

Our Approach

At Mass Construction Group, we offer our customers a complete approach to project management, facility design and engineering. We do more than just construct buildings — we build businesses and relationships.



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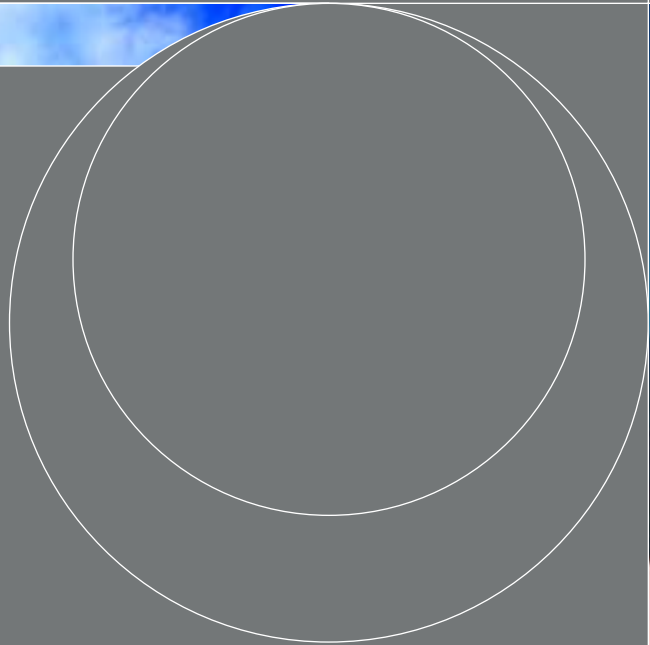
Designing solid relationships.
One building at a time.





Our Mission

At Mass Construction Group, we employ our extensive knowledge of project management, design, and construction to strategically transform your concepts into reality. We are founded on honesty, integrity and commitment. We foster relationships of quality, and are dedicated to serving all of your needs from concept to completion.



The process of constructing a building is an extremely complex one. It demands the flawless choreography of a diverse cast of players, each with a specific function and interest in the project's outcome. Even though advances in construction technology and methodology have substantially reduced the time and costs involved, owners and developers of today still face a mind-boggling array of issues.

Who can help you make sense of the myriad codes and regulations you'll encounter? Who can guide you in planning a structure that not only meets today's need for beauty and cost-effectiveness, but also satisfies tomorrow's requirement for expandability and functionality?

We can. Let us tell you about design/build contracting and our special way of doing it.

What is Design/Build?

The origin of the design/build concept goes back nearly four thousand years to the ancient civilization of Mesopotamia and the Code of Hammurabi, which placed absolute accountability on the shoulders of one individual, the master builder, for both the design and construction of a building.

Not until the Renaissance did the disciplines of architecture and engineering set off on divergent paths, each responding to the need for specialization brought about by projects of ever-increasing complexity. But, the split was also legal as well as functional. As construction law developed in the 1800s, courts determined that architects and contractors bore different liabilities on a project, with architects being liable in cases of general negligence and contractors bearing strict liability for nearly everything else. The result of this redistribution of responsibilities is the traditional "design-bid-build" method of project delivery as we know it today. It was the mode of choice until the 1970s and 1980s, when runaway inflation and a highly litigious business environment prompted owners and developers to look for a more consolidated, streamlined process to build their buildings.

In recent years, design/build has experienced tremendous growth, with more owners than ever selecting the method, many for the first time. At Mass Construction Group, we're proud to carry this time-honored tradition — and ours — forward into the twenty-first century.

Our Process: Why It's So Effective

What makes us different? To us, it's all about building lasting relationships based on honesty and good communication. Unlike many traditional general contractors — as well as others in the design/build arena — you won't simply be another number on the client list. Our focus will always be on you and your complete satisfaction. Guaranteed.

The process begins by working closely with you or your representatives to gain a clear understanding of your specific objectives and requirements. Our multi-disciplinary depth gives us the ability to approach the project from both a design and construction perspective in the pre-design phase, allowing our experienced team to identify potential problems and establish working schedules and budgets. Avoided are the costly mistakes, change orders and cost overruns that can jeopardize the success of the project. And, throughout construction, we'll continuously review objectives and progress with you, ensuring that we're always on course to provide the solution that best suits your needs.

As your only point of contact, we'll eliminate the miscommunication, confusion and budget-eroding errors that result from having too many players on the field at one time. Our relationships with many of the finest architectural, engineering, construction management and contracting firms in the region allow us — and our clients — to tap into a vast economy of information and expertise.

We realize that emotions run high once the decision has been made to proceed with a project. We get pretty excited about it, too! To keep things flowing smoothly, our unique step-by-step process has been designed to permit a free flow of ideas and information between parties that not only facilitates informed decision making, but ultimately reduces your exposure to risk.

Each client is different, and each comes to us with a unique set of challenges. We understand that the relationship between businesses and their buildings is a special one that requires sound planning right from the start. Our experience in site selection, real estate investment analysis and space planning ensures that your project will rest on a firm foundation. From ground breaking to ribbon cutting, we're there to help.

As construction professionals, we know that asking the right questions is the essential first step in any successful building process. We also understand that you'll have many questions for us, too. Here are answers to six of the most frequently asked...

■ **How much will the project cost?**

1 This is always the first question we're asked. And understandably so, since the entire decision to proceed with the project often depends upon the answer. Our first step will be to sit down together for a detailed discussion of your goals and requirements. Once we've defined the overall scope of the project, we'll begin to develop a preliminary design and budget simultaneously. This multi-disciplinary approach allows us to identify opportunities — and problems — at the beginning and recommend alternative methods or materials that will result in greater cost and time savings to you.

■ **How long will it take to complete?**


2 There are many variables that can affect the duration of a project. Site conditions. Materials availability. Design changes. Weather. And it's here that our expertise as design/build contractors gives us a definite advantage over "traditional" design-bid-build contractors in being able to accurately schedule and direct the phases of a project. You see, we're in the driver's seat from the beginning. Our total control over the preliminary design, engineering and budgeting of the project ensures that we know every detail about what's

going into the project as well as who will be involved in it. This dual builder/construction manager role allows us to eliminate the root cause for many of the headaches and miscommunications that often result in unnecessary extensions to the project schedule.

■ **How do I choose the best site?**

3 We're eager to help you determine a location that will best serve the needs of your business. As site selection analysts, we appreciate the fact that every organization has its own unique way of serving its market — and sometimes several markets at once! With this in mind, we'll think strategically to help you evaluate the pros and cons of each potential site, studying the elevation, the "designability" of the site, and its accessibility to clients and suppliers.

We'll also look at variable costs, such as permits, land values and acquisition costs, as well as those directly associated with site development, engineering and construction. Our goal is to ensure that your location not only meets your current needs, but will give you every chance to grow and achieve your full potential.



■ **If an architectural firm isn't leading the project, will I receive less "design"?**

Absolutely not. In fact, you'll actually get more. The majority of our projects do have involvement — be it our own or, occasionally, that of one of our trusted colleagues — by a professional architect or engineer. Unlike design-bid-build contractors, our total immersion in the early planning of the project gives us the ability to weave our architectural design and engineering expertise into the fabric of the job at the earliest phases where it's needed most. Project goals and requirements are fulfilled, and your vision, realized just as you'd intended.

■ **What kind of quality can I expect from the design/ build method?**

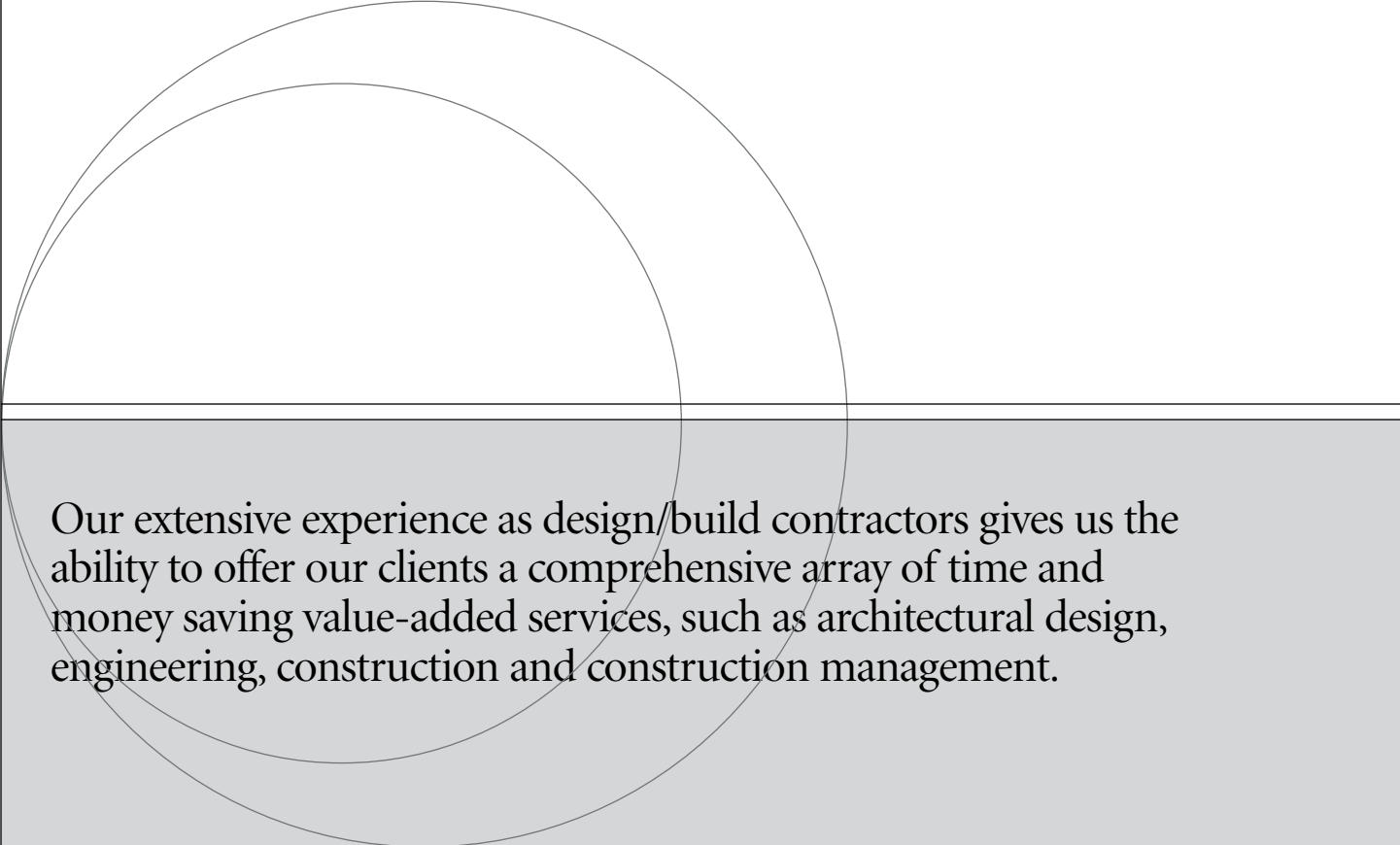
We're committed to providing the highest possible level of service and quality on every project we undertake. Being the single point of control allows us to continually ensure that all design, engineering and construction activities meet our strict standards. We'll also handpick the best subcontractors for the job based on price, workmanship and past performance. The result: a quality structure, delivered at a very competitive price.

■ **How can design/build reduce my overall exposure to legal risk?**

It's pretty clear that miscommunication between the parties involved in a project can have a serious impact on its overall financial viability, both in terms of valuable time wasted and money spent correcting mistakes. But, what about the legal ramifications?

In a typical design-bid-build project, the client defines the parameters of the project, and then hires an architect or engineer to develop preliminary plans based on those requirements. The client then assumes responsibility for choosing a general contractor, who will execute the project with the assistance of a number of subcontractors in specialized trades. However, since there's no single professional entity in this mix that's responsible for project management as a whole, this task falls back onto the client — and *that's* the danger. If this system breaks down, the headaches and the finger pointing begin.

Let us take that burden off of your shoulders and place it squarely on ours. When you hire us, you'll deal *only* with us. We'll handle the rest.



Our extensive experience as design/build contractors gives us the ability to offer our clients a comprehensive array of time and money saving value-added services, such as architectural design, engineering, construction and construction management.

■ **Design/Build Services**

Whether you're facing the addition or renovation of an existing structure or planning new construction from the ground up, our talented team of professionals provides you with a single source of project management from beginning to end. Our highly effective process of cost, time and quality management ensures that your project stays on track, saving not only your resources, but your peace of mind, too.

■ **Construction Management Services**

Our role as a construction manager is a vital one, especially on larger, more complex projects. As your advocate, we'll act as an interface — your "eyes and ears" — between you and the architect, engineer, contractors and municipality as we represent and protect your interests.

■ **Architectural and Engineering Services**

Over the years, we've developed some very special working relationships with many of the finest architectural and engineering firms in Pennsylvania and Maryland. We place an extremely high value on their honesty and commitment to service. Our access to this wide pool of resources allows us to select the right combination of talent and experience necessary to accomplish the specific goals of your project.

■ **Manufactured Systems**

When the situation calls for a different approach, we're proud to be approved providers of pre-manufactured building systems from Kirby Building Systems™, a leader in the design and production of pre-fabricated commercial and industrial structures for over 40 years. From flex buildings to aircraft hangar systems, Kirby has an efficient, cost-effective solution for every need.

■ **Additional Services**

- Conceptual Design Consulting
- Interior/Exterior Design Consulting
- Site Selection Analysis
- Real Estate Services
- Preliminary Planning, Budget Consultation and Scheduling
- Architectural Renderings & Animations
- Facility Maintenance & Repair



"Mass Construction Group, with their highly creative approach and day-to-day attention to detail, ensured that the finished product would be everything we expected. We're very pleased with our relationship with Mass and would certainly encourage other business owners to discuss their projects with them!"

— DALE AND KATHLEEN SCHWAN, OWNERS
ENVIRONMENTAL INTERIORS, INC.





"In the hotel industry, service and time are of the essence, and Mass Construction Group comes through with flying colors. I've worked with a great number of construction companies in my career with Marriott, and have often found myself working against the contractor. With Mass, it's a real team effort!"

— PHILIP A. GUARNO, GENERAL MANAGER
HARRISBURG-HERSHEY MARRIOTT HOTEL





MOUNTZ JEWELERS

“Mass Construction’s workmanship and service are top notch. We’ve used them on several occasions for large projects, and will continue to do business with them in the future. The lines of communication were *always* open, and all of the work was completed within our tight deadlines. Their skill, attention to detail, and quality craftsmanship makes them number one with us!”

— RONALD A. LEITZEL, PRESIDENT
MOUNTZ JEWELERS





MARK D. CHRYSLER, PRESIDENT

For over 25 years, I've had the privilege to work with some of the nation's best architects, design engineers and contractors. This experience has provided me with the awareness and expertise necessary to push the cutting edge. As a leader in this industry, we emphasize applications of environmentally sound principles and methods, such as "green technology." Our design and construction philosophy instills the use of sustainable products and energy systems. Our success is based on bringing your visions to life!

MICHAEL A. SOLA, VICE PRESIDENT

We are passionate about this industry and our clients, and take extreme pride in having satisfying personal relationships with them as well as our subcontractors and suppliers. Our success is due to the respect that we have earned and the philosophy by which we abide. Our goal is to provide professional and timely transactions, minimizing interruptions to our clients' operations. We bring a unique dimension to the concept of design/build.



GEORGE J. SULZER, SECRETARY/TREASURER

Solid relationships come from interacting closely with our clients and understanding their needs. All of our project managers are very conscious of the fact that performance and reputation are a direct result of Mass Construction Group's integrity and professionalism.



- Design/Build Services**
- Construction Management Services**
- Architectural and Engineering Services**
- Manufactured Systems**

Put our extensive experience to work for you.

Call us at (717) 652-2230 to arrange a confidential meeting, at no cost or obligation to you, to discuss your project's requirements. You'll be glad you did.

www.massconstruction.com