



MINNESOTA
CONSTRUCTION
ASSOCIATION

CONSTRUCTION VIEWS

APRIL 2019

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Join us network with industry leaders, engage in competitive and developmental activities and win cash prizes at the Annual MCA Leadership Training Academy and Construct*ium Student Pentathlon.

The 2019 Leadership Academy will be held at Graduate Minneapolis on Tuesday, April 23th from 7:30 am - 2:30 pm.

The Academy will include:

- Integrated Project Delivery: Who is doing it, how it is working and how it will change the way projects are delivered
- Leadership Lessons from Senior Leaders: What I wish I knew then that I know now
- Keynote Speaker: *The Mindset for Success: Activate Your Emotional Intelligence & Take Your Career to the Next Level* presented by Pam Borton
- Pentathlon Contests
- Construct*ium Future Leaders Challenge Awards Presentation

When: Tuesday, April 23, 2019 from 7:30 am - 2:30 pm

Where: Graduate Minneapolis, 615 Washington Ave SE, Minneapolis, MN 55414

More Info: www.mnconstruction.org/events/leadership/ or www.constructium.org/leadership-training-academy.html

► **See list of sponsors on page 4**

Mission: The Minnesota Construction Association fosters education, recognition and networking for all industry professionals who collaborate, plan, create and sustain best construction practices.

Vision: The collaborative place for the building industry.

Education. Recognition. Networking.



PRESIDENT'S COLUMN

Paul Almen
Ryan Companies US, Inc.

I can't believe it's April! Spring is here! For me, watching the snow melt is cathartic, especially this winter because it felt like it would never end. The snowy weather impacted everyone including the MCA; for the first time ever, we had to reschedule the Awards of Excellence due to the extremely cold temperatures.

As the snow melts and we prepare for the busy time of the year, we should reflect on what we have accomplished to become more successful.

First, becoming active in the MCA has made a real difference. Participation in the MCA has opened numerous doors, built relationships, and provided opportunities to improve leadership and public speaking skills.

Next, on March 6, 2019, we held our annual Awards of Excellence Gala. Despite rescheduling the event, we had an excellent turnout. It's always nice to see everyone and catch up on what everyone is doing. Congratulations to all the wonderful projects and teams that won awards. Your involvement in the MCA helps makes you and the construction industry stronger.

Also, over the next three months there are several events you can take advantage of that will provide opportunities for growth, learning, and networking. The Leadership Academy will be held Tuesday, April 23 at the Graduate Hotel Minneapolis. This event will provide valuable educational opportunities. Paul Kalias of Doran Companies will moderate a panel consisting of Dan Juntunen, Bob Gardner, and Fred King. They will discuss leadership lessons learned over the course of their illustrious careers. I will moderate a panel that includes Will Lichtieg, Mark Kalas, Klaus Lemke, and Jason Klous on Integrated Project Delivery or IPD. The keynote address will be given by Pam Borton, former Gophers Women's Basketball coach. In addition, college students will compete for cash prizes in six competitions. We hope all of you can join us for this wonderful event.

On May 22, 2019 we will host our annual Saints Game Networking Event. Space is limited so don't miss out.

Another upcoming event is the ever-popular Scholarship Golf Tournament at Deer Run Golf Club on June 5, 2019. This is a noteworthy event that sells out every year. Please plan to attend and sponsor.

In addition to these events, we would love to hear from you. Please share your company news with us. We will include your latest highlights in our quarterly newsletter. As always, the MCA's website contains all the information on upcoming events. Please visit at www.mnconstruction.org. I hope you get involved and join us for education and networking.

MCA 2019 BOARD OF DIRECTORS

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Jenny Wothe
Executive Director



MINNESOTA CONSTRUCTION ASSOCIATION

Education. Recognition. Networking.

Please help MCA welcome our newest MEMBERS:

GREINER CONSTRUCTION

Greiner Construction is a commercial general contractor for tenant interiors, new construction and building repurposing.

greinermn.com

BAUER DESIGN BUILD

Bauer Design Build is a family-focused general contracting company with Big Business Design & Construction Capabilities that offers a professional, efficient, profitable and fun environment that creates opportunities for growth through client satisfaction.

bauerdesignbuild.com

MEYER CONTRACTING, INC.

Meyer Contracting is a MBE, Native American firm with over 30 years of construction experience in Earthwork, Utilities, Piling, Demolition & Concrete Structures. Meyer excels in problem solving and value engineering while focusing on accelerate schedules and reduced risk all while saving their clients time and money. At Meyer Contracting, their goal is to blend knowledge and experience and apply it to every job; giving each client and project the benefit of the "Sum of All of Us".

meyerci.com

Please help MCA welcome our newest STUDENT MEMBERS:

DUNWOODY COLLEGE

Carlos Acosta

UNIVERSITY OF MINNESOTA

Laura Braley

CALENDAR OF EVENTS

TUESDAY, APRIL 23

The Leadership Training Academy/
Construct*ium

WEDNESDAY, MAY 22

St. Paul Saints Game at CHS Field

MAY

Subcontractor Secrets You Should
Know - A Panel Discussion of Subs

WEDNESDAY, JUNE 5

Golf Tournament at Deer Run

THURSDAY, AUGUST 8

Boat Cruise on Lake Minnetonka

MID-SEPTEMBER

Member Breakfast Hosted by TBA

THURSDAY, SEPTEMBER 19

Happy Hour at Brewery

SEPTEMBER

Construction Contracts and Your
Pocketbook - 10 Most Common Pitfalls

OCTOBER

Construction Industry Forecast -
The State of the MN Economy

WEDNESDAY, OCTOBER 16

2nd Annual Sporting Clay Shoot

WEDNESDAY, NOVEMBER 6

6th Annual Soiree at Minneapolis
Marriott West

TBD

Happy Hour at Brewery

Visit www.mnconstruction.org for more
information and to register today!



MCA & Construct*ium Thank Our Generous Sponsors!

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- Wells Concrete

PLATINUM SPONSOR

- Procore

CONSTRUCT*IUM FUTURE LEADERS CHALLENGE SPONSORS

- FreeForm Presentation
Competition - Gardner Builders
- Job Interview - KOMA
- Leadership Lounge -
Kraus-Anderson
- Negotiation Competition -
Adolfson & Peterson
- Pursuit Competition -
Ryan Companies
- Table Topics Event - Loeffler
Construction & Consulting

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- United States Mechanical, Inc.

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- Lommen Abdo, P.A.
- Loucks
- Minnesota Builders Exchange
- Rochon Corporation
- Ruehl + Associates
- SitesForBuilders.com
- Sonus Interiors
- The Boldt Company
- Thompson Tarasek
Lee-O'Halloran PLLC

SUPPORTER

- Braun Intertec Corporation
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- Merchant's Bank
- Orion Search Group

AV SUPPORT:

- WEXTECH



photo credit: <http://saintsbaseball.com/>

Saints Game Networking Event – May 22

Join fellow MCA members on Wednesday, May 22 for the St. Paul Saints Game Networking Event! This is your chance to see the new stadium. MCA has reserved the Craft Beer Corner for the event. The ticket price includes a game ticket, meal and one beverage ticket.

Gates and the Craft Beer Corner open at 11:35 am; Game begins at 1:05 pm.

Registration April 15 - May 3:

- Member \$55
- Non-member \$70

REGISTER TODAY!

Tickets will be distributed before the event by mail to the address provided on your registration form.

Sponsorship Opportunities:

- Food and Beverage Sponsor (8) \$150/each

THANKS TO OUR GENEROUS SPONSORS!

- American Engineering Testing
- Carciofini Company
- Kendell
- RJM Construction

NEWS RELEASE!



Welcome Jenny Wothe, Executive Director of the Minnesota Construction Association.

On behalf of the MCA Board of Directors and the MCA Membership Committee I would like to welcome and introduce Jenny Wothe, as the new Executive Director of the MCA!

Jenny has been an employee of the Harrington Company for just over a year. She was hired with 18 years of experience at state and local government, in addition to non-profit groups. Jenny enjoys the governance aspect (bylaws, policies, etc.) of her role when working with associations... maybe a little something to do with her childhood dream of becoming a lawyer?!

She says what she likes most about working with associations is that no two days are ever the same and there are always multiple projects with varying deadlines. Jenny loves to see the success of a project or event that she was part of with the help of volunteers.

When not dotting I's and crossing T's for the associations she manages, she is a wife and a mom. She and her husband have two teenage boys and two hunting dogs. When not attending school sporting events, her family spends time camping and fishing together. When Jenny has some time to herself, she loves to cook!

If you have questions for Jenny in regards to upcoming events, volunteer opportunities, or just want to say hi and introduce yourself, her contact information is below.

Jenny Wothe | (952) 928-4646
jwothe@harringtoncompany.com or
info@mnconstruction.org

On behalf of the MCA Board of Directors and all members, we thank Corinna Hastings for her 13 years of service as executive director. We are excited for the future with our new executive director, Jenny Wothe.

Sincerely,
Heather Grazzini- Sims
Chair of Membership Committee
MCA Vice President

CELEBRATING THE MCA 2019 Awards of Excellence

MCA THANKS OUR 2019 AWARDS OF EXCELLENCE SPONSORS

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GENERAL CONTRACTOR OF THE YEAR
Greiner Construction



SUB-CONTRACTOR OF THE YEAR
Atomic Recycling, LLC



SERVICE PROVIDER OF THE YEAR
Braun Intertec Corporation



DESIGN PROFESSIONAL OF THE YEAR
BKBM



MEMBER OF THE YEAR
Heather Grazzini-Sims

Awards of Excellence Winners



New Construction
Total Value Under \$15,000,000
College of Saint Benedict
Athletic Complex
Terra Construction



New Construction
Total Value Over \$15,000,000
Kraus-Anderson
Headquarters Office
Kraus-Anderson



**Renovation, Expansion, Or Tenant
Improvement Project**
College of St. Benedict Caedmon,
Wendelin and Artisan
Studios Renovation
Donlar Construction



Government Construction Project
Sherburne County Court Addition
Adolfson & Peterson Construction



Green/Sustainable Project
Minnesota DNR Glenwood
Area Fisheries
Kraus-Anderson



**Research, Innovation or Use
of Technology**
Re-Installation of Tableau -
A Native American Mosaic
Inspec, Inc.
Engineers/Architects/Consultants



**Subcontractor/
Specialty Contractor Project**
Pentair
Empirehouse



MCA Choice Award
Treasure Island Center
RJM Construction

Register Today for the 2019 MCA Scholarship Golf Tournament!

EVENT INFORMATION

Wednesday, June 5, 2019 | 11:00 AM - 6:00 PM

Deer Run Golf Club | 8661 Deer Run Drive, Victoria, MN 55386



[Click here](#) for additional information and to register today!

Back by popular demand - the MCA Scholarship Golf Tournament returns to Deer Run Golf Club on Wednesday, June 5, 2019.

► REGISTRATION AND CANCELLATION DEADLINE IS MAY 17, 2019

Don't miss the opportunity to join fellow construction industry professionals for a great day of golf at the course that was voted "Best Public Golf Course in Minnesota" by WCCO viewers!

FEES: Cost Per Person (\$175*)

Dinner Only: \$25 | Lunch Only: \$15

*Golfer fee includes: driving range, putting green, round of golf, golf cart, box lunch, happy hour, steak dinner and awards ceremony

► SPONSORSHIP OPPORTUNITIES ARE AVAILABLE!

As a non-profit organization, we are asking for support from MCA members and local businesses to offset the costs of this tournament. We invite you to be a part of this event, which will provide you with an excellent opportunity to promote your organization's services to the construction industry in Minnesota.

- Event Sponsor (Limited up to 6) - **SOLD OUT**
- Premium Hole Sponsor (Limited number available) - **SOLD OUT**
- Hole Sponsor (Limited number available) - **SOLD OUT**
- Registration Table Sponsor - **SOLD OUT**
- Putting Green Sponsor (Limited to 1) - \$260
- Dinner Sponsor (Limited to 3) - \$260
- Driving Range Sponsor (Limited to 3) - \$260
- GPS Golf Cart Sponsor - \$260
- Happy Hour Sponsor (Limited to 3) - \$260
- Lunch Sponsor (Limited to 3) - \$155

MANY THANKS TO OUR 2019 SPONSORS FOR THEIR GENEROUS SUPPORT!

EVENT SPONSOR



PREMIUM HOLE SPONSORS

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- Rachel Contracting
- Ryan Companies US, Inc.
- Sonus Interiors
- Terra Construction
- Versacon, Inc.
- WTG Terrazzo & Tile, Inc.

HOLE SPONSOR

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- Kline-Johnson

REGISTRATION TABLE SPONSOR

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DINNER SPONSOR

- Orion Search Group
- Clean Response

LUNCH SPONSOR

- Carciofini Company
- Terracon Consultants, Inc.

MEMBER TO MEMBER



To meet the ongoing growing demand for more healthy eating choices and organic foods, Valley Natural Food's (VNF) has expanded its grocery and retail operation in Burnsville, Minn. The \$8.2 million project was constructed by Kraus-Anderson and designed by Wilkus Architects.

The 24,000-square-foot remodel includes the 2017 acquisition of a building adjacent to VNF's existing 16,000-square-foot retail center. The new building, which contains some of the latest technology in energy-efficient equipment, was renovated to add 8,000 square feet of

grocery operations, including 3,000 square feet of retail space. Existing employees will staff the new facility.

A grand opening ceremony is scheduled for 4:00 – 7:00 p.m., Thursday January 17, 2019 at 13750 Country Road 11 in Burnsville. The event will feature local farmers and vendors, and will include a dedication of the Susan McGaughey Education Room, named in honor of VNF's former general manager of 37 years.

For more than 40 years, VNF has served the southern Twin Cities metro with organic, local and natural products within its grocery, produce, meat and deli departments, and full-

service wellness department. VNF's co-op, which is owned by more than 12,000 owners, features a new deli, fresh food departments and burrito bar.

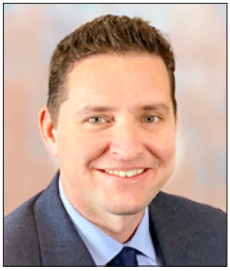
In addition, VNF has extended its hours to 8:00 a.m. – 9:00 p.m. daily to provide a new weekend brunch, catering service, community gathering space with increased seating area and education room for cooking classes.

In 2011, VNF started Valley's Own™ Bakehouse, a gluten-free bakery in Burnsville founded on the belief that everyone should be able to enjoy great tasting baked goods. Valley's Own™ satisfies a growing need for gluten-free products that are produced in a safe facility and are handcrafted from carefully sourced ingredients

Valley Natural Foods

Since 1977, Valley Natural Foods (www.ValleyNaturalFoods.com) has served the southern Twin Cities metro with a healthy, broad selection of organic, local and wellness products. With a mission for a healthy community and values of F.R.E.S.H. (Family, Relationships, Education, Sustainability, Health), the co-op connects the community with local producers. Valley Natural Foods is based in Burnsville, Minn. and is owned by more than 12,000 owners.

Established in 1897, **Kraus-Anderson® Construction Company** (www.krausanderson.com) is one of the nation's premier commercial general contractors and construction managers. Kraus-Anderson, an EOE AA M/F/Vet/Disability employer, is headquartered in Minneapolis, Minn. and has regional offices in Madison, Wis., Bismarck, N.D., and Duluth, Bemidji and Rochester Minn. ♦



Kraus-Anderson (KA) Development Company has hired **Timothy Marco** as director of development.

KA Development

is an integrated approach to grow the KA's portfolio and address the market's expanding and dynamic commercial real estate activity.

"Tim brings to KA Development multi-faceted expertise in commercial development, financial analysis, project leasing and asset management," said Matt Alexander, senior vice president of Kraus-Anderson Development Company. "He has a unique skill set and a successful track record of getting deals done."

Marco previously served as director of real estate for the YMCA of the Greater Twin Cities. He also was the vice president of development for Cardon Development Group, and the vice president of real estate and public affairs for Clear Channel Outdoor.

Marco earned his B.B.A. in Finance from the University of Wisconsin - Eau Claire. He currently serves on the Prior Lake Economic Development Advisory Committee.

Kraus-Anderson Development Company, part of the family of Kraus-Anderson Companies, is a comprehensive real estate services provider with expertise in site selection, master planning, land and building acquisition, financing, facilitation of municipal processes and entitlements, portfolio and property management and leasing. ♦



The Wisconsin-based law firm DeWitt Ross & Stevens S.C., and its Minnesota affiliate DeWitt Mackall

Crouse & Moore S.C., announced today they have reorganized to **DeWitt LLP (DeWitt)**, effective January 1, 2019.

"Reorganizing our two entities into DeWitt LLP follows our strategic business goals and is also conducive to a more effective branding strategy by creating a consistent corporate identity across our markets," said Bradley C. Fulton – President & Managing Partner of DeWitt.

During the past several years the firm has expanded its practice into Minnesota and grown its Metro Milwaukee office to one of the largest in Waukesha County. Founded in 1903, Dewitt is the oldest law firm in Madison, Wisconsin. While the firm's name is changing, its commitment to its clients' success remains the same.

Fulton notes, "In addition to the strong business reasons for reorganizing, we also recognize that the old-school tradition of long law firm names simply doesn't match what consumers prefer: short brand names that are more memorable."

DeWitt LLP, is one of the largest law firms based in Wisconsin, with an additional presence in Minnesota. It has nearly 140 attorneys practicing in Madison and Metropolitan Milwaukee, Wisconsin, and Minneapolis, Minnesota, in a variety of legal areas and has the experience to service clients of all scopes and sizes. The firm is known for its work in several areas, including civil rights litigation, corporate law, employment, environmental, employee benefits, estate planning, family law, government relations, health care, intellectual property, patents, trademarks and copyright law, litigation, personal injury, real estate, and tax law. ♦

Kraus-Anderson Construction Company (KA) has hired **Megan Barnett-Livgard** as Director of Business Development in the company's Minneapolis office.

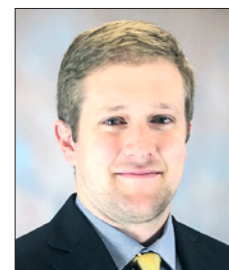
Barnett-Livgard comes to KA with an extensive background in economic development and cultivating partnerships both in the public and private sectors. Most recently she served as director of business investment at GREATER MSP, where she managed business attraction and retention work, including identifying new market strategies and initiatives, lead generation, and increasing local, national and global market visits. Barnett-Livgard also held business and economic development and planning positions with the City of Monticello, City of Ramsey and Shade Tree Companies.



Barnett-Livgard earned her B.A. in Local and Urban Affairs at St. Cloud State University. She is a Certified Economic Developer

(CEcD) and holds an Economic Development Finance Professional Certification (EDFP) from the National Development Council.

Barnett-Livgard is the board president of the Economic Development Association of Minnesota and has served on the board of the Wright County Economic Development Partnership and on the partner advisory board of GREATER MSP. She is a member of the Minnesota Commercial Association of Realtors (MNCAR), Commercial Real Estate Development Association (NAIOP), American Planning Association (APA), Central MN Manufacturers Association (CMMMA) and Mid America Economic Development Council.



Kraus-Anderson also hired **Mark Oelrich** and **Kirk Moleski** as project managers. Oelrich previously served as project manager for CSM

Corporation in Minneapolis, where he oversaw national hospitality construction projects. He received his Construction Management degree from Minnesota State University-Mankato. Moleski is a 30-year



construction industry veteran who most recently served as a project manager for Golden Valley-based Benson Orth, where

he oversaw projects in numerous industry sectors. He received his B.S in Construction Administration from the University of Wisconsin – Madison. Both Oelrich and Moleski hold LEED AP BD+C certifications. ♦

Beth Nde of Adolfson & Peterson Construction, was introduced as President of the Minnesota Builders Exchange Board of Directors at the 131st Annual Meeting of the Minnesota Builders Exchange (MBEX) on Wednesday, January 16, 2019. Nde succeeds Malia Oesterreich of R M S Rentals. Nde has served on the MBEX Board of Directors and has served as Treasurer and Vice President prior to her election as President.

Danielle Dzedzic of Dzedzic Caulking was elected 2019 MBEX Vice President, Erik Molin of Molin Concrete Products Co, was elected 2019 MBEX Treasurer and Tom Getzke, MBEX, was elected Secretary. Elected to new three-year terms as Directors were Ben Newlin, Terra Construction; Erik Molin, Molin Concrete Products Co; Kelli Lind; John A Knutson & Co PLLP.

Other members of the 2019 MBEX Board include: Chris Hauck, PCL Construction Services; Andy Ristrom, Carl Bolander & Sons Co; Patrick Sims, Adolfson & Peterson Construction; Lauren Colbeth, Mortenson Construction; Wally Peterson, Cemstone Products Co; Randy LaFaive, Market & Johnson Inc.

“I am very excited to serve as president in 2019,” said Nde. “One of my key focus areas in 2019 will be to continue our online plan room leadership position by investing every possible resource needed to keep MBEX competitive and relevant. I also have some ambitious goals to help grow MBEX membership throughout the state and region,” she added.

During the MBEX Annual Meeting, Jennifer Crowder of G R Promotions was named the 2018 recipient of the Earl Madison Volunteer of the Year Award, given to the MBEX member who exemplifies volunteer service and promotes the mission of the Minnesota Builders Exchange through active MBEX volunteer participation.

Greg Ochs, Snow-Larson Inc and Oakcrest Building Products, was named the 2018 MBEX Distinguished Member of the Year for his drive and compassion within the construction industry, his volunteer efforts within his local community and his continued commitment to the growth of the Minnesota Builders Exchange.

The Minnesota Builders Exchange is a non-profit construction trade association comprised of firms in the upper-Midwest construction industry. It has provided construction plan and project bidding information to its members since 1888. ♦

Kraus-Anderson Construction (KA) has completed a \$27.4 million indoor activity center for Orono Public Schools. Located at 795 North Old Crystal Bay Rd. in Long Lake, Minn., the Orono Activity Center will provide a 96,296-square-foot recreation center with new indoor facilities and athletic fields for the greater community. Adjoining Orono High School, the indoor center provides new flexible learning spaces for students, additional seating in the high school’s main gymnasium, and recreational and wellness spaces for athletes of all ages.

An open house is scheduled from 1:00 – 4:00 p.m., Saturday Feb. 2. The Orono Activity Center will open to the public on Sunday, Feb. 3.

Designed by Wold Architects, the center’s fieldhouse features five multipurpose courts that can be used to accommodate basketball, volleyball, pickleball, tennis, baseball and softball, and can be set up to include golf cages and an indoor long jump pit, along with turf storage for roll out turf to cover portions of the floor.

The three-story building also features a 3,400-square-foot weight room and training facility and 2,000-square-foot cardio room, a running track that extends around the five courts, an





elevated 9-foot-wide walking track, locker rooms and concessions.

Affordable community memberships for residents and non-residents are available at <https://orono.k12.mn.us/orono-activities-center/>. ♦



WTG Terrazzo & Tile, Inc., is pleased to announce the promotions of **Sarah Allord & Chris Wallace** to Project Manager. Sarah has been with WTG since 2014. Chris has been with WTG since 2017. We know that each of them bring great attributes that will help to better our service to our clients. We are excited for what the future brings for both Sarah & Chris at WTG in 2019 and beyond! ♦

Avani Living, a 180,000-square-foot mixed-use development featuring 107 units of contemporary apartments, has opened in the heart



of Rochester, Minn. Avani Living is managed by Miracle Market LLC.

The 5-story development located at 1620 Center Street West in Rochester, Minn. was built by **Kraus-Anderson Construction** and includes residential atop a Fresh Thyme Farmers Market grocery and liquor center, café, cleaners, salon and heated underground parking.

Designed by Kaas Wilson Architects, the urban community features a club-quality wellness center, billiards, group workspaces and a furnished rooftop terrace. Created to promote healthy lifestyles, the outdoor living and entertainment space provides opportunities for numerous activities as well as an extension of the wellness center for indoor and outdoor yoga and other health related events.



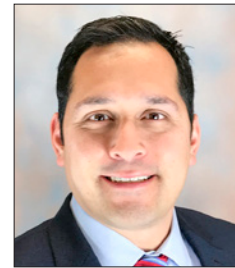
Avani Living was constructed over a portion of original Miracle Mile shopping center, which Kraus-Anderson built in 1952. ♦

Kraus-Anderson Construction (KA) has promoted **Erika Flores** to senior project manager, **John Nordby** to project manager, and **Joshua Carr** and **Danielle Champagne** to assistant project managers. All employees work in the company's Minneapolis office.



Erika Flores has overseen projects in the construction industry for more than 20 years. She joined KA in 2016 and has recently

served as a project manager. She has worked on projects in numerous industries, including manufacturing and high-tech, government, education, retail and recreation. Flores earned her B.S. in Construction Management from Colorado State University, Fort Collins, Colo. She is a LEED Green Associate.



John Nordby has been an assistant project manager since joining KA in November 2017. He received his B.S. in Construction Management

from the University of Wisconsin – Stout, Menomonie, Wis.



Joshua Carr has held internship positions with KA before becoming a project engineer in 2016. He graduated from the University

of Wisconsin – Stout, Menomonie, Wis. with a B.S. in Construction Management.

Danielle Champagne joined KA in 2015 as a project coordinator and



has served as a project engineer since 2017. She earned her B.D. in Architecture from the University of Minnesota, Minneapolis. ♦

DeWitt LLP (DeWitt) today announced its partner Christopher M. Scherer, Co-Chair of DeWitt's Intellectual Property (IP) Group, was recognized by Lexology in its 2019 Client Choice Awards – Excellence in Client Service.

The Client Choice Awards recognize those partners around the world that stand apart for the excellent client service they provide. The criteria for the awards focus on the ability to add real value to clients' businesses, above and beyond other players in the market. Uniquely, these awards survey senior corporate counsel only, with this year's winners chosen from a pool of more than 2,000 individual client assessments. Client Choice Awards recognized 369 winners across 67 jurisdictions worldwide, which included 160 winners across 30 U.S. states and four Canadian provinces.

Scherer is the Co-Chair of DeWitt's IP Group. His domestic and international practice involves all facets of IP law, especially patent and trademark prosecution. In particular, he is skilled in electrical and electronic circuits and systems, computer software, medical devices, medical patient monitoring and treatment technology, device fabrication, optical devices and systems, and mechanical devices. Scherer also serves as In-House Corporate Counsel on a contract basis for clients, where he manages IP portfolios, outside counsel and any litigation matters which may arise.

His clients include universities, small and large corporations, privately held businesses, and foreign law firms. He is actively involved in the

International Association for the Protection of Intellectual Property (AIPPI), and serves on the AIPPI-US National Steering Committee. The Executive Committee of AIPPI has also appointed Scherer to its International Standing Committee on the Patent Cooperation Treaty (PCT).

Scherer, who earned his J.D. from the John Marshall Law School, and his B.S. in Electrical Engineering from Marquette University, is a prolific speaker having given dozens of presentations to a variety of groups on the topic of IP law, and created and taught an Intellectual Property Law course in the Marquette College of Engineering. He is a past President of the Wisconsin Intellectual Property Law Association (WIPLA), and he is a member of the American Intellectual Property Law Association (AIPLA), the American Bar Association (ABA) and the Milwaukee Bar Association (MBA). He is admitted to practice in Wisconsin and Illinois.

DeWitt LLP is one of the ten largest law firms based in Wisconsin, with an additional presence in Minnesota. It has nearly 140 attorneys practicing in Madison and Metropolitan Milwaukee, Wisconsin, and Minneapolis, Minnesota, in a variety of legal areas and has the experience to service clients of all scopes and sizes. The firm is known for its work in several areas, including civil rights litigation, construction litigation, corporate law, employment, environmental, employee benefits, estate planning, family law, government relations, health care, intellectual property, patents, trademarks and copyright law, litigation, real estate and tax law. More information is available at dewittllp.com.

Research for the awards begins with a readership survey of in-house counsel subscribers to Lexology, and also gathers feedback at several international in-house counsel events. Clients are asked

to rate individual lawyers and law firms on the following client service criteria: quality of legal advice, commercial awareness, industry knowledge, strategic thinking, billing transparency, tailored fee structures, value for money, responsiveness, effective communication, clarity of documentation, sharing of expertise, appropriate staffing, project management, use of technology, loyalty and ethics. To ensure that the results cannot be influenced, law firms are not informed when this initial round of research is conducted. The results of the survey are used to draw up shortlists for each work area. Shortlisted candidates are then invited to submit up to five referees. The research team conducts follow-up interviews and additional research where necessary. ♦

In recognition of excellent achievements, expertise and volunteerism in the Land Surveying industry, the Minnesota Society of Professional Surveyors (MSPS) honored three members on Feb. 15 during its annual meeting in Brooklyn Park.

Douglas County Surveyor Pat Veraguth was recognized with the Surveyor of the Year Award, which is presented to an active MSPS member for recent and significant contributions of time and talent that benefit the MSPS. In addition to his various volunteer efforts, Veraguth recently took on a challenge spearheading an effort to remonument section corners in the state of Minnesota. Remonumenting means placing a new monument in the same location as where the original government surveyors placed them during Public Land Survey System work from the mid to late 1800s. The Public Land Survey System is the basis for almost every legal description in Minnesota.

St. Cloud Technical & Community College Surveying Instructor Dan Kvaal was recognized with the Wm.

Kelley Memorial Award, which is given to an MSPS member who has contributed greatly to the community. Beyond his teaching duties, Kvaal volunteers with the National Society of Professional Surveyors' Young Surveyors Network (YSN). He has served as YSN president and is a driving force behind the growing success of its events and social media campaigns.

Rick Morey was recognized with the EA Rathbun Memorial Award, which is presented to an active member who has served the MSPS over a long period of time. Morey is a 36-year veteran of the MnDOT surveying community, the last 14 years as the Assistant Director for Surveying and Mapping for the Office of Land Management. He has volunteered for the surveying community in various ways including: chair of the Land Surveyor in Training (LSIT) Committee, judge on the Future Cities Competition, proctor for the Certified Survey Technician exam, and a member for the Government Relations Committee for 12 years, 10 of which were as chair.

"Dan, Pat and Rick are three great ambassadors of the 500-plus MSPS members who ensure the accuracy of property boundaries, construction projects, mapmaking and much more around Minnesota," said MSPS President Chris Mavis. "Every Minnesotan comes in contact with the work of professional surveyors dozens of times each day, whether it's in their homes, on the roads they drive, the bridges they cross and so on."

MSPS members combine traditional land surveying methods with new technologies that include GPS, 3D laser scanning, robotic total stations, drones, digital photography and other equipment. Additional information about surveying, including careers, can be found at www.mnsurveyor.com, or by calling the MSPS office toll-free at 800-890-LAND (5263).

For additional information: Mr. Chris Mavis, President of the Minnesota Society of Professional Surveyors, at 952-941-3491. ♦



Kraus-Anderson Financial Services Group, Inc. (KAFS)

has promoted attorney **Peter Diessner** to vice president. He will oversee the

financial analysis, underwriting, due diligence, and sourcing and funding of debt and equity for Kraus-Anderson's existing and prospective portfolio of real estate.

Prior to joining KAFS in May 2018 as director, Diessner was a Twin Cities real estate attorney at Fredrikson & Byron, and most recently at Speeter & Johnson. He focused his practice on complex transactions and litigation involving real estate.

"Pete's legal and finance backgrounds provide a thorough understanding and well-rounded perspective of real estate deals," said Bruce Engelsma, CEO and chairman of Kraus-Anderson Companies.

Diessner received his J.D. from the William Mitchell College of Law and his B.A. in Financial Economics from Gustavus Adolphus College. He is a member of the Hennepin County Bar Association and holds a certification from the National Institute of Trial Advocacy (NITA). Diessner also is a MSBA Certified Real Property Law Specialist and was selected as a "Rising Star" by Minnesota Super Lawyers in 2017 and 2018, an honor earned by only 2.5 percent of eligible attorneys.

Kraus-Anderson Mortgage Company was established in 1973, originally to coordinate excess funds and funding needs for Kraus-Anderson-related companies. Kraus-Anderson Financial Services Group, Inc. today works closely with Kraus-Anderson Development

to provide financial resources for KA interests and partners. KAFS is affiliated with the Minneapolis-based Kraus-Anderson family of operations, including integrated construction management, real estate development and insurance. KA, an Affirmative Action, Equal Employment Opportunity Employer, has regional offices in Madison, Wis., Bismarck, N.D., and Duluth, Bemidji and Rochester Minn. ♦

Good accounting systems and practices are important tools for managing any construction business. Given the uncertainty in the construction industry, it is particularly important to monitor job performance, control costs, improve profitability and manage cash flow. To help our construction clients, prospects and others better understand the basic accounting procedures, we have provided the guide below:

Construction accounting is different from other types of accounting because of the long-term nature of many contracts. In a typical business, revenues are recorded when they are earned and expenses are recorded when they are incurred. This generally happens at the time an exchange occurs. However, with a long-term construction contract, this may last for several months or even years, waiting until an exchange occurs. This may result in misleading financial information. In order to present an accurate reflection of the company's finances, there are two options to recognize construction revenue and costs.

Completed Contract. As the name suggests, the completed contract method does not recognize revenues or expense until a project is substantially complete. In a simple example, a construction company enters into a \$100,000 contract in June 2017. The job is expected to be completed in May 2018 at a cost of \$80,000. Using the completed contract method, the company would

recognize all revenue and expense in 2018, regardless of actual costs incurred during 2017. The completed contract method is typically only used for short-term contracts or when contract costs are difficult to estimate.

Percentage of Completion. Under the percentage of completion method, revenue and costs are recognized as a contract progresses toward completion. Most construction companies, with long-term contracts, should use this method. Using the contract example from above, assume the company has incurred and recognized \$32,000 of costs as of the end of 2017, the project is considered to be 40 percent complete. Thus, the company would also recognize 40 percent of the total expected revenue, or \$40,000.

These two methods are not interchangeable. Once an accounting method has been chosen, it must be applied consistently to all similar contracts.

TO LEARN MORE, READ REVENUE RECOGNITION – 5 ITEMS AFFECTING THE CONSTRUCTION INDUSTRY.

JOB COSTS

All construction jobs have direct and indirect costs associated with them. Direct costs include labor, subcontract expense, materials, equipment, and tools. Since these costs are directly related to a project, it is easy to allocate them. Indirect costs are those benefiting more than one job, such as insurance, supervisor wages, rent and utilities. A construction company needs a reliable method for allocating these indirect costs to the various jobs that they benefit. An accurate allocation method will lead to a more realistic representation of job costs and profitability.

CASH FLOW MANAGEMENT

A construction company owner should always consider ways to improve cash flow when negotiating contracts, specifically retainages,

payment terms and penalties for late payments. Ensure invoices and change orders are processed and sent quickly. Consider shortening payment terms with customers or offering a discount for prompt or accelerated payment. Effective cash management is essential to maintaining a construction company's overall financial health and plays a vital role in the success of the business.

QUESTIONS?

Industry knowledge and close collaboration are instrumental in providing our construction clients with the insight and awareness to make the best business decisions and seize growth opportunities. Smith Schafer is a recognized leader in providing accounting and consulting services to the construction industry since 1971. We have a team of experts, focused on working with the construction industry, and committed to helping our clients succeed. If you have questions about improving your business model, implementing an accounting practice or tax planning strategies to improve operations, Smith Schafer can help. For additional information, click here to contact us. We look forward to speaking with you soon. ♦



Gary Benson, **Kraus-Anderson's** director of project planning and development, has been named Outstanding

Benefactor by the Northeast Metro 916 Intermediate School District Education Foundation. The award recognizes Benson for his extraordinary contributions to the foundation and the school district. Most notably, he has obtained more than \$50,000 in donations to the foundation in the past eight years.

The 916 Education Foundation (www.916educationfoundation.org)

is a nonprofit organization that helps the students, teachers and member districts of Northeast Metro 916 excel in programs that are not funded by public tax revenues. The foundation has supported the district for more than 25 years, and over the last five years has awarded more than a half a million dollars in scholarships and grants for students and teachers.

Benson has served on the foundation's board since 1995 and has held numerous leadership positions including board president.

Benson is the vice chair of the board of the Minnesota Higher Education Facilities Authority (MHEFA) and is a member of the Minnesota Association of School Administrators, Minnesota Association of School Business Officials and Minnesota School Boards Association. He received his B.A. in Mathematics and Economics from Augsburg College and his M.S. in Industrial Engineering from the University of Minnesota. ♦

Kraus-Anderson has completed construction of a 19,600-square-foot addition to University Enterprise Laboratories (UEL), a growing biotech incubator founded in 2003 as a partnership between the U of M and the City of Saint Paul.

Designed by Minneapolis-based Alliance, the \$6.4 million, 19,600-square-foot expansion adds 18 laboratories and a new mezzanine inside the existing building located at 1000 Westgate Drive in the Midway neighborhood of St. Paul.

Kraus-Anderson, which has decades of experience in the medical industry building laboratories and research facilities, hospitals and clinics, renovated the original 125,000-square-foot Target warehouse in 2005.

Former Mayor Randy Kelly's vision was to develop Saint Paul's Bioscience Zone into a full-blown research park to support the development of a large number of new companies in



the burgeoning field of life sciences, biomedical and technology.

Today the incubator is home to 35 young bioscience companies that share common lab space and participate in programs to help them along the path to market success. UEL's many services include wet labs and conference space, as well as living units for the observation of human response to new medicines and treatments and for 24/7 operation and food service capabilities. UEL also helps start-ups form partnerships and connections to the thriving entrepreneurial ecosystem in Minnesota. ♦

Kraus-Anderson (KA) has hired **Anita Kroma** as project manager; **Pat Bultman, Cory Hines** and **Greg Smoczyk**, as superintendents; and **Scott Clancy** as assistant project manager. All work in KA's Minneapolis office.

Anita Kroma has 20 years of experience in planning, design and construction management. Most recently, she was a project manager with Anderson Companies in St. Louis Park, Minn. and Cushman Wakefield in Bloomington, Minn. She earned her Bachelor of Interior Design from Boston Architectural College, Boston, Mass. Kroma hold an Interior Design certification.

Prior to joining KA, Pat Bultman was a field superintendent for TRK Construction in Kansas City, Mo. He graduated from Minnesota Riverland Technical College.

Cory Hines has worked in the construction industry for more

than 10 years, previously serving as a general foreman with Morcon Construction of Fridley, Minn.

Greg Smoczyk was a foreman at A. Guenther & Sons and a superintendent for Dell Construction in Eau Claire, Wis.

Scott Clancy comes to KA from Mortenson Construction, where he was a project engineer. He received his B.S. in Construction Management from Colorado State University, Fort Collins, Colo. ♦



OlympiaTech Electric, a full-service commercial electrical contractor based in Minneapolis, MN, has appointed **Seaen**

Kosmides as the company's chief executive officer. Ms. Kosmides has been with OlympiaTech full-time since 2001 and has held the role of vice president for the last eight years. She brings a wealth of knowledge and a diverse background to her new role of CEO having strategic leadership experience that spans finance, investments, operations management, human resources, safety, technology systems, and entrepreneurship.

Seaen joined her brother Paul Kosmides as a co-owner and partner in the business in 2013, which was founded by their father George Kosmides in 1964. Paul Kosmides has served as president of OlympiaTech for the last 20 years and will continue

to work in that capacity. He will also serve as special advisor to the CEO, supporting Ms. Kosmides as she transitions into her new role.

"I'm very excited to announce Seaen's appointment as CEO" said Paul Kosmides. "I can't think of a better individual to lead OlympiaTech into its next chapter."

In addition to its CEO appointment, OlympiaTech announced that it will move forward as a woman-owned business as Ms. Kosmides recently became the majority owner of the company.

"This is a huge milestone for OlympiaTech that will allow us to fulfill our commitment to fostering diversity and will also allow us to better serve our client partners by helping them achieve their diversity and inclusion initiatives" stated Seaen Kosmides.

Outside of her role at OlympiaTech, Ms. Kosmides is an active member of the National Electrical Contractors Association (NECA) and serves on the Minneapolis NECA Chapter Board of Directors. She is the chair of Women in NECA – Twin Cities, a group she founded in June of 2017 to engage, educate, and energize women involved in the electrical construction industry. Seaen is an active member of the Minnesota Subcontractors Association (MSA) and the National Association of Women in Construction (NAWIC) and also serves on the board of directors for her neighborhood association.

OlympiaTech Electric is a full-service electrical contracting firm providing design build, construction, and maintenance services to commercial developers, general contractors, and property owners. Since 1964, OlympiaTech Electric has been a family-owned and operated business dedicated to quality and excellence in the design, installation, and service of complete electrical systems. OlympiaTech has been an

employer of IBEW electricians since its inception over 50 years ago and is a member of the National Electrical Contractors Association (NECA) which provides access to the best education, training, and resources available in the industry including access to a vast national network of electrical partners. OlympiaTech provides its services in several market sectors including corporate office, light industrial, manufacturing, mission critical, healthcare, education, worship, community, multi-family, retail, and hospitality.

For more information on OlympiaTech Electric, please visit www.olympiotech.net. ♦

Spero Academy's Director Chipp Windham was recently invited to present their building, along with being recognized as one of the top 5 Educational projects for innovative design work in an Educational setting at the 2019 SXSW Conference in Austin, TX.

SXSW (South by Southwest) is a tool for creative people to develop their careers by bringing together people from around the globe to meet, learn and share ideas. (And maybe have a few once-in-a-lifetime experiences.) ~Roland Swenson, SXSW Managing Director

This 64,000 SF, K-8 Charter School is located in NE Minneapolis and was built with much thought and intention for the student population that it serves. Rochon and HDR Architects worked closely with Spero Academy and educational consultants to look at the needs of the students from all angles. Most of the students who attend Spero Academy are on the Autism spectrum, in addition, many have multiple health conditions that require accommodations.

For more information about Spero Academy and the services available to students please visit their website. <http://www.spero.academy>

Rochon is one of Minnesota's leading General Contractors in the education field. With over 4 million square feet of education construction projects completed for K-12 clients, including 1 Million square feet coming from Charter School clients in the Minneapolis-St. Paul Metro area in just the last 8 years. Additionally, Rochon has 7 education projects under contract for 2019. Rochon has positioned itself as a true partner when it comes to helping schools make their vision a reality.



Abra Auto- Maple Grove Oppidan Investments, LLC selected MJM Architects (Nashville, TN) and **Rochon** as its partners for the development of the new single-story, 18,027 sq. ft. masonry structure with steel joist deck and TPO roof. This \$2.5 million-dollar facility will be home to an auto body repair and painting shop with support offices, employee locker room, customer restrooms and lobby. Completion of this new retail/auto repair facility is scheduled for July of 2019.



Work on the new 67,000 SF North Lakes Academy Charter School (NLA) is underway in Forest Lake, MN with a completion date set for December 2019. Until now, North Lakes Academy has functioned as a 5th – 12th grade school, but with the construction of the new K-8



facility, NLA will now be able to serve students for the full K-12 range.

"The most exciting part is just being able to provide the NLA experience all the way through," Executive Director Cam Stottler said. "The families that are currently attending and going through North Lakes have asked for this for years, and their response has been awesome. They can't wait to get their young ones into our school."

Rochon is working with North Lakes Academy and DSGW Architects to construct the new school on a beautiful tree lined property that will provide beautiful year-round views and a nurturing environment for Staff, Students and Visitors.

Emerson School Improvements

Emerson School Improvement project for Minneapolis Public Schools will commence in April. This addition and renovation project will include the new construction of a 9,500 SF precast and steel addition. The remodel phase will involve an interior renovation of approximately 10,000 SF to support additional school functions. The final phase of this \$5.9 million-dollar improvement project focuses on the kitchen facilities and will be completed during the Summer of 2020.

St. Francis High School

Rochon recently began work on the addition and renovation to St. Francis High School in St. Francis, MN. Rochon is working with Wold Architects and BKBM to complete the renovation of the existing high school as well as, the addition of a new fitness center for a project that will total over 303,000 SF. Completion of this project is slated for August 2020

Moreland School

Rochon has secured the contract with West St. Paul-Mendota Heights-Eagan Area Schools and LSE Architects for the addition and renovation work at Moreland Arts & Health Sciences Magnet School located in West St.

Paul, MN. This project will begin in April 2019 and be substantially complete in August of 2019.

The combined square footage of this project is 65,000 SF. New construction includes: New classrooms, new commons area, a new cafeteria and kitchen. Existing classrooms and hallways will be remodeled.

RBC - St. Cloud, MN

Rochon is the selected General Contractor for the 6,000 SF Royal Bank of Canada (RBC) build out in St. Cloud, MN. This project is scheduled to wrap in MONTH. Rochon has experience with other financial institution projects and looks forward to adding RBC to our list of satisfied clients. Previous financial clients include: Landmark Community Bank, Summit Community Bank, First Community Credit Union and U.S. Bancorp.

St. Francis Learning Center

Rochon will be managing the security, entry and interior finish remodeling project for the St. Francis Learning Center this Summer. Work will commence in June and be substantially complete when teachers return in August. Wold Architects and the St. Francis School District on this project.



Northland IV

Work on the 75,000 SF warehouse located at 9200 75th Ave. N in Brooklyn Park is nearing completion. Located just NE the intersection of Interstate 94 and Highway 169, the site is 8.2 acres and one of the last sites remaining in the Northland Interstate Business Park. In addition to the warehouse, Rochon will be handling the build outs for three of the four incoming tenants. The Northland IV warehouse is projected to be 100% occupied by July.



Heywood Garage Modernization

Progress continues on this 2-story precast addition and maintenance garage renovation. Located at the corner of 7th Street North & 8th Ave. N in Minneapolis, the addition phase of the project is approximately 25,000 SF and will be completed in March 2020. LHB Architects and the Met Council round out the team for



the \$9.4 million-dollar addition and renovation project.

Chaska Retail-Hazeltine Plaza

Two stand-alone retail buildings that will soon be home to Chipotle and Starbucks are nearing completion in Chaska, MN. Rochon was selected by TOLD Developments for this 4,400 SF Design-Build project in the highly visible area of Highway 41 and Hazeltine National Golf Club. The retail plaza is also home to a newly constructed Aldi grocery store and is adjacent to a McDonalds, Kohls and Park Dental clinic. Grand Opening for this entire retail plaza is slated for Mid-May.

Rochon Employees Promoted

Briana Fern has been promoted from Project Coordinator to Assistant Project Manager. Briana is experienced in all aspects of project coordination; Briana possesses organization, professional and approachable communication and the ability to maintain detailed focus while assisting her project management team with simultaneous projects. Briana has been involved in projects such as Spero Academy, DaVinci Academy for Arts and Sciences and North Lakes Academy to name a few.

Kaz Hultgren has been promoted from Assistant Project Manager to Project Manager. Kaz studied Construction Management at NDSU and MSU - Moorhead. Kaz plays a crucial role in maintaining communication, contract details, and follow-up with our subcontractors and clients. Kaz has been with Rochon since March of 2017. Some recent projects include: Raceway Business Park Phases I and II as well as, Northland IV and Zachary Lane Retail. ♦

Loucks is excited to announce the promotions of three leaders who consistently provide remarkable site solutions and inspire clients to make the best use of their land.

Max Stanislawski, PLS has been promoted to Director of Surveying. During his twenty-three year career he has worked closely with property owners, real estate attorneys, contractors, and development teams to prepare surveys that support real estate transactions and construction projects of all types. Max's commitment to excellence and demonstrated leadership skills strategically position the firm's land surveying discipline for continued success.

Vicki VanDell, PE is a new shareholder and has been promoted to Associate Engineer. During her twenty-four years in the industry she has successfully led projects in nearly every sector including healthcare, data centers, senior housing, retail, and education. Notably, Vicki has served as lead civil engineer for Minnesota CVS Pharmacy stores since 2009, managing due diligence, site layout, and rw construction efforts.

Trevor Gruys, PE is a new shareholder and has been promoted to Associate Engineer. He provides forward-thinking design solutions across a variety of sectors, including healthcare, corporate and education. Since joining Loucks in 2011, Trevor has managed a wide range of complex projects, including HealthPartners Neuroscience Center, Hennepin Healthcare Clinic & Specialty Center, and Minnehaha Academy.

Please join us in congratulating Max, Vicki and Trevor on their promotions!



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If so, please send all company press releases, announcements and updates to Jenny Wothe, Executive Director and Editor, at info@mnconstruction.org.

MCA

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