



The **CONSTRUCTION** EXECUTIVES **REPORT**

www.ibee.org

A publication of the International Builders Exchange Executives, Inc.

July 2002

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The Construction Executives' Report is published by the International Builders Exchange Executives as a service to members. If you are interested in joining IBEE or would just like more information, our website can be found at www.ibee.org.

Submissions, articles and other information for content is compiled from members of the organization. Submissions can be sent by faxing to (248) 409-1503 or e-mail at MavCom@aol.com.

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55th Annual Convention held in New York

Representatives from fifteen states and four Canadian provinces traveled to Saratoga Springs, New York last month to attend the 55th Annual IBEE Convention. The gathering, sponsored by the Building Industry Association of New York, brought together fifty executives to network and discuss the latest developments in Builders Exchange management.

The convention opened on Wednesday morning with a formal business meeting of the IBEE Board of Directors. Business at hand included approval of IBEE's operating budget for 2002/03 and presentation of a proposed slate of officers. (see article this issue). Following the meeting, the group adjourned for an afternoon of golf and networking followed by the annual President's Reception and Dinner at Saratoga Equine Sports Center, home of Saratoga's famed horse racing events.

The next three days were a whirl of meetings, presentations and open discussions about virtually every aspect of operating a

Builders Exchange. A multitude of educational and informational programs were presented, along with updates on programs already underway and those in development. Topics included membership recruitment strategies, issues surrounding tax status and non-dues revenue, employee benchmarking, electronic project news and blueprint scanning, and long-range planning for IBEE. In between, members took full advantage of opportunities to network and discuss common concerns.

The convention concluded with the traditional Awards Banquet in which new officers were officially sworn-in and new directors presented to the membership. The banquet also honored IBEE's newest recipient of the Dan Patrick Award, Mr. Robert Lyons, Executive Director of the Builders & Contractors Exchange, Inc., Hampton Roads, Virginia. Named after the founding father of IBEE, the Dan Patrick Award is the highest honor accorded to an IBEE member.



Left to right: Newly-elected IBEE President Michael Tollette, Treasurer Kevin Koehler, convention co-host Todd Helfrich, and president-elect Pete Gum.



Newly-elected Vice Chairman George Elam and wife Trish take-in the scenery around historic Gideon Putnam Hotel with Director Linda Voster and husband David.

IBEE Elects New Officers and Directors



Tollette

IBEE elected new officers and directors at the Annual Convention last month. The newly-elected president is **Michael T. Tollette, Executive Director of The Builders Exchange of Texas,**

Inc., a 550-member organization headquartered in San Antonio, Texas. Tollette has been an active member of IBEE since 1993 and on the Board of Directors since 1995. His development of the nation's first "Virtual Plansroom" in Texas helped earn him IBEE's Management Award in 1998. He is a graduate of Southwest Texas State University with a Bachelor of Science in Applied Sociology and a Business Degree.

President-Elect is **R. Pete Gum** of the **Harrisburg Builders Exchange.** Gum is Chief Executive Officer of the 560-member Exchange in Harrisburg, Pennsylvania. He joined the Exchange in 1992, and became an active member of IBEE shortly thereafter. Gum holds a Bachelor of Science degree in Education

from Bloomsburg University, and an MBA from Mount Saint Mary's College.

George E. Elam of the **Tulare and Kings Counties Builders Exchange, Inc.,** is the newly-elected Vice-President. The Tulare & Kings Counties Builders Exchange is headquartered in Visalia, California and has 450 members. Elam has been an IBEE member since 1972.

IBEE's new Secretary-Treasurer is **Kevin Koehler** of the **Construction Association of Michigan (CAM)** in Bloomfield Hills, Michigan. Koehler is Director of Marketing for the 4,000-member organization. He is a graduate of Wayne State University with a degree in Advertising & Public Relations.

Elected to serve as directors are: **David Fritz** of the **Minneapolis Builders Exchange** in Minneapolis, Minnesota; **Robert W. Lyons, Builders & Contractors Exchange, Inc.,** Norfolk, Virginia; **Del F. Walker, Pittsburgh Builders Exchange,** Pittsburgh, Pennsylvania; **Bart A. Austhof, Builders Exchange of Grand Rapids & Western Michigan,** Grand Rapids, Michigan; **Trudi Larson, Central Florida Builders Exchange,** Winter Park, Florida; **Linda Voster** of the **Fox Valley Builders Exchange** in Appleton, Wisconsin and **Jim Lyons** of the **Windsor Construction Association** in Windsor, Ontario.

New Member Welcome

IBEE welcomes the following new members:

Todd G. Helfrich

Vice President
Builders Exchange, Inc.
Rochester, New York

Karen Kitchens

Executive Director
El Dorado Builders Exchange
Cameron Park, California

Roy E. Menton

Executive Director
Northern New York
Builders Exchange
Watertown, New York

Robert Weich

Executive Director
Ventura County
Contractors Association
Oxnard, California

Robert W. Lyons Receives 2002 Dan Patrick Award

Robert W. Lyons is the 2002 recipient of IBEE's prestigious Dan Patrick Award, that honors members who have made significant contributions to their Exchange and IBEE.

Lyons is the Executive Director of the Builders & Contractors Exchange, Inc., Hampton Roads, Virginia. He has been an active member of IBEE since 1991, a frequent seminar leaders, devoted attendee of all IBEE conferences and meetings, and co-host of the 1999 Convention in Williamsburg, VA. Lyons served as president of IBEE in 1999.

Lyons is a veteran of the U.S. Navy, and



Past recipient and Award Chairman Gregg Mazurek presents the Dan Patrick Award to new recipient Robert Lyons.

received a bachelor's degree in Naval Engineering from the U.S. Naval Academy, and a Masters degree in Meteorology from the Naval Postgraduate School. His service included two tours of duty in Vietnam – one as skipper of a Fast Patrol Craft; and the other aboard the USS Parks. Lyons retired from military service in 1981 and joined a local A & E firm as Senior Management Engineer. In 1991, he joined the Builders & Contractors Exchange of Norfolk, Virginia as Executive Director.

IBEE congratulates Robert W. Lyons on receiving the 2002 Dan Patrick Award.

Farewell From *Your President*

WOW! What a convention. Over fifty very enthusiastic executives visited Saratoga Springs, New York for our annual convention. I appreciate your attendance and participation.

I would like to thank the New Yorkers for their hospitality. You did a great job that I know took a lot of work and preparation. Upstate New York is a must see for everyone and was an excellent choice for the location. I especially would like to thank Todd and Kim Helfrich, Rochester Builders Exchange and Jack and Tina Endryck, Mohawk Valley Builders Exchange for their work on behalf of the host group, Building Industry Employers of New York. Great job!

Wednesdays hackers tournament saw Travis Hansen, Tampa FL., Kim Yeager Kalamazoo MI, Bob Lyons, Norfolk VA., and Trudi Larson, Orlando FL, be presented with most of the golf prizes.

Spectacular weather was in store for us throughout the convention. The night at the racetrack saw Curt Hacias, Construction Association of Michigan, clean up at the betting window as usual. I overheard one race track employee state, "the track would be shut down for a week due to Curt's enormous winnings." Let's see if Curt can shut down Vegas that way next year.

The IBEE HADD award was deservedly presented to Mr. Pete Gum (Chia Pete), Harrisburg, PA, for slacking in his duties as Vice President all year. We all know Pete just a little better now, don't we?

The 55th annual awards banquet was something special. Jack and Tina were serenaded tableside by jazz singer April Marie to celebrate their 28th wedding anniversary. The Canadians presented the New Yorkers a framed picture of New York City in honor of the losses they incurred on 9/11/01. Bob Lyons was

presented the prestigious Dan Patrick award and lastly, my friends in Canada (and Mary Ditz, Alaska - almost Canadian), had me arrested by Officer Chia, a.k.a. Blair Johnson of the Edmonton Construction Association. Officer Chia charged me with five counts, including impersonating an officer of IBEE, bad singing, and making fun of Chia Pete. That was a lot of fun and I thank you guys.

As I depart as your President I want to wish Fern a fond farewell, and wish Brenda a lot of luck with her new position handling the IBEE. I know that the work we preformed and the things that we accomplished this year will ultimately be recognized in years to come. I thank the Board of Directors for their cooperation and hard work, especially my officers, Michael Tollette, San Antonio, TX; Pete Gum, Harrisburg PA, and George Elam, Visalia, CA.

Good luck to the new Board and I will see you all in Santa Fe, NM in February!

Del F. Walker
IBEE Ex-Prez



Officer Chia reads a list of "criminal" indictments against Outgoing President Del Walker



Convention co-host Jack Endryck and wife Tina were unexpectedly serenaded in honor of their 28th wedding anniversary.



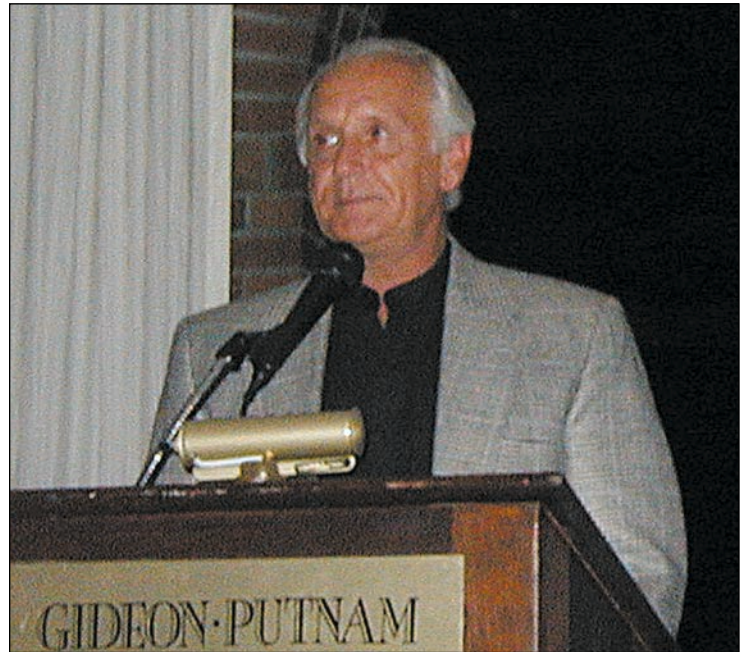
Retiring IBEE Executive Fern Nagle, Outgoing President Del Walker and wife Tracey



IBEE 55th Annual Convention "Snap Shots"



Dave Smith, Executive Vice President of the Calgary Construction Association presented a limited edition print of New York City signed by representatives of the Canadian construction industry to the New York delegation in recognition of the events of 9/11.



Jack Endryck accepted the Canadian honor on behalf of the Building Industry Association of New York and other members of New York's construction industry.



Director Trudi Larson, Executive Director, Central Florida Builders Exchange and husband Kent.



Left to right: Past-President Gregg Mazurek and Laurel Screptock, of The Builders Exchange, Inc., Cleveland, Ohio; Mary Ditz, Manager of The Plans Room, LLC, Anchorage, Alaska; George Corbitt and Past-President Patricia (Trish) Corbitt of the Knoxville Builders Exchange, Inc., Knoxville, Tennessee.

IBEE 55th Annual Convention "Snap Shots"



IBEE Past-President and Director David Fritz of the Minneapolis Builders Exchange visits with Keith Woods of the North Coast Builders Exchange, Inc., Santa Rosa, California and wife Joey.



IBEE Past-President Gerry Hanson, of the Tampa Builders Exchange in Tampa, Florida, and wife, Vickie.



Convention attendees took advantage of New York's cooperative weather to network.



Rhonda Gutknecht, Executive Director of the Lincoln Builders Bureau and husband Cordell.



IBEE 55th Annual Convention "Snap Shots"



Members participated in a full array of educational seminars and presentations during the three-day convention.



Don Patrick Award Winner, Robert Lyons and family.



Treasurer Kevin Koehler and Past-President Curt Hacias, both of the Construction Association, Bloomfield Hills, Michigan and Past-President John Kelly, Builders Exchange of Louisville, Inc., Louisville, Kentucky.



IBEE Chaplain Roger Miller Builders Exchange of St. Paul, Minnesota, Past-President Jim Lambert, Sacramento, California, IBEE Director Bart Austhof, Builders Exchange of Grand Rapids and Western Michigan and Kim Yager, Executive Director, Builders Exchange of Kalamazoo Michigan.



Mary Ditz, of The Plans Room, LLC, Anchorage, Alaska compares notes with fellow IBEE members, including Director Jim Lyons, Windsor Construction Association.



In-Coming President Michael Tollette and wife Allyson

'No Boundaries!'

The following speech was delivered by newly-elected IBEE President Michael T. Tollette at the Annual Convention last month:

enough to make you believe me when I talk about "high touch". So, I decided to focus on something I know, something that is my own personal philosophy. In retrospect I believe that this has been my mantra since I started with the Builders' Exchange. It's actually quite simple and only two words... **'NO BOUNDARIES'**.

'No Boundaries' means no limits. There are no limits on what each of us has the ability to do, to accomplish. 'No Boundaries' actually fits the diversity of all of the Exchanges within IBEE, whether your focus is a plan room, education or legislation. It does require, however, that we leave our protective shell and try something new.

My own Board asked me when I first pitched the idea of the Virtual Plansroom to them, "well Michael, how far do you want to go?" My immediate response was, "well my geography isn't that good, but I want to go to the states on the other side of New Mexico, Oklahoma, and Louisiana... and keep going until the guy on the other side of the fence has as good a product as mine." I

didn't know then if the Virtual Plansroom would be successful or not, I just knew that I had to take it to the limit. Know what? I haven't found the limit yet.

This year, I personally challenge each of you to think and work with 'No Boundaries'. It doesn't matter the size of your staff, your budget, or your sphere of influence. Any *new* growth, any *new* goal that you attempt is pushing the limit. Most of all I'm going to challenge the leadership of IBEE, past and present, to start expanding IBEE with 'No Boundaries'. This is a fifty-four year old association, and its members are some of the driving forces of the Construction Industry in their areas. It's time for IBEE to have the same name recognition on an international level that our own organizations have in our local communities. It's time to take IBEE to its limits. I'll bet we find that its limit is further out than we thought.

So, let's make this a year of "No Boundaries", and "No Limits". The only thing holding us back is the first step!

Mark Your Calendar! - IBEE Events

**SANTA FE,
New Mexico**

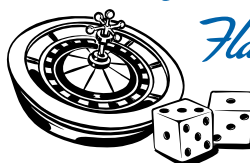
February 19-23, 2003

Mid-Year Conference

El Dorado Hotel

**Las Vegas,
Nevada**
June 18-22, 2003

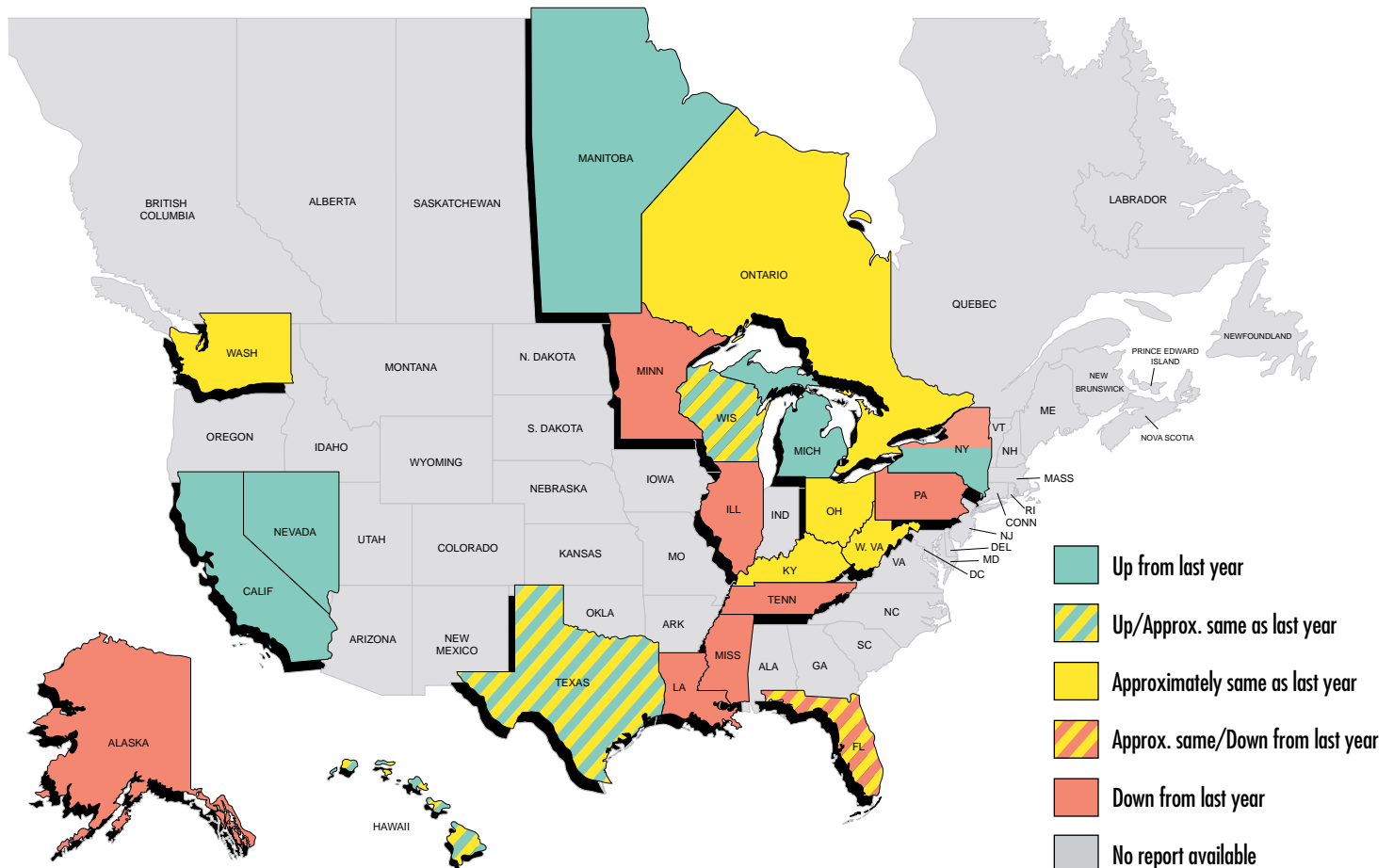
**Annual Convention
Flamingo Hotel**



The Business Exchange

2nd Quarter Industry Update 2002

(As reported by IBEE members)



Alaska

Our year to date construction activity is down compared to the last 2 years however - total amount out for bid is up this year over last - so the out look could change by year's end. We are still seeing a strong construction economy.

Mary Ditz

Manager, The Plans Room, LLC
Anchorage, Alaska

California

Our Projects Out to Bid are up 17% over the same time last year. Everyone I talk to is very busy.

Charlene McCombs

Humboldt Builders Exchange, Inc.
Eureka, California

Florida

Based on the \$ volume of building permits issued, construction activity in our Tri-County region is down as compared to this time last year.

Trudi Larson

Central Florida Builders Exchange
Winter Park, Florida

Construction activity is currently showing more activity than this time last year.

Hugh McNichols

Mid State Builders Exchange, Inc.
Gainesville, Florida

Hawaii

Government construction (all city, county & state are down)- federal construction is about the same; Private construction of up-scale private homes are on the increase (homes worth 1.5 million or more - not allowing for the price of the lot). Overall construction in the private sector has made a modest increase from last year.

Barron F. Berning

Builders Exchange Hawaii
Kailua-Kona, Hawaii

Illinois

Construction activity in the Southern Illinois Builders Association area is slightly down compared to previous years.

Donna Richter

Southern Illinois Builders Association
Belleville, Illinois

Kentucky

Construction activity in our market area is probably about the same as this time last year. We have a greater number of projects this year but they are not as sizable as the smaller number of projects that we had last year. Our market has been very sporadic since last year. We are extremely busy for 4 - 6 weeks and then it is dead for 4 - 6 weeks. We are of course hopeful that the economy will get back on track and that we can begin to enjoy a better climate throughout the year.

John Kelly

*Builders Exchange of Louisville, Inc.
Louisville, Kentucky*

Louisiana

Construction Activity in New Orleans Metro area is very slow. In fact contractors and sub contractors have laid people off. It is very slow all over the state of Louisiana and Mississippi. Hotel Motel construction has slowed too. Schools are doing very little renovations or additions for this time of year.

Veronica Martinez

*Construction Industry Association
of New Orleans, Louisiana*

Minnesota

Compared to last year, the number of plans actually arriving in the plan room is down by 8 percent at the Minneapolis Builders Exchange. This seems to reflect general construction activity as well.

David Fritz

*Minneapolis Builders Exchange
Minneapolis, Minnesota*

Manitoba

ICI activity in Manitoba has finally spiked up in the second quarter of this year, and we are anticipating the tendering of several very large projects (infrastructure, sports arenas and health care) soon which will increase this further. Residential construction is booming due in large part to low interest rates and a pent-up demand for new project. Total construction volume should (be around) \$950M by year-end.

Ronald Hambley

*Winnipeg Construction Association
Winnipeg, Manitoba*

Nevada

Construction in our area is up up up. Public Works can't keep up with the private sector activity.

Robin Dickinson-Cepler

*Construction Notebook
Las Vegas, Nevada*

New York

Construction is down versus a year ago, both in numbers of projects out for bid, and in total dollar value. Basically, the only thing holding up the non-residential market is K-12 school projects. We have little private work going on.

Todd Helfrich

*Building Industry Association of New York
Rochester, New York*

Slightly up from last year's levels.

Bradley Walters

*Associated Building Contractors
of the Triple Cities
Vestal, New York*

Pennsylvania

We have seen an 8% decline in activity through June 30, 2002 as compared to the same time period in 2001. The most notable decline has been in Institutional-Public projects (schools and public universities). We have seen a 20% decline in these type projects. We attribute this to the current economic state, September 11th, and a recent substantial increase in the required pension contributions by all Pennsylvania School Districts to compensate for a 25% - 50% increase in retirement benefits (approved) for the state's retired educators.

R. Pete Gum

*Harrisburg Builders Exchange
Harrisburg, Pennsylvania*

The Pottstown, PA Builders Exchange operates in one of the fastest growing housing market sectors in Pennsylvania. Work is plentiful, and up from last year. Prospects for continued growth are excellent. Skilled trades people remain scarce.

Diane Bingham

*Building Industries Exchange
Pottstown, Pennsylvania*

Ohio

The number of projects is about the same as last year, but we are seeing a definite lack of large, high profile projects. May stay this way until next year.

Gregg Mazurek

*The Builders Exchange, Inc.
Cleveland, Ohio*

Ontario

Our volume is the same as last year.

Jim Lyons

*Windsor Construction Association
Windsor, Ontario*

Tennessee

Construction activity is down from this time last year. Although construction throughout the state took a rebound in the 1st Quarter of 2002, activity is sluggish at this time. The general outlook falls somewhere between guarded and positive.

Trish Corbitt

*Knoxville Builders Exchange
Knoxville, Tennessee*

Washington

At the Spokane Regional Plan Center, we are seeing activity remain basically the same. We have kept records for about 4 years and find that we are staying within the average from past years. While the number of jobs has remained about the same, activity in the Plan Center has increased. We are seeing more people each day and those people are ordering more copies of drawings.

Rita Heldenbrand

*Spokane Regional Plan Center
Spokane, Washington*

Wisconsin

The Fox Valley Builders Exchange just noticed in the month of June a slight drop below our 10-year tracked norm for projects coming through our planroom. The average quantity for the month of June is 134 plans - this year was 131. Other than that, we have been breaking monthly records for plan arrivals for the last two years.

Linda Voster

*Fox Valley Builders Exchange, Inc.,
Appleton, Wisconsin*

Construction around the La Crosse, Wisconsin area as been steady. We don't have as many large projects as we did last years, but our members are keeping busy through this fall."

Sandra Bakalars

*La Crosse Builders Exchange
La Crosse, Wisconsin*

While it appears that construction is up in our area this year, we are receiving fewer plans in our planroom.

Linda Kohlmeier

*Builders Exchange of Milwaukee
Milwaukee, Wisconsin*

West Virginia

Construction activity in the Wheeling, West Virginia, Greater Tri-State area is generally the same as it was last year.

Mary Jo Klempa

*Ohio Valley Construction Employers Council
Wheeling, West Virginia*



New plan distribution services are emerging daily, and existing services continue to expand their scope. IBEE will attempt to keep you updated about this changing field, as information becomes available. The following is a summary of recent developments:

The BlueBook:

Previously confined to publishing regional construction directories, the BlueBook has introduced a module called BB Bid that allows contractors to send Invitations to Bid to multiple sub-contractors. Recent developments include BB Bid Online Plan Room, and Plan Express. BB Bid scans, digitizes and hosts plans, specs and addenda free for on-line viewing. Copies may then be purchased through Plan Express.

Buzzsaw.com:

The company was purchased by Oce about two months ago, and it is not yet clear what will be done with it. It is probable that it will be integrated into Oce's software for repro companies.

Citadon.com: (merger of Bidcom & Cephren)

Citadon concentrates primarily on large contractors and large projects. Current staff size is approximately 80 employees. Bechtel is reportedly in discussions to take over the organization and operate it as an in-house project management division.

CMD:

Owned by Cahners Publishing, CMD is a national service with a price point lower than Dodge. However, some subscribers have reportedly expressed concerns about the quality of reporting.

Construction Information Technology (CIT):

This system was demonstrated at last year's IBEE Convention. It hosts on-line sites for British Columbia and Vancouver, but appears to be entering the U.S. market.

DemandStar:

Based in Seattle, DemandStar posts bid opportunities on its web site from approximately 400 governmental agencies. The organization is seeking exclusive rights to electronically distribute purchasing needs from these agencies. They have also launched Quotewire, a vehicle that allows government agencies to receive informal quotes over the Internet and conduct reverse auctions. DemandStar employs about 280 people with about 17,000 suppliers accessing agency bid information. The company is traded on NASDAQ

F.W. Dodge:

Dodge Planrooms now number approximately 116 nationwide. The McGraw Hill subsidiary appears to be losing markets share as other services continue to enter the market.

iSqFt.:

Based in Cincinnati, this software provider purportedly has a revenue-sharing agreement with the Associated General Contractors of America to provide internet-based plan rooms. The system appears to be geared toward general contractors, and has launched a Private Construction Planroom. The company is aggressively marketing its services, and is expected to accelerate marketing efforts in a move toward national reporting.

MunicipalNet.com:

Considered to be a DemandStar competitor. No further information is available at this time.

MaxPlans:

This is a MaxView program that markets to any organization regardless of affiliation. The Louisiana chapter of the American Institute of Architects is reportedly considering using MaxPlans to allow its members to upload files for mass distribution to reporting agencies, contractors, suppliers, etc. AIA has previously remained neutral on the issue of plan distribution.

Ridgeways.com:

This provider is part of the American Reprographics Company (ARC), and uses Planwell software. ARC seeks relationships with established, profitable blue printers. The organization does not appear to be as high profile as it has been in the past.

The above article was prepared with the assistance of The Builders Exchange, Inc. of Cleveland, Ohio. This summary is provided for information purposes only, and does not imply an opinion as to the value of any service.

IPIN 3.1 Is Ready For Distribution.

The newest production version of IPIN (3.1) is now ready for distribution for any association who wishes to upgrade from a previous version or is ready to enter the world of on-line reporting. Version 3.1 has fixed the glitches present in the demo copy of 3.0 that was handed out at the Mid-Year Meeting in West Palm Beach. It also contains many new features, most of which were unveiled at our past convention in Sarasota Springs.

Some of the newest features include, instant history associated with every bidder, owner, architect, etc., anywhere on the site. Multiple e-mailing capabilities to any bidder using a simple check box. Two project counters which show the number of unique visitors to the project and the number of total visits to the project.

Many new reports for internal use are included such as: an employee matrix which shows each employee and what they did during a particular time period; member statistics which breaks down your entire database for easy viewing and provides an excellent system of checks and balances; projects-to-date which allows you to set an annual goal and follow that goal very day to see if you are on target, plus many more reports that allow you to keep track of your staff, goals and members.

For more information on IPIN 3.1 please call Gregg Mazurek in Cleveland at (216) 661-8300 or Michael Tollette in San Antonio at (210) 564-6900.

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Builders Exchange - proposed paper pricing

* Pricing and services in effect through 6/03

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IBEE has learned of a cost-saving opportunity for members in need of plotter paper. 3P Printing has special pricing available for IBEE members as well as their member companies (see price list). Due to the variety of areas in which members are located, delivery charges do apply. However, interested parties are encouraged to contact 3P directly since there are options available to minimize these charges. For further information, contact Laurel Sreptock, Builders Exchange, Inc., Cleveland (216) 661-8300.

WANTED!
PRINT
SAMPLES

IBEE is putting together a sampling of the collective genius of our members for a 'show and tell' in the future. So, we need copies of marketing brochures, newsletters, directories, catalogs and anything else with your logo printed on it. Just throw 'em in a box and mail to: IBEE, 43636 Woodward Ave., Suite 300, Bloomfield Hills, MI 48302. **While you're at it - don't forget to add IBEE to your mailing list!**

CALL FOR ENTRIES

CONSTRUCTION INNOVATION FORUM

The Construction Innovation Forum, established to annually identify and honor construction innovations worldwide, is accepting nominations for the 2003 NOVA Awards. The NOVA Award honors innovations that improve construction quality, productivity and cost effectiveness. All sectors of the construction industry are eligible. No entry fee.

Nominations are due **October 1, 2002.**

Nomination forms can be downloaded from our website: www.cif.org or contact CIF at:

CONSTRUCTION INNOVATION FORUM

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THE
NOVA
AWARDS

2003 Jurors:

Larry Gilbert

Merriman Construction Company

T. Michael Goodrich

BE&K

Peter Green

John E. Green Mechanical Contractors

James H.J. Hughes, III, P.E.

Conesco Industries, Ltd.

Charles W. Jones

International Brotherhood of Boilermakers,
Iron Ship Builders, Blacksmiths, Forgers and Helpers

Dennis King, AIA

HarleyEllis

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U. S. Army Research and Development Center

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