



Elder-Jones  
GENERAL CONTRACTOR

# Construction Communicator

SPRING 2024



## President's Corner

### REALIZED SUCCESS

My first time traveling for work was as a young assistant project manager back in 2001. I was flying to Montana to attend a pre-bid meeting for a home goods and linens store. Our project manager was traveling elsewhere, so he sent me in his place. I ended up meeting an executive from one of our competitors. He was a real nice guy; we had some spare time, so we went to lunch together. I don't remember much else from our conversations, but I do remember one thing he told me. He told me to succeed in this business, you need to be an 80% people person and a 20% construction person. Nice guy, I thought, but he's full of it.

Fast forward 23 years, and I know now his advice was quite sound. I'd give a little more credit to being adept in construction than he did, but he was correct that to REALLY be successful at this, you need to have exceptional people skills. At the very least, you need to work hard at being a people person when and where it counts

and have a good understanding of how to read people and react to them in the appropriate way. You need to form and cultivate relationships with customers, as our business model is dependent upon repeat work. It goes without saying that to capture repeat business, you need to be a skilled construction manager. But we've had lots of people with good construction management skills that turn over excellent projects, but just can't seem to achieve reliable repeat work. The most successful ones, however, are skilled at both building projects and skilled at building and maintaining relationships. The thing I always tell my team is that our customers shouldn't want to work with anyone else. Just make it that way and you're set. They need to think of you first when a new project comes to be. Sometimes the choice of contractor strictly comes down to price, but that's not always the case. When our customers enjoy working with us and know we really care about the success and quality of their projects, we often become the best qualified contractor seemingly by default. They think of us as an extension of their own team and vice versa, and they realize they can be most successful at what they're doing because of us. Put in the time and effort, show you care, and suddenly the new opportunities will start flowing in. You will realize success.

If you read the previous version of the Construction Communicator, you'll know that Brian Perkkio, our long-time Vice President of Operations, retired at the end of December. Brian worked at Elder-Jones for over 30 years as a project manager and later as an executive and became a partner in the company. Many of you probably don't know that Brian has a 4-year degree, not in construction management, but instead in geology. Now I've never earned a geology degree, but speculation would say there is not much overlap in skills between a geology career and one in construction management. But none of that mattered in Brian's case. He was successful because he learned the necessary construction proficiencies and worked hard at building and maintaining relationships with his customers.

*Continued on next page*

## WHO ARE WE

Elder-Jones, Inc. is headquartered in Bloomington, Minnesota, and provides nationwide general contracting services in 49 states, Puerto Rico, and Canada.

Our Bloomington office also serves as headquarters to our associated companies: Elder-Jones Building Permit Service and Elder-Jones Construction of Canada, ULC.

*Providing Uncompromised Service Since 1971*



# President's Corner, Continued

*Continued from first page*

From his first day here until his last, Brian wanted himself and Elder-Jones to be the first contractor our customers would turn to when new projects arose.

Over the course of the past few years, we've continued to elevate and improve our standards and processes, and this translates into a better product for our customers and makes our company a better place to work. These improvements have been in large part due to our exceptional team, led by those who understand how to care for customers and fellow employees alike. These individuals continue to make Elder-Jones a special place to work and to inspire our employees to be better at what they do. In that regard, I'm proud to announce that Greg Lucivansky, Mike Gunderson, and Trevor Schuster have recently become partners in the company. All three perfectly exemplify the attributes I've talked about in the previous paragraphs. We have a new generation of leaders, and many new opportunities on the horizon. They'll lead our team by their own established examples, while maintaining the distinctive Elder-Jones culture that has always set us apart. The result of one individual realizing success often turns into facilitating a pathway for others to realize the same. ~Justin Elder, President



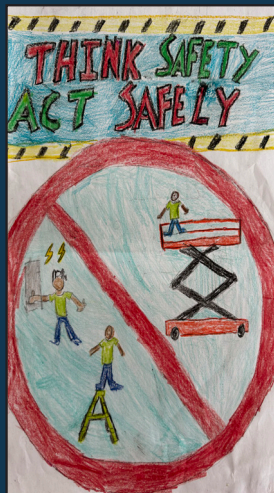
Mike Gunderson, Greg Lucivansky, Justin Elder, and Trevor Schuster

## 2024 Safety Poster Contest

This year's safety poster contest grand prize winner is 12-year-old Bristol Schiesser, granddaughter of Elder-Jones field superintendent, Floyd Johnson. Bristol's winning design is a great display of this year's theme "Think Safety, Act Safely" and will be displayed on every Elder-Jones jobsite to emphasize the importance of keeping our projects safe and free from accidents. Thanks to all those who participated in this year's contest! We received many fantastic entries in each age group, including some notable entries featured here.



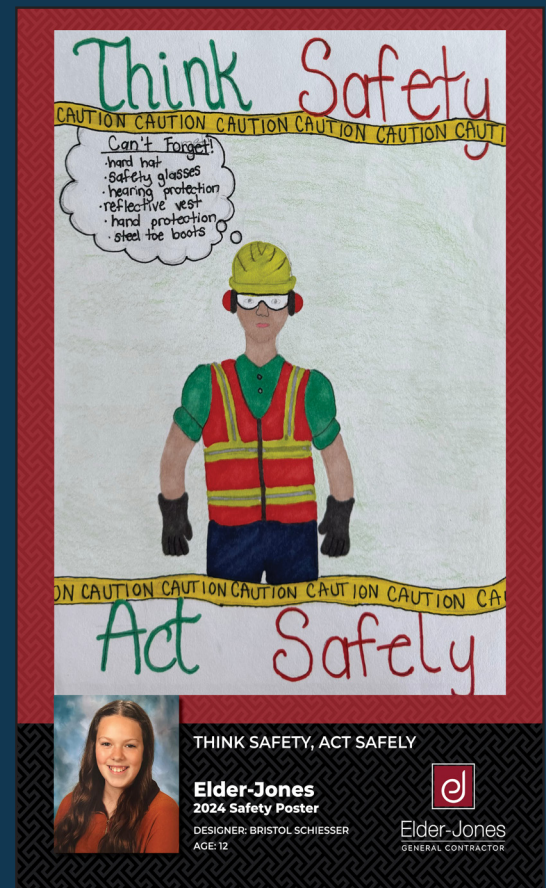
Bensyn Mandelke, age 7  
1st place winner, age group 7-9



Brooks Schuster, age 6  
1st place winner, age group 4-6



Parker Ash, age 10  
2nd place winner, age group 10-12



Bristol Schiesser, age 12  
Grand prize winner & 1st place winner, age group 10-12



# Project Feature: Minnesota Valley Country Club

Elder-Jones recently had the privilege to be a part of the clubhouse remodel for Minnesota Valley Country Club located in Bloomington, Minnesota. This project began with the design phase in the Fall of 2022 and construction completed in the Spring of 2024. The project was phased to allow for minimal interruption to the club's members throughout the process. The original goal was to provide an updated pro shop and a new pub for the members to enjoy. As the project unfolded, additional work was added resulting in a new and vibrant clubhouse throughout.



A former meeting space on the main level of the clubhouse was utilized as the new pro shop location. This allowed the existing pro shop to remain open on the lower level throughout the build. While the pro shop was being constructed, design was underway on the new pub that would occupy the soon to be vacated pro shop space. The pro shop project



included all new display fixtures, new lighting, new architectural finishes, and a refresh of the existing clubhouse lobby with modern finishes and a fireplace.



The vacated pro shop on the lower level had great access to a large patio area on the rear of the clubhouse, and this element became instrumental to the pub design. Large folding exterior glass doors were utilized to provide access to the patio area for patrons. The pub also featured an open ceiling concept, wood panel ceiling elements, and modern bar seating.



The final phase of the project involved a full-scale remodel of the club's main level dining room, bar, and restrooms. The bar features an open seating area with decorative acoustical ceiling panels in the center of the space. All new architectural finishes were installed

throughout the bar and a fireside dining space was created to offer members multiple experiences to enjoy. New fixtures and finishes were installed in the restrooms to complement the upscale environment of the rest of the clubhouse.

As with any project, this one was not without challenges. Required code upgrades to the existing HVAC and fire alarm systems are just a couple of examples of items that were encountered throughout the process. The design team from KOMA as well as appointed members



of the club were an instrumental part of working through these project challenges. John Lundebrek, Mason Bender, and Wade Arms did an outstanding job managing the construction of the project for Elder-Jones. We are very thankful to have been chosen to be a partner on this project and we hope the members of the club enjoy their new clubhouse for many years to come.





# Get to Know Elder-Jones

It is important to know who you're working with, so we are once again helping you "get to know" a few of Elder-Jones' finest.



## SLOANE GERMUNDSON – PAYROLL ACCOUNTANT

Sloane joined Elder-Jones in January of 2024 and is the payroll accountant for both Elder-Jones and Shrader & Martinez Construction. She makes sure everyone gets paid on time! Sloane also manages the company's available benefits.

Sloane grew up on a hobby farm by Mayville, North Dakota, where her family raised some pigs, horses, and chickens, and had cats and one dog. She is a younger middle child of four, with two older sisters and a younger brother. She graduated with a bachelor's degree in accounting from North Dakota State University in Fargo. Sloane spent a lot of her time in college volunteering for the Girl Scouts of America and the Red River Children's Advocacy Center. She started her career at Microsoft working in video game royalties. Sloane now lives in St. Louis Park, Minnesota.

In her free time, Sloane enjoys being outdoors. She is a regular kayaker and swimmer, so she is excited to be living in a state with so many lakes! She has recently started to play pickleball and thinks that is going to become a new hobby. A fun fact about Sloane is that she keeps a master list of any suggestions ever given to her, for things like movies, shows, restaurants, or events. She is always looking for suggestions!

## MIKE JASINSKI – FIELD SUPERINTENDENT

Mike has been a jobsite superintendent for Elder-Jones for nearly two years. He works primarily on Apple projects, and his favorite project so far is the Apple store in Boulder, Colorado. He enjoyed that beautiful area of the country and was able to make the most of his free time to experience all it had to offer.

Mike grew up in Mukwonago, Wisconsin, a small town just west of Milwaukee, with one sibling, a Marine veteran father, and a mother who helped maintain the office side of his father's electrical business. He now lives in Bay View, Wisconsin, with his lovely wife, Casey, and their two dogs, Barney and Franklin.



Outside of work, Mike's hobbies mostly include enjoying the outdoors as much as possible. Whether that's hiking or just putting up a chair somewhere with an amazing view, his greatest joys come from exploring new places with Casey and their dogs. Their highlights are trips to Colorado every year for off-roading in the Rockies and some days free from distractions.





## MASON BENDER – ASSISTANT PROJECT MANAGER

Mason is an assistant project manager at Elder-Jones and has been in that role since July of 2022. He primarily works on projects for GAP, Foot Locker, and Consumer Cellular. His favorite project so far is the Vuori store at the Mall of America in Bloomington, Minnesota. This was his favorite project because of the close location and the higher end finishes they used. He enjoyed being able to go out to the site frequently and to see the progress firsthand.

Mason grew up in a small town outside of Madison, Wisconsin. When he was 16 years old his family moved to Waconia, Minnesota, where he graduated from high school. He attended Minnesota State University, Mankato, for two years before transferring to the University of Minnesota. Mason currently lives in Vadnais Heights, Minnesota.

In his free time, Mason enjoys traveling, working out, being outdoors, and golfing. During the summers he and his family enjoy time up at their camper on the lake. Mason has been to China twice and he backpacked in Europe for two weeks, visiting Spain, France, and Portugal!

## WADE ARMS – FIELD SUPERINTENDENT

Wade started with Elder-Jones back in 1981 as a drywall carpenter for Elder-Jones' subsidiary, National Drywall. He traveled throughout the country helping build-out stores in shopping centers. As projects grew, he eventually started running projects as a jobsite superintendent. He left Elder-Jones for a time, but rejoined in April of 2023. He has since been working on a year long remodeling project at the Minnesota Valley Country Club in Bloomington, Minnesota, which just wrapped up.

Over the years, Wade has had various commercial drywall companies. He has also worked for other companies building a variety of stores and gas stations, and renovating historical buildings. One of his biggest and most favorite projects was restoring the Pillsbury Machine Shop in Minneapolis, Minnesota. It was a three-year project and is now an event center. He did everything from building the budget to performing as the jobsite superintendent.

Wade grew up in South Minneapolis, Minnesota, and attended Roosevelt High School and Michigan University. He was a professional ski racer in his younger days. He started skiing at the age of seven and was on the Buck Hill Ski Team for 13 years. These days he enjoys his grandchildren and walking his three dogs. Wade now resides in Lakeville, Minnesota.





# Elder-Jones Across the Nation

Recently completed projects from around the country.



**WARESPACE** St. Paul, MN  
Superintendents: Scott Riley & Troy Williams  
Project Manager: Chris Bonello  
Assistant Project Managers: Ron Finch & Nathaniel Mlinar



**JENNI KAYNE** Naples, FL  
Superintendent: Danny Wright  
Project Manager: Ryan Callahan  
Assistant Project Manager: Andrew Stanek



**AFFORDABLE DENTURES** Vista, CA  
Superintendent: Rich Carlton  
Project Manager: Zach Gurholt  
Assistant Project Manager: Rory Pennaz



**MIZZEN+MAIN** Scottsdale, AZ  
Superintendents: Terry Stull & Chris Hubbard  
Project Manager: Matt Huhner  
Assistant Project Manager: Ron Finch



**WILSON** Mall of America | Bloomington, MN  
Superintendent: Doug Gurholt  
Project Manager: John Lundebrek  
Assistant Project Manager: Mason Bender



**ALO YOGA** Houston, TX  
Superintendent: Nick Maresca  
Project Manager: Jason Ash  
Assistant Project Manager: Payton Oestreich





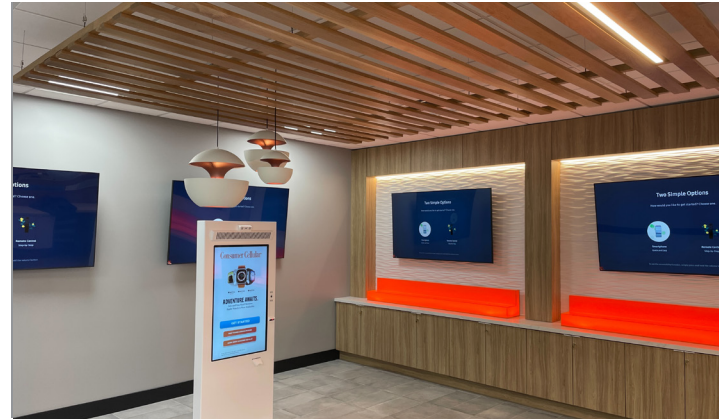
**JCPENNEY** Goodyear, AZ  
 Superintendent: Bill Disosway  
 Project Manager: Nathaniel Mlinar



**ARC'TERYX** Chicago, IL  
 Superintendent: Dean Schrager  
 Project Manager: Chris Bonello  
 Assistant Project Manager: Jake Murphy



**GARAGE** Jacksonville, FL  
 Superintendent: Donny Herpel  
 Project Manager: Jason Ash  
 Assistant Project Manager: Payton Oestreich



**CONSUMER CELLULAR** Bristol, CT  
 Superintendent: Shawn Kelly  
 Project Manager: John Lundebrek  
 Assistant Project Manager: Mason Bender



**LOVESAC** Staten Island, NY  
 Superintendent: Shawn Kelly  
 Project Manager: Ryan Callahan  
 Assistant Project Manager: Andrew Stanek



**APPLE** Tulsa, OK  
 Superintendents: Justin Reaser & Bill McNabb  
 Project Manager: Colton Remakel  
 Assistant Project Manager: Grant Martinson



# Meet RRAM Services

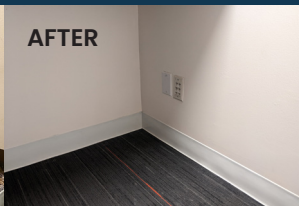
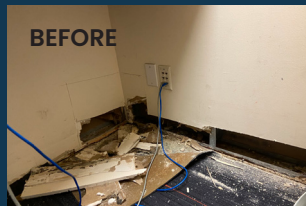
We'd like you to meet our Remodel, Repair, and Maintenance (RRAM) Services team! RRAM is a division of Elder-Jones and a great complement to our traditional general contracting services. RRAM provides commercial remodeling, preventative maintenance, and repair services (including emergency repairs) for clients nationwide and in Canada. They provide solutions, coordination, and management of work for multi-site facilities. Since 1988, their success has been based on their unwavering and guaranteed commitment to quality and timely outcomes.



Painting refresh

## Full range of services offered

RRAM can help with single repairs, refresh programs, rollouts, remodels, or maintenance plans. Here is just a small sample from a few recent projects.



Plumbing leak repair



Parking lot striping



Specialty part installation



Painting refresh



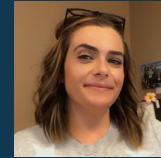
Exterior refresh

## Meet the team!

RRAM project managers are on call and available 24/7.



Kathy Kelly  
Director



Alisha Van Den Hul  
Project Manager



Amber Benson  
Project Manager



Troy Coke  
Project Manager



Adam Cook  
Project Manager



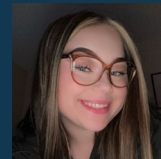
Sierra Benson  
Asst. Project Manager



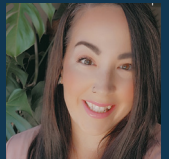
Garrett Carlson  
Asst. Project Manager



Megan Tait  
Asst. Project Manager



Kaylee Wester  
Project Coordinator



Krista Triana  
Project Coordinator

## Elder-Jones Contacts:

### JUSTIN ELDER

President

[justin@elderjones.com](mailto:justin@elderjones.com)

952-345-6069

### BRIE GUNDERSON

Director of Marketing

[brie@elderjones.com](mailto:brie@elderjones.com)

952-345-6028

### GENERAL INFORMATION

Elder-Jones, Inc.

1120 E. 80th Street, Suite 211

Bloomington, MN 55420

[www.elderjones.com](http://www.elderjones.com)

### GREG LUCIVANSKY

Vice President of Project Development

[gregl@elderjones.com](mailto:gregl@elderjones.com)

952-345-6058

## LET'S GET SOCIAL! CONNECT WITH US!



[www.twitter.com/elder\\_jones\\_gc](https://www.twitter.com/elder_jones_gc)



[www.linkedin.com/company/elder-jones-inc/](https://www.linkedin.com/company/elder-jones-inc/)