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minnesota construction association

May 2008

MINNESOTA CONSTRUCTION ASSOCIATION

Construction Views

The Official Organization of Minnesota's Construction Industry

CALENDAR OF EVENTS

Wednesday,
May 21, 2008

8:00 - 9:00 AM

A to Z of Construction Site Management

*Jennifer Hildebrand
(CPESC, CPSWQ,
CESSWI), Weis Builders*

American Engineering
Testing, Inc.
550 Cleveland
Avenue North
St. Paul, MN 55114

Thursday,
June 12, 2008

7:30-9:00 AM

MCA Board Meeting

MCA Office
4248 Park Glen Road
Minneapolis, MN 55416

Please RSVP by calling
952.928.4646

MCA May 2008 Breakfast Program

A TO Z

OF CONSTRUCTION SITE MANAGEMENT

Jennifer Hildebrand (CPESC, CPSWQ, CESSWI)
Weis Builders

WEDNESDAY, MAY 21, 2008

This course was developed to target a broad audience, including construction site managers who are responsible for environmental compliance issues related to land disturbance activity on active construction sites. This course will highlight regulatory trends, day-to-day expectations, and dialog strategies with subcontractors. In addition this course will begin to discuss issues related to regulatory documentation, inspection protocol, and recent trends in BMP innovation. Overall, this material is intended to provide the construction site professional with knowledge and recent trend data relative to storm water compliance on active construction sites within Minnesota.

PROGRAM REGISTRATION - SEE PAGE 3!



President's Column

By Phillip Baum

"What Grades Are You Getting In Business" is the title of an article I read recently written by Jeffrey Gitomer. I found it interesting and thought I would share a few of the highlights.

Mr. Gitomer's comparison relates back

to elementary school and when we received report cards. The article went on to say that in business we get a report card every day from our coworkers, supervisors and customers, but the grading system is in the form of words.

As I quote from his article, "A failing grade is 'What were you thinking?' The next level is 'Let me speak to your supervisor.' The middle grade is 'Thanks' or 'Good job.' It's passing, but not great. The second highest grade is 'Great job. I really appreciate that.' And the highest is 'WOW!' When someone tells you 'WOW!', it means you did something they were not expecting, or you performed or delivered beyond their expectations."

As I thought more about Gitomer's grading system, I discovered he may be onto something. As an industry, in good economic times or lean times, we should be mindful of grading ourselves as well as the companies we represent. Striving to exceed the expectations of our customers and colleagues should become common place. Not only should we want to receive a good grade we also need to give a good grade when appropriate.

As we set our business and professional goals to "exceed expectations" and or the next time you receive a "WOW!" from a colleague or customer you may be reminded of Mr. Gitomer's grading system. Please attend MCA's monthly breakfast programs as they are informative and relative to the construction industry. This may also be an opportunity for you to give or receive a "WOW!" as you network with your colleagues.

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.

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Minnesota Construction Association (MCA) Program Registration

Pricing (per program):

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

Wednesday, May 21, 2008

8:00-9:00 AM

A to Z of Construction Site Management

Jennifer Hildebrand (CPESC, CPSWQ, CESSWI), Weis Builders

American Engineering Testing, Inc.

550 Cleveland Avenue North

St. Paul, MN 55114

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Get information on upcoming events, review the benefits of being a member or sponsor, view samples of past newsletters, or access our online member directory.

Questions or comments about the site? Just email the MCA Headquarters: chastings@harringtoncompany.com

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Evergreen Construction was established in 2003 by owner Joe Hahs. Evergreen is a fully licensed, bonded and insured general contractor specializing in exterior restoration. Focused on, but not limited to roofing, siding, windows and masonry work. Since 2003 we've completed thousands of roofing and siding jobs in the Twin Cities area. For more information, visit www.selectevergreen.com.

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KRAUS-ANDERSON, one of the Midwest's oldest and largest commercial general contractors and construction managers, has been selected to provide preconstruction services for the new \$31 million U.S. Port of Entry in Warroad, Minn. The facility is owned by the United States General Services Administration. Construction will begin early summer (2008) and is expected to be completed by February 2010.

The Warroad border port is open 24 hours a day, seven days a week. Recent statistics show that 157,000 cars and trucks are processed by Warroad Customs each year.

"The new border station consists of a multi-lane drive-thru canopy with security stations, commercial vehicle inspection building and private-owner vehicle inspection building," said Duane Kaiser, project manager for Kraus-Anderson. "It will also house an indoor firing range, an office and storage facilities."

Designed by Julie Snow Architects of Minneapolis, Minn., the green building boasts geo-thermal heating, rainwater collection for building irrigations and is topped with a green roof. Local renewable building products, including Tamarack Siding, are being used and native plants and grasses will complete the landscaping.

U.S. Customs and Border Protection states the patrol station was established soon after 1924 and maintained a compliment of three agents until World War II. During the war the station was closed and the border was manned by multiple stations in surrounding towns. These stations were deactivated in 1955 and once again the Warroad Station was opened. The current facility used by U.S. Customs was built in 1962.

The Warroad area of operations contains the Northwest Angle, an area of land located above the 49th parallel of the Canada/United States border and covers the northwestern portion of the state of Minnesota approximately 9,234 square miles.

KRAUS-ANDERSON CONSTRUCTION COMPANY, one of the Midwest's oldest and largest commercial general contractors and construction managers, will build the new Fixed Base Operation (FBO) at the Anoka County-Blaine Airport. The new FBO will cater to the business jet sector of general aviation and be owned and operated by Key Air, the industry leader in aircraft management and worldwide executive charter.

The first phase is scheduled to be open by September 1, 2008, and will include at least 14,000 square feet of terminal space and 65,000

square feet of hangar space. Upon full build out, the northwest building area of the airport will have more than 250,000 square feet of hangar space.

"With the addition of the Key Air FBO, the Anoka County-Blaine Airport is poised to be the premier reliever airport in the Twin Cities. It's where business leaders and aviation experts will want to be," said Anoka County Commissioner and Airport Committee Chair Scott LeDoux.

Metropolitan Airports Commission Chairman Jack Lanners said, "This groundbreaking is an important event not only for Key Air but also for Anoka County-Blaine Airport, its tenants, and the region."

The Key Air FBO is being built by Minneapolis-based Kraus-Anderson Construction Co. (KA), one of the country's top commercial general contractors and construction managers. With a volume last year of \$823 million, the company serves as general contractor and construction manager on more than 400 projects a year in numerous industry sectors, including aviation.

KA has been providing construction management services for the Metropolitan Airports Commission (MAC) since 1991 at Minneapolis/St. Paul International Airport, working on more than 420 projects valued at \$1.2 billion. Major recent projects include Hubert H. Humphrey Terminal and accompanying light rail station and 8,600-car ramp. Other KA aviation experience includes work for Cirrus Aviation in Duluth; Northwest Airlines aircraft maintenance hangar in Duluth; Signature Airlines facility at Mpls/St. Paul International Airport; and Aviation Charter at Flying Cloud Airport.

Saint Paul College, one of Minnesota's top five community and technical colleges, has received a \$383,608 grant from Department of Employment of Economic Development (DEED), which offers funding for projects that will develop and demonstrate new technologies and techniques. DEED's grant will help to create a Green Building Construction curriculum at St. Paul College in partnership with KRAUS-ANDERSON CONSTRUCTION COMPANY (KA). Educational opportunities developed with the grant funds will provide training to focus on green building methods and technologies, benefiting St. Paul College students, KA employees and the construction industry in Minnesota.

MIKE SMOCZYK, director of education for Kraus-Anderson University, the company's professional development program, worked with Saint Paul College on the application of the grant and will assist the college in developing green and sustainable coursework for people pursuing construction training.

"We are excited about the opportunity to partner with St. Paul College in the development of cutting-edge construction curriculum and training," said Smoczyk. "This partnership will further Kraus-Anderson's standing as a leader in the industry and prepare students to be highly skilled in green building planning and construction."

Minnesotans are increasingly seeking Green and LEED-certified buildings and want to lead by example and include environmental stewardship in their future plans. The U.S. Green Building Council developed LEED (Leadership in Energy and Environmental Design)

as a rating and certification system to provide consistent standards for the design, construction, and operation of green buildings. A LEED-certified building will have taken into account sustainable site development, water savings, energy efficiency, materials selection, and indoor environmental quality.

"The partnership with Kraus-Anderson is truly exciting," said Craig Anderson, vice president of corporate and community relations. "With the wide acceptance of green building principles in today's economy it's only natural that we focus our attention on commercial building construction. Through LEED, we can make a huge impact on the operating expenses of a building in the course of its useful life while reducing our carbon footprint and protecting our environmental resources."

In response to this changing market, the construction industry is retooling its workforce and leadership in sustainable and green construction. The need exists for affordable and accessible training programs that will train carpenters, superintendents, support staff and project managers in the principles of leadership and practical problem solving in energy and environmental design of green building construction.

Curriculum and course development will include input from experts in the field. The success of the program will be determined by the number of project managers who achieve LEED certification, the quantity of LEED or green projects secured and completed, and the number of employees who complete training. To assist with initial planning, a curriculum advisory group has been formed of KA project managers, including Brian Boelter, Gary Zifko, Mark Miller, Rachel Oelke and Kim Hamilton.

Al Gerhardt, Kraus-Anderson's chief operating officer, says KA continues to find new ways to retain its competitive edge in the changing construction industry. "To become the green construction industry leader, KA is building an educational management infrastructure and courses to support green building methods and materials," he said.

The company plans to greatly increase the number of LEED-certified project managers as well as to diffuse energy conservation and environmental sustainability knowledge

throughout its organization. In addition, as government building compliance concerns and challenges grow, KA is striving to stay ahead of energy regulation and conservation regulations.

"We have the opportunity to help make Minnesota a national leader in the design and construction of sustainable, energy efficient buildings," said Smoczyk.

NORTHMARQ INVESTMENT SERVICES announced today the sale of Victor Marketplace, a 70,000-square-foot retail center located at 14775 Victor Hugo Blvd. in Hugo, Minn. The retail center was bought by Victor Hugo Boulevard, LLC, for an undisclosed price.

Victor Marketplace is anchored by a 55,000-square-foot Festival Foods grocery store and is currently 100 percent leased. NorthMarq Investment Services team of Eric Bjelland and Leah Truax represented the seller.

"The completion of this sale recognizes that quality retail-anchored properties with a strong income stream remain of significant interest to investors," said Eric Bjelland, vice president of investment services, NorthMarq. "There is still capital in the marketplace despite concern about credit and financing, and we are optimistic regarding the long-term outlook for the market."

HNTB FEDERAL SERVICES CORPORATION chairman and HNTB Companies board member BARRY MCCAFFREY is one of the keynote speakers at the 25th annual conference of the Minnesota Council of Airports on April 23, Bloomington.

Representatives from Minnesota cities and counties, airport managers, fixed-base operators, maintenance personnel and consultants gathered for the conference to hear Gen. McCaffrey speak as well as learn about and discuss financial options and operational challenges that exist across the nation's transportation system.

In addition to his role with HNTB, McCaffrey serves as a security analyst for NBC and as an adjunct professor of International Relations at the United States Military Academy. Serving in the U.S. Army for 32 years, McCaffrey retired as a four-star general, having led the 24th Infantry Division during Operation Desert Storm and served as assistant to then-chairman of

the Joint Chiefs of Staff Colin Powell. He subsequently served as the cabinet-level director of the White House Drug "Czar" Policy Office from 1996-2001.

McCaffrey regularly serves as HNTB's national thought leader on America's infrastructure challenges and national security issues. He discussed the need to invest in the next generation of infrastructure leaders in order to meet the demand for improved infrastructure to serve America's growing population and keep up with global demand for goods and services.

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:

Corinna Hastings

Executive Director and Editor

chastings@harringtoncompany.com

OR

4248 Park Glen Road

Minneapolis, MN 55416

JOB *postings*

Job Position: Enterprise Workplace Manager

Company: Andersen Corporation

Deadline to Submit Application: May 16, 2008

Location: Oak Park Heights, MN

Status: FT permanent

For more information, please visit <http://www.mnconstruction.org/jobs.htm>

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Gold Sponsor \$500

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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*



MINNESOTA CONSTRUCTION ASSOCIATION

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Construction Views

The Newsletter of The Official Organization of Minnesota's CM Industry

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Construction Views is distributed monthly to 200 members in the industry, as well as others, throughout the year.

In addition to announcements of upcoming meetings, *Construction Views* will feature a variety of informational and educational articles, as well as member projects.

The benefits of advertising in *Construction Views* are clear:

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Artwork is due on the 20th of each month to be included in next month's issue. *All artwork is to be camera ready, of the specified size and in the following formats: Quark, Illustrator, Photoshop, Acrobat PDF. Prepayment is necessary.*

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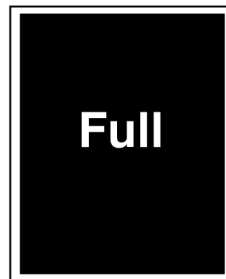
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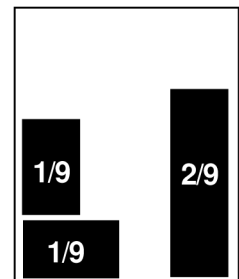
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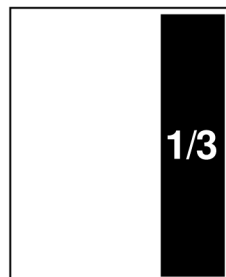
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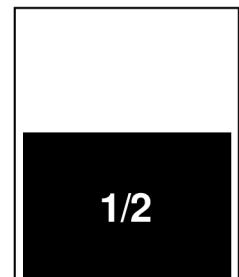
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