



NEWS & VIEWS

WE BUILD THE OZARKS!

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January brings a message from our new President . . .

Dear Members,

We have brought the year of 2013 to a close with some unusual weather and thoughts of a new year and the challenges that we have ahead. With the new year upon us our thoughts turn from the symposium that we had last September where we learned of the many, many projects that will be bid and built in 2014 to the anticipation of when these projects are actually coming out to bid, how we will be able to get bids put together for all of them and then when we are successful figuring out how to get them built and make money doing that.

We the officers and staff at SCA are working to increase the utilization of the website and bid calendar to provide the members with the best and most comprehensive information that we can obtain regarding what projects are available, when they are going to bid and what the size and dollar value of those projects are. Our organization is looking to the future to enhance the programs, services, information and opportunities that we provide to help our members grow and prosper in this new year. One of the goals of the board is to recruit new members into the organization and to

(continued on next page)

GENERAL MEETING — January 7, 2014 – Luncheon

Starlight Room (22nd floor) at the Tower Club

Free parking in lot or city's garage – no dress code – come as you are

Our old friends Jaime, Adam and Kim from Howard Johnson

and new friends from the Tower Club will make you feel welcome

11:15 – Register 11:45 – Luncheon Buffet Noon – Program

\$20 for Lunch - Call 862-1313 for Reservations

Or sherylletterman@gmail.com or kathysca67@gmail.com

“How to Work with the City and County to make YOUR life Easier”

CHRIS STRAW, Director, and RICK GARNER, Engineer, at the City's

Building Development Services, and DAVID O'DELL, Chief Regulatory

Officer, Greene County Building Regulations, will discuss permits,

inspections, plans review and more. If you don't want to ask

your questions at the meeting, submit them in advance to the SCA Office.

RICK QUINT, chair of the SCA Government Liaison Committee will

moderate the discussion and facilitate questions from the audience.

Come on out for the first General Meeting of 2014 in our new

location and Make your Membership Work For You!

**THANK YOU TO
THIS MONTH'S
MEETING SPONSOR:**

DeLong Plumbing
HEATING & AIR CONDITIONING

(President's Message continued)

get more people involved in the programs, committees and some other activities in the works. Every current member needs to contact someone in the industry they know that isn't currently a member and invite them to a meeting or event or just to look at the bid calendar and the website and try to get them to join the organization.

Let's all work together to make 2014 a year to remember and Springfield and Southwest Missouri a great place to work, live and enjoy all that the area has to offer.

In closing, I would like to thank David Foreman for all his leadership and efforts this past year.

Happy New Year! Jerry Hackleman, 2014 SCA President

WELCOME OUR NEW MEMBERS

AAA CONCRETE PUMPING - Subcontractor – Kevin Mills - 1811 N. Monet, Nixa, MO 65714
725.7867 (Fax) 725.7759; aaaconcretepumping@yahoo.com - Pump Concrete -
Recruited by Jason Looney

P.B. HOIDALE CO., INC. - Supplier – Jared Sigler - 1233 S. Garfield, Chanute , KS 66720
620.431.1348 (Fax) 620.431.0144 - jsigler@hoidale.com • www.hoidale.com
Supplier of Fueling & Lubrication Equipment

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BUDDY WEBB & COMPANY, INC. has moved to 3057 E. Cairo St.,
Springfield, MO 65802. The phone (877-1385) and fax (877-9736) have
not changed.

THANK YOU AND CONGRATULATIONS

THANKS to DeLong Plumbing, Monarch Cement Co., Ramada Oasis, Pin Oak Web Design, RosAmungThorns and Wildcat Materials, who brought us calendars, cookies, candies and a gorgeous poinsettia. And **Thanks to Everyone** who thoughtfully included us on your Christmas card lists.

A SPECIAL THANKS to RICK QUINT and the Q-MEN, who kept our sidewalks clean and shoveled during all the December snow.

2014 Calendar – Save these Dates

Jan. 7	SCA General Meeting (lunch)	July 17	SCA PIG ROAST (Fairgrounds)
Jan. 15	Board Meeting	August 7	MSPE SHRIMP FEED
Feb. 4	SCA General Meeting (dinner)	August 8	SUMMER GOLF (Island Green)
Feb. 19	Board Meeting	August 20	Board Meeting
March 4	SCA General Meeting (breakfast)	Sept. 2	SCA General Meeting (lunch)
March 19	Board Meeting	Sept. 11	CHICKEN BBQ Scholarship Event
March 20	Mixer at Boot Daddy Saloon	Sept. 17	Board Meeting
April 1	SCA General Meeting (dinner)	Sept. 19	Construction Forecast Forum
April 11	SPRING SHOOT OUT	October 7	SCA General Meeting (dinner)
April 16	Board Meeting	October 10	FALL SHOOT OUT
May 6	SCA General Meeting (breakfast)	October 15	Board Meeting
May 16	SPRING GOLF (Hidden Valley)	October 28	SALUTE KICKOFF MIXER
May 21	Board Meeting	Nov. 13	SALUTE TO CONSTRUCTION
June 3	SCA General Meeting (dinner)	Nov. 19	Board Meeting
June 18	Board Meeting	Dec. 5	CHRISTMAS OPEN HOUSE
June 19	Mixer at Spfd. Brewing Company	Dec. 17	Board Meeting
July 16	Board Meeting		

NEWS BRIEFS

Thank you, David! Your concern for our future got us thinking in some new ways while your concern for our present led us to doing new things now. You were not hesitant to make things happen and we're stronger because of your guidance and dedication. Thanks, David, for a great 2013 and for setting us on new pathways toward success!

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WE HAVE RECEIVED DUES FROM 68% OF OUR MEMBERS. This is right on track as we usually collect about two-thirds of the dues by the first of the year. Your Membership dues are the largest source of funding for the Association. Prompt payment of your dues not only keeps SCA in good financial shape, it also improves efficiency in your office and the SCA office by avoiding the unnecessary paperwork of multiple statements (and late fees added on for dues not paid in February). The breakdown: GC's - 84%; Subs - 64%; Suppliers - 68%; Associates - 63%). If you were waiting until the new year, now is the time to send the check. Our Association depends on your membership dues. Thanks for your support!

WE'RE LOOKING FOR LEADS to new members. If you are doing business with a company who is not aware of the advantages of SCA membership, please let Sheryl or Kathy know (862-1313 or sherylletterman@gmail.com or kathysca67@gmail.com) and we'll make sure they find out more about us. Better yet, bring them along to the lunch Meeting on January 7.

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C-SPACE FOR LEASE! We have 1900 sq.ft. in the east wing of the SCA Building for lease immediately. The price is negotiable depending on infill requirements and length of lease. We pay water, sewer and trash pickup. Tenant pays gas and electric. No common fees. If you know someone looking for executive office space, please give them the **floorplan included in this issue** and encourage them to contact us at **862-1313**.

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PLEASE SHARE THIS NEWSLETTER and all other SCA information with all the people in your firm and send copies of articles of interest for your prospective members. We like to put our information into as many hands as possible, whether hard copy or email.

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GENERAL MEETING SPONSORS NEEDED for 2014. See the calendar on the facing page to reserve the month you prefer. See the General Meetings page in this issue for details on Meeting Sponsorship.

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Our Deepest Sympathy ...

To the family and friends of **BILL MAGERS**, who passed away December 6. Bill was a long-time member of the construction community before he entered the banking field and was truly a classy and classic "gentleman" in every sense of the word.

We send our condolences to **Bill Bergmann** on the loss of his mother **Margie**, who passed away December 12.

We say goodbye to Larry Ruckman

When we heard the news that Larry had passed away early on December 30, it was sad but not totally unexpected. Our hearts go out to his wife Judy, and to Susan and Rob and the grandchildren on the loss, shared by every one who knew him. Larry and Judy worked side-by-side at C.I.R. Electric and celebrated their 50th wedding anniversary in June.

Larry served on the SCA Board of Directors from 1986 through 2003 and was President in 1989. Larry single-handedly started the Building Fund in 1988 after years of “we should build our own building” talk among the Board Members and he made it happen. Larry took over the Pig Roast in the early ‘90’s and grew it into the mega-party it became. Larry was also behind the Equipment Auction in 1990. The fifteen of us who worked two full days at the auction could have contributed \$5 each and matched the net income from all that work. The Wing Ding behind the old Sears building was also Larry’s idea – never have so few worked so hard, all the while hoping the fire department across the street did not smell the smoke and come shut us down. When we decided to go legit and get a picnic license from Liquor Control so we could have the beer trucks out at Pat Jones’ it drove him crazy that we had to pay sales tax on our ticket sales. Larry’s “museum” was more extensive than a lot of mainstream museums. Unfortunately, the auction he planned for his treasures was doomed by two straight days of heavy rain and even a tornado.

There are so many stories that could be told (and a bunch that probably *shouldn't* be told). If you will send me your Larry story or reminiscence, we'll do a tribute in next month's newsletter.

In the meantime, **Danny Edwards** has submitted the following:

Being Larry's business neighbor and sharing a parking drive, I always knew when he had been out and how many drinks he had had by the number of limes thrown out on the pavement.

One of my first experiences as a neighbor, I was welding in my shop yard and caught the grass on fire. It immediately went under the fence and ignited a shed Larry had. I got the fire put out and here he came madder than hell that I had not let the whole place go up in flames.

The best of Larry Ruckman was his dedication to the PIG Roast, he spent countless hours and dollars, his time, his employees' time and some of everyone else's to insure it was a success, he is missed! He absolutely loved being the “Boss.”

Larry loved being Larry, whether he was fishing, golfing, working on his cars, working on his collectibles (and oh what a collector he was) or working Pig Roast skits, he was always Larry, gracious, kind, humble and he could laugh at himself, he knew who he was. But boy he could sure get mad at General Contractors when they didn't pay on time!

Can't you just picture him in his blue jeans, a CIR shirt, a straw hat on and a cigarette in his mouth! Don't forget his shit-eating grin!

Oh and just maybe he had a beer in his hand, a Pabst Blue Ribbon Beer!

2014 Officers and Board of Directors

<u>Name and Phone Number:</u>	<u>Classification:</u>	<u>Term Expires:</u>
Jerry Hackleman – 881-4820	President	2015
Brent Beattie – 864-4800	Vice President	2015
Mike DeLong - 831-8527	Secretary	2014
Joe Tucker – 881-6919	Treasurer	2014*
Bill Adams – 831-7622	Advisor to the President	2014*
Mike Textor — 869-3353	General Counsel	2014*
Jim Carson – 869-5653	General Contractor	2014
David Foreman – 868-6700	General Contractor	2015
Rick Quint – 863-6700	General Contractor	2016
Garry DeLong – 883-3535	Subcontractor	2014
John Melton – 831-7811	Subcontractor	2015
Larry Stock – 869-7202	Subcontractor	2015
Danny Edwards - 866-2256	Subcontractor	2016
Dave Robertson – 869-7350	Subcontractor	2016
Aaron Harless – 862-9203	Supplier	2014
Dianna Devore – 869-8585	Supplier	2016
King Coltrin - 886-7171	Associate	2015
Bill Bergmann – 865-6100	At-Large	2014
Scott Bracy – 887-7707	At-Large	2014
Mark Gambon – 881-6623	At-Large	2014

* These positions are appointed annually by the President, with approval by the Board.

Thank you to **BRYAN COX**, who chose not to run for re-election to the Board this year after serving two three-year terms. Bryan was a tremendous asset to the Board representing Suppliers and he worked hard to make our events successful. We look forward to his continuing support of SCA. Your Board Members dedicate a great deal of their time and resources to support SCA on committees, at Meetings and with fundraisers. Your organization could not exist without a strong Board of Directors.

Christmas Open House Delightful

In spite of the **frightful** weather, we welcomed 50 or 60 members and guests to the 2013 Christmas Open House. The ones who were able to attend had a ball. It was a great way to get out and kick off the Holiday Season in typical SCA style! Special thanks to **Artisan Construction Services, Cardinal Roofing, DeLong Plumbing, Guaranty Bank, Premium Painting, Sellers & Marquis, Springfield Aggregate, Springfield Electric and Springfield Ready Mix** who all chipped in to provide the nibbles, beer and wine. (And thanks to **Sapp Design Associates** who made our Sponsor Recognition Sign at the last minute!) Having so many Sponsors meant we could not only decrease the amount we needed from each, but also allowed us to let **Suzi, Bob and Colleen** help with the party. Because the caterer's lunch commitment was cancelled, they were able to come over here and set us up earlier than we'd planned. We sent out an email blast telling everyone to come on over after 2 (instead starting at 4 as the invitation said) in order to get home earlier. The party was well underway when **Windsor** got here at 3:45. He was quite disappointed to not be the first to arrive. It turns out Sharon was off that day and he didn't get notice of the change. Plan to join us next year: mark your brand-new calendar for December 5, 2014.

General Meetings

As we face the unknowns this new year will bring, it is vital that we continue to work together to keep the Association strong and growing. **Make Your Membership Work for You** by making an effort to join us once a month for the best opportunity to meet your fellow members. If you're an "old-timer," bring some of the young talent in your organization with you each month. If you "don't know anyone," bring plenty of business cards and a ready handshake and introduce yourself or call a buddy and make plans to attend the meeting together.

Only three members: **Brent Beattie, David Foreman and Sheryl Letterman** attended every meeting last year. **Bill Adams, Mike DeLong, Rick Quint and Wayne Towe** each missed only one. Average attendance at General Meetings went up quite a bit this year due to the 60th Anniversary Party and the Farewell to Howard Johnson luncheon, with average attendance of 79 each month (compared to past years' numbers of an average of 94 each month in 2006, 76 each month in 2007, only 70 in 2008, 72 in 2009, 64 in 2010, 66 in 2011 and 61 in 2012). Attendance was about the same at lunch and dinner meetings this year, while our first breakfast meeting drew a respectable 73 members. In 2014 we'll have two breakfasts, two lunches and four dinner meetings. We believe we are offering a good mix of daytime and evening functions, so it is up to you, the members, to get these numbers back up. It would be wonderful to see crowds of at least 100 at each Meeting this year. Please make every effort to attend the General Meetings every month and Make Your Membership Work for You by interacting with your fellow members. *If you have any ideas on ways to attract more attendance, please share them with us.*

A NEW LOCATION became necessary due to the closing of our "regular" hotel immediately after our September Meeting. We solicited bids from eight different venues and after careful study, the committee decided the Tower Club most closely met our needs. This will be a fun place to meet, with excellent views and the casual atmosphere we enjoy.

SPEAKERS are needed for General Meetings in 2014. We strive to make our programs both informative and entertaining. If you hear a good speaker who would be of interest to your fellow SCA members, please call the office to offer the suggestion.

GENERAL MEETING PROTOCOL: Each year we like to review the "rules" concerning General Meetings. SCA General Meetings are the FIRST TUESDAY of each month. There are no General Meetings in July, August, November or December. See the Calendar in this issue for 2014 dates.

RESERVATIONS: Members are expected to call the office to make reservations in advance for the Meeting so we can get an accurate count for the hotel. Reservations are due by noon on the Friday before the Meeting. We remind you on Monday, but reservations taken then or on Tuesday are classified as "late." This is important during the Door Prize Drawing. Those who make reservations, but do not attend the Meeting will be billed for the meal cost as we must pay the hotel for all we guarantee. Cancellations are accepted until three hours prior to the start of the Meeting.

DOOR PRIZE: The last item on the Agenda for each Meeting is the drawing for the Door Prize. If the Member whose number is drawn has neglected to make a reservation, or if he/she leaves before the drawing — NO PRIZE, and another number is drawn.

EXACT CHANGE: In order to cut down on sign-in time and prevent some of the confusion at the door, the Board of Directors asks for EXACT CHANGE OR CHECKS, PLEASE. We are also able to charge your company or personal credit card. Receipts will be available. If you want to be billed, write "BILL" next to your company name.

MEETING SPONSORS: Each month a member firm has the opportunity to sponsor the Meeting for \$250. This covers the door prize and meals for guests of the Association (such as speakers, students, etc.). The Sponsor's logo will be printed on the front page of the "News & Views" announcing the Meeting. The Sponsor will be introduced and recognized at the beginning of the Meeting. The Sponsor may display some of their products/services or may distribute flyers, brochures or promotional materials. The Sponsor may address the Meeting briefly, but may not make a sales presentation. The Sponsor will again be recognized when the Door Prize is awarded, and a thank-you is always included in the following issue of the "News & Views." The Sponsor may also arrange the program, with approval by the office.

TO: ALL MEMBERS OF SPRINGFIELD CONTRACTORS ASSOCIATION

The success and growth of your Association is due to the efforts of volunteers serving on our committees. The Board of Directors will emphasize increased committee work as one of our goals. We encourage you and other members of your firm to choose one or more of these committees on which you'd like to help. A Summary of these committees and what they do is available on the website: www.springfieldcontractors.org.

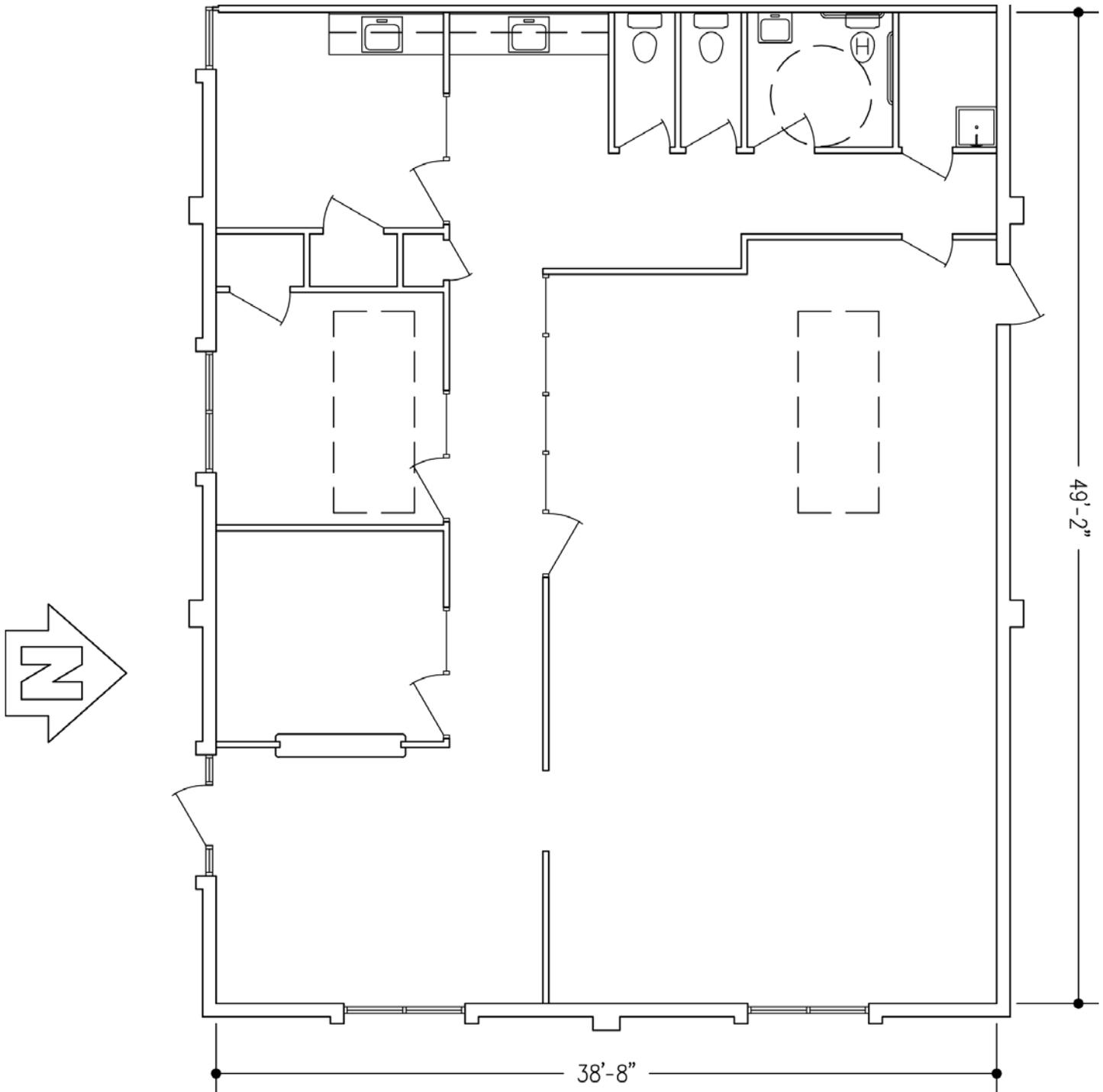
Please indicate your choice(s) and return this form to sherylletterman@gmail.com or by fax (862-6892) or by mail: 1313 N. Nias Ave., Springfield, MO 65802.

Company _____ Phone: _____

	<u>Name</u>	<u>Name</u>
Architects Liaison Committee	_____	_____
Chicken BBQ for Scholarships	_____	_____
Developer/Project of the Year	_____	_____
Golf Outing	_____	_____
Government Liaison	_____	_____
Membership	_____	_____
MSU Liaison	_____	_____
OTC Liaison	_____	_____
Pig Roast	_____	_____
RXII Liaison	_____	_____
Safety, Health & OSHA	_____	_____
Salute to Construction	_____	_____
Scholarship Committee	_____	_____
Workforce Development	_____	_____
Volunteers for open assignment	_____	_____

Executive Office Space for Lease

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417.862.1313

Piece of Mind...

The strength of the SCA it has often been said is in the participation and dedication of its membership. That has never been more apparent to me than this year! With the leadership of Dave Foreman our board has progressed to have several retreats where we have examined the history of our association and its future, which I may add I feel more confident of its success than ever before. We have outlined and reaffirmed board member duties and goals to better serve our membership. With new ideas and enhancement of old ideas our board is mapping out our future for years to come. I personally want to thank Dave for his vision and congratulate him on a most successful term as president of our association.

Please join a committee [Ed: See Form in this issue] and become involved this year, attend a meeting or a function and get involved. You will be glad you have. – **Danny Edwards**

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Brent's 2¢ -- Happy New Year. How was your holiday? I hope it was full of fun and family. Well, now that 2013 is officially in the books, we can look forward to 2014. What is in store for the construction industry this year? Trying to forecast the future is akin to trying to draw to an inside straight, but here are a few trends I have been noticing lately.

Prices are rising. Not really a surprise considering the slide pricing took at the beginning of the economic downturn. Inflation has been stagnant for the most part, but now that business is starting to pick up, so will pressure on pricing. Suppliers, builders, contractors, and subcontractors are all reporting first of the year increases across the board.

Remember the Bidding Forecast Symposium back in September? There are some early signs that the concerns of that meeting are beginning to manifest themselves on bid day. Bidders lists are getting shorter, bid calendars are staying relatively full, and subcontractors are being more selective in the jobs they choose to bid. A few weeks ago, some general contractors were faced with a job going to bid, and they had not received any subcontractor bids for the interior finishes. I spent the last few minutes of the bid deadline calling subcontractors to see if they intended to turn in an at-the-wire proposal. A common theme resonated in each of their answers – “we are just too busy to look at everything, and must focus our estimating on jobs that we have the best chance to get.” Conversations with members of the SCA seem to indicate this is not an isolated incident. It appears trades across the spectrum are taxing their estimating departments and becoming more selective in the jobs they decide to pursue.

Good, skilled workers are getting harder to find. Springfield's unemployment rate is a bit above 5%, but among qualified construction tradespeople that rate is much lower. Most of us in this industry have downsized over the last few years. We got lean to compete. The workers we let go went elsewhere. The good ones usually find jobs, and now that there are whispers among us about hiring on additional help, we find the employment pool very shallow. Of course having fewer qualified workers contributes to rising costs, as well as selective bidding.

The bottom line here is that we have substantially shrunk our economy for the last five to six years, and although we have witnessed modest growth in business, we have kept resources stagnant. 2014 promises to bring more growth, and we need to prepare for that growth. Monitoring the bid calendar, communication to owners and developers about spacing out bids, and reactivating the workforce development committee are all things the SCA needs to be considering as we get into this new year. (continued on next page)

(Brent's 2¢ continued)

Obviously managed growth is good, and is why the SCA is taking the initiative to try and stay on top of what this year brings. Recently, we have endured some lean years, but as Billy Graham said, "Comfort and prosperity have never enriched the world as much as adversity has." Join us, get involved, let's make 2014 a prosperous year for all. That's my two cents.

-- Brent

[Piece of Mind... is a forum for members to share your opinions. We'll run it whenever any of you have a piece of YOUR mind to share with your fellow SCA members. Send your submission to 862-6892 (fax) or sherylletterman@gmail.com]

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SUMMARY OF DISCUSSION AT DECEMBER 19 BOARD MEETING:

President David Foreman called the meeting to order. Seventeen Board Members were present. The Minutes and Treasurer's Report were approved. Although income and expenses are both greater to those budgeted the buyout of Concentra's lease will give us a larger cushion of cash than we would have otherwise. Finding a tenant for the C-space will be extremely important in 2014. We have already collected 55% of 2014 dues. Two new members were approved.

The Christmas Open House was a great party in spite of the winter storm and provided a good time for the 50 or 60 partiers who attended.

The Employment Referral Service has been slow, but a couple of members have hired good employees.

The AIA/Government Liaison Committee reported that Chris Straw and Collin Quigley will share the duties of former Deputy City Administrator Fred Marty regarding SCA issues. Anyone having any problems with plan reviews are encouraged to call Building Development Services to resolve problems. The City will be raising the plan review fee as it only covers 47% of the cost to review plans. They are also looking at ways to make the fees more equitable. Currently penalties are charged the fourth time a set of plans requires review, this will change to the third review. The City is looking at allowing some deferred submittals similar to the ones allowed in the County. There has been a decline in the use of Pre-application meetings to iron out problems before plans are submitted for review. SCA will help encourage people to take advantage of this step in the process. The City's eplanS system has been in use for one year. They estimate it will be close to another year before all the bugs are ironed out. The County reported they are cutting staff due to the financial shortfall they're facing. These include losing one clerk, leaving one clerk only in that department. They are losing one inspector, leaving three. Office hours will change to 8 to 4:30 (used to be 7:30 to 5:30). Timed inspections will not be available. All inspections will be geographically routed and should be completed within 24 hours. Public Works reported they are working with MODoT on a project on Glenstone. The Springfield Chapter of AIA will host the Central States Regional Conference next October.

The Missouri State University Liaison Committee reported the Planning, Design & Construction's web site currently shows an electrical project out for bidding. The department is working to keep tentative bid date projections up to date on their website and is actively trying to coordinate bid dates and times with other entities to enable more contractors to participate.

(continued on next page)

(Board meeting continued)

The on-site work has begun on the athletic and recreation field improvements with the demolition of the east bleachers at Plaster Sports Complex and the demolition at the existing softball field. A new \$17M facility is now planned for the corner of Holland and Cherry to serve the occupational therapy program along with other programs in the health and human services college. The renovation of Sunvilla is still planned to occur starting in 2014. The interior renovation of Kentwood, Hammons House, and Hutchens House is currently in the design phase for a spring bid. Pummill Hall renovation has double in size from the original scope and will be bid late spring with a completion date pushed back until summer of 2015. The Welcome Center will also be bidding the first half of 2014. The design development phase of the Glass Hall expansion and renovation has been completed and the project is now waiting final funding.

The R-XII Liaison Committee reported the steel package for Glendale was bidding the day of the Board meeting. The rest of the Glendale project should be out in January, to be bid in February and completed in time for school next fall. The Kickapoo project is out in two packages: HVAC first and the structural component in February. There have been some issues with Fremont and Sherwood.

Some questions have been raised about City Utilities' use of "best and final offer" to award projects. We will find out more about this issue.

We will probably list our C-space with a realtor after the first of the year. We were hoping our members would know someone needing executive office space but we've had only one nibble which didn't work out.

The Board authorized creation of a Future Leadership Council (working name) composed of young people. The Bylaws will be amended to create a new position on the Board for a representative from this group. More details will be announced as they are developed.

Bryan Cox was thanked for his six years of service on the Board (he chose not to run again).

Plans for working with the AIA to encourage use of the bid day calendar were discussed and will be implemented early next year. City Utilities and MSU are currently using the calendar regularly. Other issues regarding SCA email blasts and the website have not been resolved but work is continuing.

David Foreman was thanked for his year of leadership as President.

There being no further business to discuss, the meeting was adjourned.

SPRINGFIELD CONTRACTORS BULLETIN BOARD



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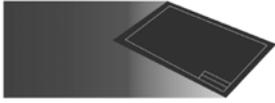
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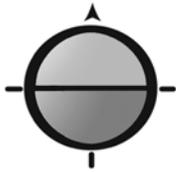
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