

2025

# ANNUAL REPORT



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## PROJECT PHOTOS

### FRONT COVER, BACK COVER & BACKGROUND PHOTOS:

“Construction of Steel Frame of Big Building with Blue Sky Background”  
Via Getty Images | By supparsorn

#### PAGE 4:

##### *Apple Valley Fire Station #2*

- Apple Valley, Minn.
- Terra Construction (CM)
- CNH Architects (Architect)

#### PAGE 8:

##### *Warroad RiverPlace Arts, Culture & Events Center*

- Warroad, Minn.
- Mortenson (CM)
- HGA (Architect)

#### PAGE 9:

##### *Mayo Clinic Anna-Maria & Stephen Kellen Research Building*

- Rochester, Minn.
- Knutson Construction (CM)
- HDR (Architect)

#### PAGE 11:

##### *Minneapolis American Indian Center*

- Minneapolis, Minn.
- Loeffler Construction & Consulting (CM)
- Full Circle Indigenous Planning + Design; Cunningham (Architects)

# FROM THE EXECUTIVE DIRECTOR

As we began the process of rebranding MBEX this year, we dug deeply into the characteristics of our membership. Most businesses join initially to access the Plan Room. But interestingly, over time, they come to appreciate the trusted partnerships they develop. Their engagement deepens, and they become passionate advocates for the Exchange, giving back to the construction industry and community.

Our Plan Room is a service that members use daily, and often multiple times a day. We know how important the Plan Room is to our members. We also better understand now how important we are as a hub of collaboration. MBEX isn't just a tech tool; it's a trusted network of peers who understand that when people know and trust each other, real work gets done. We make it easier to find the work and the people to support your business. I've spent my career in Association management, and I can tell you that what we have here at MBEX is special.

As Will Rogers once said, "Even if you're on the right track, you'll get run over if you just sit there." With that in mind, we charged into 2025 with an eye toward continuous improvement.

Here are some of the highlights of the year:

- We presented more than 5,000 projects to the industry for bid consideration (a record number).
- We held 15 events reaching more than 1,700 industry professionals.
- We welcomed 160 new members (another record number).
- We sold our office building and moved into a new space, allowing our Board to create an exciting and innovative investment policy better ensuring the Exchange's future.
- We engaged in a rebrand that has helped us define our vision, mission, core values, key member characteristics, key messages and our unique position in the marketplace.
- We added blueprints to our filtered optical character read results (OCR), meaning your project search filters now scan every specification document and text boxes on blueprints. More results for you!
- We launched a new membership database, GrowthZone. You'll gradually see more changes and enhancements that GZ provides, including an online directory and simplified annual dues payment.
- We relaunched our Young Professionals Network.
- Finally, we awarded \$24,000 in scholarships to 18 deserving students going into construction.

Even as the specific actions we undertake might change year to year, our mission remains our constant: to help our members by facilitating the exchange of plans, connections and knowledge.

We believe the best way to grow the industry is to grow each business within it. We're thrilled to be on this journey together and grateful for your support.



**DAVID SIEGEL,  
CAE, IOM**

*Executive Director*



# WHO WE ARE

## MBEX VISION

A stronger commercial construction industry, built on shared plans that become partnerships.

## MBEX MISSION

Helping our members grow by facilitating the exchange of plans, connection, and knowledge.

## MBEX CORE VALUES

Clarity. Connection. Relevance. Helpfulness. Growth.

# 2025 BOARD OF DIRECTORS



**HEIDI  
SEDLACEK**

President  
*AGC of Minnesota*



**BRIAN  
KALLA**

Vice President  
*St. Cloud Acoustics*



**SEAN  
OCHIS**

Treasurer  
*Northern Industrial  
Insulation*



**MIKE  
CARLSON**

Past President  
*Max Gray  
Construction*



**KEVIN  
BOHRER**

*Donlar  
Construction*



**BEN  
BOWMAN**

*Adolfson  
& Peterson*



**ALLIE  
BRADY**

*Veit USA*



**DAVID  
BRANDT**

*Schadegg  
Mechanical*



**AMANDA  
EIYNK**

*BUILD  
Renewables*



**MATT  
LENNARTSON**

*RJM  
Construction*



**CHRIS  
NIEMAND**

*Frattalone  
Companies*



**JASON  
RENTMEESTER**

*Kraus-Anderson  
Construction*



**NATE  
SAPIK**

*Benson Electric*



**DAVID  
SIEGEL**

*Secretary  
MBEX*

# ONLINE PLAN ROOM TOTALS

## 2025

January - 472  
February - 586  
March - 531  
April - 528  
May - 454  
June - 347

## 2024

January - 525  
February - 422  
March - 406  
April - 544  
May - 484  
June - 402

## 2025

July - 364  
August - 337  
September - 306  
October - 347  
November - 377  
December - 363

*TOTAL - 5,035*

## 2024

July - 369  
August - 392  
September - 317  
October - 393  
November - 328  
December - 327

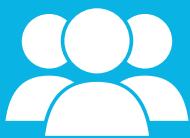
*TOTAL - 4,909*

## TOP PROJECT TYPES

1. Improvements	1,749
2. Replacement	703
3. New Construction	487
4. Remodeling / Renovation	285
5. Repair	218
6. Reconstruction	191
7. Rehabilitation	178
8. Remodeling	176
9. Upgrade	157
10. Addition	125

## TOP PROJECT CATEGORIES

1. Local Government	2,429
2. Educational	973
3. Airport	208
4. Recreational	197
5. Sewer / Waterlines	151
6. Wastewater / Water Treatment	115
7. State Government	89
8. Parking Structure	73
9. Storage / Warehouse	65
10. Life Station	63



Total Membership

**1,285**



New Members

**160**



Total Posted Plans

**5,043**

# MOST VIEWED PROJECTS



## JANUARY

New Elementary School - City of Maple Grove

- Total Visitors: 11,057
- Total Unique Visitors: 558
- Project Type: New Construction
- Project Category: Educational

## FEBRUARY

Police City Hall - City of Burnsville

- Total Visitors: 11,501
- Total Unique Visitors: 532
- Project Type: New Construction
- Project Category: Local Government

## MARCH

Police Addition - City of New Prague

- Total Visitors: 8,173
- Total Unique Visitors: 521
- Project Type: Addition
- Project Category: Local Government

## APRIL

New City Hall & Fire Station - City of Oak Grove

- Total Visitors: 8,528
- Total Unique Visitors: 500
- Project Type: New Construction
- Project Category: Local Government

## MAY

New City Hall & Fire Station - City of Oak Grove

- Total Visitors: 9,535
- Total Unique Visitors: 513
- Project Type: New Construction
- Project Category: Local Government

## JUNE

Additions & Renovations -  
Rosemount High School

- Total Visitors: 14,695
- Total Unique Visitors: 593
- Project Type: Addition / Remodeling
- Project Category: Educational

## JULY

Public Safety - City of Waite Park

- Total Visitors: 7,400
- Total Unique Visitors: 422
- Project Type: New Construction
- Project Category: Local Government

## AUGUST

Landfall Storm Shelter & Community Center  
(St. Paul)

- Total Visitors: 5,643
- Total Unique Visitors: 436
- Project Type: New Construction
- Project Category: Local Government

## SEPTEMBER

Woodland Cove Water Treatment Plant -  
City of Minnestrista

- Total Visitors: 5,180
- Total Unique Visitors: 399
- Project Type: New Construction
- Project Category: Wastewater / Water Treatment



## NOVEMBER

Additions & Renovations - Pine Hill Elementary  
(Cottage Grove)

- Total Visitors: 8,010
- Total Unique Visitors: 460
- Project Type: Remodeling / Renovation
- Project Category: Educational

## OCTOBER

Household Hazardous Waste & Recycling  
Facility - Dakota County

- Total Visitors: 6,962
- Total Unique Visitors: 470
- Project Type: New Construction
- Project Category: Local Government

## DECEMBER

Roosevelt High School - CTE Center  
(Minneapolis)

- Total Visitors: 7,575
- Total Unique Visitors: 460
- Project Type: New Construction
- Project Category: Educational

# 2025 HOT TOPICS

## TARIFFS

Tariffs came out swinging at the start of 2025, especially for anyone locked into fixed price work. Higher material prices, insurance headaches, and some international retaliation made budgeting harder.

## ARTIFICIAL INTELLIGENCE

Contractors moved from “let’s test AI” to “AI actually helps,” utilizing it for progress tracking, documentation, and workflow cleanup. Nearly half of firms plan to increase AI investment in 2026.

## DATA CENTERS

Data centers stole the spotlight in 2025. Fueled by the AI boom, demand skyrocketed, reshaping contractor strategies and driving record levels of work. The opportunities are massive, but so are the challenges, from power availability and equipment shortages to community pushback and tight labor.

## COLLABORATIVE DELIVERY

Progressive design-build, CMAR, and selective P3 structures give teams a way to align early, manage permitting risk, and change-order chaos later. State laws and guidance continued to loosen barriers, making these approaches accessible to mid-sized and even smaller systems.

## CLEAN WATER ACT

The EPA and the Army Corps formally leaned into a much narrower definition of federal waters, and a proposed WOTUS rule would codify that shift, reducing federal permits but leaving large swaths of wetlands and streams unprotected.

## PERMITTING

Federal “streamlining” narrowed NEPA reviews and sped up timelines on paper, but for many communities it also narrowed public input and increased uncertainty about what would qualify for fast-track treatment.

## PROJECT LABOR AGREEMENTS

PLAs were on again, off again. Federal mandates ran into lawsuits, so states and cities moved forward with their own versions (some with guardrails, other with gusto).



## IIJA FUNDING

As IIJA funding tapered, some projects moved forward while others stalled, reinforcing a hard lesson: authorized does not mean funded, and funded does not mean finished. The “2026 cliff” put pressure on local sponsors to move quickly, stack funding sources, and bring more to the table themselves.

## DEREGULATION

Federal procurement sped up, compliance requirements loosened, and environmental oversight scaled back, cutting costs. But it also introduced new uncertainties.

# DISTINGUISHED MEMBERS

**2014**

Clement Commers  
*St. Paul Linoleum & Carpet*

**2015**

James Hidding  
*Twin City Tile & Marble*

**2016**

Thomas J. McNamara  
*TMS Johnson*

**2017**

Thomas Tart  
*Vulcraft Sales*

**2018**

Greg Ochs  
*Snow-Larson*

**2019**

Mark Ryan  
*Carl Bolander & Sons*

**2020**

Tom Pitra  
*PCL Construction Services*

**2021**

Frank P. Grazzini  
*Carciofini Company*

**2022**

Jon Jasken  
*McGough Construction*

**2023**

Tom Getzke  
*Minnesota Builders Exchange*

**2024**

Rick Hanson  
*Sorlie Acoustics*

# VOLUNTEERS OF THE YEAR

**2014**

Timothy J. Hughes  
*Alliance Bank*

**2015**

Lisa Felts  
*SuperAmerica Fleet Fuel Program*

**2016**

Danielle Dziedzic  
*Dziedzic Caulking*

**2017**

Del Krusenstjerna  
*Shaw / Stewart Lumber Company*

**2018**

Jennifer Crowder  
*G. R. Promotions*

**2019**

Jason Loven  
*John A. Knutson & Company*

**2020**

Heather Grazzini-Sims  
*Carciofini Company*

**2021**

Joel Almquist  
*Scaffold Service*

**2021**

Robert Pasek  
*Contract Tile & Carpet*

**2022**

Russ Reger  
*Dem-Con Companies*

**2023**

Brad Ober  
*Alliance Bank*

**2024**

Andy Ristrom  
*Carl Bolander & Sons*

# WHAT'S AHEAD FOR MEMBERS

From relationship building to scholarship support, MBEX events are designed to help members connect, learn, and stay engaged throughout the year. Here's a look at some of the signature opportunities ahead.

**APR  
15**

## **Spring Social**

Midland Hills Country Club - *Roseville, Minn.*

Kick off the construction season by reconnecting with industry peers, welcoming new members, and strengthening relationships that carry into the busy months ahead.

**MAY  
6**

## **Young Professionals Network**

RJM Construction - *Golden Valley, Minn.*

An opportunity for emerging young professionals to build connections, share experiences, and grow their professional networks in a relaxed, peer-focused setting.

**JUNE  
3**

## **Member Appreciation BBQ**

The Builders Group (TBG) - *Eagan, Minn.*

A thank-you to our members. This casual gathering is all about the Exchange's community, conversation, and celebrating the members who make MBEX what it is.

**JUNE  
16**

## **Twin Cities Golf Tournament**

Oak Glen Golf Course - *Stillwater, Minn.*

One of MBEX's most anticipated events, bringing members together for networking, friendly competition, and relationship-building on and off the course.

**AUG  
6**

## **Sporting Clays Scholarship Fundraiser**

Game Unlimited Hunting Club - *Hudson, Wisc.*

Support the next generation of construction professionals while connecting with fellow members at this annual fundraiser for the MBEX / TBG Construction Scholarship.

**AUG  
19**

## **Golf North**

Ridgeview Country Club - *Duluth, Minn.*

A regional favorite that combines business development, networking, and a strong sense of community among MBEX members in the Northland.

**OCT  
8**

## **Fall Social**

Rush Creek Golf Course - *Maple Grove, Minn.*

Reconnect after a busy summer, reflect on the year's momentum, and strengthen connections heading into the final stretch of the year.

*We look forward to connecting with members throughout the year at these, and other, MBEX events!*

# CONTACT US



## FOLLOW & SHARE



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