

Celebrating 40 Years

1976 - 2016

Annual Report Special Edition



Minnesota/North Dakota Chapter

40TH ANNIVERSARY * 1976 - 2016



Networking Works

JANUARY / FEBRUARY / MARCH

Meet the General Nights

JANUARY

Excellence In Construction Awards Banquet

FEBRUARY

Annual Safety Day

St. Cloud, MN

Ice Fishing Tournament

Waker, MN

MARCH

Legislative Day at the Capitol

(St Paul & Bismarck)

JUNE-AUGUST

Business Development Exchanges

Contractor Mixers and Brewery Tours

JUNE

North Dakota Golf Tournament

JULY

Minnesota Golf Tournament

SEPTEMBER

FEA Sporting Clays Shoots

ABC Planning Session

NOVEMBER

ABC 40th Anniversary & Annual Meeting



EDUCATION & TRAINING

- Training construction professionals
- Educating tomorrow's workforce
- Building bright futures



BUSINESS DEVELOPMENT

- Building relationships
- Delivering member value
- Helping contractors win work



COMMITTED TO SAFETY

- Building safety into every company
- Helping to keep jobsites safe
- Providing the latest in safety practices



GOVERNMENT AFFAIRS

- Fighting for free enterprise
- Influencing & shaping public policy
- Success through open competition





Charter

ABC OF MINNESOTA, INC.

The above named Chapter is hereby authorized to function under the Constitution and Bylaws of the Associated Builders and Contractors, Inc. with all privileges and responsibilities appertaining thereto. Chartered in this year of 1976.

Dainick Brothers & Gilchrist,
T.E. Johnson Co.
Hogmon Construction Co.
McY Construction Co.
Kornat Construction, Inc.
McLaughlin & Schultz, Inc.
W. Hodgman & Sons, Inc.
Buffalo Bituminous, Inc.
Ginger Construction Co.
Deire, Inc.
Hugo Schultz, Inc.
Krause Plumbing & Heating Co., Inc.
Mathison Construction Co.
William Mueller & Sons
Peterson-Madsen Construction
Rapp Construction Co., Inc.
Trevincha Construction Co., Inc.
Willmar Electric Service, Inc.
Modern Building Systems & Supply, Inc.
Marcus Building Systems
Central Air Conditioning & Heating
Jand Contracting Co.
J&B of Willmar, Inc.
Hough Co.
Gibb Construction Co.
Fairway Construction Co.
Venture Sprinkler, Inc.
G.L. Van Deriet & Sons, Inc.
Twin City Electric
Sharp Electric, Inc.
Schild Construction
Pike Plumbing & Heating Co., Inc.
Hass Peters, Inc.
Lindahl Construction Co.
JH-Weg Surfacing Co.

Donald Conway Construction Co.
Arkness Plastering, Inc.
Valley Plumbing & Heating Co.
Tow Brothers Construction
Prinsburg Siding
Plaut & Anderson Co.
Lakehead Electric
W.G. Hauer & Son
J.W. Hanson Construction Co.
Griffith Construction Co.
Bosman Sheet Metal
Western Industrial Contractors
American Refrigeration Contractors, Inc.
Griffin Construction, Inc.
Baker Building & Supply, Inc.
David F. Busicka Excavating
Environmental Air Contractors, Inc.
Continental Construction Co.
Wood-Nelson Co.
Witch Fire Protection, Inc.
Service Oil of Prinsburg, Inc.
New Elm Brick & Tile Yards
Hawcock Concrete Products Co., Inc.
Gerber Industries, Inc.
Deuts & Crow, Inc.
Central Minnesota Fabricating, Inc.
Central Minnesota Concrete, Inc.
Americana, St. Bank of Edina
Citizens State Bank
Cobb, Shreeker, Dumphy & Zimmermann
David Agency
Prinsburg State Bank
Smith, Hendricksen & Thies Chartered
The Travelers Indemnity Co.

From the
1970's



OUTGOING CHAIR BIDS FARWELL TO EVOLVING CHAPTER

Our ABC Chapter in Minnesota/North Dakota has been serving merit shop companies for 40 years. The association offers a wide variety of benefits to its members and creates a value proposition to each member that differs from one company to another.

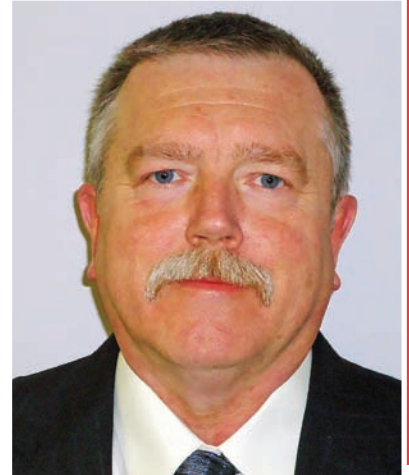
Our company joined the chapter almost 20 years ago. The reason we became a member is not the same reason we continue to be a member today. This variety of benefits and services is what makes our chapter successful as we grow and evolve. Whether you are looking for networking opportunities,

safety services, training, member discount programs, or political advocacy at the state or national level, you will find value in your membership. As our needs as contractors have changed over time, your association has also changed to meet the demands of an ever changing industry.

It has been an honor to serve our members. Thank you for the opportunity!

STEVE KNODE

*A.B. Systems
2016 Chairman*



Past Chairmen

1976-77

WILLIS DUININCK

1978

JOHN F. DUNSER

T.E. Ibberson Co.

1979

LEE KELZENBERG

Buffalo Bituminous, Inc.

1980

JAMES A. DWIRE

Dwire, Inc.

1981

WILLIAM C. MCINEMEY

Mac-in-Emy, Inc.

1982

RALPH S. LEDIN

Anderson Bros. Construction

1983

TERRY KORTHOF

Wright Electric Inc.

1984

DON WINKELMAN

Winkelman Enterprises

1985

JOHN CHAPIN

Willmar Electric Service

1986

JERRY HENDRICKS

G E H construction, Inc.

1987

HERMAN TEWS

Acron Construction Co.

1988

CURT BREKKE

Thermex Corporation

1989

LARRY WHITE

Grand Projects, Inc.

1990

DUANE SCHULTZ

Winkelman Building Corporation

1991

DUANE JAVENS

Javens Mechanical Contracting Co.

1992

LES JONES

Les Jones Roofing, Inc.

1993

JAKE BAUERLY

Bauerly Brothers, Inc.

1994

KELLY TERWISSCHA

TerWisscha Construction, Inc.

1995

GARY WEBER

Advanced Energy Services

1996

DUNNLEY MATTKE

T.E. Ibberson Company

1997

DAVID CHAPIN

Willmar Electric Service, Inc.

1998
JAY VALENTYN

Cedar Lake Electric, Inc.

1999
KEVIN O'BRIEN

Greystone Construction

2000
DALE ZOERB

Building Restoration

2001
BILL FREITAG

Wilcon Construction, Inc.

2002
JIM HOFFMAN

Protouch Painting, Inc.

2003
ROBERT EIDE

Superior Contractors of Rochester

2004
KEITH MCDONALD

Shingobee Builders, Inc.

2005
KENT DURENBERGER

Mid-States Mechanical Services, Inc.

2006
NANCY JONES

Les Jones Roofing, Inc.

2007
BRUCE MARCUS

Marcus Construction Company, Inc.

2008
KARL ENZLER

Wacker Stucco

2009
STEVE KUEPERS

Kuepers, Inc.

2010
MIKE HANSEN

Schwab, LLC

2011
JAY KONING

Gartner Refrigeration Co.

2012
DALE GRUBER

Dale Gruber Construction, Inc.

2013
ROGER GERTKEN

Sand Companies, Inc.

2014
KURT SCEPANIAK

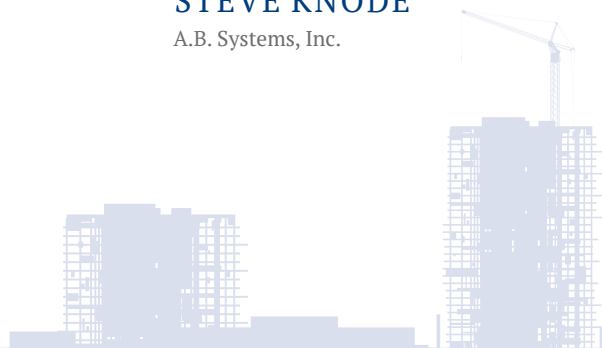
Horizon Roofing, Inc.

2015
CARLA STRUBLE

Electrical Production Services, Inc.

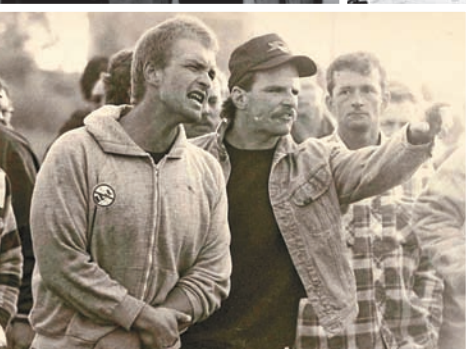
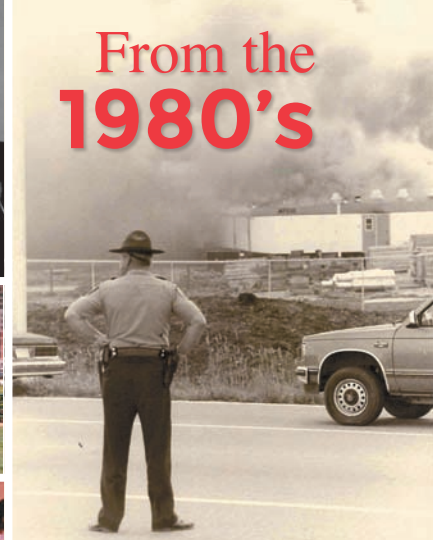
2016
STEVE KNODE

A.B. Systems, Inc.





From the
1980's



WES TAKES LEADERSHIP NATIONAL

40 years ago the leadership of our company, my Great Uncle and Dad, decided to help start an ABC chapter in Minnesota. It is one of the best decisions we made as a company.

This year it has been my honor to serve as the National Chair of ABC. As Chair I have been traveling the country and will visit over 50 of the local chapters. Each stop has given me a great chance to meet up with fellow member all serving and working toward the same cause to advance and defend the principles of the merit shop in the construction industry and to provide members and their employees with an opportunity to succeed.

Our 40 years as members and my year as Chair has given me a good

perspective of the many practical and tangible benefits along with the peace of mind that ABC represents us with excellence in both our nation's capital and state capitals throughout the USA.

Watching ABC members work alongside fellow contractors to provide a safe and productive workplace for all the construction trades in this rewarding career path has also been fun. ABC members are clearly providing a great service not only to our member firms. We are providing a value for our customers and a great place to work.

DAVID CHAPLIN

*Willmar Electric Service Corp.
2016 ABC National Chairman*





ENHANCING SAFETY SERVICES TO SUPPORT MEMBERS:

255 Jobsites inspected by ABC's safety specialist for members dedicated to improving their safety culture.

71 Member companies won a STEP Award recognizing their commitment to a quality safety program.

19 Member companies are part of the ABC-MN OSHA Partnership with four companies reaching the Level 3 Cooperative Compliance Level.

125 Members attended Safety Day to learn best safety practices on the jobsite and ideas to promote a safety culture at their company.

1,500 Craft professionals and construction managers took advantage of our on-demand and contract services using ABC's Safety Specialist.

\$47,000 Grant award from ND Workforce Safety and Insurance that helps fund ABC's safety training classes for second year with hundreds of attendees from construction-related companies.

WORKFORCE DEVELOPMENT & TRAINING PROGRAMS:

\$15,000 Grant awarded by the Trimmer Foundation to launch our Core Construction Training Program: a 120-hour blended online learning program with 23 people registering for first series. The program has evolved to an online/on-demand training that is completed on an individual's own time.

1,500 People trained in multiple construction crafts through our training partners.

250 Instructors serving ABC's Construction Education Foundation (CEF) delivering training programs to craft professionals.

87 Companies using the NCCER curriculum to strengthen craft professional training.

30% Increase in the number of apprentices participating in the CEF's state-approved apprenticeship program.

2 Scholarships of \$1000 awarded by our CEF Trustees to recognize and promote the future of construction.

1 Workforce Development Committee formed to help ABC members recruit, retain and re-train their workforce through the use of industry-wide best practices.

3rd Annual Construction Management Conference held in West Fargo jointly with the Construction Financial Management Association Dakota Chapter attracting over 100 people.



GROW ABC'S MEMBERSHIP BY DELIVERING VALUE TO OUR MEMBERS:

91% retention-rate compared to 87% nationally bringing our total membership to 347 quality members.

1 Campaign launched through a regional effort asking member to recruit just ONE new member. 32 members have been recruited to date achieving seven straight years of growth!



INCREASING THE POLITICAL INFLUENCE OF ABC TO ADVANCE THE MERIT SHOP PHILOSOPHY:

\$32,000 Raised for state and federal candidates in Minnesota and North Dakota who champion the merit shop construction industry and free market principles.

\$17,250 Donated to congressional candidates in Minnesota from ABC's Federal PAC in 2016.

\$20,700 Raised for ABC's Free Enterprise Alliance to target key swing state elections and other issue advocacy campaigns defending the merit shop philosophy.

Members flexed muscle in St. Paul with over 40 companies participating in Leg Day and a chapter delegation of a dozen attending Leg Con in Washington advocating for merit-shop priorities.

120 Participants in the MN & ND FEA Sporting Clay Shoots raised \$8,500 for issue advocacy campaigns through ABC's Free Enterprise Alliance.

Successfully defeated Project Labor Agreement in the Farmington School District on \$45 million in school construction and remodeling projects.

BUSINESS DEVELOPMENT AND NETWORKING OPPORTUNITIES

200,000 opportunity youths and parents reached to promote rewarding careers in the building trades through our social media campaign using the theme: Wake up to the American Dream.

249 Members attended Business Development Exchanges and Brew Tours across our two states to network and develop new business opportunities.

182 Members and guests attended our annual Excellence in Construction Banquet celebrating distinction in the construction industry.

227 Members and guests played in two golf outings in Fargo and Minnetrista just to have fun and compete a little!

84 Fishermen attended the ABC Ice Fishing Tournament in Walker, MN to eat walleye and socialize.

4 Meet-the-Generals networking sessions across two states attracting over 235 people conducting member-to-member business.



From the
1990's



Juul Contracting

Juul Contracting Company was established in 1913 by Peter Juul. As a young man, Harold Juul, joined his father in what started as a tiling company. Eventually they started working in municipalities.

In 1956 the company expanded into municipal and residential excavation, and sewer and water projects. Darrold Ziegler, who had just returned from the Korean War, joined Juul and instituted a bookkeeping system as well as other updates in estimation needed to meet competition. After Peter Juul's death, Harold Juul started selling shares to Darrold to keep the company in good hands.

In 1967 and 1968, two young men joined the company as laborers: Bruce Lickfelt and Merrill Wendlandt. They worked their way up to operators and supervisors under much tutoring from Harold and Darrold. At this time competition was growing and the unions were becoming stronger. Harold felt it important to keep Juul Contracting



Left to right, Merrill (Boog) Wendlandt, Harold Juul, Darrold Ziegler, Bruce Lickfelt. Taken in 2000.

as an open shop but, understood there was strength in numbers. When ABC offered him a chance to stay ahead of political changes to the construction industry as well as the changes in OSHA standards, he saw the benefit of such an organization.

Darrold also saw the future and wanted to keep the company sound. In the mid 1980's he began to sell shares

to both Merrill (Boog) and Bruce so they could continue the excellent work and reputation the company had earned. Darrold continued to work even after Boog and Bruce were the owners.

In 2008, Bruce retired and Boog became sole owner. Juul is still servicing Hutchinson and the surrounding communities.

Marcus Construction

1. Why did your company join ABC in 1976?

In 1976 the construction trade unions were making a push through our local area attempting to sign up local contractors into a trade union. Our founder, Carl Marcus was a strong believer in merit shop principles and did not want to lose his rights as an owner as to how he rewarded his employees. ABC helped us and many other companies throughout our area to keep merit shop strong.

2. How has your company grown and changed in the last 40 years?

In 1956 we started out locally doing agricultural wood frame buildings. From there we branched out into structural concrete projects, pre-engineered metal building projects, and eventually into state highway projects. Today we are a full service general contractor with a local and national focus.

3. What does the future look like for



Carl Marcus (left) featured with son and owner Ross Marcus.

your company?

As we celebrate our 60th year looking forward to being a leader in agricultural and commercial construction. We know who we are as a company, we take pride in what we build, and we will continue to build strong relationships with our employees and our customers. If we keep putting importance on the things that we've been

doing right for 60 years, our future looks very bright!

4. What advice would you give someone today in the construction industry?

Bring a strong work ethic and clear vision with you to work every day. Work with honesty and integrity in everything you do and the rest will fall into place. Oh and I almost forgot – have some fun along the way.

Willmar Electric Service, Corp.

Free Enterprise and the Merit Shop Philosophy are at the core of both ABC and Willmar Electric. In the 1970's working as an open shop contractor in Minnesota was not easy. Willmar Electric believed owners and contractors should be able to choose who to work on their projects regardless of their affiliations. Elmo Chapin and Frank Chapin were approached about a potential Minnesota ABC chapter and quickly realized this was an organization to support. Frank became the first chapter treasurer and Minnesota's construction culture started to change.

As Minnesota became friendlier to merit shop companies, Willmar Electric began to grow. Our partnership with ABC has helped us to expand from a local Minnesota contractor to a national and international company. We continue to focus on commercial and industrial projects and now employ over 150 people throughout the United States.



The above photo features generations of owners at Willmar Electric Service. Elmo Chapin and Frank Chapin – 2nd generation owners. John Chapin – 3rd generation owner and David Chapin and Justin Chapin – 4th generation owners (John's sons- not in photo.) Pictured from left: Frank Chapin, Shirley Chapin, Lorraine Chapin, Elmo Chapin, Conni Chapin and John Chapin.

Willmar Electric's purpose is "People Making a Difference for People". With this vision we are working to make a greater impact in the lives of all the people we touch. ABC has been a big part of the way we make a difference. We are striving to create more and better opportunities for people to succeed and use their talents in the construction industry.

ABC has been a big part of the contin-

ued success of Willmar Electric. Investing in organizations that are committed to free enterprise and the construction industry is critical to the success of our company and nation. Our industry must work hard to recruit, train and retain highly qualified craftspeople. We also need to maintain pressure on our local, state and national governments to create a business environment that is pro merit shop.

Wm. Mueller & Sons Inc.

Why did your company join ABC in 1976?

The construction industry is extremely competitive and continually changing. It was easy to recognize that joining ABC would enhance our company's exposure and our commitment to quality and integrity.

How has your company grown and changed in the last 40 years?

It is our philosophy that employee retention is essential. Employees develop the skills to distinguish our firm from the competition and demonstrate our commitment to quality, safety and community relations. We are fortunate to have had individuals retire with 40 plus years of employment, then still come back to help out for several months during the busy construction season. Being the largest employer within our small community, Wm. Mueller & Sons easily attracts eager candidates looking for work.

What does the future look like for



Pictured from left to right: Brad Droege (fourth generation), Robert Mueller, (third generation), Timothy Mueller (fourth generation), Dale Bode (third generation), Jeff Rickaby (fourth generation), Richard Wendlandt (third generation), Cory Hoernemann (fourth generation), Mori Willemsen (fourth generation), Roy Schuette (third generation).

your company?

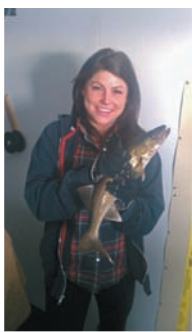
Infrastructure improvements are the increasing need and major expense for counties and cities. The bidding process will remain competitive as industry standards for quality and efficiency increase.

What advice would you give someone

today in the construction industry?

Technology dominates progress. Dedicated employees are indispensable. Effective communication is critical. Strong leadership, highest quality of work, productivity, teamwork and safety practices pays off and is the criteria for achieving goals and successes.

From the 2000's



HAPPY ANNIVERSARY MN/ND ABC!

Congratulations and Happy 40th Anniversary to ABC MN/ND! Forty years ago a group of Minnesota contractors had the foresight and courage to found the Minnesota Chapter of Associated Builders and Contractors. I am happy to say Breitbach Construction has been a member for 34 of those 40 years. Today our chapter has expanded into North Dakota and includes 350 member companies representing more than 22,000 employees in the construction trades. For forty years the chapter advocated for merit shop contractors and defended the ideals of fair and open competition on construction projects.

We have an excellent staff, led by chapter president Robert Heise, that includes specialists in legislative affairs, education and training, safety and business development. Our chapter is active in the legislative process and government affairs. Each spring members meet with legislators at the State Capitol to discuss issues that are important to the construction industry and merit shop contractors.

We discuss issues such as reforming Prevailing Wage laws, Project Labor Agreements, the onerous Responsible Contractor Law and many other issues.

ABC provides employee training in both trade skills and safety programs. In addition, ABC has a safety specialist that can assist your company in developing and implementing a safety program that will help keep your employees safe and productive while also reducing your workers' compensation costs and improving your company's marketability to potential customers. ABC is also working on recruitment programs to reach opportunity youths to educate them about career opportunities in construction.

That is just a sampling of what ABC offers its members. We have come a long way in 40 years and continue to plan for the future. In September we completed our strategic planning session for 2017. As we continue to plan for more and better services, I ask you to consider volunteering as a board member or to serve on one of the many committees to make ABC even better.



Thank you to all the past volunteers and staff who have made ABC the great organization it is today. Happy Anniversary ABC MN/ND!

MARK MEYER
Breitbach Construction
2017 In-Coming Chair

GUIDING PRINCIPLES AND DIRECTION FOR CHAPTER

VISION STATEMENT

The Vision of Minnesota//North Dakota ABC is an environment in which people and companies succeed based on free-enterprise principles within the free-market system.

MISSION STATEMENT

The Minnesota/North Dakota ABC will continually strive to be the leading voice promoting free enterprise within the construction industry. Minnesota ABC will promote and defend the merit shop philosophy. This philosophy encourages open competition and a free-enterprise approach to construction based solely on merit, regardless of labor affiliation.

VALUE PROPOSITION

Based on the Merit Shop Philosophy, we help members develop people, win work and deliver work safely, ethically, and profitably for the betterment of the communities in which they work.

FOCUS FOR 2017

Over the next year ABC Staff, Board, Committees and Volunteer Leaders will focus their energy and resources in the following areas:

- Delivering Value to Grow and Develop Membership
- Business Development and Networking Opportunities
- Pro active in Legislative and Political Affairs: The Voice of the Merit Shop!
- Enhancing Safety Services and Benefits to Support Members
- Workforce Development and Training Programs





Minnesota/North Dakota Chapter
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