

The Dow Smithsonian

A newsletter for clients, colleagues, and friends of Dow Smith Company, Inc.

Spring 2023

Your Building's Design Is An Outward Expression Of Your Mission, Vision, Culture and Core Values

Do you want a facility that serves your clients, represents your mission, and fits within your budget? Then you've got to start with the right design.

It makes sense that the contractor building your facility should help you design it.

This is one of the reasons that The Dow Smith Way starts with Vision Collection.

"As soon as you have the idea you want to build, we want to be at the table immediately," says Joey Rhyne, Partner – Design-Builder. "It's never too early to call us."



Integrity Eye Care — Murfreesboro, Tennessee

Dr. Joshua Garrett at Integrity Eye Care, pictured left, called us as soon as he had a simple sketch on a piece of paper.

After several conversations with

Dr. Garrett and his wife, Barbara, we were able to design a 6,800-square-foot facility with a unique combination of architectural styles, materials, and workspaces. We used that design to construct a building with an exterior that includes stone, masonry, and aluminum.

The interior of Integrity Eye Care features a high-end reception area, optical sales, exam rooms, a laboratory, and administrative space.

Because this is such a collaborative process, our ideal client is someone who:

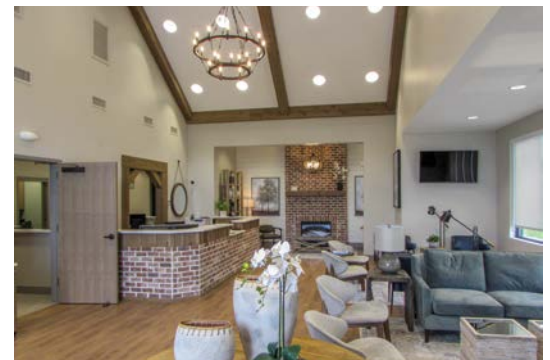
- wants a consultant and a partner
- needs a design/builder
- wants timely and trustworthy information
- is willing to participate in The Dow Smith Way
- can't be their own general contractor
- is very busy.

Having a solid design that represents your vision for your facility isn't just critical to the process—it can help you avoid

costly mistakes and create a plan for your building to make a strong first impression.

"It really comes down to whether you want your own vision or if you want someone else's," Joey says. "We believe in the design-build process because we want to collaborate with you every step of the way. It's got to have your DNA, your fingerprints, your vision. It's got to be yours."

That was the case with Dr. Jeff Leech, who had outgrown the space he was leasing for his dental office and wanted to construct a ground-up building, pictured right.



Jeff Leech Family Dentistry — Murfreesboro, Tennessee

He had dreamed of having a dental office that didn't look anything like the places patients fear. He wanted something comfortable and comforting.

Joey and architect Rob McKelvey met with Dr. Leech to discuss his vision of a country cottage-style waiting area with high ceilings, farmhouse-style lighting and materials, and even a fireplace.

"Our goal was we wanted folks to not walk into a dental office. Dental offices look creepy. We wanted people to be relaxed," Dr. Leech says. "...I just explained that to Rob. It was about a 45-minute meeting. A couple of days later, he shot me some drawings that were not far off from what you see now."

Ultimately, we want to help you design a building that is an outward expression of your vision and values.

That's what we were able to do when working with Pastor Monty Waldron at Fellowship Bible Church, which we built in 2014 and have since helped with expansions.

"We went into the process with the idea that our building should reflect our culture and our personality and the values of our church," Pastor Waldron says. We brought in the architecture firm Mantel Teter to partner on the project. Pastor Waldron says

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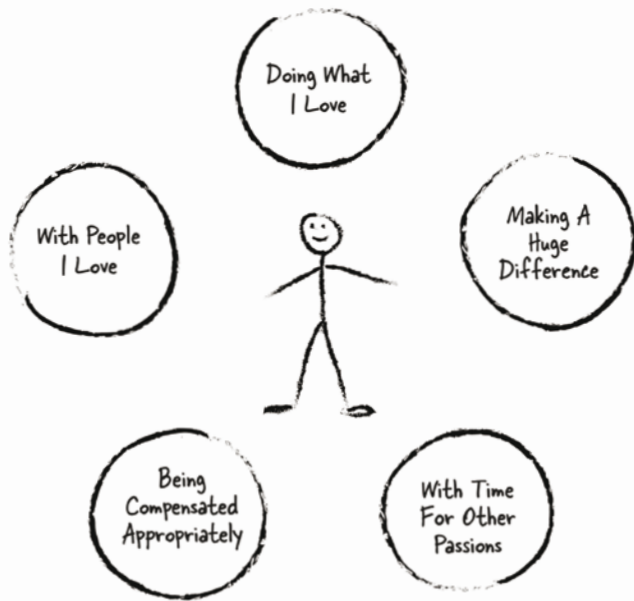
Recreation Provides Opportunity For Re-Creation

Skiing has become my new winter time passion. I love it. I am not good at it. It looks like a giraffe on skates. But man does it renew me.

When I came back from my family vacation where we took a train trip from Chicago to Truckee, California where we made stops at Winter Park, Colorado and NorthStar Ski resort, and then Mitchell and I hosted John Blankenship and his son John David for a few days at Solitude, Utah, I have felt so renewed and refreshed.

And it is no surprise that I found the days and weeks since returning from this trip to be my most productive time at home and at work. I realized that I just spent several days recreating and I felt like a re-created person.

The National Library of Medicine calls the concept of recreation “all those activities that people choose to do to refresh their bodies and minds and make their leisure time more interesting and enjoyable. Examples of recreation activities are walking, swimming, meditation, reading, playing games and dancing.”



And I believe that a refreshed body and mind makes a more enjoyable life and greatly increases productivity.

At Dow Smith Company, we follow *The EOS Life*, which is a book—and a way of doing things—outlined by author/entrepreneur Gino Wickman. The EOS Life is about:

- Doing what you love: Spend your days doing things you love and are great at -- things you do that give you energy and that you're passionate about.
- With people you love: Be with people you really love being around, who are enjoyable and uplifting, and with whom you can be your authentic self.
- Making a huge difference: You're making a huge difference and leaving a legacy whether it's with the world, your employees, clients/customers, family, friends or yourself.
- Being compensated appropriately: Making as much money as you want by providing value to others, helping them get what they want.
- With time for other passions: Having time to pursue the other activities you're passionate about in your personal life.

It's that last part (with time for other passions) that I want to make sure we are making a priority. We work hard. There's no doubt about that. But having time for other passions makes us even better when we're at work.

As I reflect and study this concept of recreation, it takes my toxic shame away from enjoying this critical part in my well-being.

I also love to golf (in good weather), and tennis (in good weather or if I can get a court inside the Adams Tennis Complex.) I plan to be intentional in finding time in my schedule for golf and tennis this year.

I hope and encourage you to do the same.



Your Building's Design...

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Fellowship Bible Church — Murfreesboro, Tennessee

that meeting with Mantel Teter's Director of Operations David Evans really helped.

"David talked about how form follows function," Pastor Waldron says. "We really took that to heart."

He says working with Dow Smith Company on designing the church brought clarity to church leaders about exactly what they needed from their building.

"We all have in our minds what we would consider to be traditional church architecture. Whether it's steeples or brick and mortar or whatever. We went into it thinking we are not after a traditional expression of a building," Pastor Waldron says. "We didn't start with traditional blueprints. We wanted it to be warm and inviting. We put a lot of glass on the front entrance because want you to see inside. That serves as an invitation to come and see."

Even Small Projects Deserve A Dedicated Team Of Local Workers With Decades Of Experience



Service & Small Projects Division PM Ryan Sanford (right) chats with Foreman Steve Williams (left) and Construction Tech Bardo Urdiera (middle) on the YMCA renovation job site.

When leaders at the North Rutherford YMCA recently decided they needed to create more space for childcare, they wanted to do so without adding more square feet or shutting down their facility.

They gave Dow Smith Company a call and met with Service & Small Projects Division PM Ryan Sanford. Ryan was able to implement a plan to take down a wall between two offices and use that space to make an area for older kids.

"The work here for the YMCA is the perfect picture of what SSP can provide to our clients," Ryan says.

The SSP Division was created after considering the calls of clients who were telling us they needed small projects done and they couldn't get anyone to show up and make that work a priority.

"The YMCA needed this project done. It's a big project to them but it's really a small project when it comes to general contracting," Ryan says. "So to get a general contractor, especially one of our size, to come in and do something this small—I think most clients find that would be really difficult. Most people don't answer the phone for

things like this. For us to have this division that we can devote to projects like this for our clients is just exactly what SSP is."

The benefit of hiring Dow Smith Company for small projects is that we've got an entire team with decades of experience dedicated to these types of



SSP Foreman Steve Williams makes quick work of a door casing at the YMCA renovation project.

jobs. DSC employees Steve Williams, who has been with the company for almost 23 years; Bardo Urdiera, who has been with the company for 18 years; and Daniel Isabell, who has been with the company for more than a year; all worked on the

project at the YMCA.

"In this small project, we've got ourselves plus we have six subcontractors working," Ryan says. "We have a flooring contractor, we have a glass contractor, we have a masonry contractor, we have the HVAC contractor, the electrical contractor, and even a sprinkler contractor. We're able to come in and hit this really hard. We had to do some work in the existing childcare area and we were able to only close that for three days and they were able to open back up."

Ryan says the relationship that Dow Smith Company has with the YMCA is evidence of our company's deep roots in the community.

"The relationship with Dow Smith and the YMCA goes back 15 years," Ryan says. "Dow was on the board and they needed a pavilion out front by the soccer areas. We built a pavilion out there that they used during soccer season but they were also expanding their summer program. So that was the start of the relationship and I think it's going to continue to expand."

Dow Smith Company's Core Values



Passion: We are enthusiastic about our jobs. We have a deep desire to get it done right. We don't just "check the box."



Caring: We develop personal relationships and connections. We have compassion for ourselves and each other.



Hustle: We find solutions to problems we encounter. We go the extra mile because effort can overcome obstacles.



Detail: Small things matter and will make a difference. We pay careful attention to the minute parts of every project.



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Shout out to Project Manager Andrea Fall, Superintendent Joel Tellez, and everyone on the Dow Smith team who has worked on City Church in Murfreesboro.

Works In Progress

- New Vision Baptist - Murfreesboro
- Redstone FCU - Murfreesboro
- North Boulevard Church - Murfreesboro
- MMC Westlawn - Murfreesboro
- Packaging Fulfillment - LaVergne
- Marquee Dental - Lennox Village
- City Church - Murfreesboro
- Family Pet Health - Murfreesboro
- Burn Boot Camp - Smyrna

