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minnesota construction association

March 2007

MINNESOTA CONSTRUCTION ASSOCIATION

# Construction Views

The Official Organization of Minnesota's Construction Industry

**WEDNESDAY,  
MARCH 28, 2007**

*Becoming a High  
Performance Leader*

**SCHEDULE  
OF EVENTS**

7:30 AM  
REGISTRATION  
& NETWORKING

7:45 AM  
BREAKFAST

8:00 AM  
PROGRAM BEGINS

9:15 AM  
ADJOURN

**LOCATION**

8000 TOWER  
CONFERENCE ROOM  
SECOND FLOOR  
8000 NORMAN CENTER DRIVE  
BLOOMINGTON, MN 55437

**DRESS**

BUSINESS CASUAL

**EASY  
REGISTRATION!**

PLEASE FIND THE  
REGISTRATION FORM  
IN THIS ISSUE.

EMAIL CBOYUM@  
HARRINGTONCOMPANY.COM  
OR CALL: (952) 928-4646.

**MCA March Breakfast Program  
Wednesday, March 28, 2007**

## BECOMING A HIGH PERFORMANCE LEADER

*Nancy Weidenfeller, Ed.D., Principal Consultant,  
MDA Leadership Consulting*



Leadership is the most critical factor in determining an organization's success. Companies that prosper and survive do so because of strong leaders. Study after study has shown that leadership practices, employee performance, customer satisfaction, and bottom-line results are all linked. In this session, Nancy Weidenfeller will address what defines good leadership, and what you really need to know about your leadership and the leadership within your organization. She'll share the 13 distinct roles of the high performance leader and how a leader must be intentional about the roles he or she plays.

For nearly 20 years, Nancy Weidenfeller has found that there is a common element in the work that excites her: helping organizations achieve performance results by focusing on the people issues. She loves to partner with leaders on building their organization's ability to assess its current level of functionality and change it to achieve the desired goals. She has extensive background in organization development, talent management, human resource systems and quality management.

**Program registration – See page 3!**

## MCA 2007 Board of Directors

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# President's Column

*By Rich Jacobson*

Success in the construction industry is not an easy path. In addition to a strong economy, qualified workforce, and available funding, it takes leadership in all areas of each project for it to succeed. As we all know, if one or more of our ownership, design, or construction team lacks direction or clear leadership, the final result of that project is not on a solid foundation. All the members of the team need to have a clear understanding of the expectations for the project and pass that information clearly on to their internal team to ensure a successful project. The MCA program this month is focusing on leadership within yourself, your organization, and your project team members. Your elected leadership at MCA is committed to assisting our members in their growth as leaders in the industry and community. We are also committed to providing educational and networking opportunities for our members through programs and events. Please plan on attending this presentation and feel free to email at rich.jacobson@k-a-c.com if you have any suggestions or recommendations on how we could further serve our members.



*It's that time again...*

**Come join us for  
MCA's THIRSTY  
THURSDAY!**

**THURSDAY, March 22, 2007  
from 5-7 pm**

**Mingle with MCA Members for a  
relaxed evening of networking  
and conversation at the Edina Grill!**

*Reconnect with old friends and  
make some new ones!*

**We look forward to seeing you there!**

*For info and directions:*

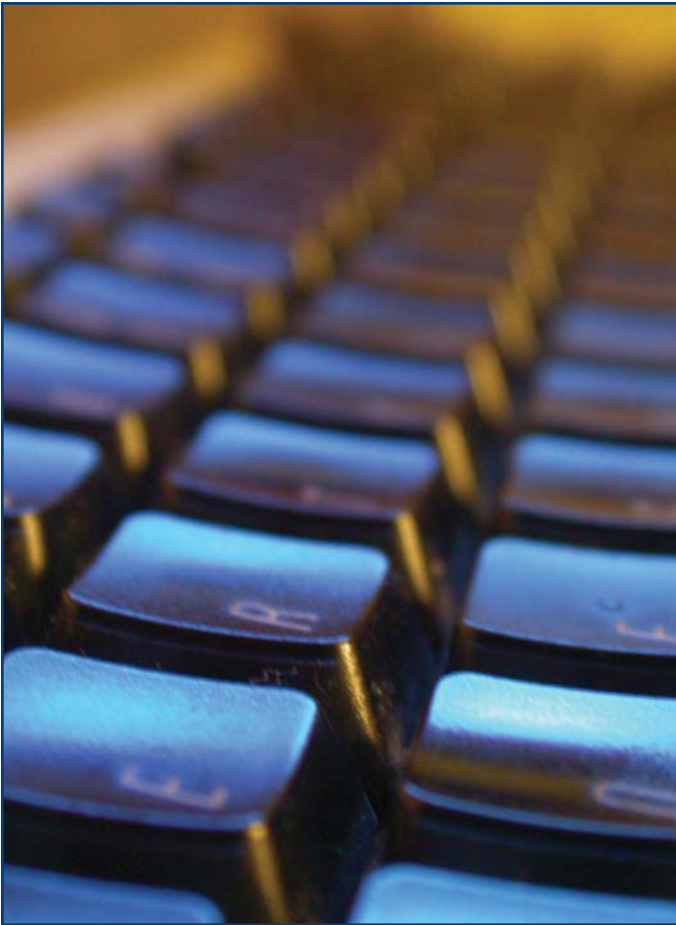
Edina Grill

5028 France Ave South

Edina, MN, 55424

Ph: (952) 927-7933 • [www.edinagrill.com](http://www.edinagrill.com)

MCA is a non-profit association dedicated to educating and promoting the construction industry. Statements of fact and opinion in this publication are the responsibility of the authors alone and do not necessarily reflect or imply the opinion of the members, directors or staff of MCA.



## Learn more *ONLINE!*

Visit the MCA Website

**[www.mnconstruction.org](http://www.mnconstruction.org)**

Get information on upcoming events, review the benefits of being a member or sponsor, view samples of past newsletters, or access a list of current members.

Questions or comments about the site? Just email the MCA Headquarters: [cboyum@harringtoncompany.com](mailto:cboyum@harringtoncompany.com)

***For instant MCA access - the web is where it' s at!***

Minnesota Construction Association (MCA) *presents*

### **MCA March Breakfast Program**

**Wednesday, March 28, 2007**

**8000 Tower Conference Room • Second Floor • 8000 Norman Center Drive • Bloomington, MN 55437**

\$50 Non-Members; \$35 Members at the door; \$30 Members pre-registered & pre-paid;  
\$25 three (3) or more members from the same company

1 HOUR OF CE CREDIT for REAL ESTATE & BUILDING CONTRACTOR HAS BEEN APPLIED FOR.

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Visa  MC C.C. No. \_\_\_\_\_ Exp. Date \_\_\_\_\_ Amount Enclosed \$ \_\_\_\_\_

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MCA ❖ 4248 Park Glen Road ❖ Minneapolis, MN 55416 ❖ March 28<sup>th</sup> Program  
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# Economist Sees Flat Construction Activity In 2007

*San Francisco-based economist Cliff Brewis told Minnesota builders last week that the state construction market should hold steady.*

BY BRIAN JOHNSON, F&C CONSTRUCTION WRITER

*Reprinted with permission.*

Schools, hospitals, hotels and other project types will keep contractors busy in 2007 and beyond, if Cliff Brewis' projections are accurate.

But don't expect a dramatic surge in building, either locally or nationally.

"The way I would characterize this [Minnesota] market is it's really pretty steady," said Brewis, an economist and senior editorial director for McGraw-Hill Construction. "The mix is going to be a little bit different this year than it was last year, but by and large the overall numbers are going to look very much the same."

Speaking at a Feb. 13 event sponsored by the Associated General Contractors of Minnesota and the Minnesota Construction Association, Brewis predicted that total construction activity - in Minnesota and throughout the United States - will be down roughly 1 percent compared with last year.

Hotels, higher education and health care are among the sectors that hold the most promise. Brewis expects residential construction to bounce back slowly.

After 15 years of solid growth, residential construction declined by double digits in 2006. This year, Brewis expects a 5 percent dip, both in Minnesota and in the national marketplace.

"If rates don't fall, it will be stretched out a little later in 2007 before it starts to recover," he said.

Homebuilding is an important wild card, Brewis noted, because more rooftops and cul-de-sacs drive "latent demand" for police and fire stations, retail, highways and schools.

Favorable demographics and improving budgets bode well for the future of school construction projects. Higher education is especially promising, according to Brewis.

"If you are looking for a nice marketplace ... higher education is a very interesting place to look," Brewis said. "The demographics are strong, and you don't tend to have the same type of utilitarian construction that you do in K-12.

"In other words, if you put a building on a campus, your intent is to draw kids across the whole state or across state lines. We are

going to have to make [college campuses] somewhat attractive to draw kids in."

Highway construction is also attractive - although it may be "a little more modest" in Minnesota compared with the rest of the nation - and hotel construction should continue to be strong, the economist said.

Brewis expects retail construction to be stable in Minnesota.

"You still see ups and downs ... but over a period of time, if you were to look for a fairly consistent place to go, retail seems to be serving that role."

Asked about the pace of reconstruction in the Gulf Coast, Brewis said the area is coming back more slowly than anticipated.

"In large measure, what is slowing it down is that it is so busy everywhere else, that it's extremely difficult to get the resources and labor down," he said. "You can ship people in, but where do you put them?"

In general, the economist said there's no shortage of demand for construction in the next 18 to 24 months. The bigger concerns are construction material prices and skilled labor shortages.

Brewis said it's difficult to generalize about prices, because independent forces affect the prices of things like copper, asphalt and cement. But he predicted that prices will be erratic in 2007.

"There's plenty of demand for schools, there's plenty of demand for highways, there's plenty of demand for health care construction activity," Brewis said. "The biggest problem that we face is bringing labor to job sites, bringing materials to the job site."

Brewis, a frequent speaker at construction events, has more than 25 years experience in the industry. He has an economics degree from the University of Michigan and an MBA from American University in Washington, D.C.

Working out of the San Francisco Bay area, Brewis oversees the newsgathering operation of McGraw Hill Construction/Dodge, publisher of Engineering News Record and other national construction publications.

# 2006 MCA Member of the Year



**ALANA SUNNESS GRIFFITH** was named the Minnesota Construction Association's (MCA) Member of the Year for 2006. Sunness Griffith has provided outstanding service to the MCA as the MCA Awards of Excellence Chair and has served on the committee for 5 years. Through her

leadership of this premier event of the Association, she has offered her expertise to promote, expand, and support the Awards program. Sunness Griffith is also active on the MCA Board of Directors.

In addition to her outstanding volunteer work with the MCA, Alana Sunness Griffith is the Vice President of Marketing for Empirehouse and has been with the company since 1974. Her main emphasis is marketing and education for the architectural community, which is quite unusual for glazing contractors. Active in the Construction Specifications Institute, Alana served for nine years on the national level, including service as national President in 2000 and elevated to Fellowship in 1996. She continues her activities with CSI now on committees at local, regional and national levels. Alana loves to teach and regularly instructs construction education classes for adult continuing education, college students in construction and architectural programs, and elementary grade students.

*Construction Views*  
is looking for articles  
from  
the leaders of the  
construction industry,  
**MCA Members!**



Submitting an article is a wonderful way for you, and your company, to receive a vast amount of visibility throughout the Minnesota construction industry.

*Proposals for articles, or ideas, for inclusion in an upcoming issue of Construction Views should be sent to Clara Boyum at [cboyum@harringtoncompany.com](mailto:cboyum@harringtoncompany.com). Articles must be sent in text format and roughly one page in length. Please also submit a headshot to be included with your article.*



To keep pace with the contractor's growing project load, **KRAUS-ANDERSON** has hired former Minnesota OSHA officer, Christopher J. Daas, as a safety coordinator in the company's Minneapolis office. He will oversee the company's Safety & Health program. **Daas** worked for OSHA/Environmental Compliance Systems (OECS, Inc.) as a safety and loss manager, where he was

responsible for safety and health programs for construction and industrial companies. At Flint Hills Resources refinery, **Daas** worked with top management from the refinery and on-site contractors assisting in the evaluation, development, and implementation of their general and refinery specific safety programs. He also was a safety officer for MNOSHA working for both the Compliance and Consultation divisions. **Daas** holds a B.S. in Occupational Safety & Environmental Health from the University of North Dakota, Grand Forks. He has also taken part in many continuing education opportunities including accident investigation, codes and compliance in numerous areas of construction and industry, NFPA, etc. Established in 1897, Kraus-Anderson® Construction Company is one of the country's top commercial general contractors and construction managers. Kraus-Anderson ([www.krausanderson.com](http://www.krausanderson.com)) is headquartered in Minneapolis, Minn. and has regional offices in Madison, Wis.; Kansas City, Kan.; and Phoenix, Ariz. With a volume of over \$700 million, Kraus-Anderson has one of the best safety records in the construction industry.

**SHAW/STEWART LUMBER CO** announces the addition of Forest Stewardship Council (FSC) certified wood products to their stock product mix. "The choice to carry FSC-certified wood products is in direct response to the growing interest in green and sustainable building in the Twin Cities region," Ron Smith, Sales Manager for Shaw/Stewart Lumber Co. The company was notified that they had received their Chain of Custody (CoC) in late December 2006. Chain of Custody is necessary to ensure "a product bearing the FSC label can be verified to contain sufficient quantities of FSC-certified materials". (Rainforest Alliance, <http://www.rainforest-alliance.org>) Announcement was delayed until all necessary FSC CoC training had been completed. The FSC CoC is currently the only certification system recognized by most established green building programs, including LEEDTM - Leadership in Energy and Environmental Design. Current FSC-certified wood products available through Shaw/Stewart Lumber include: framing lumber, plywood, green treated lumber and plywood, as well as Dricon® treated lumber and plywood (a commercial fire retardant wood product). Shaw/Stewart Lumber Co has served the custom builder, remodeler and

general contractor for more than 120 years, providing customers with premium building products and personalized service. Their full line lumber yard is located at 645 Johnson Street in Minneapolis. For more information contact Ron Smith, (612) 238.4244.

**KRAUS-ANDERSON**, one of the Midwest's oldest and largest commercial general contractors and construction managers, is set to begin construction on a new 75,000-square-foot St. Cloud office for ING DIRECT. The four-story building - part of the Centre Square III project -- will be entirely occupied by ING DIRECT, which is expanding its call center, deposit operations, loan operations and administration areas. Located at 30 7th Avenue South in downtown St. Cloud, the project, is represented by NAI Welsh, a commercial real estate company headquartered in the Twin Cities. Currently, ING DIRECT has 400 employees in 40,000 square feet of space in the Herberger's building, located next door to the new site. ING DIRECT will continue to occupy that space. "Our expansion will bring ING DIRECT's total St. Cloud employment to over 800 associates by adding 400 jobs in the next three years," said Brian Myres, senior vice president of ING DIRECT. "In addition to office space, we will have a cyber café and a fitness center on the first floor, which are open to the public." The City of St. Cloud is building a parking ramp next door. The new building is expected to be completed in early 2008. The building was designed by Pope & Associates and the land site was owned by the St. Cloud Housing and Redevelopment Authority (HRA). The ING DIRECT building is a Job Opportunity Building Zones (JOBZ) project. JOBZ is part of Minnesota Governor Pawlenty's key initiative to stimulate economic development activity in Greater Minnesota by providing local and state tax exemptions to new and expanding businesses. "JOBZ is the best economic development tool the State of Minnesota has to offer because it allows us to compete with other states on a more equal level," said Bruce Thielman, St. Cloud's HRA executive director. "The program allowed us to compete with the State of Delaware, which does not have a state income tax for corporations." Thielman added that while other creative local business subsidies were a part of the overall package, the state-sponsored JOBZ benefits were the key incentives. "A project of this scope and size is uncommon, and we are very pleased to have been involved in this exciting new project for St. Cloud," he said. ING DIRECT is the nation's fourth-largest savings bank and largest online bank. The company is headquartered in Wilmington, DE with offices in New York, Philadelphia, Los Angeles and St. Cloud. ING DIRECT is part of ING (NYSE: ING - News), one of the largest financial services organizations in the world. ING DIRECT has been operating in the U.S. for over 100 years, with more than

10,000 employees working for ING DIRECT companies. ING DIRECT USA has over 4.7 million customers and more than \$65 billion in assets.

The **MINNESOTA HISTORICAL SOCIETY** seeks a Historic Properties Manager to plan, organize, and manage the preservation and repair of more than 140 structures at historic sites across the state. The position leads a team of six full-time professionals and is responsible for managing approximately 25 financial accounts, including tracking and forecasting expenditures, leading management teams in developing the scope of work for projects, and both assigning and personally managing multiple preservation and construction projects. Projects can range from \$10,000 to \$5,000,000. This is a full-time regular position with statewide responsibilities located at the Minnesota History Center in St. Paul, MN.

**MINIMUM QUALIFICATIONS:**

- Extensive knowledge and training in preservation of Historic Buildings. Must have at least a B.A. plus at least eight years experience in Historic Preservation, Construction Management, Building Management, or a related field.
- Excellent budgeting, budget management, and financial analysis skills. Must have at least five years of managing budgets over \$750,000, preferably with multiple funding sources.
- Ability to work with architects, contractors, and a wide variety of technicians and professionals.
- Must have a valid driver's license and a willingness to travel statewide.
- Knowledge and understanding of spreadsheet development (Excel preferred).
- Excellent oral and written communication skills sufficient to work with a wide variety of people.

**DESIRABLE QUALIFICATIONS:**

- Knowledge and ability to read and understand construction plans and specifications.
- Understanding of the Secretary of the Interiors Standards for Historic Preservation, Restoration, and Rehabilitation and how to properly implement these standards.
- Technical skills and abilities related to the construction field.
- Knowledge of facilities management databases

**SALARY:** Commensurate with experience.

**TO APPLY:** To request a job announcement, call MHS job line at (651) 296-0542 or web site at [www.mnhs.org/about/jobs](http://www.mnhs.org/about/jobs). Please send a letter of application describing qualifications, resume, three professional references, and completed application form to: Minnesota Historical Society, Human Resources Department, Historic Properties Manager position, 345 Kellogg Blvd. West, St. Paul, MN 55102. Applications are due March 30, 2007. EEO/AA

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Would you like to see your name or your company's name in the **Member To Member** section of *Construction Views*? If so, please send all company press releases, announcements and updates to Clara Boyum, Executive Director and Editor, at [cboyum@harringtoncompany.com](mailto:cboyum@harringtoncompany.com) or 4248 Park Glen Road, Minneapolis, MN 55416.



## UPCOMING events

### MCA Thirsty Thursday

**Thursday, March 22**

5:00 - 7:00 PM

Edina Grill

5028 France Ave South

Edina, MN, 55424

### MCA March Breakfast Program

**Wednesday, March 28**

8:00 - 9:00 AM

8000 Tower

Conference Room

Second Floor

8000 Norman Center Drive

Bloomington, MN 55437

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## MCA Prospectors

*You only need to recruit 5 new  
members to become a MCA  
Prospector in 2007!*

*Note: Recruiting a Company Membership  
counts as two (2) new members.*

## MCA

4248 Park Glen Road  
Minneapolis, MN 55416  
(952) 928-4646 • fax (952) 929-1318

**Clara Boyum**  
Executive Director and Editor

# SPONSORSHIP FORM

## MCA ANNUAL SPONSORSHIPS

- PLATINUM - \$1000
- GOLD - \$500

## MCA AWARDS OF EXCELLENCE SPONSORSHIPS

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- BRASS - \$350
- COPPER - \$200
- ALUMINIUM - \$100

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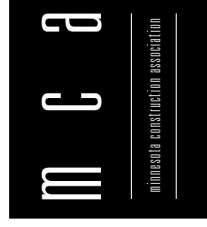
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PLEASE INVOICE MY COMPANY



NETWORKING  BUSINESS DEVELOPMENT  EDUCATION

# SPONSORSHIP INFORMATION



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## MCA Annual Sponsorships

### Platinum Sponsor \$1000

#### BENEFITS

- Recognition at each event
- Company featured in one issue of *Construction Views* newsletter
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- Free attendance for two at two breakfasts
- \$400 towards advertising in *Construction Views*
- Listed in sponsorship column in *Construction Views*
- Receive access to the online Membership Directory
- Free recognition on web page
- Free link to company web page

### Gold Sponsor \$500

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- Free link to company web page

## Awards of Excellence Sponsorships

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- Special Acknowledgements

### Brass Sponsor \$350

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### Copper Sponsor \$200

- Centerpiece Sponsor
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### Aluminum Sponsor \$100

- Special Acknowledgements

### Door Prizes (Gift certificates/sporting event tickets)

- Special Acknowledgements

## SPECIAL ACKNOWLEDGEMENTS

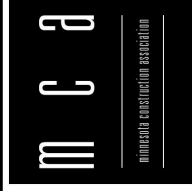
- Displayed on the centerpieces at the event
- Named in the printed program
- Names on additional Signage
- Announced during the Awards Gala presentation
- Recognized in issues of the MCA's Newsletter *Construction Views*

## About MCA

The **Minnesota Construction Association (MCA)** represents members who use various project delivery systems in planning, designing and constructing projects.

**MCA** Membership comprises more than 200 firms and individuals ----construction managers, project managers, general contractors, subcontractors, owners, engineers, architects, attorneys, suppliers, developers, educators and students ---- representing a broad spectrum of the construction industry and sharing an interest in the advancement of construction in Minnesota.

The **MCA** provides a method of keeping abreast of the development and implementation of construction topics nationally and locally. It is a source of information, a forum of dialogue and a broad-based advocate for those involved in Minnesota's construction industry.



## MCA Events Through Out the Year

- Annual Gala Event
- Breakfast Programs
- Half-day Seminars
- Thirsty Thursdays
- Awards of Excellence Given
- Scholarships Given