

Weekly Bulletin

Minnesota Builders Exchange
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Volume 3-23

Wednesday, January 18, 2023

PROJECT UPDATE

- Total projects received at MBEX from 1/9/2023 – 1/13/2023: **125**
- Total project leads reported on at MBEX from 1/9/2023 – 1/13/2023: **22**
- Total active projects received/reported on at MBEX as of 1/17/2023: **389**

ATTENTION WOMEN OF THE CONSTRUCTION INDUSTRY

Do you realize how much you negotiate in some way, shape or form every single day, both professionally AND personally? Is it a 2023 goal to negotiate a salary increase or to ask for more career opportunities like attending industry events? Are you a woman in the construction industry? Then you need to be at the Women's POWER series kick-off on February 7!

Join us for this upcoming FREE event that is the first of four POWER sessions planned for 2023. We've put together a powerful panel of a certified life coach, a human resources manager, and a professor who teaches courses in negotiation and conflict resolution, and they will be sharing their knowledge for how to seize those tough conversations and get the results you want. After the panel, stick around for networking, light snacks and drinks, and prize giveaways (bring those business cards!). Space is limited so register early.

Full event details can be found on [MBEX's WEBSITE](#) or register on [EVENTBRITE](#).

MEET THE 2023 MBEX BOARD OF DIRECTORS

Announced at the 2023 MBEX Annual Meeting + Luncheon, we are pleased to announce our Board of Directors for the coming year. The officers are as follows: PRESIDENT – Greg Grazzini (Grazzini Brothers + Company), VICE PRESIDENT – Mike Carlson (Max Gray Construction), TREASURER – Heidi Sedlacek (Bituminous Roadways), PAST PRESIDENT – Randy LaFaive (Market & Johnson), and SECRETARY – David Siegel (MBEX Executive Director). Directors are David Brandt (Schadegg Mechanical), Chuck Geisler (American Engineering Testing), Jason DuVal (Tenet), Brian Kalla (St. Cloud Acoustics), Sean Ochis (Northern Industrial Insulation), Jason Rentmeester (Kraus-Anderson), Andrew Ristrom (Carl Bolander & Sons), and Nate Sapik (Benson Electric Company). Retired from the Board are Kelli Lind (John A. Knutson & Company), Karin MacCabe (McGough Construction), and Steve Sauer (Erickson Electric Company).

2022 ANNUAL REPORT NOW AVAILABLE

MBEX closed out 2022 with 3,875 total posted projects; 1,309 total member companies, and as of the Annual Meeting on January 11, there were already 130 new projects posted for 2023. [VIEW THE 2022 ANNUAL REPORT ONLINE](#)

QUOTE OF THE WEEK

"Publicly funded or subsidized construction projects will remain the safest best for contractors in a downturn," said Brian Turnmail, vice president of public affairs and strategic initiatives at the Associated General Contractors of America.

"Construction leaders ought to look at what are the segments of work that are more likely to be reliable in an economic downturn and are their firms well-positioned to take advantage of that work." [READ THE ARTICLE](#)



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POWER

Professionals Offering Women Engaging Resources

Kick-Off Event: Wednesday, February 7

3:00-5:00pm | MBEX Office (Minneapolis) | **FREE - Register Here**

Meet Our Panel of Experts



CARRIE COTCH

Owner + Life Coach
of Carrie Jo Coaching

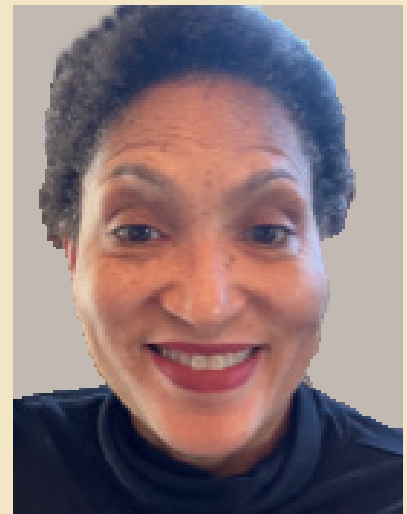
*Building Confidence
Before that Tough
Conversation*



CASSIE NELSON

Senior VP of HR at
McGough Construction

*Best Negotiation
Practices from
the HR perspective*



DR. BARBARA CARTER

Asst. Professor of Leadership
+ Business Management

*Receiving the 'Yes!';
Now What? and Getting
a 'No'; Pushing Past It*



Women em-**POWER**-ing women across the construction industry

MEET *the* BOARD



Greg Grazzini

President

Grazzini Brothers & Company



Mike Carlson

Vice President

Max Gray Construction



Heidi Sedlacek

Treasurer

Bituminous Roadways



Randy LaFaive

Past President

Market & Johnson, Inc

DIRECTORS

David Brandt
Jason DuVal
Chuck Geisler
Brian Kalla

Sean Ochis
Jason Renmeester
Andrew Ristrom
Nate Sapik

SECRETARY

David Siegel
MBEX Executive Director



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ANNUAL REPORT

2023

EDITION

Read the full 2022
Annual Report [here](#)