

ON THE LEVEL



A Newsletter from STAR INC. to our customers, business associates, and friends

Winter 2003-2004

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STAR INC. is a Design-Build Contractor offering:

Comprehensive Construction Management

In-House Architectural Services

Value Engineering

Pre-Construction Services

Complete Turnkey Operations

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STAR's First Tilt-up Project a Success



STAR's first tilt-up concrete construction project has been successfully completed, providing its owners with a functional and efficient building to greatly improve their volume and business. Clovervale Farms, a food processing company, is moving into a new home in Amherst. A former 60,000 square foot department store was completely remodeled to Clovervale's needs, while adhering to strict USDA requirements for food processing. In addition, STAR constructed a new 25,000 square foot cooler, freezer and receiving area with nine loading docks - all using tilt-up concrete.

Continued on page 2

Record Size Dealership Completed in Four Months!



STAR recently completed a renovation on a 152,000 square foot auto dealership for Liberty Ford in Maple Heights. The former Super Kmart has become the largest Ford dealership under one roof, according to Ford sources. Utilizing aggressive scheduling and managing, STAR reached the targeted completion date of August 1, much to the delight of owner Jim Herrick.

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STAR Growth

Founded in 1955, STAR has experienced exceptional growth in the last two years. During that time, the number of employees has grown from approximately 45 to almost 80. While many of these new positions went to onsite construction professionals, STAR also beefed up the project management department as well as bringing the Star Architectural Group up to seven employees. Not surprisingly, STAR also achieved their highest sales volume ever, beating their previous record by over 35%.

Many have inquired about the reasons for this substantial growth, especially during an economic period that saw many industries (including construction) showing negative or little growth.

Frank Restifo, STAR's Director of Business Development, offers this explanation: "STAR certainly enjoys the repeat business it gets from past customers. This volume accounts for the largest portion of our sales. Word of mouth advertising is invaluable and we earn that by making past customers glad that they trusted STAR to design and construct their project."

Liberty Ford *Continued from page 1*

The indoor showroom can hold up to 100 vehicles, while the back half of the building includes 53 service bays to better serve customer repair and maintenance needs. The Liberty Ford facility ups the ante in a very competitive market area known as "The Bedford Automile." It is about 50% larger than a super showroom recently opened by a nearby competitor.

"STAR has developed quite a niche in the construction of auto dealerships", says Frank Restifo, Director of Business Development for STAR. "In addition to many other commercial, industrial and retail customers that STAR does projects for, auto dealers seem to have gotten more aggressive with investments in their facilities. Our teamwork and efforts to enhance their services and image should lead to increased market share and revenues."

"Opportunity is missed by most people because it is dressed in overalls and looks like work." -Thomas A. Edison

Projects Under Construction

(Not a comprehensive job list)

L.C.A.D.A. STAR has designed and will soon begin the transformation of a 72,000 sq.ft. industrial building in Lorain into professional offices and facilities to serve the community.



GREEN CIRCLE GROWERS With a prolific design, STAR has begun the new 55,000 sq.ft. corporate headquarters and warehouse utilizing tilt-up concrete construction. *See photo on the left.*

SPITZER VW A sharp, new 19,000 sq.ft. dealership is set to open this spring in Amherst.

*Green Circle Growers
Kipton, Ohio*

ANCHOR LODGE Sprenger Enterprises entrusts STAR with the design and construction of their newest retirement facility, boasting resident suites, offices and numerous amenities in the 22,000 sq.ft. state-of-the-art facility.

MORE CAR WASHES are under construction in Brunswick, Brunswick Hills, Eastlake Fairview Park, Willowick, Brookpark and Elyria.

Tilt-Up Construction *Continued from page 1*

In tilt-up construction, concrete wall panels are cast horizontally on the building's floor slab, and, after proper curing, are "tilted-up" into place with a large crane. Wall panels on the Cloverdale project weighed up to 115,000 pounds and measured up to 20 feet wide and 37 feet tall!

Erection of the massive concrete wall panels illustrated the benefits of speed, economy and safety that are inherent in the tilt-up construction method. In addition, the new building will have excellent insulation values, due to the panel's 'sandwiching' of high-density foam insulation.

Although the properties of concrete walls and a long history of durable and efficient tilt-up projects have established tilt-up as a viable construction method in many parts of the country, it is still relatively unfamiliar in northern Ohio. STAR is already working with several more business owners that will likely take advantage of this building method in the coming year.

Newly Completed Projects

Not a comprehensive list. Go to www.starinc.cc for more.

SOUTH SHORE MARINA

This block and pre-engineered steel building houses the offices and adds 13,000 sq. ft. of boat storage and repair areas for the Huron company.



MARIA GARDENS

Yet another new addition for this chain of garden centers, the 22,500 sq. ft. wood frame addition in North Royalton creates an eye-catching and inviting look at W. 130th and Albion Roads.



FOREVER FRIENDS PET

CARE CENTER AND HOSPITAL

The owner of this 13,650 sq. ft. facility benefited from value engineering by STAR's project managers. The pre-engineered steel facility, based in Grafton, boasts rehab areas and 75 kennels for area animal owners.



COLUMBUS AVE CHURCH

The congregation in this Sandusky church again chose STAR to help expand their facilities. This time, a 5500 sq.ft. multi-purpose hall was designed and constructed of pre-engineered steel by STAR.

WAYNE MANOR

Yet another wing for this retirement center in Wooster provides 22 more suites to a waiting list of new residents.

SLIMAN'S DODGE

This Amherst auto dealer enjoyed a complete exterior renovation, updating their showroom with a sharp, professional appearance.



OBERLIN ANIMAL HOSPITAL

This hometown veterinarian lost his longtime facility to fire. After extensive meetings with area contractors, Dr. Cobb chose STAR to design and construct his new facility reflecting the charm and service for which he's been known.



LIBERTY DODGE

Yet another STAR project for the Liberty Auto Group included additional body shop area and providing a new exterior elevation. The Vermilion dealership now turns heads along Liberty Avenue.

Planning Your Project Saves Time and Money

Many business owners embark on a new construction project without being aware of the length of time required for the entire process. Like any endeavor, proper planning and realistic expectations will minimize the costs and maximize the ultimate success of the overall project.

STAR has managed hundreds of construction projects over several decades, providing our customers with invaluable insight into this process.



Following are important steps to be aware of during the Pre-Construction Phase:

1 Preliminary meetings, conceptual drawings and budget estimates provide the initial plan for your project. Depending on the complexity of your project and the number of revisions, this could take a few weeks or a few months.

2 If you need to locate and purchase property, the time it takes depends on how stringent your requirements are. If your needs aren't too cumbersome, you might find and transfer title on property within a few weeks or more, excluding time to process any loan approvals for the property.

3 Municipal inquiries, applications and approvals depend on the meeting schedules of your municipality. This phase alone could take up to a few months.

Most of these steps must precede the creation of construction drawings and documents and any bidding of subcontractors or suppliers. Only then can sitework and construction of your project begin. Being aware of these steps, and utilizing the fast-track benefits of Design-Build Contracting can help your project be completed more quickly and economically!



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