

# THE PUNCH LIST

A LANDIS CONSTRUCTION PUBLICATION



HOTEL MONTELEONE



ROSE MARY LOVING SCHOOL



BELLWETHER HQ

## A MESSAGE FROM THE CEO



*"We Build our Business by Building Lasting Relationships"*

has been our mantra at Landis since 1999. Pursuing our craft in that way has resulted in lots

of really fruitful partnerships along the way. We count among those partners our clients, architects, trade contractors and employees, as well as our insurers, banks, surety and service providers.

This year, we've had the fortune to form a significant new partnership with another local general contractor: CDW Services, led by Chris Walker. We are partnering together to build a new Living, Learning, Serving Center for Dillard University. It is important to Dillard as an HBCU that its Design-Build contractor doesn't just believe in the University's importance and mission. It also wants clear representation of

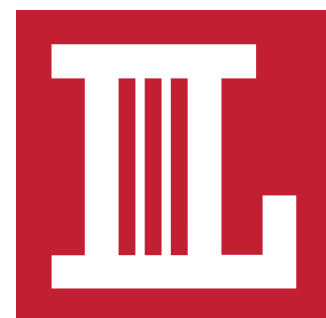
diversity and inclusion. It is important to Landis to deliver that in a really authentic and culturally-aligned way. Our partnership with CDW Services achieves just that. We have an exciting and challenging project ahead of us at Dillard, and I am grateful to be executing it with CDW and Trapolin-Peer Architects as our designer.

In this edition of The Punch List, along with our regular features of projects, community involvement, and employee announcements, you'll find news of our expansion across the Gulf Coast. We are opening an office in Pensacola! We're super excited about the opportunity that brings and look forward to sharing more as our presence there gets established. Meanwhile, keep Landis in mind not just in New Orleans, but for all your Gulf South work.

**ANNE TEAGUE LANDIS**  
CHIEF EXECUTIVE OFFICER

## IN THIS ISSUE

- Noteworthy
- Project News
- Industry Issues
- Landis People



**LANDIS**  
CONSTRUCTION

# LANDIS IN THE COMMUNITY

## UNCOMMON HIRING FAIR

Landis team members Sarah Busch, Jeremy Atkinson, Kate Bartels, Mandy Olivares, and David Lopez represented Landis in uCC's recent Hiring Fair exhibition. We love to partner with unCommon Construction as they empower youth through skilled workforce training in construction.



## WEDNESDAYS AT THE SQUARE

Landis attended Wednesdays at the Square (WATS) this year in the heart of downtown in support of the Young Leadership Council of New Orleans. We had a great time listening to live music and enjoyed plenty of food with friends and family while supporting this wonderful non-profit organization.

## YOUTHFORCE NOLA

We love to support the Youthforce NOLA internship program and are proud to partner with them to introduce more youth to the wonderful careers available in construction. We are also proud of team members like Superintendent Casey Capps who take time to invest in the next generation. Check out their latest video featuring Casey and other Landis team members! <https://www.youtube.com/@youthforcenola1163>



## JULIA JUMP

The Landis Team was honored to be the presenting sponsor for the second year in a row at Preservation Resource Center's Casino Royale-themed 44th Annual Julia Jump held in the newly renovated Iberville Ballroom at Hotel Monteleone. Landis appreciates all that the PRC does in preserving the city of New Orleans and we are proud to be a continuing partner with them.

## FISHING RODEO

Landis recently held its Annual Fishing Rodeo, this year benefiting NOLA Tree Project. Landis welcomed employees and their families, along with trade partners, clients, architects, and consultants to Lake Catherine Island Marina. We enjoyed endless amounts of fun and fishing with friends and family.



# REGIONAL GROWTH

## LANDIS ESTABLISHES SECOND LOCATION IN PENSACOLA, FL

A new chapter is beginning at Landis! Renovations are currently underway for our new secondary location in Pensacola. We are really excited about this unprecedented step for Landis, and the stretch it gives us across the Gulf South. We are pursuing it in a way that is consistent with what makes Landis who we are-- driven by partnerships with clients, designers, and trade partners. Stay tuned for an invitation to visit our new Pensacola office once renovations are complete.



# RECENT AWARDS



## EXCELLENCE IN HISTORIC PRESERVATION AWARD

Louisiana Landmarks Society honored Rose Mary Loving School (formerly Martin Behrman Elementary) for Excellence in Historic Preservation.



## SMPS-SELA COMMS. AWARD 1st PLACE, DIGITAL MARKETING

Congratulations to Communications Manager Taylor Gilliam who came up with and executed the great Women in Construction campaign that led to the honor!



## NEW ORLEANS CITYBUSINESS POWER 20 LIST

As the CEO goes, so goes the company. CEO Anne Teague Landis has been named to the 2023 Power 20 List of Leaders in the Construction Industry.



## NEW ORLEANS CITYBUSINESS BEST PLACES TO WORK

Landis has been named one of New Orleans CityBusiness Best Places to Work! We are proud to achieve this honor, thanks to employee feedback, year after year.



## ABC TOP PERFORMERS

We're proud to announce that Landis has made the list of top-performing U.S. construction contractors by Associated Builders and Contractors for 2023!



## NOLA.COM/THE TIMES-PICAYUNE TOP WORKPLACES

The Times-Picayune identified Landis as one of the 70 highest-ranking companies selected as part of 2023's competition.



## Rose Mary Loving School, Algiers Charter

Formerly Martin Behrman Elementary

This past semester, pre-K through 8th grade students in Algiers moved into a full renovation of their historic 109,000 square foot 3-story school, and a newly constructed 12,800 square foot Early Learning Center, and a new 14,900 square foot gymnasium. Now named Rose Mary Loving School, this property serves the community in Algiers as a shining example of historic preservation and renovation.

**OWNER**  
LA Dept. of Education,  
Recovery School District

**ARCHITECT**  
Waggoner & Ball, LLC



## Hotel Monteleone Iberville Tower Renovation

As GC, Landis Construction was selected to deliver a complete renovation, while preserving historic features, of the iconic Hotel Monteleone including 15 floors, 211 guest rooms, ballroom, and associated circulation within the Iberville Tower of the historic hotel. The multimillion dollar renovation was completed Q3 2023.

**OWNER**  
New Hotel Monteleone, LLC

**ARCHITECT**  
SCNZ Architects, LLC





# Bellwether Technology HQ

Landis recently delivered the historic preservation and renovation of Our Lady of Lourdes Rectory. As GC, Landis along with Architect GOAT, teamed with Bellwether Technology Corporation, the largest IT company in New Orleans, to restore the structure and reimagine its interior as Bellwether's new corporate headquarters.

**OWNER**  
Bellwether Realty, LLC

**DESIGNER**  
GOATStudio, LLC

## Dillard University Student Housing Development

Landis in partnership with CDW Services, LLC is proud to have been selected as Design-Builder for a new major development on Dillard's campus along with design partner Trapolin-Peer Architects. Construction is expected to begin Q4 2023.

**OWNER**  
Dillard University

**DESIGNER**  
Trapolin-Peer Architects



**JUST  
SELECTED**



## New River Garden Apartments

As Design-Builder, Landis has just completed renovations and upgrades to the existing River Garden I community. A complicated project with 111 distinct units and extensive community engagement, Landis is proud to deliver another project that will enhance and enrich the lives of many in our city.

**OWNER**  
HRI Communities

**DESIGNER**  
HCI Architecture



**Taking the time to reflect on the challenges faced by our industry over the last few years, I am incredibly proud of our team for what they have accomplished. It excites me even more to think about what the future brings and where we are going."**

— Christian Generes, President



## COST IS ONLY ONE PIECE OF THE PUZZLE IN ESTABLISHING THE VALUE OF THE WORK

In the preconstruction process, cost is only one piece of the puzzle in establishing the value of the work for a project. Cost is just a number, a price tag that a trade partner or supplier submits to us for the services or goods they intend to provide. It becomes an estimator's responsibility to discover if it is an accurate reflection of the value of the work.

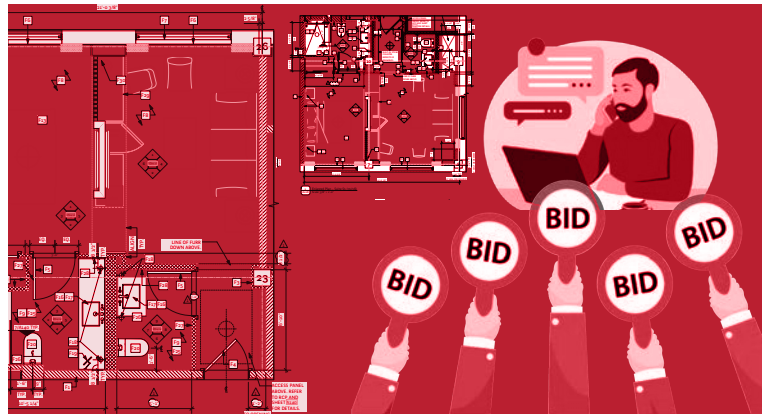
Take, for example, the typical case of analyzing three prices for a particular trade or scope. The prices may range from \$100,000 to \$175,000 to \$250,000 as submitted by distinct trade partners. The typical tendency is to throw out the high and low prices and assume that the middle price is likely more appropriate or accurate in terms of value. The reality is that one, all, or none of those prices might actually represent the true value of the work.



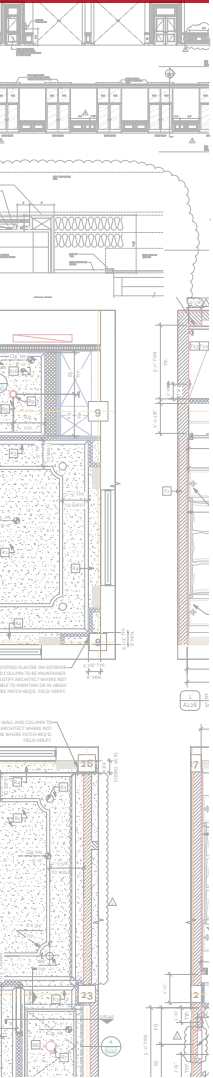
**JAMIE CHRISTOVICH**  
CHIEF ESTIMATOR

“At the end of the day, we have a responsibility to the Owner and Architect for every project to determine the appropriate value, and execute the work in alignment with the intent of the design and function of the space.”

The trade partner with the low price could have missed a key detail or omitted a portion of the work, however it is also possible that they could be utilizing alternative means, methods, or strategies that allow them to be that much more efficient in executing the work than their competitors. Likewise, the middle or high prices may have similar discrepancies or alternate approaches that need to be sussed out by the responsible estimator on our team to determine whether the price represents as true a value as possible for the work that is called for in the design documents. Understanding how the work for each particular scope is put into place is equally important because then the right questions can be asked of subcontractors.



At the end of the day, we have a responsibility to the Owner and Architect for every project to determine the appropriate value, and execute the work in alignment with the intent of the design and function of the space. We also have a responsibility to this company to mitigate risk and ensure profitability. To meet those obligations, both internal and external, it's imperative that our estimators understand all the fine details so that each scope is properly valued, and the project is set up for success.



# HONORING EMPLOYEE PROMOTIONS, NEW HIRES, & HONORS

> We would like to recognize the following employees for joining TEAM LANDIS or achieving a well-deserved promotion or honor.

## PROMOTIONS & NEW HIRES



**Marcy Nash**  
promoted to  
Purchasing Manager



**David Lopez**  
promoted to  
Asst. Superintendent



**Drew Gathman**  
promoted to  
Asst. Superintendent



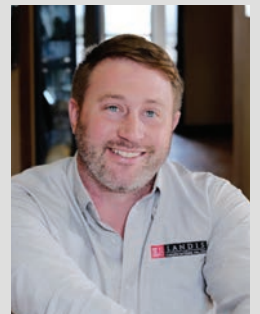
**Mandy Olivares**  
promoted to  
Senior Estimator



**Q2-3 New Hires left to right:** First row: Aaron Gonzalez, Assistant Project Manager, Brenda Scott, Accounting Clerk, Bruce Cuccia, Carpenter, Colby Perrin, Carpenter Helper, Jackson Kimbrell, Assistant Project Manager, Jada Woodard, Estimator, Second row: Leonce Carter, Carpenter Helper, Mathilde Tubbs, Marketing Assistant, Nick Gauthé, Project Engineer, Paul Miller, Carpenter, Zach Stallings, Estimator

## INDUSTRY HONORS

**CONGRATULATIONS** to Process Improvement and Project Manager Jeremy Atkinson, who is one of the first in the country to be recognized as part of LCI's brand new certification program. Now Jeremy is a Lean Certified Practitioner, LCI-CPC.





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# BUILDING LASTING RELATIONSHIPS SINCE 1956

STAY CONNECTED

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