

11.
Consent

October 26, 1992

Councillor Russell

Mayor Reeves

Whereas: It has come to the attention of this City Council of the Silver Anniversary Celebration of a thriving Cambridge business, Modern Continental Construction Co., Inc., to be held on November 9, 1992 at the President John F. Kennedy Library and Museum; and

Whereas: This firm was incorporated on June 7, 1967 and located itself on Main Street, Cambridge and presently its corporate headquarters is located on Massachusetts Avenue, North Cambridge; and

Whereas: The primary business and origin of Modern Continental Companies is large heavy construction projects and is currently active in twenty job sites ranging from the Central Artery and Harbor Tunnel to the Sebago Lake Treatment Plant / Sebago Maine; and

Whereas: Modern Continental Construction Co., Inc.

has grown from its two co-founders
Lelio Marino, President and Kenneth
Anderson, Treasurer to a firm employing
500 people with annual revenues of
\$200 million; and

Whereas :

Modern Continental Construction Co., Inc.
is deeply involved in community activities
ranging from the Youville Hospital to
Boy and Girl Scouts to North Cambridge
Little Baseball League to the Dante
Alighieri to Morgan Memorial Goodwill
Industries; now therefore be it

Resolved :

That this City Council go on record
extending its heartiest congratulations
and best wishes to Modern Continental
Construction Co., Inc. on its Silver
Anniversary; and be it further

Resolved :

That the City Clerk be and hereby is
requested to prepare a suitably
engrossed copy of this resolution for
presentation to Mr. Lelio Marino on
behalf of the entire City Council



THE MODERN CONTINENTAL CONSTRUCTION CO., INC.

2277 Massachusetts Avenue Cambridge, Mass. 02140 (617) 864-6300

Telefax: (617) 864-8766

Telex: 285667

FAX NO. (617) 864-8766

DATE: 10/21/92

PLEASE DELIVER THE FOLLOWING PAGES TO:

NAME: Vahn Lee / Jack Flynn

ATTN: _____

FAX NO: 864-9950 349-4307 349-4252

FROM: Lorraine Marino / Jay D. G. Rio

TOTAL NUMBER OF PAGES 12 (including cover page)

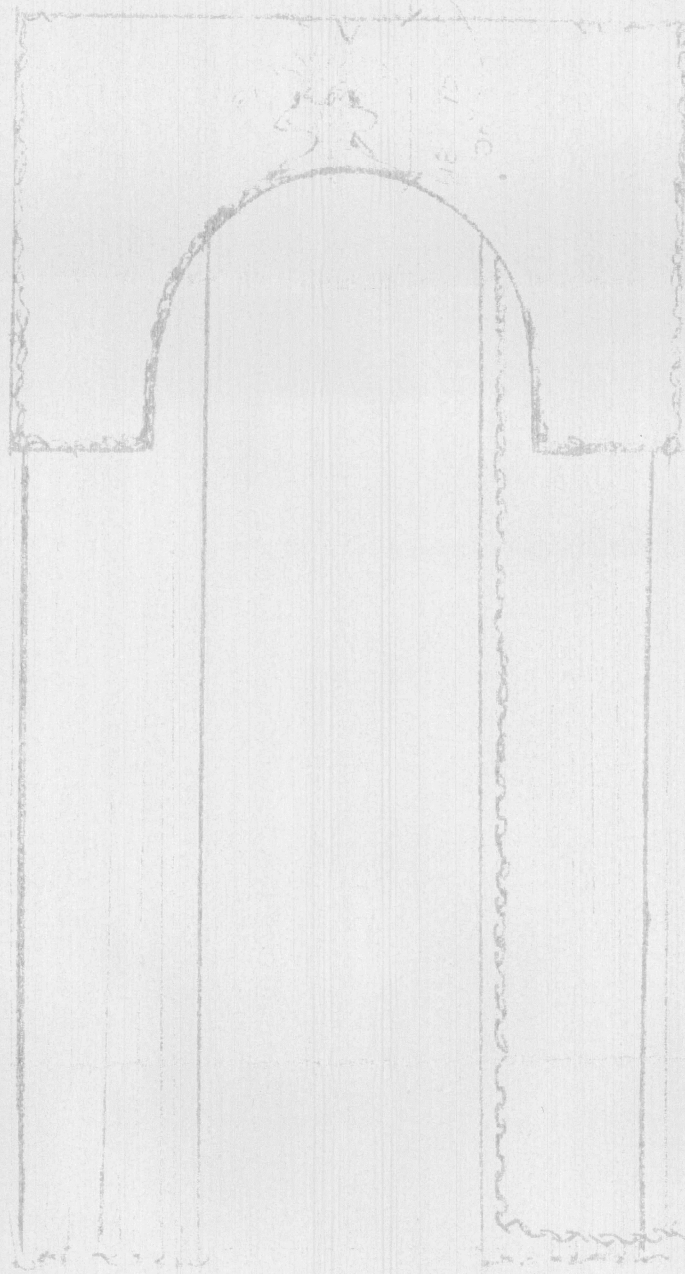
COMMENTS/MEMO: Please call should you need additional information -

IF TRANSMISSION IS NOT COMPLETE, PLEASE CALL (617) 864-6300.



2000

Canopy



1000

Pitney

20'

FRAME IS FRAME



V. 1000
8.500

20' - 11' - 10" - 10' - 10" - 10' - 10"

2' - 10" - 1' - 10"

10' - 10" - 10' - 10"



CELEBRATING 25 YEARS

THE MODERN CONTINENTAL CONSTRUCTION CO., INC.

2277 Massachusetts Avenue ▲ Cambridge, MA 02140-1295 ▲ (617) 864-6300 ▲ Telex (617) 864-8766

The primary business and origin of Modern Continental Companies is large heavy construction projects. Other companies include:

Companies: Modern Continental Construction Co.
Modern Continental Enterprises
Modern Continental Marine Co.
Ristorante Marino/Marino Lookout Farm

Principals: Lelio Marino-President
Kenneth Anderson- Treasurer

Incorp.: June 7, 1967
First office located on Main St. in Cambridge.
Present main office located on Massachusetts Ave. in No. Cambridge. Located in the City of Cambridge for the past 25 years.

Job Sites- Currently active is 20 job sites highlights include:
- Central Artery 3rd Harbor Tunnel
- North Station MBTA Super Station
- Mass. Water Resource Authority Administration Building/ Deer Island
- Mass. Water Resource Authority Administration Building /Nut Island
- Inter Island Tunnel/Deer Island
- Sebago Lake Treatment Plant/Sebago Maine

Company History: First job site in City of Peabody- pouring Sidewalks- Price \$4000. To date Modern Continental has grown from its two co-founders to 500 people, with annual revenues of \$200 Million.

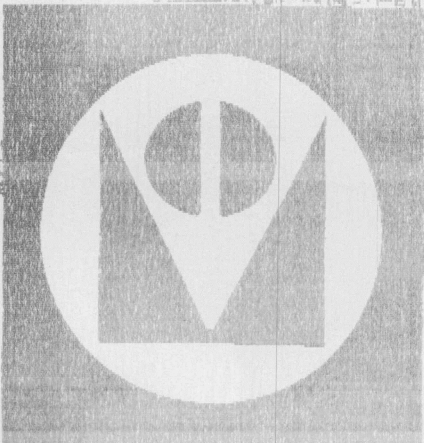
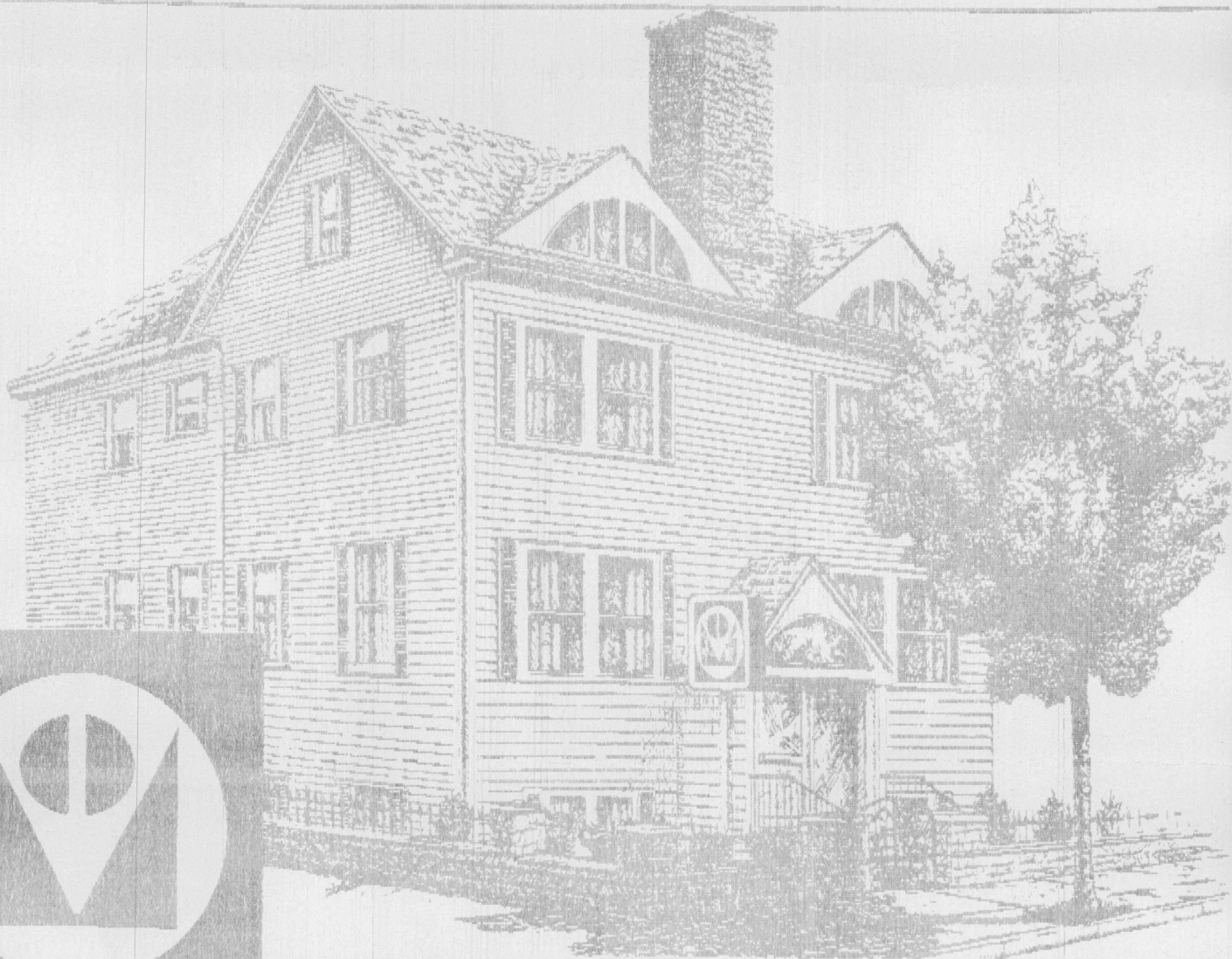
Charities: Youville Hospital- Cambridge
Boy and Girl Scouts
No. Cambridge Little League
Dante Alegheri
Morgan Memorial Goodwill Industries

AN EQUAL OPPORTUNITY EMPLOYER

Construction Outlook

JUNE 1992

Published by — THE UTILITY CONTRACTORS' ASSOCIATION OF NEW ENGLAND, INC.



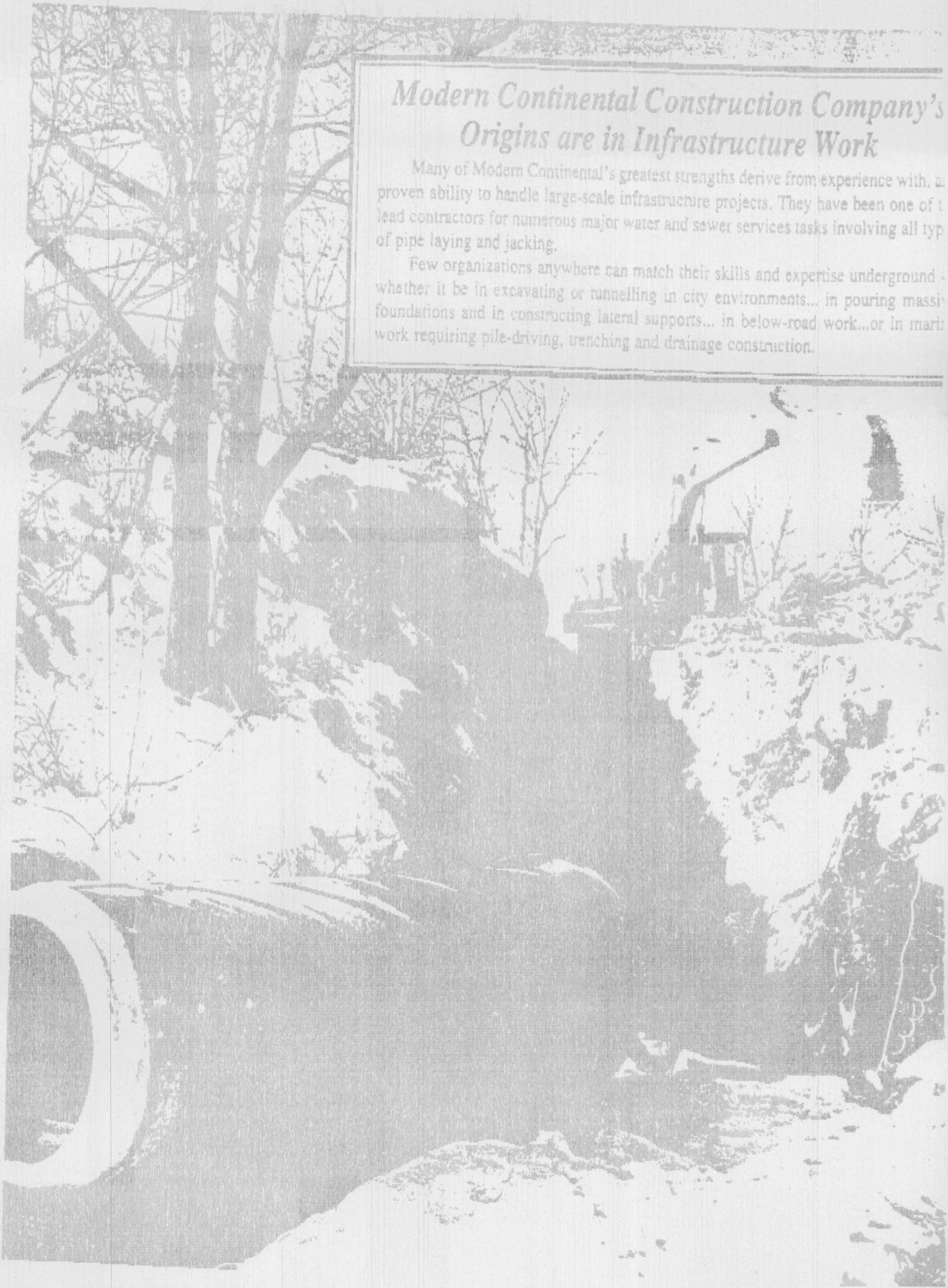
*Modern Continental Companies' celebrating 25 years in business.
(Corporate headquarters, Cambridge MA.) See story page 40*

CONSTRUCTION OUTLOOK
MONTHLY MAGAZINE
CROWN COLONY OFFICE PARK
300 CONGRESS STREET, SUITE 101
QUINCY, MA 02169

BULK RATE
U.S. POSTAGE
PAID
Permit No. 50350
BOSTON, MA



MODERN CONTINENTAL CONSTRUCTION CO., INC.



Modern Continental Construction Company's Origins are in Infrastructure Work

Many of Modern Continental's greatest strengths derive from experience with a proven ability to handle large-scale infrastructure projects. They have been one of the lead contractors for numerous major water and sewer services tasks involving all types of pipe laying and jacking.

Few organizations anywhere can match their skills and expertise underground - whether it be in excavating or tunnelling in city environments... in pouring massive foundations and in constructing lateral supports... in below-road work... or in marine work requiring pile-driving, trenching and drainage construction.

Celebrating 25 Years

Doing Business "The Modern Way"

Heading Straight To The Top.

Modern Continental Companies is a giant among construction giants. Presently one of the 400 largest construction companies in the country, Modern is more than capable of ascending to the head of the list, especially if it keeps on its winning ways. Within a recent four week period the company was awarded the \$44 million Massachusetts Water Resources Authority's Administration Complex on Deer Island. This was followed by the successful Joint Ventures of the \$246 million Massachusetts Central Artery-Third Harbor Tunnel job with Obayashi Corp. and the \$62 million MWRA Nut Island Treatment Plant with SAE-American.

As an official of the company stated... "Modern is now keeping company with the top 400 construction companies, but reaching the top 100 and even making the top ten, is well within our reach over the next five to ten years. To reach this lofty goal, Modern, which is a major player in the New England region and especially in Massachusetts, must

take its successful strategy nationally and possibly internationally. The company's selection of international joint venture partners certainly make this a viable option".

There's Something a Little Different About Modern

While access to the list of top companies is granted by economists based upon yearly dollar volume of business, Modern may already be at the top of the list of companies which are selected for their management style

and expertise, for their open support of causes which help our nation stay strong, concern for their employees and their desire to keep people healthy. If the list were comprised of companies whose management bring old world traditions, values and principles to a modern society, which unfortunately sometimes forgets what makes it strong, then it certainly would be near the top of the list. If a company needed to score high in categories such as employee relations or contributions to their country, their state and local community, then a case could be made that Modern already heads the list.

Continued on page 42



(L-R) Ken Anderson and Les Marino, founders of Modern Continental Companies. Their burning desire to be in business and their will to succeed, coupled with what they believed to be an ethical approach to management, led a small informal company, equipped with only a shovel and a wheelbarrow, to grow into a diverse organization, employing over 300 people, with revenues exceeding \$100 million.

Modern Continental continued from page 43

The Boston Globe's Robert Levey, Boston Herald's Gus Saunders and Boston Magazine's Paul Fischer, all food critics for their respective publications, have raved about the authenticity of the Abruzzo style cuisine at Ristorante Marino.

Noted guests that have dined at Ristorante Marino are Julia Child, cooking expert; Dan Marino, Quarterback for Miami; Joe Morgan, Tony Pena, Jack Clark and Dwight Evens of the Red Sox. Also sports legends Bobby Orr, Bruins; Tommy Heinsohn, Celtics; Chet Curtis and Natalie Jacobson, Channel 5 News; Mary Richardson, Chronicle; Dixey Carter, Designing Women TV Show; Joyce Kulhawick, entertainment critic Channel 4; and Governor Weld. On any given night the Presidents and CEOs of major banks and corporations can be seen dining at Marino's.

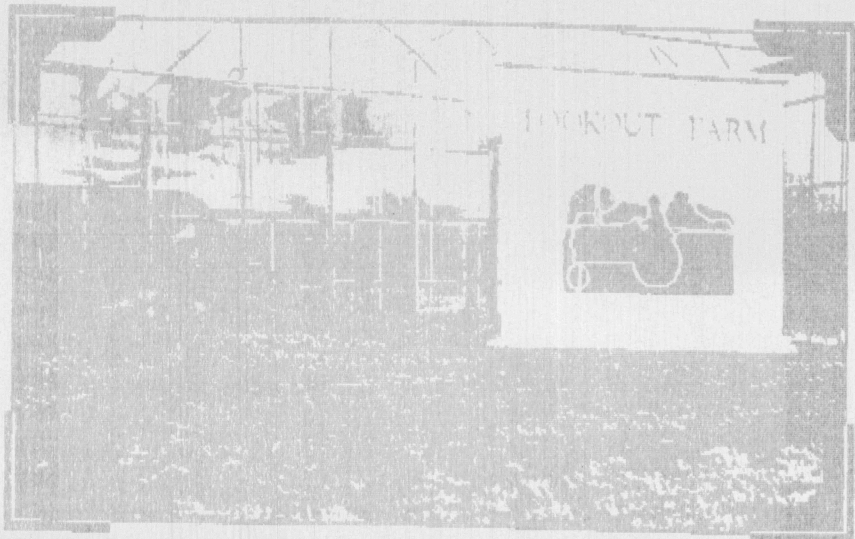
From Early-on... Involve the Family

While focusing all their enthusiasm and energy into the company took them away from families, both Les and Ken believe in family values and they try to employ members of their family whenever possible. Besides his daughter Lorraine, Les' older daughter Laura worked for the company until her marriage. Now Laura has a full-time job at home with two children, Marleen age 7 and Laurie age 4. Les' wife Anna, his sisters and brother usually help out in the restaurant, many times cooking special dishes just to check on flavor and taste. Les's burning desire, elusive to this day, is to capture his mother's style of cooking, which he always loved. From others I've learned this is a near impossible task because mother's from that generation didn't need recipes. They seasoned to the taste. No two dishes were the same but each was a masterpiece.

Ken also makes certain his two children, Michelle (10) and Kenny (9), become familiar with the work their dad is doing and they can be seen accompanying him to a job site on weekends, while his wife Roseanne can be seen working at Lookout Farm.

An Opportunity to Say Thanks for the Opportunity

While Les always wanted his family close by, he has reached out on a broader scale to all people to say thanks for the opportunity of coming to America. In a quiet,



Marino Lookout Farm raises and grows their own chemical-free meats and produce to supply Ristorante Marino with daily farm fresh organically-grown fruits, vegetable and meats.

subtle and unassuming way, Les carries his patriotism and love of America to every corner of his diverse companies. To begin with, Modern's logo is colored red, white and blue and the company tries to buy U.S. products whenever possible.

In the final analysis, one can conclude that Les is a man of principle and conviction. Whether, its patriotism or whether its one of a hundred things he must be involved in, Les approaches every part of his life with the same enthusiasm and conviction.

Employee Safety is Serious Business

Charlie Madden, Modern's senior vice president, reflected upon Les' continued involvement in the company. "There are few management staff personnel, in company's as large as ours, who would continue to be involved to the degree Les and Ken are involved. Few people realize that every Wednesday at 5:00 P.M., we have a company meeting at the church across the street from our office. The purpose of the meeting is to address safety issues and to allow Les and Ken to interface and communicate personally with company employees. In fact, Les directs all meetings. This is only one example of their concern and love for the men and women that make Modern operate as well as it does."

But for two men to be as close as they are in business and friendship, Les and Ken must share the same beliefs...and they do. One of Ken's responsibilities is overseeing the company garage and storage yard, located in Stoughton, MA. The primary function of this facility is preventative maintenance but mechanics must also repair over 200 pieces of heavy equipment, 200 company trucks, 35 company cars, various farm equipment and

will do it. Work hard and then work harder. Hire the best people and treat them good...treat them with respect...be interested in them...know when they have a problem and help them. Being successful means you have employees that give their very best to the company because they want the company to be successful".

When asked about Les, Ken his friend of 34 years said, "I am a product of Les, and Les is a product of his father. What you see in Les...the way he attacks a problem, the way he interacts with people, the way he works and his approach to life... is his father. It's as simple as that."

A Tough Job Turned Easy

Les and Ken's knowledge of construction and their team approach to solving problems was credited with giving the company its first real push. Having accepted a subcontracting job from a Worcester contractor to dig a forty foot deep trench to install pipe, Les and Ken came up against their first problem. While the bid item would hardly pay the cost for doing the job in the conventional way, the partners put their knowledge and expertise together to come up with a simple and low cost approach. With the job completed and money in-hand, Les and Ken had confidence in their abilities and knew at that time that they would "make the company work".

From that time on, no job was too difficult for Modern to bid. Both men prided themselves on the amount of work they could accomplish in a day. Here again Les' father's philosophy has always been a motto for the company, "Work is not over until you've made a day's pay".

A Solid Foundation Stands

To have a successful company, both Les and Ken knew they needed a solid foundation on which to build it. They decided very early on that they would hire the best people. It was in this area that while Ken enjoyed people, Les excelled. One can only guess whether Les got this trait from his mother or father, but the end result is a compassionate and loving person who treats friend and stranger alike...with kindness and concern.

Les's daughter Lorraine who manages Modern's marketing and special projects department said, "My dad is exceptional. He's just unbelievable. He won't let his secretary screen any of his calls. Anyone can call him. He'll even come out of a meeting to accept a call. His door is always open to any employee". Massimo Marino, project manager states, "He's so concerned about the health of his employees that if he sees someone smoking, he'll call them aside and try to get them to give it up."

The Eternal Search for Mother's Homecooking

Robert Shepard, a company vice president in charge of Modern Continental Enterprises, which is responsible for commercial and residential properties, explained that Les' passion for living and eating healthy also extends to Ristorante Marino, which is owned by the Modern Continental Companies and located a few doors down from the company's Cambridge headquarters on Massachusetts Avenue. "Mr. Marino has given up substantial profits from the restaurant because he insists on using home-grown, organically grown vegetables rather than the commercial variety of vegetables. To assure their customers get only the best quality foods, Les bought a farm, Marino Lookout Farm, located in So. Natick, Massachusetts, about 20 miles west of Boston, grows vegetables and carefully raises chickens, lamb and pork for the restaurant. The restaurant also prepares, cures, and ages its pork products according to old world customs. Les' desire to start with the best and serve the best has gained Ristorante Marino local and national acclaim for its authentic northern Italian dishes based upon mother Marino's recipes.

Continued on page 44



Lello Marino presides over Ristorante Marino, in Cambridge, one of the hottest kitchens in town.

five hay wagons, which are made at the Stoughton facility. As important as the facility is to the company, equally important to the owners is keeping all of the equipment in top working order as a safety precaution and also keeping them clean because it reflects well on the company.

A Lifetime is Too Short

Both Ken and Les have a philosophy which they live by and one which they try to impart to their employees through informal meetings and of course, by example. The philosophy has helped guide them through some of the rough times in business while also helping to explain their penchant for change, for diversifying, for always taking a chance on something new and maybe a little different. Cosmo Pallazola, another Modern senior vice president mentioned the quote, "A lifetime is just too short" when describing the company founders' approach to business and their love of trying new businesses to make life more interesting and exciting for all.

Employee's Dreams are Important

As they believed in themselves, so do Ken and Les believe in their employees. Examples of their desire to bring out the best in their employees abound within the company. In fact if you ask Les Marino about Modern's family, he says, "We (at Modern) try to help every employee achieve the most, so that his or her ambitions will be challenged and each person's dreams will be accomplished. We want to help everyone make their dreams come true."

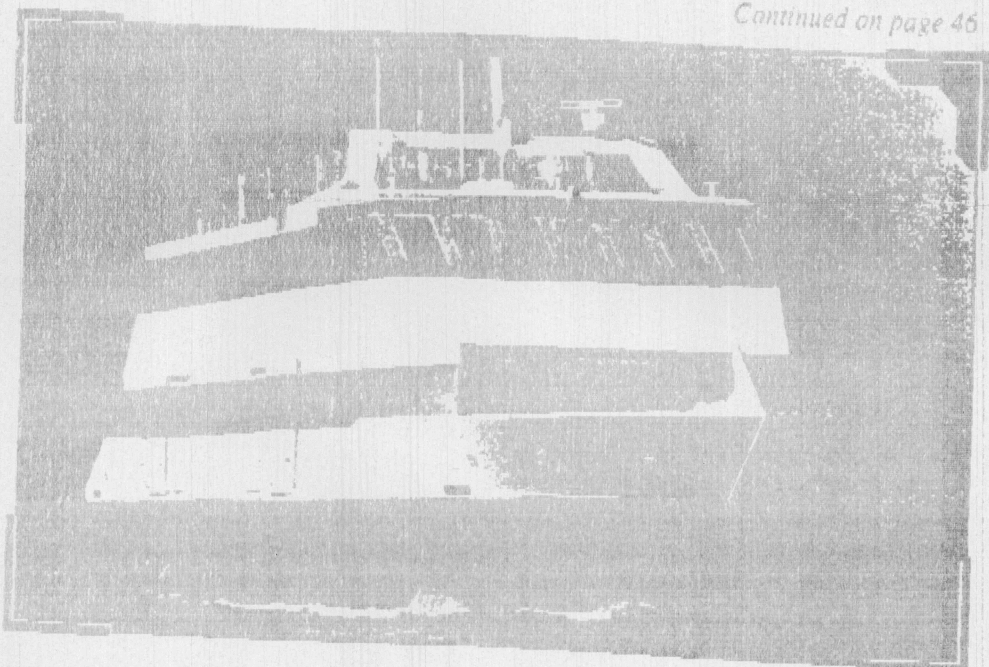
But as important as this is to Les and Ken, having their company "feel" like a family is more important. The door is always open to anyone that has a job problem or wants to discuss something personal. Another way Modern creates a family atmosphere within the company is through their company newsletter "The Scoop." Each issue keeps employees informed on job progress as well as some personal goings-on within the company. Its not uncommon to find a construction story about a bridge or train station next to a column entitled "Modern Babies" which lists all the newborns and congratulates the parents.

A Winner Whether Alone or in Joint Venture

Modern's ability to win large local contracts on Deer Island and the Central Artery can be attributed in part to the company's successful joint venture efforts, especially its frequent teaming with Obayashi Corp. of Japan. The Modern/Obayashi team has worked together on an \$88 million garage construction and mass transit upgrade at North Station. In their latest venture, the Modern/Obayashi team were successful in winning a \$246 million contract on the Central Artery-Third Harbor Tunnel project for the Logan Airport Tunnel connection to the Third Harbor Tunnel. This contract was Modern's third on the Artery project. The other two being the South Boston Haul Road and the South Boston Railroad re-location projects worth a combined \$10.5 million. In 1985, Modern joint ventured with Schiavone Construction Co. on a \$30 million contract for the Southwest Corridor Line, as part of the relocation of the MBTA's Orange Line.

Continued on page 46

Modern Continental launched the Laura to provide transportation to transport construction workers on the Boston Harbor Cleanup between Squantum Point in Quincy and the Construction site on Deer Island in Winthrop. This is a joint venture with Boston Harbor Cruises and Alternate Concepts, Inc.



"BUY FROM THE ADVERTISERS IN CONSTRUCTION OUTLOOK"

A Company of Team Players

"Joint venturing is only a recent Modern success story", according to John McNamara, vice president in charge of the Harvard Bridge, Haul Road and Central Artery projects. Our Company has an experienced bid estimating team, led by Bob Berry, and John Pastora, who have won some high profile contracts on its own. In 1987, Modern submitted the winning bid for construction of a new AMTRAK Boston Maintenance facility at a cost of \$11 million and we followed that up the next year with a \$25 million contract for the new MBTA Back Bay Station. Most recently Modern completed two projects for the MWRA, one a \$5.6 million contract for Pump Station Modifications and Sewers and the other a \$6.1 million contract for the Commercial Point Combined Sewer Overflow Facility. Presently, we have on-going a \$44 million job to build the MWRA's Administration Building on Deer Island".

"Each project" added Rory Neubauer, vice president in charge of the North Station and Tip O'Neil Building projects, "was challenging in its own right and required Modern's dedicated team approach, from management on down to the laborers, to successfully complete the job. For example we recently completed the Payson Park Reservoir in Belmont for the City of Cambridge in less than two years time when the engineers initially scheduled it as a three and one half year project. That was a \$12.5 million job to build two 16 million gallon treated water storage structures of reinforced cast-in-place concrete. Twenty-five thousand cubic yards of concrete were used in the structures."



NORTH STATION, OVERVIEW, BOSTON, MA

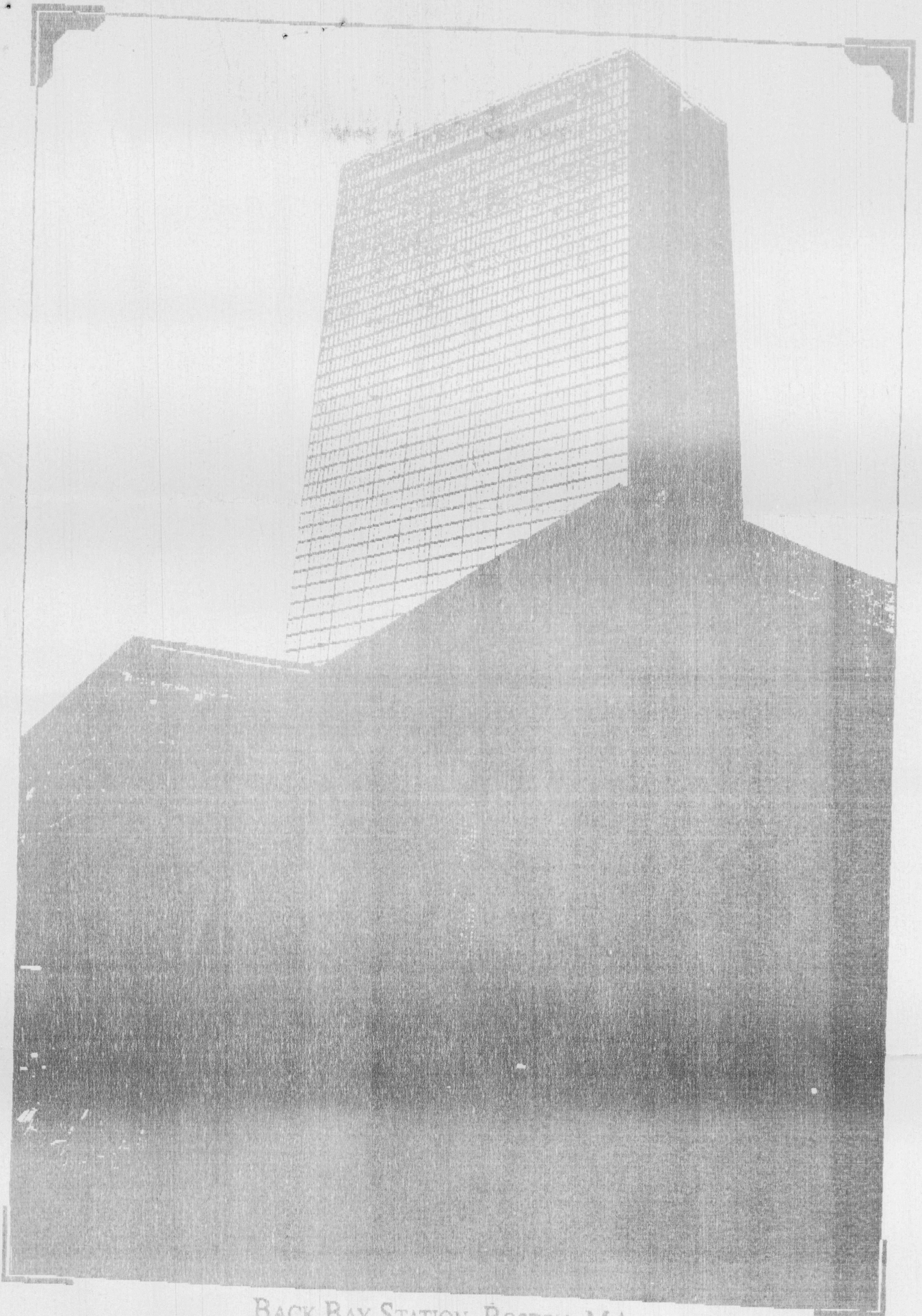


HARVARD BRIDGE PROJECT, BOSTON, MA

Keeping Perfect Harmony

Their burning desire to be in business and their will to succeed, coupled with what they believed to be an ethical approach to management, led a small informal company, equipped with only a shovel and a wheelbarrow, to grow into a diverse organization, employing over 500 people, with revenues exceeding \$100 million. Both Les and Ken are to be congratulated for making their company so human that every operation works in perfect harmony like a perfect marriage.

The UCANE officers, board, members and staff wish to extend our best wishes to Les and Ken and all the men and women who work at Modern for continued success. ■



BACK BAY STATION, BOSTON, MA

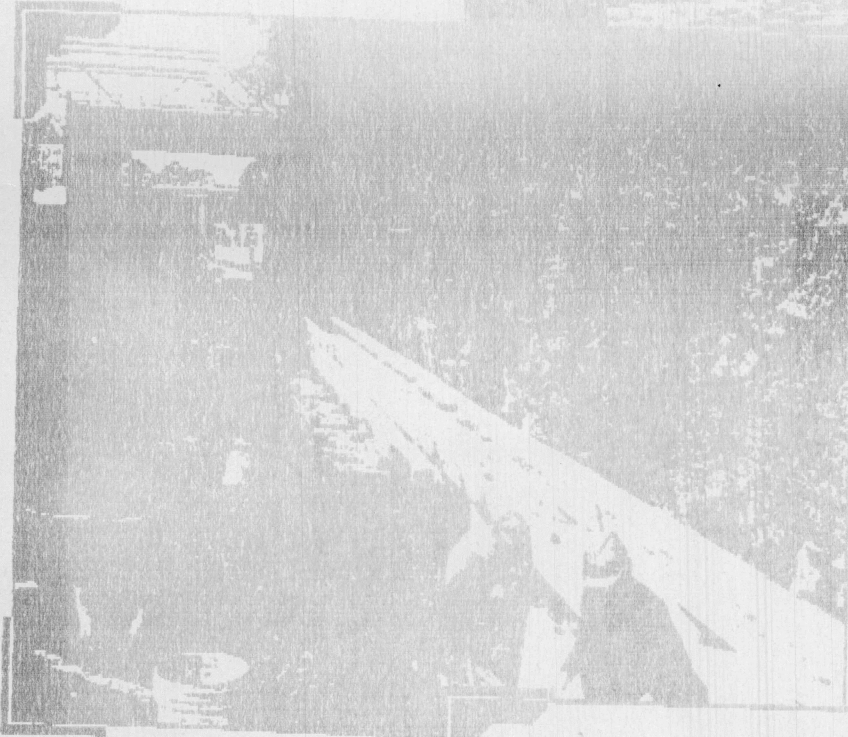
Continued on page 48

"BUY FROM THE ADVERTISERS IN CONSTRUCTION OUTLOOK"

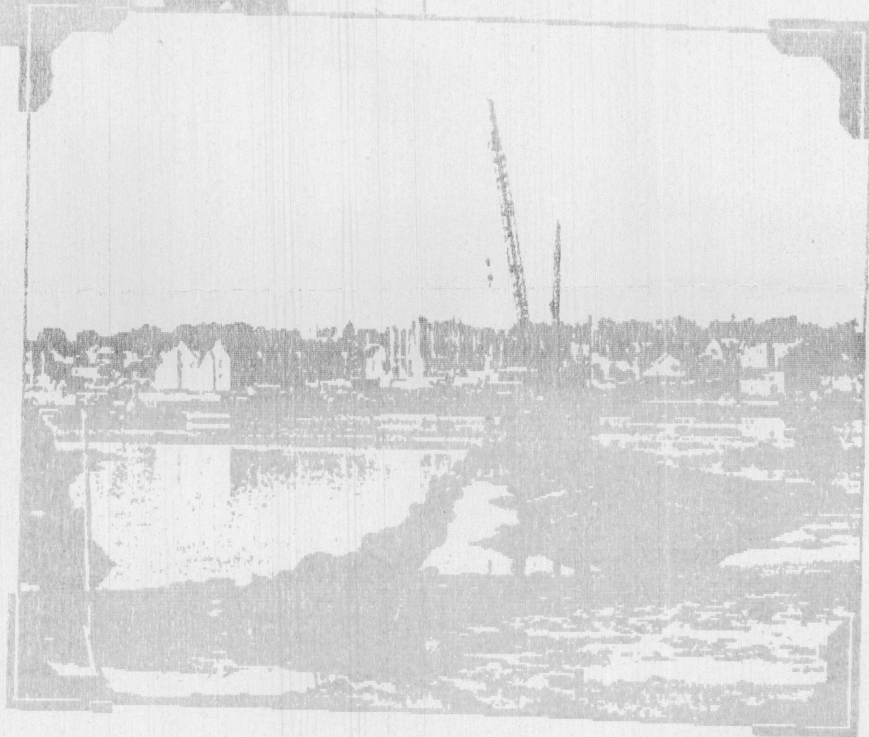
(R)
CONSTRUCTION
ON DEER ISLAND



(L)
SEWAGE RECONSTRUCTION
ON BEVERLY HARBOR



(R)
BEVERLY HARBOR
RECONSTRUCTION





City of Cambridge

11.

IN CITY COUNCIL

October 26, 1992

COUNCILLOR RUSSELL
MAYOR REEVES

WHEREAS: It has come to the attention of this City Council of the Silver Anniversary Celebration of a thriving Cambridge business, Modern Continental Construction Co., Inc., to be held on November 8, 1992 at the President John F. Kennedy Library and Museum; and

WHEREAS: This firm was incorporated on June 7, 1967 and located itself on Main Street, Cambridge, and presently its corporate headquarters is located on Massachusetts Avenue, North Cambridge; and

WHEREAS: The primary business and origin of Modern Continental Companies is large heavy construction projects and is currently active in twenty job sites ranging from the Central Artery 3rd Harbor Tunnel to the Sebago Lake Treatment Plant/Sebago Maine; and

WHEREAS: Modern Continental Construction Co., Inc. has grown from its two co-founders Lelio Marino, President and Kenneth Anderson, Treasurer to a firm employing 500 people with annual revenues of \$200 million; and

WHEREAS: Modern Continental Construction Co., Inc. is deeply involved in community activities ranging from the Youville Hospital to Boy and Girl Scouts to North Cambridge Little League Baseball League to the Dante Alegheri to Morgan Memorial Goodwill Industries; now therefore be it

RESOLVED: That this City Council go on record extending its heartiest congratulations and best wishes to Modern Continental Construction Co., Inc. on its Silver Anniversary; and be it further

RESOLVED: That the City Clerk be and hereby is requested to prepare a suitably engrossed copy of this resolution for presentation to Mr. Lelio Marino on behalf of the entire City Council.

*Mayor
Russell
Waller* CONSENT ORDER #11 *S-861*

Councillor Russell & Mayor Reeves re:
Silver Anniversary of Modern Continental
Construction Co., Inc.

In City Council,
October 26, 1992

Order adopted