

CIVIL ENGINEERING • SURVEYING • LAND DEVELOPMENT • ENVIRONMENTAL SERVICES  
GEOTECHNICAL • GIS • CONSTRUCTION TESTING & INSPECTION  
GRANT WRITING & GRANT ADMINISTRATION

# VISION

JANUARY/ FEBRUARY 2018

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# Letter From Our CEO



Let me start out by wishing everyone a very Happy New Year! I hope that 2018 will be a year filled with success for each of you.

As we begin a new year we are reminded of the many blessings of this past year. We were privileged to work with really great partners on some pretty amazing projects. These projects have had major impacts on our communities.

Whether it was health care, power transmission, higher education, housing, transportation, recreation, water or wastewater systems, redevelopment, or commercial development, we have enjoyed seeing our clients' dreams come to life. We are truly grateful for the opportunity to have been a part of all the projects throughout the year.

2017 was an exciting year for us in other ways too. We integrated our Blacksburg office and they are now in their brand new space in the Virginia Tech Corporate Research Center. We expanded our Roanoke office in the Valley Pointe Office Park and our Wytheville office spent their first full year in their new location. We are working to network all of our offices together and hope to have that project completed by the first quarter of the year. We also converted our e-mail systems from server based to cloud based. We continue to promote a strong

culture of safety here at H&P and appointed Zeke Ratcliffe in our Blacksburg office as our Company Safety Manager in a full time capacity. Needless to say, we were busy!

We spent some time in 2017 asking ourselves, "Why does Hurt & Proffitt exist?" We decided the best statement that fits our *Why* is, "We deeply care about the communities and partners that we serve." This statement sums up the foundation of H&P. You will begin seeing us roll out and promote our *Why* throughout 2018 also. For instance, our new tag line is "Inspired | Responsive | Trusted". We are inspired by our partners' vision for community-enhancing projects and we deeply care about their success. We promise to be the most responsive professional services provider in the industry. And we want to be the trusted experts who build long lasting relationships.

2018 is our 45th anniversary, and we are looking forward to celebrating all year long. In addition to several internal celebrations with our staff, we will be having an Open House in our Lynchburg office in the Spring. Be on the lookout for a "Save the Date" notice coming out soon. 45 years is a long time to be in business. We thank each of our partners for helping make those 45, and the next 45, possible.



## Jessie Nester: Responding to Needs

By Su Clauson-Wicker

Christiansburg's Assistant Director of Engineering, Jessie Nester, knows the town like the back of his hand. He's learned it with his hands. He started out doing it all – surveying, designing, staking and even helping to inspect the same projects in his first years.

Nester joined the Town as a Virginia Tech intern almost 15 years ago and moved up to project manager, then assistant director of engineering. Along the way, he's worked with Hurt & Proffitt employees on numerous projects, including trail planning, sidewalk improvements, and water and sewer extensions. "It's always been a very good experience," he says.

Nester just finished working with

H&P's engineer, Jay McGuire, on the Park Street sidewalk, curb, gutter and drainage project. The Town has numerous other sidewalk projects ongoing and is in the process of extending the 7.5 mile Huckleberry Trail to Christiansburg High School. "Walkability is important to us," he says.

Nester specialized in water and wastewater systems in college and picked up information at Christiansburg unknown to many residents. He knows the location of Old Spring, a possible back-up water system in crisis, as well as the age of Christiansburg's soon to be replaced concrete water tanks; nearly 100 years old. Over the years though, he's become an engineering generalist

with a growing expertise in transportation infrastructure because that's what Christiansburg needs.

Nester put a priority on responding to others' needs in his downtime too. His wife, Crissy, facilitates a divorce support group for their church, so Jessie helps by preparing weekly dinners for the divorce and grief support groups – about 50 people. His specialties are smoked pork barbeque and she-crab soup, but he also whips up chili, hamburger steaks, pastas and other dishes on Wednesday nights. He shops for food on Tuesdays. On fall Friday nights, he films Eastern Montgomery High School's football games, just as his dad did when he played on the team. *(Continued)*



(Continued from page 3)

Nester has even developed a side business of helping others. An antique tractor enthusiast, he noticed how difficult it is for non-Internet-savvy folks to get parts, so he started a small side business, Tech Tractor Co., to help them.

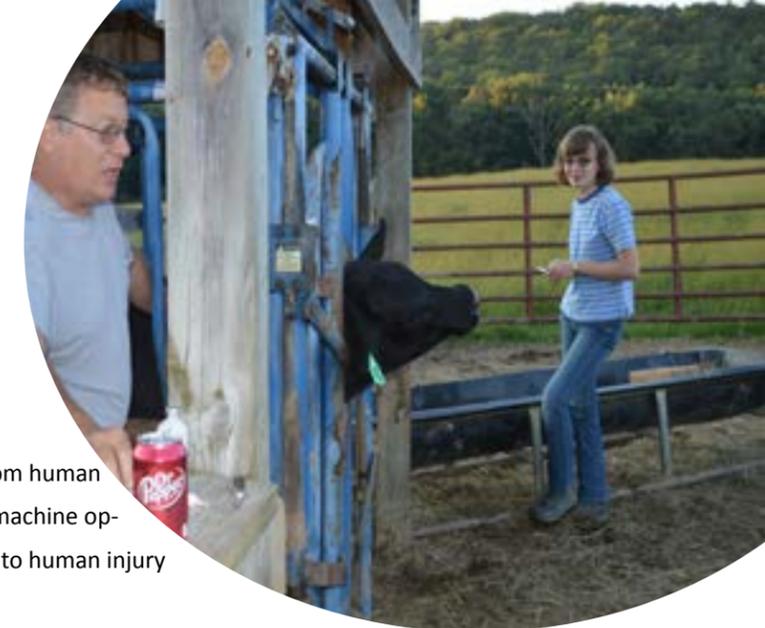
"I enjoy doing it. But I spend more money on having a business than I do on selling tractor parts," he says.

When he truly does have spare time, Nester enjoys spending time with Crissy and their 2 1/2 year old daughter or riding around his uncle's farm on one of his seven antique tractors.



## Employee Focus

# Zeke Ratcliffe H&P Safety Manager



At Hurt & Proffitt, we take occupational safety seriously, not just as a measure of compliance but as a means for promoting and maintaining a solid, safe working environment for our employees and business partners. Our firm is committed to providing employees with a safe and healthful workplace. This commitment means going above and beyond in everything we do, every day.

In order to help H&P continue our legacy of safety, we are proud to have named Zeke Ratcliffe, out of our Blacksburg office, as Safety Manager.

In his new role, Zeke serves as an organizational business partner to apply safety compliance methods, and help eliminate or control hazardous

conditions resulting from human error, equipment and machine operations that may lead to human injury or property damage.

He is more than qualified for the task. Over the past 30 years, Zeke has taken on an assorted collection of responsibilities throughout his career. He began his tenure with the firm as a construction inspector, and later moved into accounting and business management.

His past field experience, coupled with his administration expertise, gives Zeke a diverse skillset, perfect for analyzing occupational hazards, reviewing safety policies and standards, maintaining agency compliance, and acting as a liaison for Hurt & Proffitt.

H&P has worked diligently to establish a sound safety program and to educate our employees about safety, health, and wellness in the workplace. As our safety manager, Zeke will help us to meet our goal to continuously build on our safety program.

In his spare time, Zeke enjoys farming, and spending time with his wife, Cindy, and their three children, Laura, Kaci, and Robert.

## Mustache for Kids



M4K Lynchburg improves the quality of life for local children through individual fundraising, partnering with local charities and businesses, and having a little bit of fun with facial hair. H&P's Brian Cossman participated this year raising over \$1,200!

M4K Lynchburg is a volunteer-run organization that spun off of M4K Richmond in 2014 with the goal of rais-

ing money for local children's charities while having fun growing mustaches. From raising over \$30,000 in its first year, the organization grew to raise over \$140,000 in 2017 for Boys & Girls Club, Big Brothers/Big Sisters, Jubilee Center and CASA!

Each year, during the four-week Growing Season spanning November and December, Growers sprout sweet, sweet Mustaches. Per Mustaches for Kids bylaws, they shave their faces, except for the Mustache, a minimum of one time per week and solicit dona-

tions from friends, family, co-workers, and people in the community. Kind of like getting pledges to run a marathon, without the exertion, cramping, or dehydration. Call it a facial hair marathon.

At the end of the Growing Season, the Growers hold a Mustache Competition called the Stache Bash, which is a cross between a beauty pageant, dog show, and police line up. During the Competition, Growers, often in Mustache-enhancing costumes, are put through a test of mind, body, and Mustache and allow their facial hair to be evaluated by an independent panel of judges, and one Mustache is declared to be the "Sweetest.."



# Drones A Nice Addition to Our Services



Ty Brady, a licensed surveyor with the Blacksburg H&P surveying department, has been a photographer most of his life. So when he discovered that close range photogrammetry combines surveying and photography, it became another hobby of his. Unfortunately small drones were not around fifteen years ago, so this limited what could be done. Just over a year ago with the quality of drones

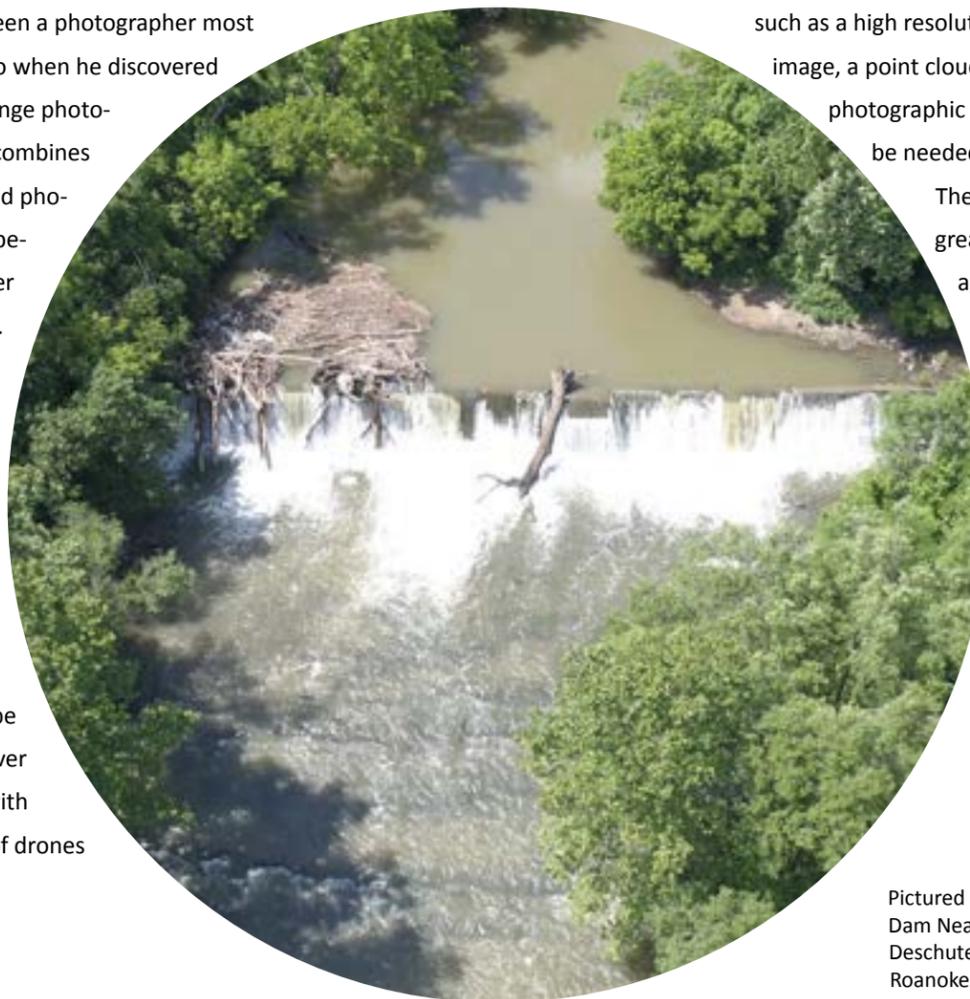
continually getting better, it finally became possible to use drones to get the high resolution images required for surveying without breaking the bank.

A drone with specialized software can be used to create a topographic survey that could be used for civil engineering design. This can be done by taking hundreds to a few thousand pictures in a grid pattern and using special software along with precise

coordinates from ground control points to create the topographic survey. It can really save a lot of time in the field to use a drone if there are not too many trees and the grass/brush is not too tall. A drone could fly an area in a day that might take a week or more for a two person field crew to locate. These savings could be passed on to the client along with other deliverables not possible with traditional surveying methods such as a high resolution orthographic image, a point cloud and even a 3D photographic model should that be needed.

The drone is also great for creating images useful for marketing purposes.

For more information on our drones, feel free to contact Ty Brady via email at [tbrady@handp.com](mailto:tbrady@handp.com).



Pictured to the left:  
Dam Near Future  
Deschutes Brewery  
Roanoke, VA



Collegiate Suites  
Blacksburg, VA



Future Deschutes Brewery  
Roanoke, VA



Farmers Market  
Blacksburg, VA



Foxhill Townhomes  
Harrisonburg, VA



Maple Ridge  
Blacksburg, VA



# Conservation Lab at Historic Sandusky

H&P is proud to announce the opening of our new Conservation Lab at Historic Sandusky in Lynchburg, Virginia as part of our Cultural Resource services. The affordable, convenient, state-of-the-art conservation lab accepts small to medium-sized iron and cuprous single-component artifacts with plans to expand services in the near future. For more information, contact Keith Adams, Laboratory Director, at [archlab@handp.com](mailto:archlab@handp.com).

## New Community Health Center

On January 2, 2018, the Community Health Center opened its doors at 800 Fifth Street in Lynchburg, Virginia. The facility is a joint effort between Centra Health, the Free Clinic of Central Virginia and the Community Access Network.

The 19,250 square foot facility will provide immediate and primary care to patients in the community who are uninsured or underinsured. Hurt & Proffitt provided full survey, civil engineering, environmental and geotechnical engineering services for the project.

H&P was privileged to work with the Centra design team, Price, Simpson, Harvey Architects, contractor Jamerson-Lewis and the Community Access Network staff on what is sure to be a great asset to the Lynchburg community.



## HURT & PROFFITT

Inspired | Responsive | Trusted

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To learn more about us, visit:

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