



### 2009 SDA St. Louis Board

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## SDA – St. Louis Chapter

### *Monthly Meeting Minutes*

Wednesday, April 22, 2009

“Construction Economy”

Engineer’s Club, St. Louis, Missouri

#### Members Present:

Amanda Boyce – Mackey Mitchell  
Pat Brown - KAI  
Karen Dahl – Mackey Mitchell  
Stephanie Gauthier – McClure  
Kim Hughes – Mackey Mitchell  
Katheryne Morschl – McClure Engineering  
Mary Niemeier - Pansing  
Bob Staed – Ames & Gough  
Jean Tedesco – Tarlton  
Kristine Tillitt – EDM Inc.  
Danielle Weston – McClure Engineering

#### Guests Present:

George Biderman (Speaker)  
Larry Steinman, Kopytek (Sponsor)  
Ken Joyce (Inbox)  
Erica Blomgren (Aerotek)

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The Chapter meeting began at 12:00 pm

#### **Chapter Meeting:**

- Informal networking.
- General informational presentation.
- April is membership month and National is offering \$25.00 off plus 1 free Webinar.
- Certification test given in Chapter. Diane Klug and Cindy Petzoldt will do testing. More information is forthcoming. Will be setting rules as to how often and where.
- Kopytek (Corporate Sponsor), located in Olivette. Larry Steinman gave a short presentation of Kopytek products and services. Printing company that provides the following: Full color brochures, direct mail, marketing material, binders (saddle stitch); business cards, stationary, etc.
- Introduction of Speaker – George Biderman, Regional Sales Manager, McGraw-Hill Construction, St. Louis. He “sells” information to the construction industry, which is one of their McGraw’s customers. One their product is the

Dodge Report.

- Construction goes through cycles. There have been three since the 1970s: Seven year cycle (1975-1982), nine year cycle (1982-1991) and the last one (1991-2009). The 1991-2009 has been one of the longest cycles. In looking at graph, there has always been growth and then downturns. For the last 15 to 18 years, the construction market had been growing so Contractors started to take this market for granted. Contractors came to town during this last period.
- During the growth period, there would 5 or 6 contractors bidding for a job. Now there could be as many as 17 contractors bidding for one job.
- Abandoned/Delayed – St. Louis is in better shape than other areas throughout the states.
- Optimistic about the stimulus package.
- Dodge Report – Search “ARRA”. Material prices are coming down.
- When Construction industry is “down”, traditionally – 40% residential. It is hard to get loans. Banks are requiring (10%-20% down payment.)
- There are still some good markets.
- Some developers believe the Apartment Market is up, as banks are now requiring 10%-20% down on loans. Forty percent of construction industry is residential. Biggest reason construction has taken a “dive.”
- Commercial building is down (20%-30%). Commercial buildings are “revenue” producing, as opposed to a warehouse. Most of this building is driven by developers and banks are making it tougher for the developers to get loans. Banks are requiring 20%-30% developer ownership. Also buildings need to be 60%-70% preleased before loans are approved.
- Hotels – Most of the development was in

Las Vegas, Florida, etc. That market is down. Some hotels owners see opportunities and buying their competitors.

- Population has shifted so building close to where employees live. This makes it easier to recruit workers.
- Predicting decrease of unemployment. Feels this is bottoming out.
- Firms are now combining offices and making other alterations.
- There is a huge Kindergarten population coming up. Baby boomer’s grandchildren are coming. As people continue to move, new buildings will be needed to accommodate this bigger population.
- Healthcare continues to be a good market.
- The present administration is very interested in “green” initiative; public buildings will need to be renovated to update the systems.
- Highways, bridges, etc. are going to be built.

Meeting adjourned at 1:00 pm. Next meeting is May 27, 2009 at Landmark.