

# AMERICAN BUILDERS QUARTERLY

MARCH/APRIL 2010

## RECOVERY-ACT CONSTRUCTION

How you can use the ARRA to benefit your business, and how it's changing the future of construction

## ACTIVE-ADULT COMMUNITIES

The upward trend that's redefining the senior-housing industry

# CRITERION PROPERTY COMPANY, L.P.

Developer showcases its honed vision for carving properties into compelling, aspirational-lifestyle communities



Midstate Site Development excavates the C wing at the VA hospital in Rocky Hill, CT.



# MIDSTATE SITE DEVELOPMENT, LLC

*Site developer uses underground expertise on bonded projects*

BY SANDRA GUY

## AT A GLANCE

**LOCATION:**  
CANTON, CT

**EMPLOYEES:**  
35-50

**AREA OF SPECIALTY:**  
FOUNDATION WORK,  
EXTERIOR RENOVATIONS FOR SCHOOLS,  
AND INFRASTRUCTURE WORK (SEWER-  
AND WATER)

**AVERAGE ANNUAL  
REVENUE:**  
\$7 MILLION+

GLENN KORNER, THE 46-YEAR-OLD OWNER OF Midstate Site Development, LLC, recalls that he bought his own bulldozer at age 17 to spread topsoil when no one would rent him the heavy equipment.

"I grew up working on a dairy farm in Canton, Connecticut, so running tractors and equipment just came naturally," he says.

Korner translated his interests into equipment for site development and heavy and specialty contracting, and he quickly climbed the career ladder to general superintendent at a local contracting company. As superintendent,

he oversaw field operations for the \$12 million-a-year business.

The construction-company owner retired and helped finance Korner's equipment purchase nearly a decade ago. Thus, Midstate Site Development was born in January 2001, specializing in site development, including upgrading parking lots, installing new curbing, building school additions, rehabbing water and sewer lines, and constructing sports facilities.

The company initially received 60 percent of its revenues from the residential marketplace, digging as many as three

## MIDSTATE SITE DEVELOPMENT'S BIGGEST PROJECTS

### SOMERS CORRECTIONAL FACILITY

For the six-prison facility, supervised by the Connecticut State Department of Public Works, Midstate Site Development recently finished ahead of schedule on a \$4.5 million project that included rehabbing water lines, installing a 15-inch sewer line to replace a 10-inch line, tying a well into the water system, and building a well house and a macerator building.

### US VETERANS ADMINISTRATION

A \$2.6 million hospital project in Rocky Hill, Connecticut, the site work required to prepare for the 55,000-square-foot hospital included relocating a water main, preparing and paving 17,000 square feet of sidewalks and 52,000 square feet for parking, and installing gas, electrical, and storm-drainage systems and an excavation tunnel.

### CANTON INTERMEDIATE AND HIGH SCHOOLS

The company built additions and installed water and sewer lines as part of the \$1.55 million project, demonstrating its expertise in getting jobs done during tight time periods, such as the school's summer break.

### ESPN

For nine years, Midstate Site Development has worked as one of a select few contractors for ESPN in Bristol, Connecticut, performing a total of \$10 million in work. The company's recent projects include a 33,000-square-foot foundation excavation and the backfilling of a building that required new driveways, new concrete sidewalks, and the installation of a sewer line, water and gas service, and electrical duct banks.



*Midstate Site Development paves the parking lot at Building 2 of ESPN's facilities in Bristol, CT.*

A separate building addition at ESPN required excavating the foundation, underpinning existing building foundations, installing a new sewer line and drainage system, and building concrete sidewalks and a concrete loading dock.

Midstate Site Development also helped rebuild a miniature athletic field in the middle of the ESPN campus. Sports fans can see the results when they watch ESPN and notice the "end zone" in the background.

foundations for houses each day in booming subdivisions. "We couldn't build them fast enough," Korner says.

However, Korner had the foresight to get out of the market before the housing-sector implosion, and he also started phasing out of the commercial industry. "I started to focus on school, utility, and bonded work; now we work on all-bonded projects," Korner says. "Last year and this year, we've had plenty of work." With the array of services provided, the company's average project ranges widely from \$100,000 to \$5 million.

"Our [work] is the groundwork for another company to build on," Korner says. "The biggest unknown is the site-work/earthwork portion. We look at blueprints and leverage our experience in understanding soil conditions in certain geographic locations, such as the water elevation, sand type, and whether ledge exists, to quickly recognize any unforeseen problems so we can help projects finish on time or ahead of time."

The kind of bonded work Midstate Site Development specializes in is becoming increasingly competitive as the sec-



*Midstate Site Development recycles rock to use as structural backfill for its other projects.*



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—Glenn Korner, Owner



tor is growing, so the company is bidding on an increasing number of projects, Korner says. The company has also become increasingly involved in green projects—such as recycling brick, concrete, and other refuse from its site—and infrastructure work, tearing down an old NBC-TV studio in West Hartford, Connecticut and replacing it with a new studio.

Behind the heavy-duty work is Korner’s philosophy that values employees and puts safety first. The company even runs an incentive program that rewards employees for adhering to safety requirements. And with this base, Korner feels Midstate Site Development is set for success. “Your employees are your greatest asset,” Korner says. ABQ

# MIDSTATE SITE DEVELOPMENT, LLC.

290 Albany Turnpike  
Canton, CT 06019-0654

PHONE (860) 693-6899

FAX (860) 693-4810

## Our expertise includes but is not limited to:

- Residential Construction - single units or subdivisions
- Commercial site work and foundation excavation
- Road construction with sewer, water, utilities, and drainage
- Septic system installation and repairs
- Heavy construction, drainage, and pump stations
- Trucking and material sales

*Midstate is a full  
service site, heavy  
and specialty  
contracting company.*



Learn more about  
our cost saving  
projects at  
[www.msdc.com](http://www.msdc.com)

