of being a supplier to Creative Electrical Contractors, Inc. since their inception 26 years ago. From the beginning, Mark Southall has operated his company with a vision of quality and dependability which has earned the company a highly respected standing among its peers in the commercial contracting arena. In addition, CEC has always been a good neighbor and generous supporter of the local community here in Farmville, VA. All of us at FWESCO enjoy and appreciate our relationship with the team at CEC." – Gordon Smith, President, Farmville Wholesale Electric Supply Co., Inc.

"CEC always seems to get the project done on schedule while providing innovative solutions to the difficulties and challenges that were presented...your firm will remain my electrical contractor of choice and my "go-to" guys in the Mid-Atlantic area!" – Sam E. Patton, P.E., EnviroDesign, Inc.

"Having worked with Mark Southall and Creative Electrical for many of their 26 years, I have experienced first-hand, their professional attitude and willingness to work to provide the owner with the best possible outcome. Mark

and his team are a pleasure to work with." – Chuck Green, Account Manager, Capital Electric

Mark also points out that these past 25 years have seen some of the greatest challenges this country has ever experienced. "We have been resilient and forged ahead through Y2K, 9/11, a huge recession, and the pandemic," he continues. "But I have always had the mindset that no one could tell me I could not do something, and I believe that if you go into business for the right reason, you remain a step ahead of the ones that are deemed to fail." Indeed, because that reason was to first and foremost build relationships that last, Creative Electrical Contractors, Inc. has established a reputation as one of the most experienced and knowledgeable electrical firms in the entire state, and one that has the customers goals at the forefront of every project. "It is very important that we never forget where we came from or where we



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are headed," adds Mark. "That means our goals will be to continue providing quality, on-time electrical services to our customers, a solid place of employment and proper training to keep our employees one step above our competitors, and to give back to our community and support our local non-profit organizations." Since the earliest days of CEC, Mark has never been one to shy away from the challenges that owning an electrical contracting firm brings, and has even embraced the lessons those challenges inevitably provide. "I knew in the beginning that you had to

pick the right tree, climb it, walk out on the limb and maybe even touch the ground," he says. "If your tree is strong enough and the sun shines bright enough the limb will reach back to the sky. Pick the right tree!" There is no question that Mark chose wisely, as today Creative Electrical Contractors, Inc. also has roots that run deep.

Over a quarter century ago, Mark Southall was a young man with a dream. It is often said that behind a good man is an even better woman, and in those early years as is today, Mark knew how blessed he was to have his supportive and loving wife and son by his side. "David will be instrumental in the future success of the company," states Mark. "It will be up to our employees to take this dream and build on it so we can stay strong throughout the next century."













Creative Electrical Contractors, Inc.



Thank you to all who have

helped us achieve our success!



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