

Construction Results Corporation

BUILDING TRUST



A stack of recommendation letters sits on the desk of Mark Snyder, president of Construction Results Corporation. They're from companies like Macy's, the Minnesota Vikings and CenterPoint Energy. And they use words like "high integrity," "excellent service," and "exceptional cost management" to describe the general contracting firm.

"The majority of our work is with repeat clients," Mark Snyder said. "To me, personally, that is a subtle pat on the back. It tells me we're doing a good job."

Incorporated in 1999, Construction Results has since become one of the fastest growing companies in Minnesota. Mark Snyder said even with the economic and construction slowdown, much of the company's new business continues to come from referrals and word of mouth.

Delivering Results

Construction Results is a medium-sized general contracting company based in Plymouth that specializes in commercial and industrial construction projects. From modest renovations to new ground-up construction, it performs a variety of work for companies in and around the metro area.

The company's current projects range from a design-build structural repair for The Salvation Army's facility in Minneapolis to a parking lot expansion project for West Lutheran High School in Plymouth.

Recently, Construction Results completed a 12,500-square-foot building expansion for WSI Industries in Monticello; a 30-foot by 50-foot addition to the fourth floor of the General Mills plant in Fridley; and an office remodel for Ultra Machining Company (UMC) in Monticello.

"We have the experience and ability to do small and large projects," said Ed Sorgatz, project coordinator. "Companies often look to us as a single resource for all construction needs."



Construction Results' President Mark Snyder, Project Coordinator Ed Sorgatz, and Vice President John Snyder.

He went on to say that each project, regardless of size, is treated with the same level of professionalism and enthusiasm.

"Our goal is to exceed our customer's expectations," Sorgatz said, "whether we're talking about new ground-up construction or a minor repair."

Creative Solutions

John Snyder, vice president of Construction Results and Mark's brother, said the company enjoys challenging and unique projects.

For example, the recent project for WSI Industries involved removing and re-using 225 lineal feet of exterior pre-cast concrete wall panels on a fully-functioning manufacturing facility. Construction Results constructed a weather-tight, temporary wall to allow construction crews to work only feet away from WSI's ongoing operations. John Snyder said WSI was pleased with the results, especially since it never lost a day of production.

"Relocating the wall panels not only saved significant costs for WSI, it was also a 'green' idea, in that we only needed to furnish four new wall panels for the entire project," he said.

In another example of creative problem solving, Construction Results identified an untapped land resource for The Dynamic Group. Due to a recent change in a city code, buildings can now be extended 20 feet

closer to the street than had been permitted previously.

"This discovery amounted to finding free land," said Dave Kalina, CEO of Dynamic. "It creates new options for us. We can now give consideration to an addition, whether now or in the future, in addition to remodeling."

From the Ground Up

A professional engineer, Mark Snyder started Construction Results in late 1999 after working for one of the nation's largest bridge builders and another local medium-sized contractor. He said he saw the opportunity to improve upon the manner in which construction services are delivered to customers.

"I think one of the biggest things that sets us apart is that we are detail-oriented when it comes to quality and schedule, and simultaneously prudent when it comes to costs," Mark Snyder said.

It's a business philosophy that clients appreciate.

Over the last 10 years, Construction Results has earned the trust of more than 300 organizations, from churches and nonprofits with modest budgets to large corporations with unique demands. As a result, the company's revenues have risen to 11 million. In 2007 it was named one of the fastest growing companies in America by *Inc.* magazine.

Alliance with Olson General Contractors

Through the years, Construction Results has earned the respect of its clients as well as its competitors.

When Bob Olson, president of Olson General Contractors, announced his retirement last fall, he decided to hand off his clients to Construction Results.

Bob Olson's family had run the company for precisely 100 years and was now closing its doors. Since Bob Olson and his project managers had maintained a close relationship with customers, they felt it was important to leave customers in



WSI relocate wall panels for building addition.

the hands of a firm with an equally strong reputation. Its two project managers, Ed Sorgatz and Terry Lind, also moved to Construction Results.

Ultra Machining Company, a precision manufacturer in Monticello, is one client that made the transition. UMC's state-of-the-art facility in Monticello was built by Olson General Contractors in 2004, but its office expansion project was completed recently by Construction Results.

"When we found out Olson was closing its doors, we were really disappointed," said Randy Hatcher, general manager of UMC. "However, we were very, very pleased with Construction Results. They were polite and professional, they finished on time and under budget, and they were almost invisible throughout the entire project. I would highly recommend them for any additions or new construction."

In many ways, Mark Snyder said the alliance is a win-win for everyone. "Clients will receive a seamless flow of service. Bob Olson can leave a third-generation, 100-year-old business in capable hands. And we'll strengthen our position in the industrial and manufacturing sector," he said.

Best Time to Build?

Given the economy, some companies have chosen to delay or scale back on construction projects. However, they could be missing out on opportunities to lower their costs, according to Sorgatz. He said that now may be the best time to build for several reasons:

- For those considering the use of SBA financing, related fees will be significantly lowered for a period of time as a result of the government stimulus package.
- The cost of materials (steel, aluminum and copper in particular) has fallen appreciably.
- The current slowdown in the construction industry has created an environment of extremely competitive bidding among project suppliers and subcontractors.
- For companies seeking a new home, a number of cities have put together attractive deals on building sites for new projects.

When it makes sense to build, Construction Results can assist with all stages of development. It can help with site review or selection, provide assistance to the project lender, arrange for the review and selection of required architects and engineers, solicit land/financial assistance

proposals from competing cities or simply develop preliminary cost estimates.

"The earlier you assemble your building team, the better," Sorgatz said. "We are firm believers in a team-approach to project development. This means that the owner, architect and contractor work together from day one to address and meet the owner's goals. The earlier this process begins, the more time the team participants have to thoroughly address the project goals, especially budget."

A new tool on Construction Results' Web site, www.ConstructionResults.com, provides clients with a quick estimate on just about any type of construction work. They simply click on the icon "MyEstimate" at the top of the page and provide a brief description of the project. Construction Results then develops a preliminary estimate for the work under consideration.

When choosing a contractor, Sorgatz offers a few suggestions. First, consider the company's reputation and references. Second, ask about the outcomes of similar jobs. Third, take into account the skill level and experience of its people.

"It may only take months to build a new facility," Mark Snyder said. "But it takes years to build a reputation." PM



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Ambassador press, constructing new equipment base.