



Watts at 2011 SUNY/PPAA & NYAPPA Conference

In early July, Watts was represented at the 2011 SUNY/PPAA & NYAPPA Summer Conference in Albany.

Brad Sendlak and **Jim Waddell** made the trip to Albany and met with representatives from DASNY, SUCF – “the fund”, and individual college and universities along with other consultants and vendors.

Director of Facilities, Planning & Design from the University at Buffalo as well as the President of the SUNY/PPAA, Kevin Thompson welcomed all the exhibitors and attendees to the Crown Plaza Hotel, in the heart of the city. The University at Albany and Sienna College hosted and organized the event.



“It was great being able to speak with SUCF, DASNY, and the universities, in person” said Brad.

Watts was one of approximately 50 exhibitors to attend the event. Next year’s event will be held in White Plains, New York.

Watts Co-Sponsors Green Drinks



On August 3rd, Watts and Savarino Companies co-sponsored **Green Drinks** for the Upstate Green Business Network (UBGN). The monthly/bi-monthly event brings together a diverse group of western New Yorkers from a wide range of industries with an interest in environmental issues.

Green Drinks was held in the open “restaurant space” on the first floor where guests gathered for drinks, food and live music before taking a tour. **Ed Watts, Jr.** along with Sam Savarino, President of Savarino Companies, spoke about 95 Perry giving a brief history and a glimpse of its future. Following that, the group broke out into smaller groupings to take advantage of tour options: the 95 Perry Street building in its entirety; Watts’ office

space; and a walking (and very rainy) tour of the entire block that has been renovated by Savarino over the last 5 years.

In addition to the 50 guests of UBGN, **Marie Carone, Rob Sanders, Justin Kellogg, Ginger Ursitti, Rick Marczewski, Becky Mingoia, Donna Hulub, Jim Waddell** and Ed Jr. plus Sam Savarino and Julia Spitz from Savarino Companies attended. Past hosts of the event include New Era Caps, Hodgson-Russ and the Buffalo-Niagara Medical Campus.



United Way Day Of Caring



community. They also laid down cardboard boxes and burlap sacks to create the stage for the next growing area. Members of the team mended holes in the fence to help protect the gardens. Work was also performed in the existing garden – weeding, planting and harvesting of the crops was completed. **Donna Hulub** was dubbed the “Vegetable Hunter” by a very excited Caesandra when a large zucchini was discovered. Lastly, the team from Watts helped create a wild flower garden along the perimeter of the garden. Dirt was hauled and seeds were planted and massaged along 2-sides of the 1200 SF community garden.

The Day of Caring is the largest volunteer effort in Western New York. Nearly 3,200 volunteers participate in Erie County this year. Participants from Watts included; **Donna Hulub, Kathy Wilde, Shawn Marshall, Becky Mingoia, Ginger Ursitti, Jim Waddell, Brad Sendlak, Tim Major, Rob Sanders** and **Karen Dallas**. A special thanks goes out to team co-leader’s **Karen Dallas** and **Connie Wurstner**. This was Watts’ first year participating.



On August 17th, Watts’ employees participated in the **United Way Day of Caring** to improve the quality of life in our community.

Watts volunteered at 200 Eagle Street, near Sheehan Hospital in Buffalo. The location, which opened in 1990, houses a day care center, soup kitchen, showers for the needy, and something that is unique in an urban setting, a fruit and vegetable garden coordinated by Caesandra Seawell from WNED-TV.

Watts’ volunteers built several 6’ by 3’ planter boxes which included building the boxes, lining them with burlap sacks and filling them with six loads of mulch and dirt. They filled six waist high planter boxes with fine soil and peat moss in preparation of creating gardens for older and less mobile members of the

QUALITY CORNER

Our actions as Project Managers impact the profitability of our projects from two sides – those actions which contribute to profitability and those which diminish it. For the most part, the profitability of each project is almost entirely under your control as a Project Manager.

Please keep in mind the following things that can increase profitability on projects:

- 1 - Fees that are negotiated to reflect both the value and cost of completing the services.
- 2 - Understanding all existing conditions (to the maximum extent possible) prior to preparing the scope of services (Some of our clients such as SUCF have indicated that this is an area that consultants need to improve in order to avoid

surprises, and change orders for contractors.).

- 3 - Resisting “scope creep” – i.e., a scope of services that is greater at the end of the project than it was when the job started.
- 4 - Keeping your projects on schedule. Projects that extend beyond their original timeframe can significantly increase costs.
- 5 - Assess the risks involved with a project prior to taking on the work.
- 6 - Monitor the productivity of your staff to ensure that there is an appropriate level of real output.
- 7 - Control project and/or overhead expenses.
- 8 - Organize and control the work through good project management.

Phil Galbo Named to Statewide Public Relations Committee

Phillip Galbo was appointed to the statewide Public Relations Committee of the American Council of Engineering Companies of New York.



The Committee is comprised of 14 representatives from various member firms across New York State. The purpose of the Committee is to suggest public relations programs and activities that are responsive to the basic policies and goals established by ACEC New York. The Committee reports to the Secretary, Linda Shumaker. Hannah O’Grady, Vice President of ACEC New York, is the staff liaison to the Committee.

Baby Mason Carl Born



Congratulations goes out to **Karen and Mike Carl** on the birth of their first child. **Mason Andrew** was born on August 6th.

He was 20 inches long and weighed 7 pounds.

Calling all golfers!

2011 Watts Open

- ✦ September 17th, 2011
- ✦ Buffalo Tournament Club
- ✦ Callaway Scoring System
- ✦ Defending Champion: **Ed Watts, Sr.**
- ✦ Contact Kevin Janik for more information

Matt Holquist

Save the date!

Holiday Party
December 3rd, 2011
Rich’s Atrium

Duke University Student Interns at Watts

In June, **Laura Sciarrino**, a civil engineering student who is entering her junior year at Duke University, got an insider’s view of the consulting industry.

Laura joined Watts for a week as a “shadow” to observe everything she could about our daily activities. She began her week by viewing “Consulting Engineering—A Career that Matters” – a flash movie presentation by the American Council of Engineering Companies (ACEC).



Throughout her visit, Laura met and spoke with our engineers and architects to learn about who we are and what we do. She sat in on meetings, visited job sites, and learned about the design software we use.

Laura has interests in both engineering and architecture, so Watts was the right place for her to visit as she discerns her future as a design

Photos



Ed Watts, Jr. sits with Carla Singleton at the DASNY term contract conference in Albany.

Andy Klimek, Rob Sanders and Kevin Janik also attended.



In June, United Way’s Ian Donnelly presents Ed Watts with a ‘Thank You’ plaque for the firms contributions to the community.

A Great Turnout For Watts at the Corporate Challenge®



On June 9th, Watts participated in the 2011 Corporate Challenge at Delaware Park. It was a beautiful Thursday evening in Buffalo where 11,619 participants from nearly 400 companies ran the 3.5 mile street course.

Watts had a prime location this year and shared a tent with Bergmann Associates, Clough Harbor & Associates and U&S Services. The post race party was catered by BW's Barbeque.

This year's participants included; **Shawn Marshall, Kris Straus, Erika Abbondanzieri, Steve Buccilli, Darrell Rowser, Greg Patterson-Tanski, Jim**

Cahill, Connie Wurstner, Rebecca Bortolin, Tim Major, Donna Hulub, Felicia Ridgeway, Brad Sendlak, Ken Williams, Kris Winkler, Ed Watts, Jr. and Ed Watts, Sr.

Thanks again to Watts' captain Connie who organized the team and Rebecca for the great T-shirts design. This was the 31st running of the Chase Corporate Challenge at Delaware Park.



photos compliments of Jim Cahill

Employee Anniversaries



Watts is proud to wish a Happy Anniversary to the following employees:

June Years with Watts

Greg Andrews	13
Jerry Grady	12
Al Matricardi	12
Donna Hurst	9
Mark Morris	9
Erika Abbondanzieri	7
Gregg Mistretta	5
Felicia Ridgeway	5
Ed Voyzey	4
Jason Sokolowski	3
Kirk Miller	2
Bob Fanning	2

July Years with Watts

Lisa Connors	8
Steve Buccilli	7
Rick Marczewski	6
Darlene Svilokos	5
Kris Straus	3
Mike Smolen	3
Scott Matthews	3
Marie Carone	2
Greg Patterson-Tanski	1
Sean Marmion	1

August Years with Watts

Chris Leubner	8
John Rosebrock	2
Ken Williams	2
Cliff Rising	2
Don Miller	1
Ralph Pawlak	1

September Years with Watts

Kevin O'Connor	21
John Honan	15
Donna Hulub	10
Kevin Kyte	2



Felicia
5 years



Steve
7 years



Kevin O.
21 years

REMINDER:

Your contributions to the Newsletter are always welcome. Please submit them to Becky Mingoia or Jim Waddell in the Marketing Department.

WATTS

ARCHITECTURE & ENGINEERING, P.C.

architecture | engineering | environmental



e: marketing@watts-ae.com
w: www.watts-ae.com



95 Perry Street, Suite 300
Buffalo, New York 14203
p: 716.206.5100
f: 716.206.5199

South Side Innovation Center
2610 South Salina Street, Suite 2B
Syracuse, New York 13205
p: 315.443.8611
f: 315.443.8605