



HATTIESBURG HIGH SCHOOL



BENNETT AUDITORIUM



COOK LIBRARY

## FEATURE PROJECTS

### HATTIESBURG MARKET

Metro is working on three feature projects including **Bennett Auditorium** and **Cook Library** at USM and **Hattiesburg High School** closer to downtown.

## HATTIESBURG MARKET: A "HUB" OF ACTIVITY

Known as the Hub City, Hattiesburg is Mississippi's fourth largest municipality with an area population of over 150,000. Home to the University of Southern MS, William Carey University and Camp Shelby (the largest U.S. National Guard base east of the MS River), this city was named "One of the Great Places in America" to live in a national publication.

Commercial growth has fueled continuous expansion westward into Lamar County in recent years. Metro established an office in the fall of 2018 and just over a year later has almost 25% of our current backlog under construction in Hattiesburg.

Three feature projects underway now are **Bennett Auditorium** and **Cook Library** at USM and **Hattiesburg High School** closer to downtown. Bennett is getting a facelift with new roof, interior acoustics upgrades, and new HVAC rooftop equipment. Cook has a sixteen month schedule of a complete building renovation including new duct, air handlers and controls. Rowell Roofing is the general contractor for Bennett and Codaray is the general for Cook Library. Hattiesburg High School is also undergoing a major addition and other building improvements. A new two-story classroom addition, science wing, art wing and gymnasium are part of this work. Codaray Construction is the general contractor for this school.

We are excited about the opportunities that the Hattiesburg market holds for the new year in growing the Metro footprint in Mississippi.



THE METRO MESSAGE – NOW IN OUR 21<sup>ST</sup> YEAR OF PUBLICATION!

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### ACADEMY OF INNOVATION



VICKSBURG ★ MISSISSIPPI

Vicksburg Warren School District is excited to have the new Academy of Innovation under construction in Vicksburg. This is a new concept in education featuring an open environment with a personalized student curriculum. The Academy has grown in five years from 80 to serving almost 400 students each year. Century Construction is the general contractor for this 70,000 square foot new facility. Metro is providing all site utilities, plumbing, five VRF systems, roof top units, and other mechanical equipment.

### HORNE LLP



RIDGELAND ★ MISSISSIPPI

Horne, LLP, Smith Shellnut Wilson LLC, Priority One Bank and The Cress Group will soon occupy a high visibility corner north of Renaissance on Interstate 55 in Ridgeland. This three-story 112,000 square foot office complex is being built by White Construction. Metro is providing all plumbing and HVAC which includes VRF for heating/cooling. Horne will use the majority of space in the building. Horne also serves as business and tax advisors for Metro.

### YMCA



VICKSBURG ★ MISSISSIPPI

The W. K. Purks Center is home to the Vicksburg YMCA featuring a 40,000 square foot facility with racquetball and basketball courts, fitness center, exercise rooms, meeting areas and heated pool. Metro is adding new HVAC, boilers and pumps, instantaneous water heaters with auxiliary storage, and HVAC controls. We are renovating more than 8,000 feet of space and 16,000 feet is under construction for expansion. Mid-State Construction is the general contractor for this project scheduled for completion by early summer.

### ENTERGY



LULING ★ LOUISIANA

Entergy is opening a new service center in Luling, LA serving the greater New Orleans area. This new 11,000 square foot facility will feature a call center, offices, emergency storm operations center and fleet maintenance. Kent Design Build is the general contractor for this project scheduled for completion in January, 2020. Metro's installation includes multi-zone package units, VAVs and energy management.

## HVAC SERVICES: WHERE IS THE WINTER SEASON?

Metro Building Services typically produces the perfect "Bell Curve" for annual sales. A slow winter into spring - business picking up into summer - peak sales during the hot months - trailing back into fall/winter again.

Fortunately, we are maintaining a brisk pace into the cool months. System changeouts, major repairs, new preventive maintenance customers coming online all make for an unusual winter. Our technical team is ready for response 24/7. If you or a friend need service for your facility, call our service line today. **Winter or summer, we are here to serve.**



METRO BUILDING SERVICES



## SAFETY CORNER: RISKS OF THE ROAD



When we think of risks in the mechanical contracting business and our related service and maintenance group, it is easy just to think of falls, first aid and tool safety. After all, our personnel use lifts, ladders and power tools on a daily basis.

We are completing year 26 of construction and year 18 of services. Collectively with our fleet, we will operate vehicles more than 1,750,000 miles during a typical year. Every driver uses a cell phone for calls, texts, emails and information management. Yes, we have a written policy for phone usage in a vehicle. Yes, we promote this warning of the hazard of mixing driving and phones. It remains a risk of the road. Truck safety incidents have improved over the years and we continue our message of **"Don't Text and Drive"**.



BY: RICK WHITE

## DESIGN CONSTRUCTION SERVICE

### MY VIEW: "THE MARKETING MACHINE"

I love analogies – they tell a story within a story and help explain the real point by using an example. Some of us enjoy fishing. You can read books on fishing, buy all the latest fishing gear, and stock your lake with bass and bream. BUT, if you don't wet a hook, you are not likely to catch many fish.

Our Metro marketing team has taken this concept to heart. We have more staff working on customer contact and sales efforts than ever before. With more than a quarter century of history, the phone rings with repeat business on a regular basis. Service customers on HVAC and plumbing offer new opportunities for renovation/retrofit business. The bid market provides plenty of work to our estimating team. Our in-house engineering staff are constantly working on assisting owners or general contractors with budgeting, design ideas, or completing design for construction to begin. Adding to this mix, our project management staff are working to build new relationships and maintain old ones with customers in various places. Lunches, golf outings, fishing or hunting all add to the camaraderie of relationships.

In the final analysis, all the efforts and all the marketing effort known to man cannot replace efficient and quality delivery of services. Yes, we have effective marketing and this group does an outstanding job. We would be remiss if recognition was not also given to field forces who live in the trenches making the plan come together. You have to hook the fish and get it into the boat to enjoy supper.

**Our team is getting it done.**

## METRO FAMILY CHRISTMAS: A JOLLY GOOD TIME



prizes is always a fun part of the event. James Wimberly was the grand prize winner for the Bolton office and Brandon Loria was the winner for Hammond.

With staff spread among three locations and sixty or so jobsites in multiple states, this is an opportunity for all of us to come together to visit, catch up, and enjoy a good meal. Our party tops off the year and gets us into the Christmas spirit. **We look forward to a prosperous New Year as we begin a new decade with 2020!**

Events were held in early December celebrating the Christmas season for both the Bolton and Hammond offices. Between both parties, more than 200 attended with spouses or significant others. This is always a highlight of the year with updates from Frank on the "state of the company" and comments on our new year to come. The drawing for door

## FRANK RECEIVES CONSTRUCTION INDUSTRY PERSON OF THE YEAR



LEE NATIONS, ABC MISSISSIPPI PRESIDENT  
& FRANK WHITE, METRO PRESIDENT

The Mississippi Chapter of the Associated Builders and Contractors recognizes one person each year to receive this prestigious award. This year's award goes to Frank White who is President of Metro Mechanical.

Frank had the opportunity to serve five years on the ABC board culminating with being Chairman the final year. He has always been a strong supporter of ABC Mississippi promoting workforce training and other initiatives of our industry. **Congratulations to Frank** on this recognition of service to the Mississippi construction trade.

## EMPLOYEE OF THE YEAR: SAMMY WILLIAMS



FRANK WHITE & SAMMY WILLIAMS

The "Extra Mile" award is given annually to the one person who has performed above and beyond the norm to contribute to Metro's success. This is always a challenge to single out one individual because many qualify for extra recognition.

This year's recipient is Sammy Williams who works on our plumbing crew as a job foreman. He began his service with Metro almost seventeen years ago. Sammy is a quiet and unassuming man who does not seek out attention. He does his job and requires those under his direction to do their part, not accepting excuses or substandard work.

Sammy is respected among his peers and requested by our clients to be the one assigned to their jobs. They know if he is there, problems will be minimal and the project goes in right as planned. **Thank you, Sammy for years of dedicated service** to make Metro a better place. Well done!

# M METRO MECHANICAL

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## SALVATION ARMY: RINGING IN THE SEASON



Our management team committed time again this Christmas season to volunteering for the Salvation Army Red Kettle campaign. This is the Salvation Army's largest fundraiser each year. Now in its 126<sup>th</sup> year, the familiar red kettle and ringing bells are seen at many retailers around the area.

This is an opportunity to provide support to a worthy organization while celebrating the spirit of giving during the Christmas holiday. **Merry Christmas from the Metro team!**

## UPCOMING PROJECTS 2020

### HATTIESBURG CLINIC

Sumrall, Mississippi  
with Codaray Construction as General Contractor

### BADDOUR CENTER

Senatobia, Mississippi  
Metro as Prime Contractor

### PEARL HIGH SCHOOL

Pearl, Mississippi  
with S&L Construction as General Contractor

### ST. PETER'S CATHOLIC SCHOOL

Covington, Louisiana  
with Voelkel McWilliams as General Contractor



## HAPPY NEW YEAR!

As we begin a New Year, we are mindful of the many clients who entrust us with construction or services. The old adage "No Man is an Island" is very applicable to business. Success in any organization is built on the shoulders of many. Customers, vendors, architects/engineers and so many more support us in countless ways.

Thanks for the opportunities of the past year and we look forward to this new decade with anticipation. May it be the "Roaring 20s" again. **Happy New Year!**

*For I know the plans I have for you" declares the Lord. "Plans to prosper you and not to harm you, plans to give you hope and a future". Jeremiah 29:11*

