

Interstate Construction and Development Co.



Better Building Through Quality Management

EMILY SALMON — The Baltimore Construction News Special Feature

On a hot day in June, a group of laborers is hard at work in the parking lot of the Westview Mall in Baltimore. In the middle of a caravan of concrete mixers, backhoes and front-end loaders stands David Zikorus of Interstate Construction and Development Company. Zikorus is right at home juggling multiple tasks, whether it is strategizing with the owners on when the new tenants can move in or conferring with one of his site superintendents on how to finish the new parking lot.

The \$3.1 million project at Westview Mall is the largest to date for ICDC, which demolished the existing mall and then built selected storefronts, façade upgrades and tenant renovations for the new, improved shopping center.

With more than 20 years in the commercial construction industry, Zikorus has had his feet both in the field and behind the desk. He got his start straight out of college as a laborer and a concrete carpenter, then worked his way up in the commercial construction industry as field engineer, assistant superintendent and eventually Director of Project Management — Special Projects Division with Atlantic Builders Group.

His array of experience put him in fine fettle when he decided to strike out on his own in 1999 and form Interstate Construction and Development Company, a general contracting and construction management firm, with his wife, Debbie, as president. ICDC provides a number of services including but not limited to conceptual and cost estimating, design and build construction,

project scheduling, value engineering and general contracting services.

Starting small with his contacts in the community, Zikorus has parlayed his experience and team building approach into serving major clients, like Baja Fresh Mexican Grill of Thousand Oaks, Calif. ICDC performed a total of \$1.3 million in construction management contracts for four Maryland restaurants located in Columbia, Germantown, Hunt Valley and Silver Spring.

His company's size is its strength, Zikorus said.

"The big guys have a marketing department, an estimating department, a project management department. My company runs much leaner, and all work tasks revolve around each employee: the superintendents manage the field operations and often assist with marketing and estimating, while my wife and I concentrate on marketing, accounting and total project administration. We are able to reduce overhead costs for our clients and provide more competitive bid proposals to our clients.

"Being a smaller company we are able to react a little quicker than larger guys. By the time they figure out what department is handling the project, we are already quickly assembling and preparing your conceptual or firm estimate," Zikorus said.

It was his knowledge of the area and ability to facilitate the permitting and design process that led Commercial Consultants Inc. to contract ICDC with the construction management of their client's restaurants.

Two other major construction management projects have been for the auto industry. ICDC provided construction management for Stumpf and Son's Construction for

Brown's Toyota Showroom expansion in Glen Burnie, Md. The work required demolition of the showroom and service center, followed by construction of a 20,000 sq. ft. showroom facility and customer service center.

ICDC also managed two brand-new 8,000 sq. ft. auto-care facilities for Firestone Autocare Center in Pittsburgh and Johnstown, Pa. The five-month projects — including all-new site work, building structure, interior finishes and equipment — were completed two weeks ahead of schedule.

ICDC has a range of jobs on its agenda. It has negotiated a contract to construct a modern version of an old-fashioned favorite — a drive-in movie theater. To be located in Emmitsburg, Md., the Bumpers Drive-In outdoor theater and amusement center will have digital technology, with two 40-ft. x 60-ft. screens and a 10,000 sq. ft. building that will house the kitchen, concession area, interior viewing rooms and production rooms.

Another project is the six-phase renovation of Santoni's Supermarket in Baltimore — all to be done during the supermarket's 24-hour operation. ICDC will build a new loading dock, demolish and relocate interior departments, while reconfiguring the customer service area, deli department and new main entrance.

ICDC has formed strong alliances with select firms. It established a joint-venture partnership with Stumpf and Son's Construction and Commercial Consultants and was selected by a European-based investment group to provide commercial contracting and management services for its expansion into the real estate and development market in the United States.



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Active participation in both business and community is important to David and Debbie Zikorus. ICDC is a member of the Carroll County Chamber of Commerce, LeTip of South

Carroll, International Facility Management Association and has been selected to the board at the Hannah More School in Reisterstown, Md.

The company supports through coaching and sponsors local youth programs both at the Sacred Heart School in Glyndon, Md., as well as in the Hampstead, Reisterstown and Sykesville areas.

"We want to make an

impact on the community by being involved with our youth — not by simply writing a check for sponsorship, but by being personally active with helping understand what it means to be accountable with your actions," said Zikorus. "We want to teach the team approach by utilizing our leadership skills, whether you are playing a game or running a business. You

need to bring passion and preparedness to your game, classroom or job."

Supporting local youth athletics brings special joy to Zikorus Family. David coaches with The Sure Shots, a national AAU basketball program in Baltimore. It was his involvement with the organization that enabled ICDC to be contracted to construct the "Leadership through Athletics" gymnasium, a not-for-profit youth organization that promotes leadership skills through athletics. The 16,000 sq. ft. facility will include two indoor basketball courts, a reception and viewing area, locker facilities, weight and workout rooms and baseball hitting cages.

For the future, Zikorus hopes to maintain controlled growth and excellent customer service through his firm's hands-on approach to each project. "I want to work with people with the same goals, aspirations and core values," he said. "We are grateful to have a great core of subcontractors and suppliers which to work with. All of them are an integral part of the reason ICDC has been successful thus far. The often lack of commitment of today's work force however, does pose problems with the everyday building process and ultimately makes total commitment to the client difficult at times."

One of Debbie and David's goals is to give back to local communities. For future projects, he plans to designate a nearby charity or organization with recommendations from the owner of

the specific project, which will receive a donation from ICDC — a token of appreci-

ation for the communities that have helped them prosper.




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