



Progress On Purpose

Summer 2019

# Construction Break

## BPS Completes Two Local Renovation Projects

As the summer weather begins to show itself in the Lakes Region, ask any year-round resident and they will confirm that with the warmer weather comes an influx of new faces. The area sees weekend warriors and snowbirds making their usual returns for the season, generational families passing on traditions and sharing the area's best kept secrets, and first timers, experiencing for themselves what they've been missing out on for so long. The area trades in its quiet small-town feel and, in the blink of an eye, becomes a vibrant, bustling, must-visit destination.

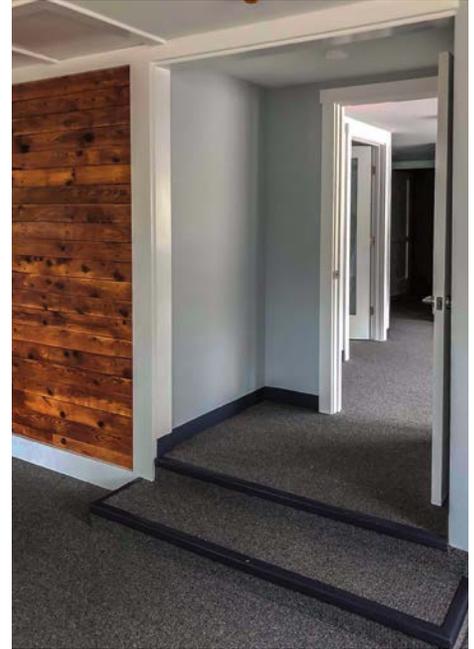
And who could blame them? What's not to love? The lake is at your door step, mountains in your backyard, with forests and beaches sprinkled in between. We

understand everyone's love for the place we are fortunate enough to call home.

Needless to say, we are always excited when we can be a part of projects taking place right in our back yard. This year we were honored and ecstatic to be chosen for the relocation and renovation of The Holy Trinity School at St. Andre Bessette Church. It's been nothing short of a pleasure working with the school's passionate team including Owner's Representative Marc Jobin of Jobin Construction Consultants and Architect Fred Matuszewski of CMK Architects. We've had the great fortune of working with both gentlemen on previous projects and they are always a welcome addition to any team. We are grateful for this chance to provide local youth and the Holy Trinity staff with an upgraded learning facility.

We've also been lucky to assist Dr. Tom Fagan, who has opened his chiropractic office at 186 Daniel Webster Highway in Meredith, NH. The BPS team worked closely with Evan Mullen of E.K. Development & Port One Architects, who is a true talent and a lover of the lake himself. Thanks to his help, we were able to help Tom relocate his practice and adapt to his specific needs, all with the goal of providing an easy and exciting transition as Tom and his family settle into their new home. Welcome to the Lakes Region, Tom!

We thank you all for the opportunity to serve not only you and your teams, but our community as well. It's been a true pleasure and we look forward to our next project here in the Lakes Region.



*Holy Trinity School recently underwent a relocation and renovation.*

*Dr. Tom Fagan's new chiropractic office is ready to serve patients in Meredith, NH.*



**BONNETTE, PAGE & STONE**  
91 Bisson Avenue  
Laconia, N.H. 03246  
T 603.524.3411 • F 603.524.4641

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### Have You Checked It Out?

We are continually updating our website at [www.bpsnh.com](http://www.bpsnh.com). When you have a moment check it out, and follow us on Facebook, too. Hope to see you there. Use the QR code at left to take you to our website.



## Did You Know?

Blood donors in Sweden receive a thank you text when their blood is used.

The boiling point for water at the top of Mt. Everest is 162°F, about 50 degrees below the boiling point at sea level.

Kea parrots of New Zealand warble when they're in a good mood, making them the first known non-mammal species to communicate with infectious laughter.

More than half the world's population lives within a 5,000-mile-wide circle in East Asia.

Ornithologists often use Cheetos to study behavior in crows. Along with being easy to spot, they're also one of the birds' favorite snacks.

During WWII, La-Z-Boy manufactured seats for tanks, torpedo boats, gun turrets, and armored cars.

According to one study, dunking an Oreo in milk for three seconds gives you the optimal balance of sogginess and structural integrity.

Despite producing 95 percent of the world's bourbon supply, the official drink of Kentucky is milk.

—from *mental floss*

## Lessons From A Successful Entrepreneur

Mike Lindell is the inventor of MyPillow, a popular pillow brand, and CEO of a manufacturing company. He's also a veteran entrepreneur, having run many successful businesses throughout his career. On the *Small Business Trends* website, he shares his tips for success:

- **Watch for deviations.** Anything out of the ordinary can be a sign—of problems or opportunities. Keep a close eye on what's happening in your business so you can respond quickly.
- **Learn from other people.** Cultivate a wide network of colleagues. Seek their advice—and listen to it. You can't know everything, so outside counsel can help you keep up to speed.
- **Get a lawyer.** You have to have solid legal advice to avoid problems. Consult with your attorney often, especially on employment issues.
- **Be willing to take chances.** No entrepreneur succeeds by playing it safe 100 percent of the time. Assess your tolerance for risk and get comfortable taking (reasonable) chances.
- **Listen to customers.** Get feedback from the people you do business with, and use the information to strengthen your operations.
- **Hire people with passion.** You already have a passion for your brand. Hire employees who feel the same commitment to your industry and to helping customers.
- **Communicate.** Keep the lines of communication open with employees, customers, suppliers, and anyone else your business depends on.
- **Treat people right.** Employees want to feel valued. Customers do, too. Go out of your way to recognize good performance, and thank people for their support.
- **Focus on growth and development.** Without growth, your business will stagnate. Always be on the lookout for your next big opportunity.

## Customer Service

A sales manager overheard a clerk tell a customer, “Hmm. We haven't had any for quite some time. We probably won't get any until the end of the month.”

The customer thanked the clerk and was headed to the exit when the manager rushed to him and said: “Come back next week. We should be restocked by then. If not, we might be able to make a special order for you.”

The customer made a puzzled face and left. The clerk dropped his head in embarrassment.

The manager approached the clerk. “How many times have I told you not to let anyone walk out of this door without having a reason to come back? Even if it is something we no longer sell, give them a reason to come back. Now, what was this customer asking about?”

The clerk looked at his boss. “Rain.”

“The secret of leadership is simple: Do what you believe in. Paint a picture of the future. Go there. People will follow.”

—Seth Godin

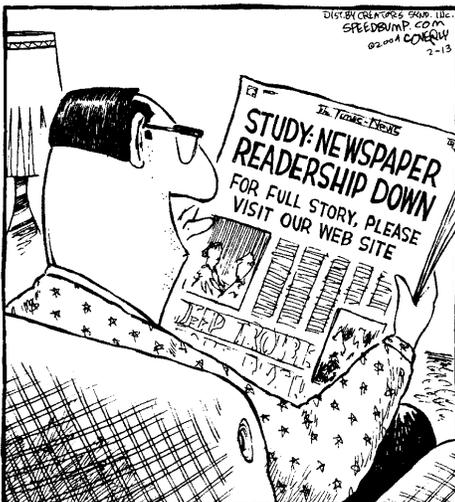
## Five Factors That Spur Inspiration

Being creative isn't all about staring out the window and daydreaming. Sometimes it's hard, stressful work, especially when you're under pressure for results. The *Innovation Excellence* website suggests concentrating on these factors when trying to spark your inspiration:

- **Mindfulness.** Be aware of what you're thinking. If your thoughts are "I'm just not creative enough," or "I'll never solve this," chances are you won't get anywhere. Try to free your mind of doubts and focus on the positives.
- **Movement.** Get out of your chair and move around. You'll pump more blood to your brain, and you may see something that sparks an inspiration.
- **Nature.** Go outdoors. In addition to the exercise, observing what's happening around you in the outside world can open your mind to new possibilities.
- **Playfulness.** Don't be so serious! Turn your problem or opportunity into a game. This will help you relax and can offer you different approaches to finding ideas.
- **Art.** Try drawing a picture with colored pens or markers, or doing a painting if you have the space and equipment. Writing a poem works, too. You'll make new connections in your brain and see the world in a new way.

### SPEED BUMP

Dave Coverly



## Fuel From Plastic?

Recycling to reduce waste and protect the environment isn't a new idea. However, a new process may be able to recycle up to 25 percent of our plastic waste into fuel, according to the *Science Alert* website. Chemists at Purdue University have been able to liquefy the polymers that make up about a quarter of plastic waste and turn it into diesel-like products that can be used as a blendstock for fuel.

The process, called hydrothermal liquefaction, involves heating water under heavy pressure to work as a solvent and catalyst for transforming the molecular makeup of polymers. With the addition of some hydrogen atoms, this converts the plastic into a fluid called naphtha.

Previous results were disappointing, but the Purdue team of chemical engineers recently converted more than 90 percent of the polypropylene used in an experiment into fuel-grade naphtha. Further analysis suggests that the process could be a more efficient and environmentally friendly way of dealing with plastic waste than burning it or recycling it.



## Share To Be A Better Leader

Leadership isn't a solo act. As a leader you have to work with other people, sharing a vision, goals, and a common understanding of how to get things done. To create an environment that supports your leadership role, concentrate on sharing this information:

- **Your situation.** You and your team should fully understand your collective and individual strengths and be aware of the challenges and obstacles you face. Knowing who you are and what you're up against is imperative to moving forward effectively.
- **Your desired direction.** Does everyone know exactly what goals you're trying to achieve? You all have to be on the same page to get maximum leverage from your combined efforts.
- **Your common values.** Honesty, respect, and courage should be core values that everyone on your team can depend on. Encourage and model the kind of behavior that helps the team focus on results, and pay attention to the values that make those results worthwhile.
- **Your shared power.** People working together can do far more than any single person working individually. Emphasize what you'll be able to accomplish as a group so the team feels confident and empowered.

“Anyone, anywhere, can make a positive difference.”

—Mark Sanborn

# Overcoming An Industry Labor Shortage

The construction industry is buzzing with discussions over the labor shortage. Recently we have had the good fortune of getting together with educators and administrators to discuss opportunities for people interested in a construction career. These new team members are driven by the excitement and variety that building offers. Internally, BPS Corp. is also working on programs to train new hires in the area of commercial carpentry.

We recognize that these new hires need a structured format to follow as they increase their expertise and move up through the company. Necessity is truly the mother of invention. Because of the shortage of workers, we have had to develop a more comprehensive plan that will undoubtedly reap benefits of maintaining a highly-skilled workforce that delivers the highest quality projects on time and on budget. We are very excited about this new opportunity and hope to spotlight the progress of our new team members in future issues.



## ***BPS welcomes our new clients...***

- Kurt Moskowitz & Audrey Papajohn-Moskowitz – Laconia, NH
- Woodman Park Elementary School – Dover, NH
- Holy Trinity School – Laconia, NH
- White Mountain Regional High School – Whitefield, NH
- Tilton-Northfield Fire Department – Tilton, NH

- Impact Development Advisors, Inc. – Weirs Beach, NH
- Auburn Village School – Auburn, NH

## ***and thanks our returning clients...***

- Belmont Public Library – Belmont, NH
- Pelham School District – Pelham, NH
- Coe Brown Academy – Northwood, NH
- Hampton School District – Hampton, NH
- Newfound Regional High School – Bristol, NH
- The Belknap Mill – Laconia, NH

## ***BPS provides these services...***

- Feasibility Studies
- Property Searches and Evaluation
- Design, Permitting and Approvals
- Management of All Project Scheduling
- Financial Assistance
- Full Commercial and Residential Construction Services
- Owner Training for Building Maintenance and Systems Operation
- Building Envelope and Energy Use Studies
- Application of Green Technology and Earth-Friendly Products

*Considering a project? Give us a call at 603.524.3411 to explore concepts, ideas and feasibility or just stop in and say hello, the coffee is on us...*

Randy Remick, CEO

rremick@bpsnh.com

Keith McBey, President

kmcbey@bpsnh.com

TEL 603.524.3411

We are continually updating our website at [www.bpsnh.com](http://www.bpsnh.com) When you have a moment check it out and follow us via Facebook



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