

# NEWSLETTER

WINTER 2019

*Your Local Construction Management and  
General Contracting Professionals*

GILLIS  
GILKERSON

## FEATURE ARTICLE

### Taking Inventory

Entities from local businesses and large corporations to municipalities and non-profit organizations have realized over the last year their future growth depends on their ability to stay competitive, including expanding into new spaces and modernizing existing locations. It's no secret that tax reform and our economy's health have provided both public and private entities the opportunity to move forward with commercial projects that have been in planning stages for some time.

"It is a good time to invest in real estate construction and development," said Memo Diriker, economist and BEACON director, Salisbury University. "This, in turn creates stable return on investment as opposed to taking a risk and dumping more into the financial market."

Additionally, our local area has seen an increase in building permits which also includes forward movement on municipal and non-profit levels.

"Building permits are a great indicator of economic well-being," said Merry Mears, Gillis Gilkerson chief development officer. "There are many projects in queue on the Eastern Shore, and project managers are looking to work with firms that have time-tested experience in construction and development. As the Eastern Shore's most trusted and stable general contracting and development company, our expertise is often sought out to consult on strategic community initiatives that craft direction for municipalities and non-profits alike. That's part of what makes us unique in our space."

If your business, organization or municipality is experiencing transition or growth, we invite you to contact Gillis Gilkerson to discuss streamlining and customizing construction and development solutions that will move you forward into a successful 2019.



*Gillis Gilkerson principals Palmer Gillis, Dwight Miller, Joey Gilkerson, Brad Gillis, Tyler Barnes and Chris Gilkerson.*



## PROJECT FEATURE

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### Choptank Community Health System

Back in August Gillis Gilkerson broke ground on a new 20,797 square foot medical facility for Choptank Community Health System in Denton, Maryland.

Replacing the current Denton Medical Center on Daffin Lane, the new facility will house adult and pediatric primary care, pediatric dentistry and behavioral health services. Choptank Community Health Center will be a single-story building brick exterior and a metal roof complete with associated site work. It is scheduled for completion summer, 2019.

"I couldn't be more impressed with Gillis Gilkerson, they are a very professionally run organization," said Gary Long, Senior Vice President and Chief Operating Officer of Choptank Community Health System. "They have delivered on everything they said they would and have done so with excellent communication and follow through. They are truly a great partner in this new venture."

"This project is important to our ever-growing community as it will only improve health care outcomes," said Dwight Miller, president, Gillis Gilkerson. "We are fortunate to have the opportunity to build this all-encompassing healthcare facility for our mid-shore residents and their families."

# EMPLOYEE SPOTLIGHT

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**Kevin Reeder** *Senior Estimator*

He doesn't just crunch numbers, Kevin Reeder's calculations are the first to reach decision makers when a new commercial job is on the market. Kevin has been the senior estimator for Gillis Gilkerson for the last 14 years. With 40 years of experience in construction, he quickly worked his way up the ranks from carpenter's helper to a supervisor. Prior to joining the GGI team, Reeder worked for the Navy as an estimator and planner.

"I love what I do," said Reeder. "I couldn't work for a better group of owners. They treat everyone like family and are always team focused."

Making the numbers work for clients who have limited funding is something Kevin takes seriously and strives to help develop a plan that will fit their needs but stay within their budget.

"It is projects like Ross Station in Seaford that are truly the highlight of the work I do," said Reeder. "We worked closely with the Seaford Historical Society to trim the cost so they could continue to move the project forward. They are thrilled to have the opportunity to attract more people to the plantation and fulfill their needs for a community destination. It's not easy work but totally worth it in the end."

When Kevin is off the clock he enjoys fishing and family time with his four kids and eight grandchildren.

# CLIENT TESTIMONIAL

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Gillis Gilkerson is great to work with and the team is very organized and on task with moving things along," said Shelly Towers, deposit operations manager, Provident State Bank. "We are excited for the open, airy and inviting location.

*-Shelly Towers, Deposit Operations Manager  
Provident State Bank*

# IN THE COMMUNITY



*Eva*



*Julie*



*Mike*



*Dwight*



*Brad*



*Tyler*



*Palmer*

GGI was proud to close out the year by giving back to our community and spreading some joy!