



The
CONSTRUCTION
EXECUTIVES  REPORT
www.ibe.org

A publication of the International Builders Exchange Executives, Inc.

May 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.ibe.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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New Trend in Plan & Spec Distribution?

In an effort to control costs and eliminate a burdensome plan distribution process, several large-scale owners are experimenting with new ways to distribute plans that may have implications for regional Plan Rooms across the country. For the moment, the emerging trend seems confined to owners involved in building projects nationally, but if it proves successful, local projects may soon follow.

There are a number of variations on the concept, but they all essentially involve designating a "Sole-Provider" independent of them to handle plan distribution and disseminate information. The provider may be a third-party such as F.W. Dodge, or a web site that requires a fee and specific equipment to access. Plans that are downloaded from the web must be printed on a "Plotter" printer, equipment that is not often available to cost-conscious local plan rooms.

"The first example we had of this was in September of 2000 involving a national retailer," said Trudi Larson, President of the Central Florida Builders Exchange. "But there seems to be different policies for each national entity. I'd like to know what other Exchanges are experiencing."

Kevin Koehler of the Construction Association of Michigan concurs. "We've started to see changes in the way large retail projects are handled, as well as government projects, but there doesn't seem to be any consistency," said Koehler. "One day you can get a set of plans, the next you have to pay Dodge or somebody else to get them. The day

after that they come in the mail unsolicited. It's frustrating." Koehler cited a recent example that occurred at CAM. "We asked for a set of drawings for a retail store and were told by the owner that we would have to go through F. W. Dodge to get them," he said. "When we called Dodge, they told us that CAM would have to sign an 'Alliance Form' agreeing to release information on all our projects to Dodge before plans on this job would be released. We

contacted the retailer, but we still don't have a clear answer from them, so we're not sure if this (Alliance Agreement) is their new policy, something developed by Dodge, or just a misunderstanding," Koehler said. "If it is a new policy by the owner, then it's going to make getting plans on these kinds of jobs a lot harder for organization's like ours. We consider Dodge to be a competitor, so releasing our information is out of the question," he explained. "It would help to know what's happening at other Exchanges."

IBEE members with input on the subject should contact Brenda Romano at (248) 409-1504, or e-mail her MavCom@aol.com prior to the Convention.



**CFBE President,
Trudi Larson**

A Time to Rebuild

IBEE's Annual Convention will be held in Upstate New York next month, and the theme "A Time to Rebuild" reflects both the location and the mood. "The events of 9/11 hit everyone in New York very hard," said Jack Endryck, Managing Director of the Building Industry Employers of New York State, Inc. (BIE), host of this year's convention. "The theme we chose seemed like a good way to acknowledge that. It also seems like an appropriate time to take a look at ourselves and our associations, and rebuild our own processes," he added.

The BIE represents nine associations that operate both independently and collectively. "Its really an association of associations," said BIE participant Todd Helfrich, Vice President of the Builders Exchange, Inc., based in Rochester, New York, "We've found there are a number of things we can do better together. We offer services like group insurance programs, and meet quarterly to discuss common issues," said Helfrich.

That spirit of cooperation isn't new in New York. The BIE was founded in 1895, and its' participants now represent over 3,500 individual members. According to Helfrich, the success of such a cooperative program hinges on finding things to agree about rather than focusing on areas of disagreement. "To succeed for long, you have to find a couple of strong programs that everybody can agree upon and build from that," he said.

The convention will be held in Saratoga Springs, an area steeped in history, from the Revolutionary War to modern-day Olympics. Lake Placid, site of the Winter Olympics in 1932 and 1980; Fort William Henry, site of James Fenimore Cooper's

action classic "The Last of the Mohicans", and New York City are all within a few hours driving distance. "It's a great location, close to lots of attractions, and it's a good time of year to see them" Helfrich said.

At press time, there were about 60 IBEE members registered to attend the 2002 convention, representing twenty different states and three Canadian provinces. For newcomers who are not sure what to expect, Helfrich has some words that may be comforting. "I didn't go to an IBEE meeting until the Annual Convention four years ago in San Antonio," Helfrich recalled. "Just before the meeting, we had gotten a price to create our own electronic plan room and contact management software, and the cost was about \$25,000. At the convention, I learned about the IPIN program being developed by IBEE members and immediately decided to use it instead. After we got back, my Board wanted to know the benefit of the trip, and I said that the cost paid us back in a ratio of about \$5 saved for every \$1 we spent. I've been going to IBEE meetings ever since."

See you in New York!

Convention Host: Building Industry Employers of New York State

Associated Building Contractors of the Triple Cities, Inc.
Builders Exchange of Rochester, N.Y., Inc.
Construction Exchange of Buffalo & Western New York, Inc.
Eastern Contractors Association, Inc.
Mohawk Valley Builders Exchange, Inc.
Northern New York Builders Exchange, Inc.
Southern Tier Builders Association
Syracuse Builders Exchange, Inc.
Tri-County Builders Exchange

Did you know?

The name "Saratoga" is a corruption of the Indian word "sah-rah-ka," said to mean "the side hill"

European settlers who brought seeds to New York introduced apples in the 1600s.

Adirondack Park is larger than Yellowstone, Yosemite, Grand Canyon, Glacier, and Olympic Parks combined.

It took 20 years and 10 million carloads of soil and rock to create New York's 843-acre Central Park.

The 1,340-foot-long wall that gave New York's Wall Street its name was only 12 feet tall. It was erected in 1653 by Dutch colonists to protect against their enemies.

About 250 million years ago, the state of New York was part of a chain of volcanic islands, with an ocean on one side and a vast inland sea on the other.

The first subway was built in London (1860-63) by the cut and cover method, followed by the Paris Metro in 1898, and the New York City Subway in 1900.

The "New York Post" established in 1803 by Alexander Hamilton is the oldest running newspaper in the United States.

The first capital of the United States was New York City. In 1789 George Washington took his oath as president on the balcony at Federal Hall

The Big Apple is a term coined by musicians meaning to play the big time.

It's Up to You New York...



IBEE 55th Annual Convention Agenda

The 2002 IBEE Convention will be held June 19 through June 23. For a sneak peak at the convention site, check out www.discover saratoga.org, and www.gideonputnam.com. Click on www.ibee.org to see who's registered!

PRELIMINARY SCHEDULE OF EVENTS:

WEDNESDAY, JUNE 19

7:30 a.m. – 11:30 a.m.

Board of Dir. Meeting

12:00 Noon- 5:30 p.m.

Hackers Golf Tournament

5:30 p.m. – 7:00 p.m.

President's Reception and Dinner

Saratoga Equine Sports Center

Meet in lobby for buses

Harness Racing following dinner.

THURSDAY, JUNE 20

8:00 a.m. – Noon

BUSINESS SESSIONS

Topics:

Central Florida Builders Exchange Membership Drive

IPIN 3.0 – Vaporware no longer

9:00 a.m. – 4:00 p.m.

Spouse Bus Trip

Tour of Saratoga

Boat trip on Lake George

Tour of the Museum of Racing and Shopping.

Noon - 1:30 p.m.

New Member Orientation Luncheon.

1:30 p.m. – 3:30 p.m.

BUSINESS SESSIONS

Topics:

Exchange Tax Returns are Public Domain!

Holding on to Your Tax Exempt Status - Is It Really Worth It?

What is UBI (Unrelated Business Income)

Innovative Ways to Handle Your UBI

5:30 p.m. – 7:30 p.m.

Cocktails and Hors d'oeuvres -

Auto Museum. **Dinner** on your own.

FRIDAY, JUNE 21

8:30 a.m. – 2:00 p.m.

BUSINESS SESSIONS

General Membership Session

Topics:

Employee Benchmarking

R.S. Means Corporation

Board Game – The Construction Notebook

Long Range Plan for IBEE

Lunch - rest of the afternoon on your own

Dinner on your own

SATURDAY, JUNE 22

8:30 a.m. – 2:00 p.m.

BUSINESS SESSIONS

Topics:

Motivating Staff

Educational Programs – U.S. & Canada

Marketing & Selling Your Association

Developing a Comprehensive Safety Program for Your Members

Update on the Competition

Speedway Fuel Program

Lunch and rest of the afternoon on your own

6:00 p.m.

Cocktail Reception and Awards Dinner

The agenda for
Business sessions is
continuously evolving.
Check www.ibee.org
for the latest updates.

IBEE Gets New Headquarters

IBEE is getting a new home! Effective June 30, the International Builders Exchange Executives will officially relocate to new headquarters in Bloomfield Hills, Michigan. The move is the final step in a journey that began last fall when IBEE selected a four-person search committee to find and retain new management. Following an extensive investigation, the group chose Michigan-based Maverick Communications and began a careful process of transferring management responsibilities from long-time IBEE manager Fern Nagel to Maverick Communications President Brenda Romano. The transfer will be completed next month following the Annual Convention in Saratoga Springs, New York.

According to IBEE President Del Walker, the process of selecting new association management had another outcome beyond its main purpose. It gave the leadership an opportunity to evaluate IBEE objectively and consider its future. "We had to describe IBEE to potential management candidates, and define what their responsibilities would be," said Walker. "That whole process made all of us involved stop and really think about where we are as an organization and where we want to go."

That question will be among the many topics discussed at the upcoming convention, said Walker. "As part of the management transfer, Brenda has been contacting members to introduce herself and gathering information about what they would like from IBEE (*see Member Survey in this issue of CER*). That information will be brought to the convention and presented for discussion," he said.

IBEE members combined represent a huge number of businesses," Walker added. "If we work together, we could really raise awareness about Builders Exchanges and our services, and that would help all of us."

We've Moved...



IBEE's new management company, Maverick Communications, is one of three tenants in the Construction Association of Michigan headquarters located in Bloomfield Hills, Michigan.

NEW ADDRESS:

IBEE • 43636 Woodward Ave. • Suite 300
Bloomfield Hills, MI 48302
Ph: (248) 409-1504 • Fax: (248) 409-1503

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Good Bye, Good Luck – Great Job!

IBEE will say goodbye next month to one of its most cherished assets – IBEE manager, supporter and defender of the cause, Fern Nagel. After 30+ years, and two tours of duty as manager of IBEE, Fern will finally get to be at home in South Dakota, free of deadlines, newsletters, invoices and IBEE phone calls.

According to Fern, the absence of work won't mean an absence of activity. "I'm going to tackle putting the history of IBEE together," She said. "I have boxes and boxes of materials that need to be archived. I'm also an artsy person, but haven't had time to enjoy my crafts," she added. "I sew and cook and own a kiln that I haven't used in ages, so I'm going to get back to those things. Plus, I plan to visit my son in his adopted country, Taiwan."

Fern joined IBEE in 1971 as the manager of a Builders Exchange in South Dakota. That job led to two stints as IBEE manager. "Her contribution to IBEE has been priceless," said IBEE President Del Walker. "Fern has been the backbone of IBEE for years, and we all owe her a debt of thanks."

For those who would like to say "thanks" in person, look for Fern at the Convention next month.



Tell Us What You Think!

IBEE Member Opinion Survey

1. How well do the following represent your reasons for being a member of IBEE: *(Please rank in order of importance, #1 being most important)*

- To compare the activities and programs of my Exchange with other Exchanges.
- To meet my peers from other Exchanges and develop relationships that allow me to contact them for information and/or advice.
- To learn about new techniques, programs etc. that might be of benefit to my Exchange.
- Other *(please describe)*
- _____
- _____
- _____
- _____

2. Which of the following services would be of most interest to you if provided by IBEE: *(Check all that apply) – RANK 1 thru 3 - #1 being of most interest*

- Training programs for my staff taught by IBEE personnel at my location.
- (Please check all categories of interest to you)*
- Reporter training on techniques for gathering bid information.
 - Technical training in implementing and managing electronic bid reports
 - Desktop publishing for Exchanges

- Membership recruitment
- Advertising sales
- Exposition development and management
- Financial management for non-profits
- Leadership training for Board members
- Training for Committee members
- Media relations
- Other *(please describe)*
- _____
- National campaign to promote membership in local Builders Exchanges.
- National campaign to educate owners about the advantages of using Builders' Exchange project publications and plan rooms.
- Toll free telephone number for owners interested in obtaining information about Builders Exchanges and/or locating an Exchange in their area.
- Information about national and regional averages of Builders Exchange staff salaries, benefits, operational costs, etc.
- Standardized materials like brochures, letters, etc. to use in explaining and/or promoting Builders Exchanges and their services
- Other *(please describe)*
- _____
- _____
- _____
- _____
- _____
- _____

3. Does your Exchange offer services as a "partner" with any of the following organizations:

- Associated Builders & Contractors Chapter
- AGC of America Chapter
- F.W. Dodge
- The Blue Book
- Other

None of the Above

4. Have you ever attended an IBEE meeting or convention?

- Yes
- No

5. If you answered "no" to question number 4, which of the following best describes your reason for not attending:

- Travel and registration too expensive
- Topics not of interest to me and/or my Exchange
- Date of meetings often conflict with other events that I attend
- Experience with previous IBEE meetings/conferences that I attended was unsatisfactory. *(please explain)*

Other *(please describe)*

6. In my opinion, the biggest challenge facing Builders Exchanges is:

Additional Comments:

My Exchange location is:

- Canada
- United States
 - Western
 - West Coast
 - Eastern
 - New England
 - Midwest
 - South
 - Southwest

**Please respond by
Monday, June 3**

FAX: (248) 409-1503

Mail: IBEE Member Survey,
43636 Woodward Ave.
Suite 300
Bloomfield Hills, MI 48302

Words of Wisdom **from your President**

The balancing act: "You first" or "me first"?

Most of us have many demands placed on our time and energy. Spouse, children spiritual or community groups are important and make living worthwhile, but can make finding time for oneself a challenge. Balancing the time you spend on others with personal time for yourself can help you become happier and more productive.

Take a moment to think about how well you take care of yourself – both physically and emotionally. Do you:

- Eat three moderate meals a day?
- Drink Alcohol only in moderation?
- Avoid smoking?
- Exercise each week?
- Get a checkup once a year?

Answering yes to these questions means that you take care of your body. Now think about your emotional well-being.

- Do you regularly set aside a "quiet" time for yourself, meditating, writing, thinking or praying?
- Do you make time regularly to enjoy nature or other quiet, restful places?

All these activities can help you recover from life's stresses.

Reaching outside yourself can give your life great meaning and joy. Reaching out means sharing with others – your family, coworkers, friends, a nonprofit organization – virtually everything that's not you!

Sharing with others takes time and energy, but the rewards are worth the effort. Your self-esteem and sense of purpose in life increase when you share a common goal or bond with others.

Reaching outside all the time would leave you exhausted. Living only for yourself would leave you lonely and empty. Finding the balance between the two is the key to a rich and contented life.

To find your personal balance, look at how you spend your time and energy. Write down your main activities each day for a week or two. Then add up the hours spent "for me" and "for others." You might realize that you would like to give more to others or take more time for yourself. When you are creating balance for yourself, you need to decide what is most important to you.

Finding your balance is a day-by-day matter. If you are able to change as your life circumstances change, caring for yourself and others will make your life healthy and satisfying.

I am looking forward to seeing all of you very soon.

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Del F. Walker
IBEE President



Obituary

IBEE was saddened to learn of the death of one of our Honorary Members. James Revell Rev Hopkins passed away on April 27, 2002 at the age of 91.

Hopkins served as Secretary/Manager of the Builders Exchange of Lansing & Central, Michigan for over 30 years, and was an active member of IBEE throughout the 60s and early 70s. Hopkins was the recipient of IBEE's Dan Patrick Award in 1970.

He was active in numerous volunteer activities including the Junior Chamber of Commerce, Tri-County Office on Aging; and United Way.

Hopkins was dedicated to education, and participated in the Lansing Community College Alumni Association, and the Lansing School District Vocational Construction Trades where he created a program called the Golden Hammer Award that was presented each year to a high school student for excelling in a Construction Trades course.



“I’ve always believed that...

anybody who is capable of using an idea that I have, would be capable of giving me one in return. And, if he were incapable of giving me one in return, he would not be able to use the one I gave him.

So, I share my ideas generously and learn as I share.”

- HOBART BRADY

IBEE is a non-profit association of Builders Exchange, and Construction Association Executives located throughout the United States and Canada who are committed to sharing information, ideas and methods for the benefit of the construction industry.

IBEE member organizations collectively represent more than 51,000 companies in North America including union, and non-union contractors, sub-contractors, design firms, suppliers, manufacturers and any other construction related industry professionals.

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