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An ISO 9001:2008 Certified Company



Anthony Paniccia, PE, JD
President & CEO

Message from the President



The joyous Christmas season is upon us. As I reflect on the blessings of the year, I would like to take the time and say "Thank You" to all of you for your loyal support of Delta Engineers, Architects, & Land Surveyors, PC.

Delta had a solid year, but it did not come without sacrifice and hard work. A saying by an unknown author truly reflects this. *"Peace – It does not mean to be in a place where there is no noise, trouble, or hard work. It means to be in the midst of those things and still be calm in your heart."* Yes, in the midst of chaos, there is peace. This is the peace you share with family, friends, neighbors, and colleagues. It is the calming effect that allows one to truly have "calm in the heart."

To me, "Peace" is seeing how a company of individuals, all beating to their own beat, can sound like a symphony. A symphony composed of professionals with thirty plus years of experience working closely with young graduates, achieving the desired objective through commitment, collaboration, trust and ingenuity. I don't know about you, but I get excited about this kind of peace. It is truly amazing.

It also is impressive to see the *"Attitude of Gratitude"* in these young professionals. William Arthur Ward once wrote: *"Gratitude can transform common days into thanksgivings, turn routine jobs into joy, and change ordinary opportunities into blessings."* I see these blessings each day. In the environment in which we live today, it's important to be thankful. Schedules are hectic, demands are growing. It is easy to be consumed

with the pace and pressure that surrounds us. Showing our gratitude for what we have is done by giving back. None of us would be where we are today were it not for the great circumstances in which we have grown up. I truly believe that each of us can make the world a better place.

Delta would not be where we are today if not for all of the hard working, talented, and dedicated employees. On behalf of Delta Engineers, Architects, & Land Surveyors, PC, I would like to personally say "Thank You" to my staff, as well as all of you who have continued to believe in us!

I will leave you with a quote from D.M. Dellinger:

"This is my wish for all of you: Peace of mind, Prosperity through the year, Happiness that multiplies, Health for you and yours, Fun around every corner, Energy to chase your dreams, Joy to fill your holidays!"

Merry Christmas and Happy Holidays!

May 2016 be filled with love, peace, joy, health, and happiness.

For more information call (607) 231-6610,
or email apaniccia@delta-eas.com



Quality Management System Update

May 2015 marked the successful recertification of Delta's ISO 9001:2008 Quality Management Program. We are very proud that a detailed audit of all of our disciplines by an Independent Auditor (DQS Inc.) resulted in zero findings of non-compliant work.

An outcome like this doesn't result without several key ingredients:

- First and foremost, the drive and dedication of our talented staff to produce top-quality work
- A strong company commitment to a comprehensive quality management program

- Helpful and much-appreciated client feedback that continues to guide us toward better ways of producing and delivering our services
- A continuous assessment of several key company quality metrics

We're often asked by our new employees during their onboarding: "is Delta's goal perfection?" It may surprise you to hear that the answer to this question is "no". Since we like to set goals that are attainable and perfection is not, we set and closely monitor several other goals that continuously move us closer to it. To borrow from the great Vince Lombardi (dating myself here):



operations



James McDuffee, PE,
VP & Chief Operating
Officer

"We will chase perfection, and we will chase it relentlessly, knowing all the while we can never attain it, but along the way, we shall catch excellence."

I can't say it any better than that. **Have a Wonderful Holiday Season!**

For more information call (607) 231-6621,
or email jmcduffee@delta-eas.com



Jeffrey Stafford, PE
Director of Facilities

Miles Kington said, *"Knowledge is knowing that a tomato is a fruit, wisdom is not putting it into a fruit salad."*

When it comes to architecture, engineering, and construction this holds true completely and directly impacts relationships, quality of construction, and ultimately, costs. How does one come by wisdom? By combining a never ending quest for knowledge with trial by fire experience - also known as suffering.

Wisdom = Knowledge + Experience (the engineer in me could not help but throw in a formula).

As a young father, I filled my daughter's cup full, knowing she needed a drink. After the first time she spilled it, I only filled it halfway and told her she could

have more if she wanted it. Cleaning up half a cup of milk is much easier and less messy than a whole cup.

Checking the capacity of existing gas meters, drain lines, and power feeds; anticipating shipping and rigging challenges; and understanding sun exposure, noise, potential of odors, timing, and concerns for security - to name a few, can all greatly impact design, construction, and operation.

Libraries need to have elevators that are generally secured from one floor to the next - not considering this requirement during design results in a change order. Steel and concrete are good conductors of unwanted heat loss and heat gain - not incorporating thermal break details as part of structural design results in higher energy use. Removing

the stone ballast on a roof by mechanical means for a hospital and replacing it with a built-up or fully adhered rubber roof that give off strong fumes or odors does not tend to instill a lot of confidence in the AE firm and the contractor involved.

How do you communicate wisdom? How do you sell a wealth of knowledge and experience which separates you from your competition?

Ultimately, I think it is reflected in the same way we communicate and convey truth and love to those who are most dear to us - leadership, vulnerability, integrity, passion, confidence, and understanding.

Wisdom is the principal thing; therefore get wisdom. And in all your getting, get understanding. Proverbs 4:7 (NKJV)

During this Christmas season, I encourage you all to look up Psalm 111:10, Proverbs 1:7, and Proverbs 9:10. Be intentional about seeking wisdom and understanding. Apply it accordingly for the greater good - we are all leading and influencing someone, let's do so with a degree of excellence. **Merry Christmas.**

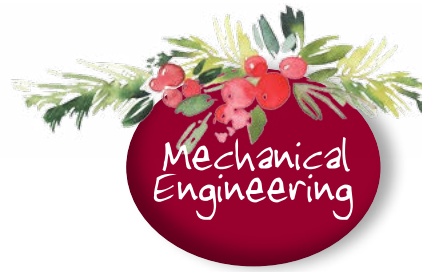
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Structural
Engineering

Knowledge and Wisdom

Maturity of a Project



Richard Sanguinito, PE,
LEED AP, Vice President

Over the past month, I have been filling out state agency forms describing my professional experience and role with respect to the projects I have worked on in my career. During this process, I went back to the day I first joined Adam Sarnicola Engineers in 1989 (name changed to Delta Engineers in 1991). At that time, I was a young 21 year old engineer entering a field that was not fully known to me. The first several years are formative, full of professional growth and development in our field of facility design and engineering.

Now, 26 years later, I am amazed at the range of opportunities offered to me to help our many clients over the years. I have been involved in over 500 projects in my career at many different levels from designer, junior engineer, engineer, senior engineer, project engineer, project manager, and finally Principal-in-Charge.

Change is a constant and ongoing occurrence. I have seen the fax machine change to e-mail and scans. I have seen the maturing of AutoCAD from R6 to 2015 and the implementation of BIM REVIT. Recently, I remarked to one of our younger engineers that if we still had AutoCAD 14, I could make

the changes to a document that I reviewed. He mentioned that AutoCAD 2015 is not that much different from AutoCAD 2014. Then I had to clarify my phrase and explain I was not referring to AutoCAD 2014 but rather to AutoCAD R14. A mere 10+ years of software version difference!

However, the one aspect of my career that has remained constant over the years is the importance of client interaction. Every project is different and the technology is always changing. However, establishing the right client relationship in order to fully understand the ultimate goals has not changed. It is the upfront interaction and ongoing client relationships that are critical to fully understanding what the client wants and is expecting. The ongoing dialog throughout the project enables our client and the design team to meet the project goals. It is the maturation process that needs to be fostered to reduce the unexpected surprises.

A child at birth is not that same person that grows into an adult. The child that first comes into the world is vulnerable and needs to be nurtured. After many years of guidance, the child develops into an independent adult. The child needs to develop with guidance from others during the formative years to grow, understand, and mature into an adult.

I see that project development follows a similar arc to life. We all want our projects to have longevity.

- **Stage One** - Request for Proposal – The concept and idea when the project is an infant.
- **Stage Two** - Schematic Design – The programming and early development of the project concepts into a working layout when the project is a toddler.
- **Stage Three** - Design Development – The project takes shape in transforming the program into a workable layout when the project is an adolescent.
- **Stage Four** - Construction Documents – The final set of bid documents, a workable plan, and the project is the teenager going to college.
- **Stage Five** - Construction - The project plans are transformed into a tangible reality. This is when all of the final coordination of the design meets with the methods of the contractor to construct the physical reality. The young adult matures and grasps with reality.
- **Stage Six** - Occupancy - The building is up and running and now the facility has matured. The life of the building depends on its use and maintenance. It is now an adult and the end result depends on the owner's care of the facility.

Over the years, most projects follow the same general approach. However, they are all unique with their own personalities. One thing that keeps me motivated through the years are these tremendous opportunities and these many adventures. Like people, no two projects are the same.

God Bless, Merry Christmas, and Happy New Year!

For more information call (607) 231-6605,
or email rsanguinito@delta-eas.com



noel



Joseph Mieczkowski, PE
Director of Transportation
Services

Continuing to Strengthen our Communities

In 2013, following Hurricane Irene, Tropical Storm Lee, and Superstorm Sandy, Governor Andrew Cuomo set out to centralize recovery and rebuilding efforts in impacted areas of New York State. Establishing the Office of Storm Recovery, the Governor aimed to address communities' most urgent needs and develop long term solutions to strengthen the State's infrastructure. Operating under the umbrella of "New York Rising", the Governor's Office of Storm Recovery (GOSR) provides funding for projects. The funding is made available by the US Department of Housing & Urban Development's (HUD) Community Development Block Grant Disaster Recovery (CDBG-DR) program. This program is enabling homeowners,

small businesses, and entire communities to build back their infrastructure and be better prepared for future extreme weather events.

Delta has been providing support for flood impacted areas for many years by providing engineering services to our clients and also through our volunteer efforts in the community.

Following the devastating flooding in 2011 caused by Hurricane Irene and Tropical Storm Lee, Delta provided initial site assessment assistance and then final design services to our local municipal partners in the months that followed, enabling reconstruction of impacted roads and bridges. Delta continues to help communities strengthen their infrastructure and be better prepared for future storm events through our design efforts funded by the New York Rising Storm Recovery Program. Delta Transportation Group is currently working with the Town of Chenango (Broome County) on the

Smith Hill Creek (Wallace Road) Storm Water Management Project. This project will improve the storm water management system along the creek while reducing negative impacts to the local residents and properties along Smith Hill Creek and Wallace Road. Improvements along the stream and Wallace Road will alleviate the stresses on the current system, provide a conveyance system to disperse ponding water at low points, and help to prevent future system failures.

For more information call (607) 231-6670,
or email jmieczkowski@delta-eas.com



We are proud to support our partner organizations in our community.

A Room to Heal 5K

ACHIEVE

American Heart Association /
2015 Southern Tier Heart Walk

Autism Speaks / Spring & Fall Fitness

Bainbridge Youth Football

Binghamton Boys and Girls Club Foundation

Binghamton Basketball

Binghamton Rescue Mission / Freeze Out 5k
End Homelessness

Binghamton Music & Jazz July Festival

Binghamton Mets

Binghamton Senators

Binghamton University

Binghamton Zoo at Ross Park

Broome Community College Foundation,
Inc. / Presidential Honors Scholarship
Program

Broome Community College Science Fair

Broome County Habitat for Humanity / 2015
Raising the Roof

Broome County Sheriff's Law Enforcement
Officers's Association

Chenango County Sheriff

Church of the Holy Family

Cystic Fibrosis Foundation / Taste of the Tier
2015

David Filler Scholarship Fund / 3rd Annual
Golf Tournament

Dick's Open

Endicott's Annual Holiday Parade and
Celebration

Endicott First Presbyterian Nursery School /
3rd Annual Golf Sponsorship | Janet Cook
Scholarship Fund

EYOTA Fastpitch, Inc.



William Johnson, Senior
Industrial Hygienist,
Project Manager

Pending Mold Legislation



It's hard to believe it has been a year since we let you know about New York State's "pending" Mold Legislation, but the legislation was recently enacted into law that will require mold assessors, remediation contractors and their workers in the mold remediation industry to be properly trained and licensed. The New York State Department of Labor (NYS DOL) will be overseeing and enforcing the law, which will require that a licensed mold assessor perform an initial assessment including a work plan and final inspection work. The law also requires a separate licensed mold remediation contractor to perform the cleanup and removal work. The law is applicable statewide, including New York City. NYS DOL will be enforcing the training and licensure requirements starting on January 1st, 2016.

There are three main components of the new law:

1. **Training:** The Mold Program will protect consumers by requiring contractors to

obtain appropriate training prior to being licensed to perform mold assessment, remediation or abatement services. Licensing includes assessors, remediation contractors and their workers.

2. **Licensing:** Contractors will not be allowed to advertise or perform covered work without the required license, with limited exceptions such as home or business owners performing work on their own properties.

3. **Minimum Work Standards:** The Mold Program also establishes new minimum work standards for mold assessments and remediation activities by licensed professionals including: (a.) Protection against fraud by prohibiting the performance of both the assessment and remediation on the same property by the same individual; (b.) Protection against fraud by requiring an independent mold assessment to define the scope of the remediation work; (c.) Identification of disinfectant products, consistent with US Environmental Protection Agency standards; (d.) Provision of personal

protection equipment to employees, as necessary; (e.) Posted notice of the project and the contractor's licenses; and (f.) Completion of a post-remediation assessment.

In addition to the requirements above, the underlying cause of the mold must be corrected so that the mold will not return from that affected/remediated area. Please visit the following link for more information and a list of certified trainers; <http://www.labor.ny.gov/workerprotection/safetyhealth/mold/mold-program.shtm>

Our group has over 100 years of combined in-house experience with mold testing, assessment and remediation design. Our NYS Certified Assessors are available to answer your questions regarding this newly enacted legislation and can provide expert consulting services in this dynamic field. Delta will continue to monitor the legislation process and provide updated information to our clients to ensure they are in compliance with the latest regulations.

For more information call (607) 231-6675, or email wjohnson@delta-eas.com

Ignite 2015 Catholic Men's Conference

Lourdes Foundation

Lourdes Auxiliary Ball 2015

M&T Bank Corporation / Binghamton
Humane Society / NPCA

Matco Electric Corporation / 2015
Distinguished Citizen of the Year Dinner

Maine-Endwell Science Olympiad

Maine-Endwell Dollars for Scholars Golf
Tournament

Maine-Endwell Youth Baseball and Softball

Maine-Endwell Football

Mercy House of the Southern Tier

Mothers and Babies Perinatal Network

National Center for Missing and Exploited
Children

Oneida County Geared Up 4H Robotics Club

Roberson Museum & Science Center

Saint Anthony of Padua / *Italian Feast Days*

Saint Joseph's Bazaar

Sons of Italy

Southern Tier Alternative Therapies

Southern Tier Independence Center /
2015-Haunted House of Terror Sponsorship

Southern Tier Scholastic Science Fair

Southern Tier Heart Walk 2015

Syracuse University

Tioga County Highway Superintendents
Association

Tioga Opportunities, Inc. / Group Work Camp

Union-Endicott Education Foundation

Union-Endicott Baseball and Softball

United Methodist Home

United Way / Day or Caring

Vestal Football

Wendy's Walk for Kids

Wishing you a Merry Christmas...



Anthony Panicia,
PE, JD, President
& CEO



James McDuffee,
PE, VP & Chief
Operating Officer



Jeffrey Stafford, PE
Director of Facilities
Services



Gregory Knoop, AIA
LEED AP, Director of
Architectural Services



Tom Sachs, AIA,
Director of
Architectural Services



David Asofsky, AIA
Project Manager



Eric Lorenz, AIA
Project Manager



Andrew McKernan,
AIA, Architect



Alison Corcoran,
Interior Designer



Lisa Matta,
Architectural
Designer



La'Joya Worrell,
Architectural
Designer



Ayo Alao,
Architectural
Designer



Matthew Brown,
Assistant Architectural
Designer



Craig Wademan,
AIA, Senior Project
Architect



John Sokol, RA,
Project Architect



Maxwell Bender,
RA, Architect



Gerardo Siniscalchi, RA,
Senior Architectural
Designer



Daniel Spencer Jr.,
Senior Architectural
Designer



Richard Boyle II,
Senior Architectural
Designer



Michael Harris,
Assistant Architectural
Designer



John Spritzer III, PE,
LEED AP, Senior
Structural Engineer



Christopher
Thomas, Senior
Project Engineer



Elizabeth Telfer, PE,
Project Engineer



Brian Eldridge,
Senior Engineer



Aaron Falkenmeyer,
PE, Director of Civil
Engineering Services



David Chase, PE,
LEED AP, Project
Manager



Domenico Emilio
IV, LEED AP, Senior
Project Engineer



Mark P. Verbanic
Project Engineer



Jeremy Fennell,
Assistant Engineer



Russell Straka,
Project Cost
Estimator



Michael Emilio,
Construction
Administrator



Michael Stafford,
Construction
Administrator



Richard Sanguinito,
PE, LEED AP, Vice
President



Donald Harris,
Senior Project
Manager



Frederick Allabaugh
Jr., PE, LEED AP,
Project Manager



Thomas Colwell,
CPD, Senior Project
Engineer



Joseph Parisella,
PE, CPD, Project
Engineer



Christopher Decker,
EIT, Assistant
Engineer



Gregg Tyler,
Assistant Engineer



Daniel Wenzel,
Assistant Engineer



Kiyuu Hooshier, PE,
LEED AP, Director
of MEP Services



Shawn Birchard,
EIT, Senior Engineer



John Connolly,
Engineer



Sherrill Braman,
Assistant Engineer



Jessup DuMond,
Assistant Engineer



Daryl Burns, PE
Director of Specialty
Precast Services



Ricky Amlin, PE,
Project Manager



Jeffrey Longwell,
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Ying Liu, PE, Senior
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Kim Kvassay, EIT,
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Derek Lyne, PE,
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Sallie Valentine, PE,
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Gregory Shirhall,
Senior Engineer



Kristy Scales, EIT,
Engineer



Gerald Paglia Jr.,
Assistant Engineer



Gregory Carrier,
Assistant Engineer



Benedict Cabot II,
Senior Technician

...from the entire Delta Team.



Environmental



Stephen Prislupsky,
Director of
Environmental Services



William Johnson,
Project Manager



Robert Cherevko,
Project Manager



Cindy Ingraham,
Environmental
Scientist



John Muniak, ASP,
Industrial Hygienist



Robert Mosher,
Industrial Hygienist
Technician



Michael Staudt,
Industrial Hygienist
Technician



Thomas Ferro,
Industrial Hygienist
Technician



Joseph Seymour,
Industrial Hygienist
Technician



Michael Drobak,
Industrial Hygienist
Technician



Shawn May,
Industrial Hygienist
Technician

Transportation



Joseph Mieczkowski,
PE, Director of
Transportation Services



Phillip Murphy,
PE, Project
Coordinator



Christopher Maby,
CPESC, Project
Manager



William Seaman,
PE, Senior Traffic
Engineer



Thaduis Donoghue,
EIT, Engineer



Steven Sanyshyn,
Assistant Engineer



John Weaver III,
Senior Technician



David Kennicutt,
PE, Senior Project
Manager



Tamer Osman,
PE, Senior Project
Manager



Robert Jahelka,
Senior Project
Engineer



Brian Tyler, PE,
Project Engineer



Richard Trebilcock,
Project Engineer



Nazar Logvis, EIT,
Assistant Engineer



Dennis Wilson,
PE, Construction
Supervisor

Survey & Mapping



Bruce Snyder, PLS,
Director of Land
Surveying



Steven Roseen,
PLS, Senior Project
Land Surveyor



Christopher Jacobs,
PLS, Senior Scanning
Manager



Joseph Ariglio,
CAD Manager



Robert Cokus,
Survey Technician



Corey Kelley,
Survey Technician



Cody Kobler,
Survey Technician



Todd Silveira,
CAD Technician

Support Service



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Coordinator



Kim Collavo,
Proposal Manager



Meghan Schofield,
Proposal
Coordinator



Sandra Johnson,
Proposal
Coordinator



Matthew Hamilton-
Jones, Proposal
Coordinator



Harini Kataria,
Proposal
Coordinator



Mary Cochran,
Office Manager



Gail Parks,
Administrative
Assistant



Doreen McGowan,
Administrative
Assistant



Colleen Mulrooney,
IT Manager



Travis Morato,
Assistant System
Administrator



Shawheen Farzad,
PC/LAN Specialist



David Chambers,
Chief Financial
Officer



James Striley,
Human Resources
Coordinator



Kathleen Wolfe,
Sr. Accountant



Kelcie Bimmler,
Accountant

Quality Assurance



Todd Grubham,
Construction
Supervisor



Gregory Knoop, AIA,
LEED-AP, Director of
Architectural Services

Innovation Will Rule the Future



Happy New Year to all! For every New Year, we can be excited to engage the future head-on.

These first 15 years of the twenty-first century have defined very clear directions for the urban areas of our world and more particularly, our region of the Eastern United States. Our era is known as the Century of the City with urban areas experiencing the majority of population growth. There are significant demographic changes occurring as we see the emergence of the Millennials. This generation is creating a new model for the entrepreneur and professional that is a radical departure from patterns established since the Second World War. Energy and resource management have begun to reshape design in the urban landscape, and it is in the convergence of transportation and architecture that we will see the most exciting developments. Globalization will converge with the speed of the information age and with the general economic and social austerity trends that resulted from the 2008 recession. Transportation engineering and architecture excellence will help to shape our communities' future economic successes while continuing to shape the thoughtful and meaningful stewardship of our environment.

Transit-Oriented Development (TOD) wraps a bow around these trends and is fertile ground for the design professional. TOD looks at urban planning and development in a strategic way such that

live, work, play, and connect are the key foundations to a successful urban space. The goal is to establish economically healthy, habitable, and sustainable communities that are symbiotically connected with other similar communities. Physically, the TOD approach creates compact, walkable, mixed-use communities centered on high quality transit linkages. Often thought of as rail-centered only, TODs can also be structured around rapid transit, light rail, city bus, bike-share, walking trail, and taxi/car-share, functioning as a multi-model support system integrated with automobile and truck transportation systems. Successful TODs achieve a working balance of public and personal modes around well balanced, strategically planned communities.

Delta is the home of industry experts in transportation planning, master planning, and facility design and engineering services, enabling us to act as trusted advisors at many levels. Our Washington DC office sits in a TOD with our leaders participating as chairs to local county advisory committees for many years. Our master planning for a wide range of projects – the National Institutes of Health Master, the Washington Hospital Center Master Plan, the White Flint Sector amenities plan, and the CMS Master Housing Plan, to name a few – all viewed transportation issues as a key component to the facilities in communities with tens of thousands of working professionals. Every day, our architects in Binghamton and Washington work on community-oriented projects from libraries to community centers,



The Delta Chevy Chase Office (OKKS) is the only AE firm that is an MC Certified Green business. Our firm has been involved in transit development and facilities over the past two decades.

fire departments to community clinics, local hardware stores to the local college, generating the building blocks for those future TODs.

Who better for the work ahead than Delta; a firm that makes itself a part of the foundations of our communities and our communities the foundation of our inspired work. We now have a unique opportunity to combine our areas of excellence in architectural design, master planning, and facility and transportation engineering to provide design and strategic planning consultation. In doing so, we can play an instrumental role in the evolution of urban communities throughout the mid-Atlantic region. We now have the opportunity to advance these areas into transit-oriented communities designed for the emerging Millennial generation and to shape the future successes of our country and to act as stewards to this living planet. We look forward to the year ahead.

For more information call (301) 367-9959,
or email gknoop@delta-eas.com



Aaron Falkenmeyer,
PE, Director of Civil
Engineering Services



Our Vernon Office

Teamwork and collaboration are key components of the Delta Core Principles. Examples of how we work together are displayed daily throughout each Delta office as teammates juggle their own responsibilities to help others meet deadlines on fast-track projects or when management calls the entire team together to gather input prior to making important business decisions. Ideas and input from all of our teammates is carefully considered in the decision making process. After all, it doesn't matter who has the game winning idea as long as our collective goal is achieved. This teamwork helps us to accomplish our goals and to provide exemplary service.

As a manager, it is both inspiring and fulfilling to see teamwork engrained in our culture. Creating this type of environment takes effort and doesn't happen overnight. In order to realize the maximum benefit, teamwork must start with managers. The best managers have not only technical expertise but also emotional intelligence. Team building is about building relationships. It's about getting to know people on a personal level to understand their strengths, weaknesses, goals, and ambitions and then aligning them with those of the team as a whole. Based on my experience, team building is something that most managers can't afford to ignore.

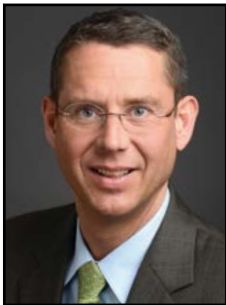
Creating a team culture can be accomplished in simple ways. To borrow a thought from a book I am reading by retired Navy SEAL Commander Mark Divine - do you view lunch simply as a time to "plow" through your meal in solitude so you can get back to the

task at hand or do you take this time as an opportunity to build the team by sitting down in the lunch room to share in the discussion while getting to know each other.

As managers, we must be the catalyst for creating this type of work environment. Why not make our time working together an enjoyable experience and create meaningful relationships that go beyond the workplace. As we reflect on the past year, I am grateful for the effort our team has put into building this type of culture and into helping each other in the interest of accomplishing our overall goals.

From the Delta Team in the Syracuse (Vernon) Office, we would like to wish you and yours a safe and Merry Christmas and many blessings in the New Year!

For more information call (315) 953-4200,
or email afalkenmeyer@delta-eas.com



David Chambers
Chief Financial Officer

Let's Talk Sustainable Design

For a variety of reasons, such as meeting governmental mandates, improving stakeholder perceptions, pursuing regulatory credits and incentives, or desiring to reduce energy costs, clients with increasing regularity require that their projects incorporate sustainable design practices and, when possible, design professionals should make every effort to accommodate their wishes. However, according to specialty insurance underwriters Victor O. Schinnerer:

"No matter how skilled and knowledgeable design professionals may be, there are some exposures that remain beyond their control. Clients, lenders, and brokers, as well as end-users (tenants, residents), are likely

to develop unrealistic expectations of how a building should perform and whether it will receive certification as a green project. Some of the factors affecting a building's performance include:

- Manufacturers and suppliers of new materials and technologies may misrepresent or overstate the performance of their products.
- Certification programs simply cannot be managed by firms since many of the code and regulatory restraints associated with green building practices extend beyond design services.
- Performance gains and energy and water savings associated with green design rely upon very low tolerances for construction defects or laxity in the operation and maintenance of building systems.



Nearly all construction and operational deficiencies are beyond a design firm's control."¹

All design decisions involve tradeoffs, and sustainable design is no different. Clients who require guarantees that their project: "will utilize only recycled materials;" "will be awarded LEED Certification;" or "will cut my energy bills by 50%" should expect design professionals to seek to temper those performance expectations accordingly. It is, after all, only through frank and honest communication between all parties to the design process that a truly successful project can be realized.

For more information call (607) 231-6630,
or email dchambers@delta-eas.com

¹ Victor O. Schinnerer & Company, Inc. Management Advisory: "Obtaining a Mutual Understanding on Designing for Sustainability." © 2009, Victor O. Schinnerer & Company, Inc.



Bruce Snyder, PLS
Director of Survey &
Mapping Services

Delta began offering **3D laser scanning services** (HDS) a few years ago with the purchase of two Leica ScanStation C10 units and Cyclone software. We immediately saw the many benefits of HDS that include increased efficiency, faster turnaround, and reduced labor costs. Most projects can be scanned by one person. A five-day conventional survey project can now be completed in two days or less with scanning. It provides the ability to capture all project information up front and avoid a return to the field for additional data.

Not everyone immediately sees the value of using HDS on their projects. Understanding these concerns and knowing how to address them for our

Understanding the Value of 3D Laser Scanning

clients has been key in growing our HDS services. Because of our reduced labor expenses, Delta is able to keep our costs competitive while providing substantially more useful project data.

Our clients can use the free Leica TruView panoramic point cloud viewer to zoom into the data and move around the project as if they were standing onsite. They can also extract real 3D coordinates and measure distances using this tool. We provide TruView and demonstrate how our clients can take advantage of the feature set with all of our projects.

When we made the decision to invest in HDS, accuracy was a key consideration. Our scanners collect over 50,000 points per second with an accuracy within one

centimeter under 300 feet. One HDS setup collects millions of points in minutes compared to the few hundred collected in hours using conventional survey methods.

Laser scanning is invaluable on many projects. Older buildings that are failing can be scanned for skewed or sagging structural elements, concrete can be scanned for flatness and quality assurance in new construction, and rebuilds and retrofits can be quickly and accurately assessed for as-is documentation.

With every successful project, we're helping to move the industry forward. **Wishing you and your family a Merry Christmas!**

For more information call (315) 953-4200,
or email bsnyder@delta-eas.com



The Power of Smart Service Integration



Kim Collavo,
Proposal Manager

Many companies grow organically by expanding their service portfolios and seeking new markets to enter. What sets Delta apart from other AE firms is the growth that we have enjoyed over the last 20 years that resulted from adding complementary services to existing areas of expertise. Today, we serve clients across the United States in six service sectors – architecture, facilities engineering, transportation engineering, environmental services, specialty precast engineering, and survey and mapping services.

Great examples of focusing on what our clients need while growing our business include:

- **Expanding specialty precast engineering services in 1997** – the best solutions for our projects frequently intersects with the world of precast concrete. When projects demand the integration of precast concrete, our in-house engineers rise to the challenge across disciplines.
- **Providing environmental services since 2005** – we added these services to better serve our facility and transportation clients who must comply with asbestos and hazardous material regulations when renovating older structures.
- **Achieving ISO 9001 certification in 2009** – to ensure that we deliver every project to the same exacting standards across our organization, we follow a streamlined set of

quality procedures that ensure high quality results.

- **Adding high definition survey (HDS) services in 2011** – our expertise in HDS for facilities and transportation projects has dramatically increased the value of our integrated survey services.

Listening closely to our clients and dedicating our efforts to exceeding their expectations on every project has been a proven formula for our growth. We are always looking to **better ways** to deliver **better solutions** for our clients. At this time of year, we can reflect on our past successes that support our clients, our employees, and the communities that we serve. **Happy Holidays to all!**

For more information call (607) 231-6664,
or email kcollavo@delta-eas.com



Daryl Burns, PE,
Director of Specialty
Precast Services

Commitment to the Precast Industry

You may not know this but Delta is one of the only Architectural/Engineering (AE) firms that is:

- Licensed in 46 States and the District of Columbia
- An ISO 9001:2008 Certified Company
- Actively serving the precast industry since 1997
- Committed to supporting you through quality service and industry involvement

We serve the national precast industry by providing efficient, high quality, and low cost engineering and drafting services nationwide. To demonstrate our level of commitment to you, we would like to share some of the activities that set us apart from other firms including some "less visible" areas where we serve you and the industry. In addition to the engineering and drafting services provided to precasters, Delta also provides the following support:

- We are an active specifier of precast products as an Engineer-of-Record. Delta is a full service AE firm on the forefront of helping precasters get work through project specifications.
- We serve the industry through active participation on committees and associations:
 1. Daryl Burns, PE, serves on the National Precast Concrete Association (NPCA) Stormwater Management Product Committee. Over the past couple years, he has also served on the NPCA Wall Product Committee and Technical Resource for the NPCA Lifting Task Force
 2. Rick Amlin, PE, serves as the Treasurer of the Pennsylvania Precast Association (PPA)



3. Kim Kvassay, EIT, serves as the Professional Members Director of the Precast Concrete Association of New York (PCANY)

- We are an active Associate Member of NPCA
- We are members of many other associations including PCI, ASTM, ACI, ASCE, and NEPCA to name a few

We value your business, continually strive to improve our products and services, and look forward to building our relationship with you in 2016. **We hope you and your family have a Blessed Christmas and Happy New Year!**

For more information call (607) 231-6613,
or email dburns@delta-eas.com



Colleen Mulrooney,
ITS Manager

Staying Safe Online this Holiday Season

The holiday season is upon us and shopping online is a great way to avoid traffic and long lines. Just be sure to exercise caution so that your hard earned money goes toward gifts for your loved ones and not the cyber-Grinch. Some tips for safer online shopping:

Avoid shopping over unsecured wireless networks. Use only Wi-Fi networks that require a password and make sure that your home wireless router is secured. When shopping from your mobile device, the cellular connection is safer than an unsecured Wi-Fi network.

Shop from a PC that is updated with the latest security patches and an up-to-date anti-virus/security software package.

Shop Secure Sites only – look for the https:// and the closed padlock in the address bar before inputting personal information. These verify that the site is secured with encryption and has been verified by a third party.

Verify website names before placing an order. One common scam is creating a website using a name that is similar to a legitimate site. If you want to shop at Target.com make sure to type in the address so that you don't accidentally end up at a similar-looking site such as Target-store.com or Tagret.com.

Use a complex, unique password for every website that you use. Fifteen characters minimum with a combination of letters, numbers and special characters is

recommended. Don't use the same password for multiple accounts.

Use Credit Cards. According to the Better Business Bureau, federal laws let you dispute an item on your credit card bill if you don't receive your purchase. Many credit card providers also have "zero liability" policies if a bad guy gets your credit card and starts using it.

Have a Safe and Happy Holiday Season!

For more information call (607) 231-6624,
or email cmulrooney@delta-eas.com



Above from left to right: Maxwell Bendert being named a 40 under 40 recipient; DC Offices presenting their winnings for the Fall Fitness Challenge; First Annual Bowl-a-rama; Vernon Office hockey game; Volunteering for Day of Caring; Rick helping at the Young Engineering Event at BCC; 2015 Delta Picnic; Second annual pumpkin carving contest; Halloween 2015; and Delta Fifth Annual Tom Crane Golf Tournament.



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