



Elder-Jones

General Contractor

Spring 2010

Construction Communicator

President's Corner

Remaining Positive in a Tough Economy

It seems that every significant retail construction industry article is centered on the recession and the impact it is having on business. The last two President's Corners have been examples. Considering the impact that the recession has had on our customers, our employees, subcontractors, suppliers, consultants and design groups, as well as our construction competitors, it is understandable.

Therefore, this will be the third, and last concurrent Elder-Jones newsletter that will focus on such a depressing subject. In the next President's Corner I promise to go upbeat!

Without question this has been a difficult year in our industry and certainly a challenging year for Elder-Jones.

Elder-Jones, Inc. is headquartered in Bloomington, MN and provides nationwide general contracting services to all 50 states, Puerto Rico and Canada. Our Bloomington office also serves as headquarters to our associated companies: Elder-Jones Building Permit Service, Inc and Elder-Jones of Canada, Ltd. Job control and special programs, such as our corporate-wide Safety Program and our Junior Superintendent Training Program are also run from this office. This corporate structure allows us to run cost-competitive projects nationwide. Elder-Jones is a proud member of the following organizations:



Construction volume has dropped significantly, as have profit margins. There is, however, good news. Having made significant operating cost reductions during the year, Elder-Jones has turned a corner leading to an improved bottom line. Operating costs are down, construction activity is beginning to increase, our backlog of work is

the best it has been in two years, and our bid board is once again active.

Considering the depth and length of this recession, to have been in negative territory for less than half a year is a mark of accomplishment for our company.

It's not possible to be in business for 38 years without hitting a bump in the road now and then. The mark of success lies within a company's ability to foresee and act upon changes; to make timely adjustments to changing conditions.

Additionally, this year has put additional pressure on all of our staff to dig a little deeper to make each project a success. Our superintendents have worked harder and longer; our office staff has had to do the same. And we have had to continue to reach out to build new customer relations at a time when it didn't seem possible.

Our efforts are paying off. Existing customers are beginning to ramp up with more projects, and we have new clients honoring us with new construction activity.

We have a long way to go before reaching pre-recession levels of activity, but we are on a good path. I express my sincere thanks to our customers, our subcontractors and to the fine employees who are so loyal to Elder-Jones. Thank you.



John Elder
President

Providing Uncompromised Service Since 1971

Jay Saterbak and Trevor Schuster Receive LEED Professional Credentials

Elder-Jones employees Jay Saterbak and Trevor Schuster passed their exams and met all of the requirements to become *Leadership in Energy and Environment Design Accredited Professionals* (LEED AP) as recognized by the United States Green Building Council (USGBC) and Green Building Certification Institute (GBCI).

The USGBC states that “LEED is an internationally recognized green building certification system, providing third-party verification that a building or community was designed and built using strategies aimed at improving performance across all or the metrics that matter most: energy savings, water efficiency, CO2 emissions reduction, improved indoor environmental quality and stewardship of resources and sensitivity to their impacts.”



Trevor Schuster



Jay Saterbak

According to the GBCI, “a LEED credential provides employers, policymakers and other stakeholders with assurances of an individual’s current level of competence and is the mark of the most qualified, educated, and influential green building professionals in the marketplace.”

Projects Underway in Canada & Puerto Rico

Elder-Jones has work underway “out of country” in both Canada and Puerto Rico. Jay Saterbak is the Elder-Jones project manager in charge of the Puerto Rican projects, both for Express, with Ron Watson and Mitch Betzler handling superintendent duties. Both projects are in San Juan, and each will finish this spring.

Although Puerto Rico is a US Territory, the rules and customs and licensing relating to construction are in some

cases unlike those in the states. Elder-Jones has had time to learn and adapt to the local customs and rules, as 2010 marks the 20th anniversary of the company’s construction activity in Puerto Rico.

Brian Perkkio has handled all of the Elder-Jones Canadian projects this year, with one additional project ready to start. Elder-Jones has been working in Canada for over 20 years, and is licensed in all provinces except Quebec.

RCA Christian Elder Memorial Scholarship



Construction Management Student Joshua Adams (c) from Minnesota State University, Mankato receives RCA Christian Elder Memorial Scholarship from RCA representatives John & Sherry Elder.



Elder-Jones President John Elder and his wife Sherry presented Joshua Adams, a construction management student at Minnesota State University, Mankato with the \$2,000 RCA Christian Elder Memorial Scholarship during a scholarship presentation ceremony at Minnesota State University, Mankato.

The RCA Scholarship Program is in its thirteenth year and currently gives out eighteen \$1,500 scholarships to America’s top construction management students in six regions of the country. It’s a great program that helps develop the construction industry leaders of tomorrow.

For information, or if you’d like to donate to the Retail Contractors Association Scholarship Fund, contact the RCA office at 800-847-5085.

Get to Know Elder-Jones

We think it is important to know who you're working with, so once again we've taken the time to "get to know" a few of Elder-Jones' finest.



Dennis Hill Bloomington, MN

Vice President of Finance

Dennis Hill, the Vice President of Finance at Elder-Jones, was raised in Wahpeton, North Dakota, and is an avid fan of the University of North Dakota Fighting Sioux hockey team. He has lived in the Twin Cities area for nearly 25 years and has been with Elder-Jones, Inc. for the past 10. Dennis rides his bike several days each week during the spring, summer and fall months and is constantly adding new routes and trails for variety. Besides biking, he enjoys camping trips and snowmobiling weekends with family and friends.

Jeremy Fluegge Bloomington, MN

Project Manager Assistant

Jeremy has been with us since February 2006 and works with Project Managers Justin Elder and Greg Lucivansky. He is currently working on projects in Virginia, Arizona, California and Nebraska. Jeremy grew up on the family farm in New Ulm, MN, and currently lives in Bloomington. He attended high school in New Ulm, and graduated from Minnesota State University/Mankato with a degree in Construction Management. In his free time he enjoys watching sports, working out and golfing.



Dave Elstad Burnsville, MN

Field Superintendent

Dave has been with Elder-Jones 33 years as a Carpenter, Project Manager, Traveling Superintendent and is now a Minneapolis area Superintendent. Dave was also instrumental in the start up, licensing and operation of a California branch office in the mid 80's to early 90's. Dave is currently working on a Hot Mama clothing store in St. Louis Park, MN. He grew up in Bloomington, MN and currently lives in Burnsville with his two daughters, Aubrey and Elise. Dave enjoys playing racquetball, golfing, camping, downhill skiing, four wheeling, fishing and hunting.

Cindy Higgins Mendota Heights, MN

IT Manager

Cindy has been with Elder-Jones since July 2001. As the company IT Manager she oversees our network maintenance and security along with purchasing, training and development of our computer environment. She also works in the accounting department performing various month/year end functions and troubleshooting problems. Cindy lives in Mendota Heights, MN with her husband Roy, their Dobermans Sheba and Samson, and their two cats Ricky and Viper. She enjoys being outdoors at the family cabin with their dogs, gardening and setting up or fixing computer systems for family and friends. And most important, Cindy is a long time supporter and fan of the Minnesota Vikings football team.



Elder-Jones Across the Nation

Recently completed projects from around the country...



Shi by Journeys, Roseville, CA

Superintendent: Eddie Hager

Project Manager: Jason Ash



Coldwater Creek, Topeka, KS

Superintendent: Dennis Landry

Project Manager: John Lundebræk



Swarovski, Minnetonka, MN

Superintendent: Troy Williams

Project Manager: Justin Elder



Lady Foot Locker, Columbus, OH

Superintendent: Wayne Pettis

Project Manager: Jason Ash



Spare Parts, Arlington, TX

Superintendent: Mitch Betzler

Project Manager: Jay Saterbak



MiGi's, Flowood, MS

Superintendent: Billy Crismon

Project Manager: Greg Lucivansky

Elder-Jones Across the Nation

Recently completed projects from around the country (continued)...



Destination Maternity, Metairie, LA
Superintendent: Brian Gambrel
Project Managers: Greg Lucivansky



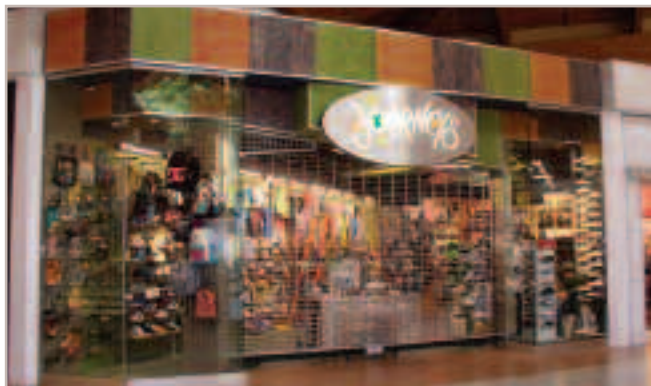
{intimacy}, Dallas, TX
Superintendent: Jeff Van Dien
Project Manager: Jason Ash



Motherhood Maternity, Tempe, AZ
Superintendent: Danny Wright
Project Manager: Greg Lucivansky



COX, Las Vegas, NV
Superintendent: Mike Adams
Project Manager: Greg Lucivansky



Journeys, Joliet, IL
Superintendent: Eddie Hager
Project Manager: Jason Ash



T-Mobile, St. Charles, IL
Superintendent: Terry Blank
Project Manager: Jason Ash

The 2010 Merchants Bank CEM 900

Plans are in place for the 2010 Merchants Bank Christian Elder Memorial 900, a cross country charity bicycle ride benefiting Kids N' Kinship, a Dakota County, Minnesota mentorship organization.

The ride includes its first female participant, Kathy Kelly, and will cover a route traveling country roads primarily in Iowa where the riders will visit six minor league ballparks.

Returning riders include John Elder, Dennis Hill, Bob Benda, Jay Saterbak and Bob Porter. For the fifth consecutive year Gordy Clough will serve as the support driver.



(l to r) Gordy Clough, Dennis Hill, John Elder and Bob Benda.

The ride will begin May 27 in Davenport, Iowa, and finish June 12 at Merchants Bank in Apple Valley, Minnesota.

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The *Construction Communicator* is a quarterly publication for and about Elder-Jones employees, clients & friends. Comments and suggestions are welcome: jselder@elderjones.com.

Please read and recycle.



Dave Elstad's Christen Eagle scale model biplane.

Finally, the Eagle Flies!

It took 28 years to get off the ground, but Dave Elstad's Christen Eagle scale model biplane took to the sky, departing from an r/c airport in Arizona. Dave originally purchased the plane while working on an Elder-Jones project in New York in 1982. After assembly, he and Carol Elstad took the Eagle to a parking lot for a ground taxi test run. From that day forward the plane was put in storage at the Elstad's homes in California and Minnesota.

Dave and John Elder decided to give the Eagle another shot at the sky this past winter. John took it to his winter home in Arizona where he converted the biplane to electric power, and reassembled it one more time. It took four flight attempts, two expert r/c pilots, three wrecks, and finally some design modifications and reassembly, but after almost three decades, Dave's little Christen Eagle soared into the blue Arizona sky this past February.

Everyone involved in the project was concerned that the plane could possibly wreck beyond repair, but Dave stated that "I'd rather give the Eagle a chance to fly, than to see it sitting back in storage."

UPCOMING EVENTS

2010 Elder-Jones Safety Poster Contest

Look for contest rules & entry forms in May.

Christian Elder Memorial 900

Begins on May 27, 2010 www.cem900.com

