



**Elder-Jones**  
GENERAL CONTRACTOR

# Construction Communicator

## President's Corner Southwest Adventure

The past several years have been very comfortable here at Elder-Jones. In business I have always liked feeling comfortable and stable, in control and with a clear vision of what lies ahead. We have a great team here, an excellent portfolio of fantastic clients, and a great many subcontractor partners we enjoy working with. I can say that we have done very well in recent years balancing a comfortable work load with the right clients who truly value the services we provide. Sure, there have been the occasional bumps in the road, but we have the right people in place to get over those bumps and move on to the next challenge. At the end of a very successful 2017, I felt great about the future of Elder-Jones, and comfortable and confident in our course for steady growth.

What we did next is not something I would have predicted. We decided to purchase another construction company 1500 miles away based in Sedona, Arizona. Ron Martinez, president and co-founder of Shrader & Martinez Construction, has been a good friend to a few of us here at Elder-Jones for many years. Ron and my father have been friends for over 20 years, ever since they got to know each other as board members during the early years of the Retail Contractor's Association. This past January, Ron mentioned to my dad that he was looking to retire would like to sell his business, should he find the right buyer who is willing to continue the business in Sedona. My dad mentioned it to me, and we made a deal! Well, in reality it took many months of consideration and due diligence before we made the decision. I can tell you this,

though, after my first visit to Shrader & Martinez and meeting the people and learning their values and the way they operate, I knew it was going to happen. Or at least I was very hopeful it was going to happen.

From the outside looking in, it would

seem like this would be something way outside the comfort zone. To the contrary, it felt so comfortable that I had almost no reservations about it. I was excited about it. Excited for the challenge, the growth, and the expanded opportunities it could create

for both the employees at Elder-Jones as well as the employees at Shrader & Martinez. Excited for the efficiencies it could create between the two companies. Excited to utilize the combined force of two successful companies who can share resources for the betterment of our service and ultimately our customers. And being from Minnesota, just the thought of spending some extra time in Arizona during the winter warmed my soul.

So as of this past August 1st, Elder-Jones officially acquired Shrader & Martinez. Shrader & Martinez will continue to operate in Sedona just as they always have. The name will stay the same, and except for a couple employees that are retiring, the same people who have helped Ron to make his company a success over the years will still be there. Dennis Hill, vice president of finance here at Elder-Jones, is transitioning to Sedona and has taken over as president of Shrader & Martinez. We're going to miss seeing Dennis every day here at Elder-Jones, but we know he is going to be an exemplary leader and was the right person for the job.

I think I can speak for everyone on both sides of this acquisition, that we all learned a lot during the entire process. From negotiations through the sale and now some new transitions, we learned many valuable lessons. And at least from my view, the process was certainly more work than I had envisioned (a lot more work for Dennis!), and it continues to be so. But it's all been enjoyable, and I have no reservations or regrets.



Justin Elder  
President

*President's Corner continued on next page.*

Elder-Jones, Inc. is headquartered in Bloomington, MN, and provides nationwide general contracting services to 49 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. Elder-Jones is a proud member of the following organizations:



## President's Corner continued

I really want to thank Ron and Linda Martinez for truly being the very best partners in this process we could have asked for. Ron cares deeply for both his employees and his customers, and it's been an absolute pleasure to work with him. Ron has been dedicated to doing whatever it takes to make this a transition a success. The opportunity for the two of us to share and compare ideas on how we operate has been invaluable. I'd also like to thank every one of the employees at Shrader & Martinez, they have been welcoming and receptive from day one and have continued to perform and put their all into their work during a

time of uncertainty and transition that could have been very distracting and tumultuous.

We're looking forward to what the future has in store for both of our operations. Both companies have a nice book of work heading into the winter, and a great many opportunities that are taking shape for 2019. Sitting here in my office things maybe aren't as cozy and comfortable as they were a year ago, but you know what? It's a helluva lot more exciting.

## Rogers Communications Project in Canada



Elder-Jones builds Rogers Communications store located in Louheed Town Centre in Burnaby, British Columbia, Canada.

Rogers Communications Inc. is a diversified communications and media company that operates almost entirely in Canada. Founded in 1960 with a single FM radio station in Toronto, it is now the country's largest provider of wireless services as well as a leading cable company and a major player in broadcasting, publishing and sports entertainment. Among its many brands are City TV, Maclean's magazine and the Toronto Blue Jays.

Elder-Jones Construction of Canada, LTD., was the selected general contractor to build the new Rogers Corporate store at Louheed Town Centre in Burnaby, British Columbia. This was Elder-Jones' first project with Rogers. Although Elder-Jones works with US-based cable and TV companies, getting our foot in the door to do the same thing in Canada was challenging and took time and patience, but it paid off with the award of our first project. As for the technical components of the actual build-out, most items including the amount of low voltage wiring required were just like US based Cable and TV stores. However, the requirements in Canada call for only being able to have a certain amount of wire in each run, with



Interior of completed store.

minimal 90-degree bends in the route. This was new to us and required a great deal of pre-planning.

In the end, the build-out was a success and Rogers was extremely pleased with the construction process and the results. Original milestone dates for punch and turnover and the store was shining on Grand Opening morning. Hans Martens was the on-site superintendent. Hans did an A+ job running the project. The store was clean and complete at punch and ready for turnover. Way to go Hans!

# 2018 Christian Elder Memorial 900

The 2018 Christian Elder Memorial 900 took place earlier this summer and raised nearly \$45,000 for Kids 'N Kinship, a Minnesota based youth mentorship program. The CEM900 is a 9-day, 900-kilometer bicycle ride through paved trails all around Minnesota. Merchants Bank graciously came on board as the primary sponsor, as they have done year after year. We appreciate their support, along with each and every individual and business contribution. This year's ride was truly a success in all aspects. The participants battled wind, rain, sun, cold, heat, and hunger, yet we all had a great time and will do it again next year! By the way the hunger part was short-lived thanks to our wonderful team of support drivers/chefs!



Elder-Jones has been a large supporter of the CEM900 since the beginning, both in terms of employee participants and financial contributions. This year's ride consisted of eleven riders and four support drivers. Five of these sixteen participants are Elder-Jones employees, and two more are family of employees. We also have multiple employees back at the office who are assisting before, during, and after the ride with contribution management, website updates, logistical planning, and most of all moral support and encouragement to the riding team!

## Elder-Jones Permit Service Nears 700 Permits in 2018

The Elder-Jones Building Permit Service has just secured its 650th building permit for retail clients and architects to date in 2018. Tim Schenk, President of Elder-Jones Permit Service, expects that number to reach nearly 700 by the end of December. That is an extraordinary number of building permits and is a positive reflection of both the quality of the service as well as the health of the retail construction business in general.

The Elder-Jones Permit Service was started back in January of 1991 and is now in its 27th year of business. A wealth of knowledge has been gained over those 27 years regarding the processes and quirks of thousands of building departments and municipalities across the country. Retail clients want their building permit process to be as efficient as possible, and they appreciate that Tim can work with them from start to finish to secure permits anywhere in the country. The service handles permits for a wide variety of both retail clients and architects and typical permits include anything from small kiosks within malls to new stores and full remodels.



[www.elderjones.com/building-permit-service/](http://www.elderjones.com/building-permit-service/)

# 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.



## Kristi Wiederholt

Estimating Manager

Kristi is Elder-Jones' Estimating Manager and started with Elder-Jones in September of 2016. She gets to help with many accounts, but one project stands out as her favorite. She was able to take a big role in helping with a recent project for Torrid at the Rosedale Center, in Roseville, Minnesota. During her weekly site visits, she was able to observe the project from start to finish and see all the work that goes into completing a project. She gained a ton of insight and knowledge that she would not have picked up on by just looking at plans in the office. Kristi grew up in Bismarck, North Dakota, and completed most of her college education at the University of North Dakota in Grand Forks. She moved to Minneapolis to pursue a job and finished her bachelor's degree at Metropolitan State University. And she never left! Kristi currently lives in Lakeville, Minnesota, with her two girls, Eva (10) and Norah (7), husband John, and 13 year old Weimaraner Jada. Kristi's heart and soul belong to her family. She loves hanging out and being active with them, taking vacations and trips to the lake and camping. She also enjoys being involved in her girls' sports (dance and gymnastics). Kristi said, "it never gets old watching them do what they love." Kristi is also a Certified Personal Trainer and nutrition coach and has wellness blog: [www.perfectlydesignedwellness.com](http://www.perfectlydesignedwellness.com).

## Jeff Welch

Field Superintendent

Jeff has been a field superintendent with Elder-Jones since the spring of 2016. He has worked on a variety of Elder-Jones projects, but never for the same client twice. His favorite project was a car dealership service center because it provided a change of pace and was met with several challenges for him to overcome. Jeff grew up in this industry, having been on his first construction site scaffold at the age of 14. His father was a mall builder/contractor and he helped him with his jobs for years before getting out on his own. Jeff has spent nearly 40 years in this business and has worked all over the country, from Honolulu to 5th Ave. Jeff grew up in Texas and still resides there. His most favorite hobby is bird hunting, something he has been doing since about the age of 12.



## Mark Larreau

Field Superintendent



Mark started with Elder-Jones in August of 2016 and is a field superintendent. He works primarily on retail mall store projects, with his main clients being The Buckle, PAC Sun, Lucky Brand Jeans, and Juicy. He has overseen jobs for Elder-Jones all over the country, from Alaska, to San Francisco, to Austin, Texas. Mark was raised on a dairy farm in central Nebraska, the youngest of four children. He graduated from high school in Arnold, Nebraska, then received a management degree from University of Nebraska Kearney. He has one daughter, Ashley (37), who still lives in Nebraska and works as a high school guidance counselor. He has a two-year-old grandson Carter, who Mark describes as "a gem!" In his free time, Mark likes to do anything that is outdoors: hunting, boating, skiing, and he even says mowing the lawn is therapeutic! Mark says, "I'm the guy that always finds myself in a pickle because I never know when to refuse a challenge. Looks fun at first!"

# First Elder-Jones Scholarship Awarded



Elder-Jones  
SCHOLARSHIP



John & Sherry Elder with Scholarship recipient Marcus Lambert.

Marcus Lambert, a senior in the construction management program at Minnesota State University, Mankato, was the recipient of the first Elder-Jones Scholarship. The scholarship will be given once a year to a student in the construction program.

Marcus tells us in his own words how he came to choose a career in construction and how being awarded the Elder-Jones Scholarship has helped him.

“My name is Marcus Lambert, I grew up in a small town Northern Minnesota, Emily. In my free time I enjoy hunting, fishing, working on old cars, and reading. From a youth standpoint, I knew I wanted to be in construction since I first drove a bobcat at 8 years old. I remember thinking about the cool sandcastles I could build with a bobcat as compared to my regular sandbox toys. My dad also worked in the construction industry as a well driller. I remember the days when he would bring me to work with him and show me all of the cool equipment he got to work with. As I got older, I drifted away from the construction idea and leaned more towards becoming a pharmacist. After taking chemistry, human anatomy, and doing different research on pharmacy, I decided that was not the career path for me. While working a

landscaping job at during my senior year of high school, I got to see a lot of really cool buildings. I thought to myself, why can't I build those? Looking into it, I found that I could obtain a four-year Bachelor of Science Degree in Construction Management at Minnesota State University, Mankato. Now I am in my senior year of the Construction Management program at MNSU, and I could not be happier with my career choice. When pursuing a secondary education, the burden of acquired debt is a given. The Elder-Jones Scholarship has allowed me to focus more on my education and less on the financial burdens associated with it. My time at Minnesota State University, Mankato is coming to an end soon, but I will take the lessons, values, and friendships I've made along the way with me as I pursue a career in construction management. I am currently in the process of comparing multiple job offers and selecting the one that best suits me. On an ending note, I will forever be thankful to my professors, mentors and sponsors, like Elder-Jones, that have significantly helped pave the way for my education. I want to send a sincere thank you to all at Elder-Jones for organizing this scholarship and for helping others and myself on our educational journey. Thank you!”

# Elder-Jones Across the Nation

Recently completed projects from around the country.



**drybar**, Chicago, IL  
Superintendent: Rick Moore  
Project Manager: Jay Saterbak



**Cox Communications**, Tulsa, OK  
Superintendents: Scott & Scotty Sparks  
Project Manager: Travis Yorek



**Old Navy**, Minnetonka, MN  
Superintendent: Marv Bontrager  
Project Manager: Jay Saterbak



**Finish Line**, Lone Tree, CO  
Superintendent: Rick Moore  
Project Manager: Jay Saterbak



**Rogers**, Burnaby, BC, Canada  
Superintendent: Hans Martens  
Project Manager: Travis Yorek



**Peloton**, West Hartford, CT  
Superintendent: Bob Bailey  
Project Manager: Jason Ash

# Elder-Jones Across the Nation

Recently completed projects from around the country continued...



**Cox Communications**, New Orleans, LA  
Superintendents: Scott & Scotty Sparks  
Project Manager: Travis Yorek



**J.Jill**, Columbia, MD  
Superintendent: C.D. Bryant  
Project Manager: Colton Remakel



**Finish Line**, Barceloneta, PR (Hurricane Rebuild)  
Superintendent: Charles Kirtley  
Project Manager: Jay Saterbak



**Peloton**, Houston, TX  
Superintendent: Rich Carlton  
Project Manager: Colton Remakel



**Zumiez**, Minnetonka, MN  
Superintendent: Marv Bontrager  
Project Manager: John Lundebrek



**Target**, Stevens Point, WI  
Superintendent: Mark Larreau  
Project Manager: Chris Bonello

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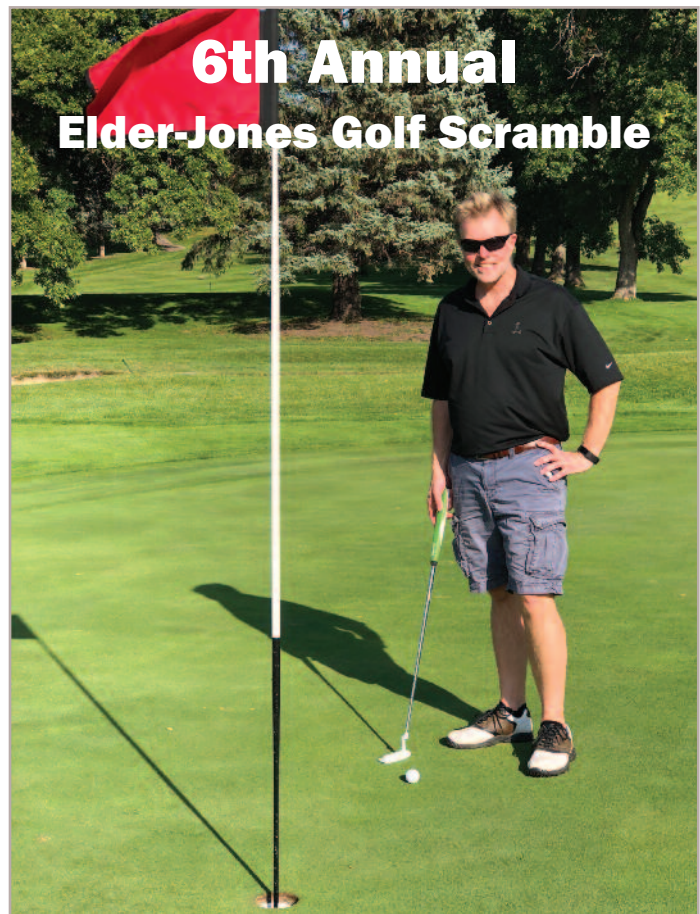
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The *Construction Communicator* is a publication for and about Elder-Jones employees, clients & friends. Comments and suggestions are welcome: [brie@elderjones.com](mailto:brie@elderjones.com).

Please read and recycle.



Dennis Hill on Hole #1, second shot.

Our Elder-Jones office staff took to the links for our 6th Annual Elder-Jones Golf Scramble. Six teams competed, but only one was able to claim this year's lowest score bragging rights. Congrats Ann, Evan, Drew, and Julie! It was a beautiful day to take a little break and have some fun outside of the office.



Thomas Wilson, Kristi Wiederholt, Tom Jerstad, and Chris Bonello.

