



# Report Card

## Construction “Speed Dating” Between Producers & Buyers

A blue oval badge with a black border containing the text "Very Good!" in white, serif font.

Very  
Good!

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### Summary

Monday, May 2, 2011 Construction “Speed Dating” event received a “VERY GOOD!” by a majority of respondents to the Event Survey.

To view results of the Survey, please see Pages 5-6. We’d like to thank our Sponsors and all those who took time to attend, participate and volunteer to make this inaugural Butte County EDC and Valley Contractors Exchange “Construction Speed Dating” event a success!

Many of you contributed topics for next time. Thank you again for your comments. See those comments beginning on Page 6.

Please feel free to contact Debra Lucero for additional comments and pass any names along or suggestions for a future event. E-mail Debra at [deblucero@sbcglobal.net](mailto:deblucero@sbcglobal.net) or call 530-228-2860.

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### Objective

To reconnect the construction industry - starting with a face-to-face meeting. Our goal was to introduce General Contractors to Subcontractors and public officials to private individuals and so forth. We wanted people to shake hands and meet the person on the other end of a potential bid.

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## Goals

- 1. Give general contractors a good update on what's new, what's happening and who's involved.**  
- The event started with Senator Doug LaMalfa and Assemblyman Dan Logue who gave participants a legislative update and what's happening on a State level. Participants wanted more time with the legislators but they were both on an extremely tight timeline. We were fortunate and grateful they both made the effort to come. Then, we held a Public Panel. Twenty-three people from the cities of Gridley, Chico, Oroville and the County of Butte as well as folks from Butte College and Chico Unified School District updated attendees on what public work and development is happening or planned. Additionally, we had a private development panel cast vision about what they see as the future of development in the area and what's in the works. "Not much," was the consensus of that panel with a flop in activity from 85% private to now 85% of activity being public and just 15% being in the private sector. Tom Varga, Director of Capital Project Services for the City of Chico reported permit activity was pretty much in a "free fall" from 2004 to 2008 with the worse years occurring in 2009 and 2010. It appears, Varga said, things are stabilizing in 2011, which is seeing twice as many remodel and energy upgrades. Additionally, Varga said construction valuation (\$50 million in 2004 hit a high of \$90 million in 2008 and then began to fall. It appears 2011 is on target to see \$70 million).
- 2. Reconnect or introduce subcontractors to general contractors and** - 11 General Contractors had "speed dates" with 23 subcontractors while 10 sponsors and/or vendors observed and interacted with attendees. Respondents of our survey reported 32 people made NEW business connections.
- 3. Create an atmosphere for business!** - 1 actual deal was made on-site while 13 participants reported a promise of a future deal. We will monitor the progress of those participants.

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## Materials:

- Flier advertising Construction "Speed Dating" Between General Contractors & Subs
- "Dance Cards" for Subcontractors to record their interaction with General Contractors
- Schedule of Events
- Survey, Name Badges
- VCE provided all participants with Clip Boards, Name Badges - loaded with "tools" for the day (schedules, raffle ticket, drink ticket, Dance Card)

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## Procedures

- 1.** The event was held at the Holiday Inn in Chico from 8am-4pm on a Monday, May 2, 2011. Registration was from 8am-9am (see Schedule on Pages 3-4).
- 2.** Each of the 11 General Contractors were positioned in stationary positions (at tables with identifying letters). The Subcontractors strategically rotated to each of the General Contractors throughout the two-hour period. This was a busy, loud time of business but it went quickly. The 5-minute limit was enforced to assure each Subcontractor met face-to-face

with each of the General Contractors and inform them of their skills, licenses, capabilities and availability. They exchanged cards.

## Schedule & Participants

### OUR SPONSORS

County of Butte \* Payless Building Supply – Chico \* Ashwood Construction \* Tracy Realty Company \* InterWest Insurance \* 3CORE \* Recology \* Tile City \* Butte College, The Training Place \* Lucky Hills, LLC

8am-Noon Open to General Public

8:00-9:00 Registration - Coffee, tea, water, pastries

9:00-9:45 **Senator Doug LaMalfa** and **Assemblyman Dan Logue** are scheduled to make opening remarks and take questions on California and matters affecting business.

10:00-11:00 Learn what regional development activity is underway. Three panels are planned: A Public Projects Panel and a Private Development Panel and finally, brush up on New Building Codes and Requirements with a quick panel review at the end.

#### Public Works & Projects Panel

##### City of Oroville

Donald Rust, Director of Planning  
Craig Griesbach, Chief Building Officer

##### City of Chico

Tom Z. Varga, Director of Capital Project Services  
Mark Wolfe, Planning Services Director  
Nelson George, Building Official  
Marie Demers, Housing Financial Specialist  
James Coles, Housing Manager

##### City of Gridley

Andrea Redamonti, Community Development Director  
Bruce Nash, Engineer, Rolls Anderson Rolls, City of Gridley

##### County of Butte

Mike Crump, Director, Department of Public Works  
Nancy Springer, Interim Building Official

##### Butte College

Michael Miller, Director of Facilities Planning & Management, Butte-Glenn Community College District

##### Chico Unified School District

Julie Kistle, Construction Manager  
Michael Weissenborn, Facilities Planner & Construction Manager, Chico Unified School District

#### 11:00-NOON Private Development Panel

Tom Lando of Tom Lando Consulting  
Jim Stevens, NorthStar Engineering  
Roderick (Rod) Mummert, Ashwood Construction  
Bill Brouhard, Guillon-Brouhard Commercial Real Estate  
Mike Evans, Lucky Hills, LLC  
Tom DiGiovanni, New Urban Builders

Georgie Bellin of The Group Commercial Real Estate (could not make it)

**NOON-1:00 Fuel up for the next round (Speed Dating Participants Only – Light Lunch Fare)**

**1:00-3:00 Speed Dating Between Subcontractors & General Contractors**

**General Contractors Participating in Speed Dating Include:**

1. Ashwood Construction, Inc.,	Chico
2. BCM Construction	Chico
3. Billson Construction	Chico
4. Conroy Construction, Inc	Chico
5. Lamon Construction	Yuba City
6. Modern Building	Chico
7. Slater & Son	Chico
8. Trilogy Construction	Paradise
9. CHIP	Chico
10. United Building Contractors	Chico
11. West Coast Construction	Chico

**Sub-Contractors**

1. Advanced Home Performance, BPI	Gridley
2. Alternative Energy Systems, Inc.	Chico
3. Alton, Inc. WV	Marysville
4. Andrew Sprague Construction	Paradise
5. Baird Roofing	Chico
6. Big Red Electric	Gridley
7. Chico Air Heating & Cooling, Inc.	Chico
8. Commercial Pump & Mechanical	Magalia
9. Cunningham Plumbing	Chico
10. Darryl's Painting	Oroville
11. Davy's Heating and Air Conditioning	Chico (did not show)
12. Frank's Refrigeration & Heating, Inc.	Paradise
13. Hall Electric	Chico
14. Hawkins Electric	Chico
15. John Burger Heating & Air Conditioning	Yuba City
16. Lawler Electric	Chico
17. Lone Wolf Plumbing & Piping Systems	Chico
18. Meek's Insulation Installation	Chico
19. Miller Electric	Paradise
20. Quiggle Construction	Paradise
21. Richall Electric Co.	Yuba City
22. Tolar AVL, Inc	Chico
23. Griswold Building & Remodeling	Oroville (was not licensed)
24. Sierra Landscape & Maintenance	Chico (did not show)

**WAIT LIST**

26. Accularm Security Systems	Oroville (did not show)
27. Carpet One Floor & Home	Chico
28. Wheeler Tile & Construction	Chico
29. Hull's Nor-Cal Window & Door, Inc.	Chico (did not show)
30. Tim's Door Shop	Chico (did not show)
31. Gray Rock Trucking	Chico (did not show)

**3:00-4:00 Next Steps & Happy Business Hour – Open to Everyone in the Construction Industry!**

Your next project may be right around the corner. Enjoy Hors d'oeuvres. The first drink is on us! No-Host bar follows. Raffle prizes will be announced. Must be present to win.

**MANY THANKS TO OUR RAFFLE PRIZE DONORS!**

Applebee's – Chico \* Applebee's – Oroville \* Home Depot – Chico \*  
 Home Depot – Oroville \* Italian Cottage \* Logan's Roadhouse \* Lowe's  
 \* Marie Calendar's \* Recology \* Skyway Tools

**Survey Results 81% Overall Return Rate** 35 of 43 present responding  
 (total universe was 43 however not all were physically present. Those not present  
 were primarily Sponsors; one General Contractor spot and one subcontractor spot  
 was left vacant. Some folks left prior to being surveyed.)

Respondents included:

9 General Contractors 17 Subcontractors 3 Panelists 6 Sponsors

**How did this event meet your expectations?**

4 WOW! 22 Very Good 7 Okay 0 A Big Cow Pie

**Would you attend a future event?**

\_\_23\_\_ Very Likely \_\_0\_\_ Not Likely \_\_10\_\_ Perhaps \_\_0\_\_ Not on Your Life

**How was the Speed Dating portion?**

\_\_23\_\_ Just right \_\_5\_\_ Too short \_\_3\_\_ Too long \_\_0\_\_ None\_\_

**Did you make new business connections?**

\_\_32\_\_ Yes \_\_0\_\_ No

**Did you make a deal?**

\_\_1\_\_ Yes \_\_27\_\_ No Deals

**Not today, but we have a promise of a deal.** \_\_13\_\_ Yes or Maybe \_\_18\_\_ No but ...“lots of promises  
 to invite subs to bid”

**What type of contracting license(s) do you have?**

1 (Gen. Engineer) 2 Cabinets/millwork 3(A) 10(B) 2(C-2) 1(C-7) 1(C-8) 5(C-10) 1(C-15) 1(C-20) 1(C-33)  
 2(C-36) 1(C43) 1(C46) 1(C-54) 1(C-57) 1C-61/021)

**What type/who (companies, suppliers) would you want at a future event?**

General building, commercial & residential, more subcontractors of all types, more vendors, plumbing, tile  
 install, waterproofing, more general contractors, PG&E representatives, Home Depot, architects, fence subs,  
 landscapers

**Were the panel discussions helpful?**

\_\_28\_\_ Yes \_\_3\_\_ No

**Did you learn something new?**

\_\_26\_\_ Yes \_\_5\_\_ No

## TOPICS FOR NEXT TIME:

1. Contractors should meet other contractors
2. Interior design and construction
3. Interior design
4. Standardized prevailing wages for Butte County
5. Lead paint
6. More local projects
7. Power factor correction
8. Solar power
9. Bookkeeping
10. Solar - Co-generation
11. Financing/Tax Credits
12. Less requirements/legislation
13. Recycling
14. Somewhat - unfortunately, there's not a lot of excitement in the construction industry. It would have been interesting to get more information/perspective from Senator/Assemblyman speakers. It would have been nice to have more time with them.

SPECIAL THANKS TO OUR ON-SITE HELP: Kate Leyden, Carrie Moore and Teresa Walsh of Valley Contractors Exchange; and Debra Lucero, Ray Laager & Lauren Fee of Butte County Economic Development Corporation.

