



Building the Southeast Since 1960

Fall 2018

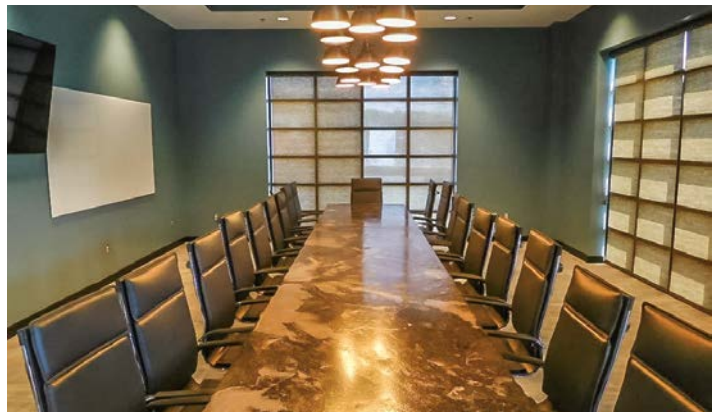
## Brindley Completes New Break Room and Offices at Clayton Cavalier Homes

**B**ringdley crews recently constructed a new break room and administrative offices for Clayton Cavalier Homes, a modular mobile home manufacturer, in Addison, Alabama. The new break room was constructed on the front of the plant and consists of 10,500 square feet of finished café space and 2,300 square feet of covered patio. Plant employees can now enjoy a rustic dining and break space complete with a large conference room, four administrative offices, new restrooms, a fully-furnished commercial kitchen fitted with stainless steel appliances, and outdoor seating.

Project Manager Jeff Brindley and Superintendent Sammy Dickey masterfully handled the challenges that arose during construction. After the architectural designs were complete and the project was underway, the client decided to totally redesign the building. These changes included exterior materials, building heights, interior finishes, ceiling treatment and lighting fixtures.

The exterior walls are constructed of various metal finishes and are of alternate heights, adding a dramatic look to the front of the plant. Interior finishes include a polished concrete floor, barn wood clouds attached to the ceiling, as well as rustic furniture and lighting fixtures. The Brindley team was happy to accommodate our client's changes and the project was completed in just one year.

We are excited to continue our relationship with Clayton Homes and hope to collaborate again in the future. View our other projects at <https://www.brindleyconst.com/industrial-projects-brindley-construction-pulaski-tennessee>.







## Brindley & Associates Management Retreat Held at Brindley Construction Office

The Brindley & Associates, Inc. property management team shared two exciting days together at the Brindley Construction office. Team members used the time together for collaboration and broadening their expertise with property management. Brindley & Associates members from across Tennessee traveled to our office in Pulaski for this annual event.

In addition to exploring trends in the property and leasing industries, the group focused on strengthening their communication and leadership skills. Several exercises allowed individuals to remove themselves from their comfort zones and showcase hidden talents.

The management team loved “Spaghetti with Marshmallows.” Groups were equipped with 20 spaghetti noodles, one yard of string, one marshmallow and a roll of masking tape. The sky was the limit too build the tallest, self-standing tower with a marshmallow on top!

Brindley & Associates, Inc. is proud to work with Brindley Construction, LLC. Brindley & Associates serves the state of Tennessee as a property management company. Together our two organizations can fulfill most aspects of our customers’ projects, from development, design, construction, down to the daily operations of a property.

## Annual Fish Fry Celebrates Brindley Team Members

Our Annual Fish Fry was a great success this year! Employees and their families gathered on June 23, 2018 at the Brindley river cabins for fried seafood and fun. The event was catered by Swamp Johns Restaurants & Catering and all attendees were treated to live music, boat rides and yard games.

Despite the overcast weather, a great time was had by all who attended! We can’t wait for next year’s Fish Fry to celebrate our hard-working team!





# Brindley & Associates Intern Lyric Currin Off to University of Tennessee

The Brindley team shared an afternoon of spirited cheer and lunch to celebrate our summer intern, Lyric Currin. Over the past several years, Lyric has spent time in the Brindley & Associates, Inc. leasing office, allowing her to learn various property management skills. Lyric and her family have been a part of our residential family since she was three years old. Lyric loves to be involved with her community and is a proven leader. Our organization has been fortunate to watch this young lady grow and mature in many aspects of life.

Lyric has returned to her junior year at The University of Tennessee-Knoxville, where she is majoring in English with a minor in Education. The next exciting adventure begins in January 2019, when she will join the UT International Exchange Program to study in South Korea. Our team cannot wait to share her adventures upon her return. Lyric's three months with us this summer has proven that she's a superstar!



## Works in Progress...

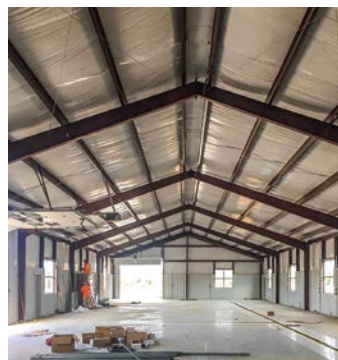
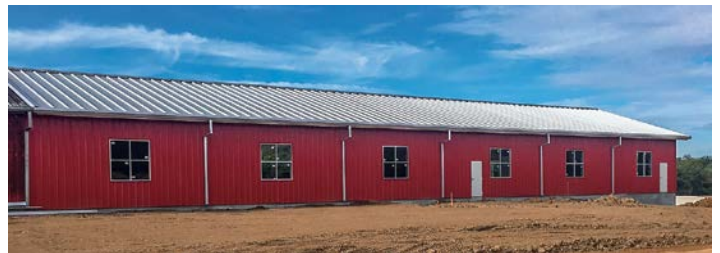
### ***Murco Wall Products: Pulaski, Tennessee***

Brindley Construction has started building a new warehouse facility for Murco Wall Products in Pulaski. This 40,000-square-foot, pre-engineered metal building will allow Murco to upgrade their manufacturing capabilities at their existing location. The project will include all sitework, interior finishes, mechanical and electrical, and has a proposed completion date of Summer 2019.



### ***Tenn South Distillery: Lynnville, Tennessee***

Construction of a new, 15,000-square-foot warehouse is underway at Tenn South Distillery in Lynnville. The Brindley team began sitework in July and plan to finish the project in Spring 2019. The new addition will expand their current distilling and barrel warehouse facility. The project will include all sitework and the construction of the pre-engineered metal building addition.



# What Influences Construction Costs the Most?

There are many factors that influence the cost of construction. Some are obvious: land acquisition, permits and construction costs. Then there are the future costs or life-cycle costs to consider: maintenance, repair, replacement—the cost of keeping the facility and its systems up and running.

One of the most effective ways to control construction costs is to establish early involvement on behalf of the owner AND the contractor. This may seem obvious, but under the traditional method of construction delivery, the owner commissions an architect or engineer to prepare drawings and specifications, then separately selects a contractor by negotiation or competitive bidding at a later stage in the project's development.

Can the design be built for the budget and within the desired timeframe? If the project needs to go back to the drawing board, how much time will be lost? What if the architect and contractor disagree? How many contracts need to be managed by the owner?

In contrast, the most effective way to achieve early contractor involvement is by employing the design-build project delivery method. Design-build construction streamlines project delivery through a single contract between the owner and the design-build team, creating an environment of collaboration and teamwork between the designers and construction team.

In addition, pre-construction services provided by the general contractor, such as feasibility studies, financing options, site selection and logistics, conceptual planning, budgeting, value engineering and scheduling provide an opportunity for collaboration and help determine the viability, and ultimate success, of a project—well before the shovels hit the ground.

## ***Early Decisions Make All the Difference***

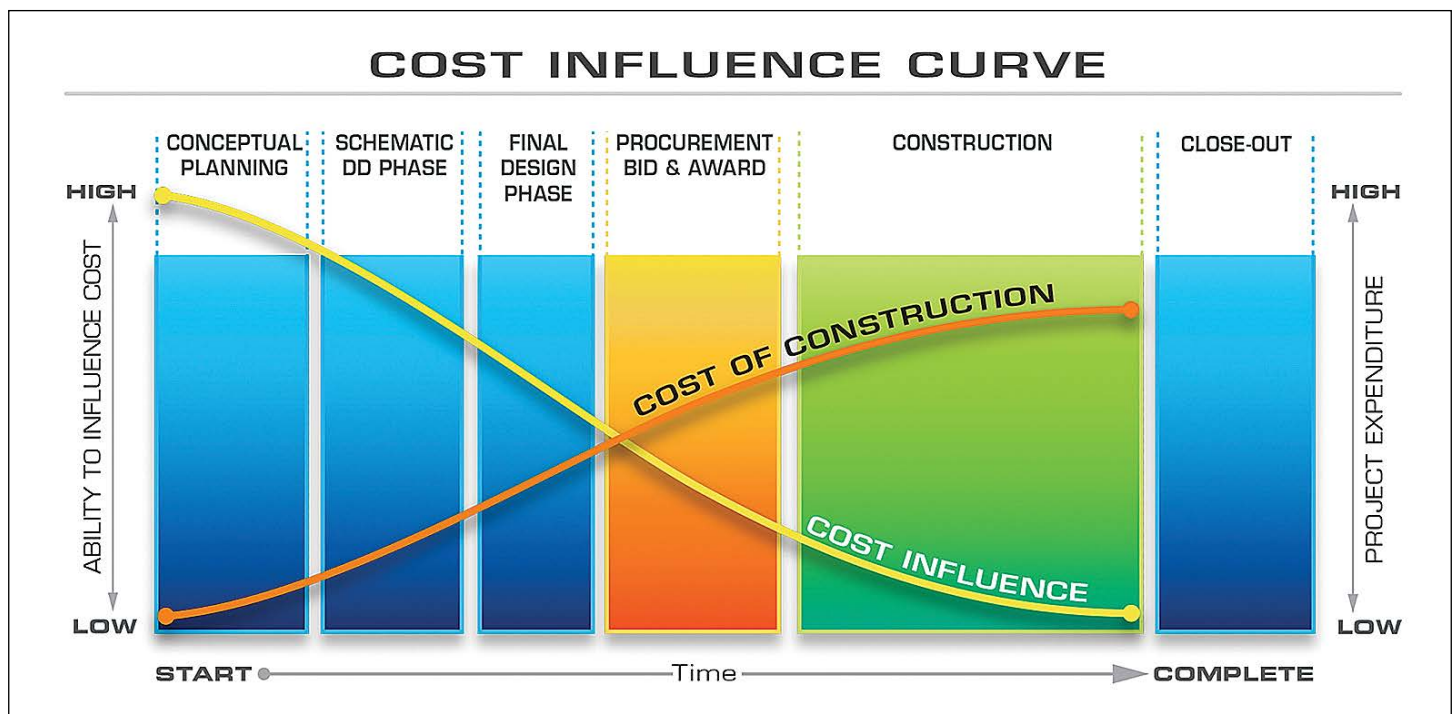
As illustrated in the Cost Influence Curve pictured below, decisions made early in the conceptual planning and design phases have a dominant influence on the cost and completion time of the project. It quickly becomes

evident that the owner holds the key to controlling project construction costs because all decisions made at the onset of a project have far greater influence on costs than those made at later stages. In addition, design and construction decisions made early-on will influence on-going life-cycle costs.

When the owner works with a single team under one contract, it is far easier to balance his or her facility needs and budget with the design, materials, systems and construction processes required to maximize the owner's revenues.

When you work with Brindley Construction from the beginning, our integrated approach of pre-construction, construction and close-out services come together to create a successful project—one that is faster, safer, comes in on budget and schedule.

Learn more about the design-build process by downloading our free eBook at <https://www.brindleyconst.com/design-build-ebook>





# 3 Signs You've Chosen the Wrong Contractor—And How to Find a Good One

When you embark on a new construction, addition or renovation project, there is a lot at stake—budget, schedule, productivity, and a host of other concerns. So, how do you choose the right contractor—one who can understand your company's needs, work within your budget, meet your deadlines, work as a team player and provide solutions and innovations along the way? Avoid these common traits of bad contractors:

## ***Lack of Communication and Reachability***

If a contractor doesn't return your initial phone calls or emails, keep looking. The best contractors will be open and always striving to keep their clients informed. Typically, you will have an individual or a team assigned to your project that will manage it from start to finish. If a company is not quick to provide you with information about your construction project, search for a more reliable company.

## ***Lack of Transparency in Bidding***

While it may be tempting to hire the lowest bidder, low costs do not always result in a quality deliverable. It's important to remember the old adage: "You get what you pay for." Look for aspects of the bid that are not transparent and ask questions to ensure the contractor is able to work within your budget. Does the bid cover all your project needs? Are any items left out or left for later? A good contractor will want to drill down into the details of your project to do quality cost estimating, so be prepared to answer a lot of questions. Remember to be specific about your needs (immediate and future) and your project preferences. A bad contractor will dodge your questions and push to start working.

## ***Lack of References***

If a company is unable to provide you with references from previous projects, this may indicate a lack of client satisfaction or inability to complete a project on time or on budget. Regardless, seek a contractor who has a high customer satisfaction rate and is open with sharing recommendations from previous clients. Don't hesitate to conduct this research on your own by searching their website or other review sources. Once again, ask questions of a potential contractor—doing your homework ahead of time will save you hassle and money in the long run.

Learn more about the benefits of hiring a quality contractor by downloading our free eBook at <https://www.brindleyconst.com/how-to-choose-the-best-contractor-ebook>



## **They save time.**

Between their extensive knowledge and experience, a contractor keeps the project moving effectively and efficiently.



## **They manage the project constantly.**

They are your eyes on the project, even when you're not on-site.



## **They're your expert.**

From supplies to construction laws to general guidance, contractors offer the expert help needed for a successful job.



## **They can keep your project on schedule.**

They know the timeline and the deadlines and they will be certain to keep the project on track, even when unexpected problems arise.



## **They make sure that the job is done right.**

They are responsible for crossing all the t's and dotting all the i's. Hiring the right contractor means your project will be in good hands.

# Brindley Attends Annual Associated Builders and Contractors Showcase in Nashville

Brindley Construction participated in the Associated Builders and Contractors (ABC) Greater Tennessee Chapter General Contractors Showcase on August 16, 2018. This showcase, held at the Fairgrounds Building in Nashville, was a fantastic networking opportunity to meet with subcontractors and material suppliers from across Middle Tennessee. Various Brindley staff attended the event and worked in our booth including Jeff Brindley, Robbie Masucci, Bryan Brindley, Tim Rohling, and Kathy Pigg. In addition to connecting with great Middle Tennessee businesses, our team was treated to amazing food and hospitality!



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