



SPRINGFIELD CONTRACTORS ASSOCIATION

NEWS & VIEWS

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1313 N. NIAS AVE.
SPRINGFIELD, MO 65802
417.862.1313
WWW.SPRINGFIELDCONTRACTORS.ORG

March Breakfast Meeting

General Meeting - Breakfast - March 4, 2014
The Tower Club Main Dining Room (21st floor)
No dress code, come as you are

Free parking in Tower Club lot or the city garage
(if garage is attended, bring your ticket to the meeting to be stamped)

7:00 - Registration 7:15 – Hot Breakfast Buffet 7:45 – Meeting

Sausage, Bacon, Eggs, Biscuits & Gravy and More
(see complete menu on the Calendar at www.springfieldcontractors.org)

\$15 at the Door — Call 862-1313 for Reservations NOW
or email sherylletterman@gmail.com or kathysca67@gmail.com

CRIME PREVENTION THROUGH ENVIRONMENTAL DESIGN (CPTED).

Officer Dave Snider, Springfield Police Crime Prevention Unit and Officer Mike Evans, Community Services/Police Area Representative, will talk about new ways of thinking to protect our property and our employees.

SPECIAL THANKS TO THIS MONTH'S SPONSOR:



Make your membership work for you – bring a friend, co-worker and/or a prospective member!

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Round up your friends and meet us at the Membership Mixer at

Boot Daddy Saloon in the Arena at the Fairgrounds
4:30 to 6:30 on Thursday, March 20 (western attire optional)

One of the advantages of SCA is the chance to meet and visit with the people with whom you conduct business over the phone or through emails. Take advantage of this opportunity for face-to-face fun with fellow members.

Free Keg of Beer compliments of the Fairgrounds staff
Cash Bar available and hearty snacks compliments of

Cardinal Roofing • Connell Insurance
Springfield Ready Mix • And YOU???

If you want to help host (\$250) this event, call 862-1313.

WELCOME NEW MEMBERS

ALL COMM BUSINESS SYSTEMS, INC. - Subcontractor – Bryan Altizer - 1925 E. Bennett St. Suite N, Springfield, MO 65804 - 881-8660 (Fax) 881-1872 - baltizer@allcommtech.com • www.allcommtech.com - Business Telephone, VOIP Systems, Voice & Data Cabling, Video Surveillance Systems

BONDING & INSURANCE SOLUTIONS LLC - Associate – Rodney Paddock - 2101 SW Cedar Hill Lane, Lee’s Summit, MO 64081 - 816-714-4461 (Fax) 816-566-5267 - rodney.paddock@biscorp.org - Surety Bond and Insurance Brokerage Firm - Recruited by Rick Quint

MAGERS MANAGEMENT CO. - Associate – Shannon Handwerker - 2776 S. Campbell, Springfield, MO 65807 - 882-9397 (Fax) 883-1365 - Shannon@magerslodgings.com - Developer – Recruited by Sheryl Letterman

PARAGON ARCHITECTURE – Associate - Jared Younglove - 430 S. Glenstone, Springfield, MO 65802 - 885-0002 - younglove@paragonarchitecture.com • www.paragonarchitecture.com – Architect - Recruited by Dave Robertson

THANK YOU & CONGRATULATIONS

Thank you to **TIM ROSENBURY, ROB DIXON and SHAUN BURKE**, who presented a panel discussion of some of the opportunities and challenges Springfield faces in 2014. See *“Think Positive, Springfield”* in this issue for a summary of the highlights of the discussion.

Thank you to **DeWITT & ASSOCIATES**, sponsor of the February General Meeting.

Congratulations to **AL WILLIS**, winner of the \$100 Door Prize and Thanks, Al, for giving it back for the Scholarship Fund.

Thank you to the 54 hardy souls who braved the snow, ice and generally yucky winter night to come out for our first dinner Meeting of 2014. We had 85 reservations when we started out that Tuesday morning (which would have been a fantastic turnout) but winter clobbered us. The next dinner Meeting will be in June, but those who enjoy Social Hour should invite a guest and come to the Membership Mixer on March 20 (see front page for details).

Thank you to **RICK QUINT and the Q-MEN**, the greatest sidewalk shovelers in the whole world.



March 4 – NAWIC Annual Construction A-Z Seminar. The Southwest Missouri Chapter #366 of NAWIC would like to invite women working in the construction industry to attend a half-day (12:30 to 4:30 pm) seminar at the Builders’ Association (521 S. Ingram Mill Road). Stephanie Ireland will speak about Trends in Architecture and Steve Ratliff will discuss Safety Matters. Light refreshments. The cost is \$10 and seating is limited to the first 50 registrants. For details, contact **April Planck** at aplanck@simplexgrinnell.com or 883-8985.

April 3 – CSI Trade Show – White River Conference Center from 1 to 7 pm. Trade Show hours are 2 to 7 pm with informational sessions and product demonstrations at 1, 2:30, 4 and 5:30 pm. [We will have more information about the sessions next month. – Editor] Complimentary keg of beer, hors d’oeuvres and cash bar available from 5 to 7. Deadline for vendor registration is March 18. For more information you may call **Laurie Miller** at 866-6664 or laurie@millerstructures.com.

NEWS BRIEFS

ONLY 48 MEMBERS HAVE NOT RETURNED 2014 DUES. If you have not yet paid your dues, please do so now. We realize some of our members are still experiencing tough times, so we will be happy to work out a payment schedule if necessary. We also take credit cards. We encourage everyone to *Make Your Membership Work for You* and stick together as we recover from the recent lean years.

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SCA FALL SHOOTOUT DATE CHANGED! Ozark Shooters asked us to move our Fall Shootout to **OCTOBER 17** (instead of the previously published date of the 10th). The **Spring Shootout is on track for April 11**. Experienced shooters are encouraged to bring friends along and introduce them to the sport. Those who have never participated in skeet and sporting clays should come on out and learn something new in a low-key, fun afternoon. The fee of \$50 per person covers beverages and lunch, 25 Rounds Skeet or Wobble and 50 Rounds Sporting Clays, with extra fee for gun rental and/or shell purchase. Lunch is at 12:30 and the shooting starts at 1:00. Guests and novices welcome. Register by Tuesday, April 8 by email kathysca67@gmail.com or call 862-1313.

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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 breakfast Meeting on March 4 and the Membership Mixer on March 20.

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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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USE THE SCA CALENDAR AT www.springfieldcontractors.org for updated information about bid dates, General Meetings, Board Meetings, Committee Meetings and Special Events with new information added regularly. Watch for even more changes as we continue to improve our services and how we deliver them.

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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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In Deepest Sympathy... to the family and friends of **Lairy Gritz**, who passed away Jan. 29. Lairy was an active member of SCA until he sold Ozark York to the present owner.

Piece of Mind...

Brent's 2¢ -- Last month I discussed being involved in your SCA Membership, especially the active and effective committee portion of the membership. I suggested reasons to serve, and ways to engage into SCA committee membership. I want to share with you some results I witnessed personally, as I followed my own advice while rebuilding the Membership Committee and forming the Meetings/Presentations Committee.

I recently asked about a dozen people to help me on some of the committees on which I serve and not one person declined to at least take a look. I would like to thank **Dianna Devore, Bill Bergmann, Steve Graham, G.R. Stovall, Al Willis, Darran Campbell, Brent Conboy, Bret McGowne, Travis Delong, Michael Nesbitt, Michael Hampton, Michael Katrosh** and **Chris Lucas** for their willingness. This should be an eye opener for those of you chairing committees and motivation for those of you wanting to get involved. The SCA committee framework is one of the most effective benefits of SCA membership. These committees help shape the Association, as well as our industry. They provide a bridge between those of us working in the construction industry and the various entities to which we provide our labor, materials, and services. These committees stay effective with engaged members who bring diverse ideas. Like everything else in our world, they evolve and change faces.

I urge you those of you who chair a committee to look into our membership for additions to your committees. I urge those of you who just want to be asked to take initiative and raise your hand. The future of the SCA is exciting. Come be a part of it. That's my two cents.

— **Brent**



With snow on the ground and temperatures around 20 degrees I was thinking about summer and then I started thinking about "The Pig Roast." I already feel warmer knowing that on July 17th, 2014, temps will be soaring around 100, the smoker will be fired up and the beer will be on ice! (NO RAIN)

It's never too early to start planning for our events, The Pig Roast, Golf Tourneys, Chicken Feed, all good events where sponsorships and volunteers are needed. We were reminded at the February meeting by Brent how important our committees are to our success at these functions, along with the various other committees that aren't so much party-related. It's a great way to meet other members and be a part of the decision-making that makes our association so important and successful.

Get involved, attend a meeting, help make a difference in Springfield Contractors, your association!

P.S. Help make the Pig Roast a success by supporting our partner The Ozark Empire Fairgrounds who allows us the use of their grounds for this fun event. **Sponsorship information and the signup form are in this issue of the newsletter** or call Sheryl or Kathy (862-1313) or myself (866-2256) to inquire about a sponsorship and help promote your community. They have great advertising opportunities available! – **Danny Edwards**

[**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]

Think Positive, Springfield

Tim Rosenbury, Architect with Butler, Rosenbury and Partners, along with Rob Dixon, Executive Vice President of the Springfield Area Chamber of Commerce and Shaun Burke, President and CEO of Guaranty Bank, presented a discussion of some of the good things our community can take advantage of in 2014. We offer some of highlights of the discussion in this brief summary:

Nationally, the last two quarters of 2013 were the best six months in two years. The stock market at all time high: 2013 showing the best performance in 15 years. Southwest Missouri's economy has led the State in the last few years with the highest percentage of job creation and the lowest unemployment in the State.

Last year we added 3,000 new jobs in the Springfield metro area compared to 2012. We have the same employment rates now as before the downturn.

Healthcare and higher education keep our economy stable during slow times, and both are big consumers of construction and construction-related services. Manufacturing has grown 13% locally since 2010, again requiring more construction services.

Small business owners show much improved earnings, very lean operations and good cash reserves. They are ready to move forward and expand, but may not be confident yet in the strength of the recovery. When consumers and small business owners are ready to expand, local banks are in a good position and willing to help with local deposits turned into local loans. Bank capital is at historic highs. It's a borrower's market: very low rates in a highly competitive market for the relatively few seeking deals. Delinquent loans are manageable and less than half of where they were 2 years ago

Unemployment is low and as Baby Boomers age out competition for labor will only increase. The skills and technical knowledge that used to work in the past are no longer what's needed. The community must continue to develop the right skill sets among today's students so they're ready for tomorrow's jobs.

A main source of concern is government, especially federal regulatory issues. No one knows what is coming next. As a community we must be development-friendly with pro-business and pro-development public officials.

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This is why you should be a member of Springfield Contractors Association:

We asked all members to complete that sentence and here are a few ideas you can use when recruiting new members (companies you work with who are not yet part of this organization).

- It is an opportunity for your company and your staff to join with others in the design and construction community to work together as a group with various government and community organizations regarding policy changes, rules and regulations that affect our industry. **Rick Quint**
- SCA means business! **Joe Tucker**
- 1) networking and 2) committees. **Jim Carson**
- SCA is the area's largest "commercial" networking group (*2014 Book of Lists*). **Scott Bracy**
- SCA is the leading construction association and advocate, promoting local and regional representation through collaboration with a variety of owners, professionals and craftsmen to further the value of a strong construction economy. We are a stand-alone organization without any political agenda, local, regional or national, beyond what is prudent for our industry. **Bill Adams**
- SCA affords you the opportunity to: 1) take an active role in positively affecting your industry of choice and 2) aid in forging relationships with those who share a common personal and business interest with you. **Mark Gambon**
- It allows you the opportunity to connect and network with other Springfield Area Professionals. **Tim Erhardt**
- Get involved: the world is run by those who show up. **Michael Nesbitt**
- The relationships you build at SCA will make you more money! **Bret McGowne**

The SCA provides the opportunity to meet and develop relationships with the people in our industry – clients, potential clients, suppliers, general contractors, subcontractors, bankers, lawyers, architects and engineers.... All the people we do business with every day.

The SCA provides us with the opportunity to speak with one LOUD voice in our community – a loud voice in government, in the legal and in the social aspects of our community and the construction industry.

The SCA helps us to learn, grow, improve and educate others about the construction industry. The best way to make our industry better is to work together, and the SCA is the perfect vehicle for that.

As with anything you will do in life – you must be FULLY involved to reap the FULL benefits.
Bill Bergmann

What does SCA mean to you? Let us know! Send your thoughts to sherylletterman@gmail.com and we'll publish as many as we can in next month's newsletter.

SUMMARY OF DISCUSSION AT FEBRUARY 19 BOARD MEETING:

President Jerry Hackleman called the meeting to order. Eighteen Board Members were present. The Minutes, Treasurer's Report and four new members were approved.

Activity for the Employment Service has picked up some. Members who have inquired about hiring through the service have accepted the new procedures as outlined in last month's newsletter.

The SCA/AIA/Government Liaison Committee reported the City says 90% of plans submitted are turned around in the 10-day window which begins when the City enters the plans into the system (not necessarily the same day they are submitted). The software for E-plans is under revision. There has been a wide range in the number of permits issued during the past few months. The County has had to close the office recently when several inspectors were unable to work. Inspections by the County may take longer than 24 hours to be accomplished when manpower is short. Inspections will be done in the order the requests come in. City Utilities reported they have hired five new electricians. CU would like to know how they can change to better serve Architects, Engineers and Contractors. OTC reported they are working on programs to teach construction trades and business skills through mentoring, training and providing entrepreneurial support. The group that used to meet with Mr. Marty and then with Collin Quigley will merge with this committee.

The Missouri State University Liaison Committee reported the Department of Design and Construction's tentative bid schedule at www.plans.missouristate.edu is full of upcoming projects. Plans are available for Kentwood Residence Life Refurbishing (\$2.2 million: will bid March 6), Phase 1 of the renovation of the third floor at Plaster Student Union (\$580,000, bid March 4), and the Computer Lab renovation at Glass Hall (\$300,000, bid March 6). Plans for the Welcoming Center should be available April 3 with bidding on April 29. MSU is working with R-XII to coordinate bid dates so both entities might get better bids. Emily McGee's last day with Planning, Design & Construction will be Friday, February 28th as she has accepted a new position as Administrative Coordinator for Facilities Management at MSU. Lauren Webster, Contracts Administrator, will be acting as interim until the position is filled (LaurenWebster@MissouriState.edu or call 417.836.5101).

The R-XII Liaison Committee reported Glendale and Kickapoo are moving forward with contract awards. Fremont and Sherwood Elementary Schools are scheduled to bid in April and Kickapoo Phase II is tentatively scheduled to bid in July. Several maintenance projects (parking lots, roofs, tuckpointing, etc.) will be out in April to be bid in May and completed by August 15. Although some of these projects are bidding all at once this fiscal year, they will be staggered in the next fiscal year.

The Workforce Development Committee is working with the faculty at OTC to develop the construction training program. SCA will host a brainstorming session for General Contractors and Subcontractors to help the College determine what skills are most in demand.

Although one member has indicated interest in our C-space, we will list it with a Realtor to find a tenant soon.

We will post information about activities sponsored by other affiliated, non-profit organizations on our web calendar.

A meeting with a group of future leaders was held to discuss ways in which SCA can better serve the needs of our younger members and prepare them for leadership roles in the organization. We will continue to provide opportunities for all SCA members and their employees to get to know each other. We will be actively recruiting new participants to sit on several of our existing committees.

The newly revised Membership Committee will take an active role in promoting SCA and our events.

City Utilities top management staff met with the SCA board prior to the board meeting to present and discuss the utilities current methods of procurement regarding construction projects. Future meetings were suggested to look at some specific issues and to gather input from both groups.

The bid opening process used by the City of Springfield Public Works was discussed. The SCA/AIA/Government Liaison Committee will pick up this topic at their next meeting.

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



Dear neighbor,

As we were going through our previous year's files one thing that came to our attention is your company has not been a part of our celebration and we want to apologize for not reaching out to you in the past. We are now reaching out to our neighbors to remind you of what an incredible community celebration and time honored tradition we have right here in Springfield, Missouri with the Ozark Empire Fair. The Ozark Empire Fairgrounds is thrilled with our changes to bring a new exciting fair to the community that we serve. We are celebrating our 78th anniversary! We couldn't have made it without the support of our community businesses and friends.

Our Official Sponsorship Program gives you two levels of sponsorship opportunities to choose from. A key element of the Sponsorship program is **your** business's signage in the Arena – a facility used year-round for a variety of family-oriented events. Your custom-designed message is seen by approximately four hundred thousand people throughout the year – making the cost per impression very low. Other key elements are Fair tickets, VIP seats to Grandstand shows and parking permits. Use them to reward employees, as prizes in customer contests, as a thank-you to valued clients. Fair tickets are always welcomed and VIP seats to the Grandstand shows are a treat. Our Sponsorship dollars benefit the local community. All funds generated are used for improvements of the fairgrounds, making our facility better for fair exhibitors and visitors alike and helping to bring bigger and better events to Springfield.

The Ozark Empire Fair is a non-profit organization, established in 1937. Our Fair is recognized as one of the top fairs in North America, with annual attendance of approximately 220,000. All operational funds for the facilities and the fair are generated by the organization as we receive no city, state, or federal funding.

Four Star Sponsor Package:

- A 3'x5' sign of your design, colors and logo of your choice, placed in our Arena for a year. This facility is used all year long for events such as rodeos, horse shows, motorsport events, HorseFest, FarmFest and a variety of other activities. Your sign is seen by nearly 400,000 people annually.
- Tickets to the Fair and the Grandstand musical shows, plus seasonal parking permits! Use them as employee rewards, customer contest prizes or to say "thank you" to a VIP.
- A link on our website (www.ozarkempirefair.com) taking customers directly to your site. Our website is developed now and will give visitors easier access to your website and to you!
- Fair sponsor signage for display at your place of business.
- The advertising portion of your sponsorship is tax-deductible.
- 2 reserved seats for each evening musical show in the Grandstand during the Fair, 30 general admission tickets to the Fair, and two season parking permits. Four Star sponsorship cost is \$1,000 annually.

VIP Sponsor Package:

A 3'x5' sign of your design, colors and logo of your choice, placed in our Arena for a year. This facility is used all year long for events such as rodeos, horse shows, motorsport events, HorseFest, FarmFest and a variety of other activities. Your sign is seen by nearly 400,000 people annually.

- Tickets to the Fair and the Grandstand musical shows, plus seasonal parking permits! Use them as employee rewards, customer contest prizes or to say “thank you” to a VIP.
- A link on our website (www.ozarkempirefair.com) taking customers directly to your site. Our website is developed now and will give visitors easier access to your website and to you!
- Fair sponsor signage for display at your place of business.
- The advertising portion of your sponsorship is tax-deductible.
- Four reserved seats for each evening musical show in the Grandstand during the Fair, 50 general admission tickets to the Fair, and four season parking permits. Four Star sponsorship cost is \$1,500 annually.

We also offer employer special discount ticket pricing. If you are interested in selling them to your employees and their families please contact us and we will provide you posters and tickets to sell. These will go on sale mid June and can be sold up to the opening of the fair. All we ask is that each business sells a minimum of 50 tickets.

All sponsorships are payable upon contract signing or, if you prefer, we can send a statement. We will consider trade-outs, pending approval. If you would like to meet with our new general manager, Mr. Aaron Owen, please let me know and he would be happy to schedule a time to meet with you.

Need more information or want to discuss a trade? Contact:

Sherry Montgomery
Ozark Empire Fair
Phone: 417.833.2660 ext 234
Email: sherry@ozarkempirefair.com



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Official Sponsor Representative Signature & Title

- Check Enclosed
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- Send a Statement CVV or VIN CODE# _____
- Trade Agreement, must be approved.

Please contact Sherry Montgomery 417-833-2660 ext 234

Proposed Trade

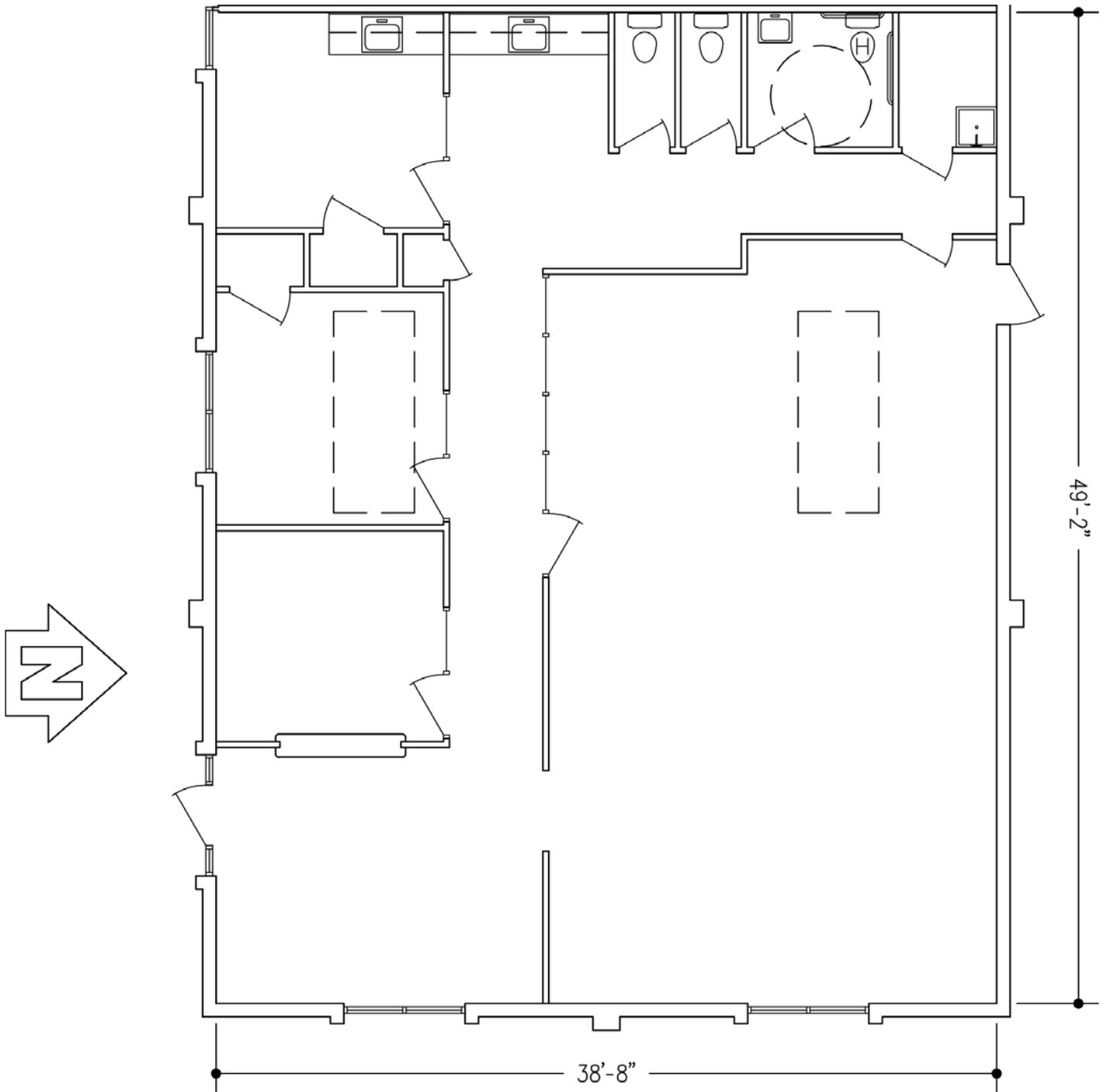
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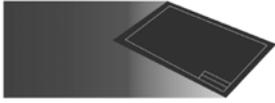
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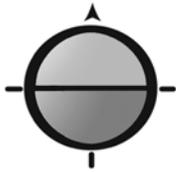
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