

Industry Vision

Without the benefit of a Magic 8-Ball or a Ouija board, around 80 Builders Association members were able to get a peek at how changes happening now may impact construction's future.

Presenters Ujjval Vyas (Alberti Group), Kenneth Osmun (Wight & Company) and Steve Trepiccione (The PrivateBank) focused on recent innovations and events and their likely resulting effects during the Association's Fall Meeting.

Vyas discussed shifting owner preferences and how companies should change their business plans in light of the shifting traditional model for construction. Wight's presentation covered the increase in collaboration between parties for the delivery of the best building and Trepiccione discussed how the banking industry is adjusting its practices to meet the needs of its construction clientele during this difficult time. Members were then given a chance to ask questions of the panel.

Osmun commented on LEED, Building Information Modeling and the increasing



Steve Trepiccione (right) of The Private Bank answers a question on the current state of the lending industry as fellow presenters Ujjval Vyas (left) of Alberti Group and Kenneth Osmun of Wight & Company look on.

demand from owners for both. He also spoke on the increased demand for sustainable building and owners who are showing a greater propensity for utilities that save them money by being green.

Trepiccione pointed out that banks in general have always viewed construction with caution due to the many variables. While the downturn hasn't helped matters, he was also quick to state that credit is still available for companies if they know where to look and stressed an open line of communication between contractors and

their banks.

Factors in being able to secure funding even in the worst of times include a strong reputation, a strong management team and a history of good relationships with bonding companies.

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