

Mountainlands Area Plan Rooms

Our 10th anniversary 1990-2000

Dec 19, 2000

Dear Editor,

Thank you for the opportunity to present my views on the construction industry. Our business is referred to in other parts of the country as a Builders Exchange. Our basic purpose is to help contractors find work.

Besides owning the Mountainlands Area Plan Room SLC, Orem, Ogden, I am the Western Region Director for the American Society of Professional Estimators and State Director for the American Subcontractors Association of Utah. Both national organizations headquarter with us locally. I interview and network extensively with our members at all 3 offices, and the Architects we call on.

“As most in construction will agree we peaked in all categories several years ago. Some counties and disciplines varied by months, but the downturn was inevitable. The past several years have still been strong, with high volumes of dollars, and a good number of projects keeping most busy.

With several huge projects completed or nearing an end you will see that capacity turn the new smaller jobs. The big projects are still out there. They just do not satisfy the many smaller contractors created in the boom. Some of whom have never had to ‘bid’ work until this last year. This will be a classic feast or famine scenario for some time.

The successful contractor in the next 36 months will have a varied client base. Be flexible to adapt their expertise to available projects. Have qualifications and contacts beyond the Wasatch Front to bid with or find opportunities, and or is taking the steps now to develop these areas, networking, educating and improving bid techniques.

At the plan room we are already stocking plans in surrounding States that for years did not require attention. Within 3-6 months we will stock plans to the coast again to accommodate our client base, especially our manufactures.

Those companies willing to invest in some freight will find good margins and quantities in other markets to enhance a still strong market locally. Those venturing outside the state found all along that we never did get top dollar for some trades through our ‘boom’.

Warning to those seeking work in new territory, know your costs...bid cautiously... network, network, network. Join local trade organizations. Participate and listen to customers and peers, before you blindly bid our local rates elsewhere. Check licensing and payment laws first. Most states it is illegal to BID without FIRST becoming licensed and this can take months. Information in all states is available through ASA, and the plan room.

Tenant finishes; some housing, institutional work will be a consistent commodity. Several large projects will still dominate the skyline short term. Micron, Intel, the new Cottonwood hospital, Tooele, Alpine and Davis Schools all break loose for a hectic spring 2001.”

The ASPE hosts an annual dinner and tradeshow event ‘Forecast 2001’ each January at the Embassy Suites to panel these views. The construction public statewide is invited. Last year over 150 attended. For more information on the plan room or our networks visit website www.mountainlandsplanroom.com.

Best Regards

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