

were larger, so we could pay our employees more money. In addition, it's always interesting to do this type of work because it's often classified and more challenging."

For instance, WSCI has built many state-of-the-art facilities at Holloman Air Force Base. "The F-22s are stationed here, so there is always a lot of high-tech projects going on," he notes. "Right now, we have a two-year IDIQ [indefinite delivery, indefinite quantity] contract. Under this contract, the base calls us and we go out to look at the project, give them a price, design and construct the project. Recently, we bid on some conversion projects to convert the old stealth aircraft hangars. These hangars had to be modified to house the new F-22s."

Crimmins' father was in the Air Force for 28 years, and served at the Holloman Air Force Base for 14 years. "So, basically, I grew up here my whole life," he says.

Working for the Military

WSCI prefers the cut-and-dry system of building military projects rather than private developments, where situations tend to get more personal, Crimmins says. "When you work for a private entity, they have preconceptions of what they want and if it is not put down on paper, it's sometimes hard to deliver exactly what they want," he explains. "With the military, you are given a detailed contract, and the work is completed according to the contract. It takes all of the personal thoughts out of the equation; therefore, it's more of a black-and-white type of business."

However, working for the military has its disadvantages, Crimmins admits. "The military requires a lot of paperwork, and if your company is not set up for this, it can be overwhelming," he says. "There are rules and regulations that must be followed, and if you don't abide by these, then you will not do the contracts."

Going for the Gold

WSCI operates three business divisions: commercial/military, structural repairs

and residential developments – for the latter, the company owns a subdivision in Alamogordo in which it builds \$169,000 to \$175,000 entry-level homes. "This market has stayed fairly steady," Crimmins says. "Southern New Mexico's market has gone down, however, not like the rest of the country. I feel this is largely due to the military presence in our part of the state. Right now, there has been some stimulus money injected into the higher education market. WSCI has

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recently built and is currently building a lot of new buildings for the colleges in southern New Mexico."

In May 2009, WSCI completed the first LEED gold-certified building for New Mexico State University. Working on an 11-month schedule, the contractor had to excavate into the side of a mountain and attach a new, three-story addition to the existing Health and Science Building, which was occupied throughout the construction process. "This project had a very tight time schedule with a small, congested job site on the side of a mountain, and the owner needed the building ready for the next school year," Crimmins recalls. "It was a very unique project. Being on the side of a hill, every time it rained, we had to deal with diverting the water away from our job site."

The \$5 million project started out with a goal to achieve LEED silver certification, "But due to the cooperation between WSCI, the architect – Williams

Design Group – and the owner, we were able to achieve gold certification," Crimmins notes. "I believe this was the first one in southern New Mexico. We are one of the few contractors in the area that has experience with LEED buildings, so we believe we are ahead of the curve on that. It seems like everyone – whether it be city, state, federal clients, as well as homeowners – is concerned about energy efficiency."

Caring for the Community

WSCI is ahead of the curve when it comes to design/build, as well; the company has been offering this service since the mid-1990s. In May 2009, the company completed a design/build project in Deming, N.M. "The town wanted an entertainment center, but because of the community's size, the private industry would not come to Deming," Crimmins says. "So, WSCI joined forces with American Family Entertainment and built a 16-lane bowling alley, a movie theater with four screens, an 18-hole indoor golf course, a sports bar and an arcade all under the same roof. This entertainment center is absolutely first-class for any large city. However, it is especially great for a small community like Deming."

WSCI enjoys giving back to the community that has enabled it to grow and prosper throughout the years. "We teamed up with our local gas company, and we have them pick a family that is in need of having their gas bill paid," Crimmins says. "We don't know the family – and they don't know who we are – but we pay their gas bill for that month, and we do this every month throughout the winter. I like doing this because it is a way of giving back to the community in a way that affects someone else's life immediately. I cannot think of anything worse than not having enough money to pay for your gas in the winter. We thought this was a unique way to help our community, and we have done this for a couple of years now. We plan on continuing this in the future." ❁