



FALL, 2009

NEWS AND INFORMATION ABOUT THE CHICAGO BUILDING CONGRESS

THE EDIFICE



CHICAGO BUILDING CONGRESS

Punch List..

<i>A Word From the President</i>	2
<i>CBC Directory Advertising</i>	2
<i>CBC 2009 Golf Classic Recap</i>	3
<i>University of Chicago Projects</i>	3
<i>Surviving Economic</i>	4
<i>New Members</i>	4

DREW WAITLEY RECEIVES CBC 2009 AWARD OF HONOR



OCTOBER 21, 2009 □ 11:30 A.M □ UNION LEAGUE CLUB OF CHICAGO

For nearly 50 years, Drew Waitley was the quiet leader who helped define and shape Chicago's great Building Industry. From his outset at Continental Bank in 1952 through his retirement from LaSalle Bank in 2000, he focused upon supporting construction principals and their building projects around the globe.

Drew joined Continental Bank after graduating from Dartmouth College and spent the next 35 years at that bank.



CBC President Bruce Watts presented Past President Dana Thorne with gifts recognizing his service to CBC as President for the past two years at the September 16th Membership Meeting, including ample golf ammo.

Ascending to Senior Vice President in the early

**PAST
PRESIDENT
DANA
THORNE
HONORED**

1970's, he launched a new construction lending group. At the time, it was a novel concept, for lending to contractors was not only viewed as risky, but was avoided by most banks. He focused upon underwriting the character and capabilities of the person, rather than approving loans based on traditional banking ratios.

In the early 1980's, Drew left banking to build a new surety brokerage office for Corroon and Black. Insurance industry consolidations provided opportunity for him to join Schwartz Brothers, where he remained until LaSalle Bank returned him to commercial lending and leading a new team dedicated to the building industry. Under Drew's leadership, this unit grew from a half dozen contractor customers in 1995 to over 200 clients before LaSalle's sale to Bank of America in 2007.

Join us for lunch on October 21, 2009, to help celebrate Drew's lifetime of true achievement, as he is presented with the very award he helped create 14 years ago...the CBC Award of Honor!



A Word From Our President..



By Bruce Watts, Barton Malow Company

Judging by our turnout for the September 16th General Membership Meeting — which drew almost 300 reservations — CBC is off and running for a banner year. We enjoyed a great presentation on capital improvement projects now underway at the University of Chicago. Delivered by guest speaker Boyd Black, Assistant VP for Capital Projects, the presentation reviewed over \$1 billion in projects currently in progress and planned.

Next up, we have the annual Award of Honor program scheduled for October 21st at the Union League Club. This year's honoree has just been announced. It's Drew Waitley, who retired from LaSalle Bank in 2000 following an illustrious career in the construction banking and insurance industries. Join us that day to honor Drew and hear some first-rate stories about the industry.

Shoring up our monthly meeting efforts, CBC has developed two great breakfast seminars being held at Maggiano's Little Italy on Clark Street. The first will be on October 9th, titled "Surviving The Economic Downturn," and featuring five business experts addressing differing aspects of interest to the building industry as it perseveres through the worst economic downturn in recent memory.

We'll follow through on November 5th with another panel discussing a precedent-establishing court case in "The Weather-Tite Case, Will It Really Weather The Test of Time?" If you're wondering whether a building owner can be forced to pay a subcontractor twice for the same project, this is the seminar you won't want to miss.

Meanwhile, we also forge ahead with the annual

CBC Directory project, and are edging closer to the moment when our print edition closes for printing. If you have not yet paid for 2009-2010 CBC dues, now is your final chance to do so and appear in the Directory. There are still a few ad spaces left as well, and the CBC Directory may be your very best advertising investment all year.

Notices and nomination materials will also be coming out soon for a new round of Merit Awards, so watch your mail for that news, too. Good weather for pictures won't last long, so if you plan to enter our competition, now's a good time to get out the old Kodak.

Finally, I want to just say a few words about Ace Tech High School and the students we host every September for lunch. As you may recall, CBC is a Bronze Sponsor of ACE Tech, in that we donate \$5000 every year to the school from our summer Golf Outing proceeds.

This year, we tried something a little different with the students, breaking up their group to seat individual students at tables all around the room. It worked out great, and I'm not sure who enjoyed the table dialogue more, CBC members or our high school guests.



BUY CBC 2010 DIRECTORY ADS...THEY TOP THE REST!



CBC again offers advertising opportunities exclusively for members in its new 2010 Membership Directory. The annual CBC Directory will be published later this Fall and used within the Chicago Building Industry throughout the new year. You get 12 months of ad life for the price of a single ad in any other publication. Act now to reserve your advertising space...directory advertising forms are included in this newsletter!

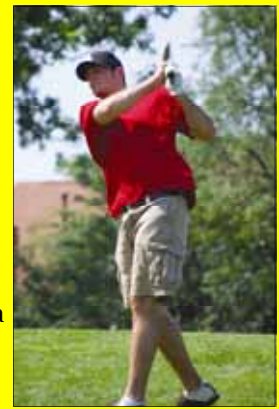
CBC 2009 GOLF CLASSIC

Wednesday, June 24, 2009 □ Bloomingdale Golf Club



CBC held its annual Golf Outing at Bloomingdale Golf Club on June 24th. A nearly full compliment of golfers enjoyed golfing on one of the few hot and humid days of the summer season.

We relied upon the support of our sponsors to make this outing a pleasurable event and enable a donation to ACE Tech High School. This donation was once again presented at the September General Membership Meeting. Sponsors included:



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UNIVERSITY OF CHICAGO CAPITAL PROJECTS

SEPTEMBER 16, 2009 □ UNION LEAGUE CLUB

Almost 300 Industry Professionals registered to hear Boyd Black, Assistant Vice President for Capital Projects at the University of Chicago, deliver a dynamic presentation on major projects planned and under way at the University's campus. The \$1 billion Capital Projects program includes a wide range of projects spread across the University's vast 211-acre campus designed to enhance the school's reputation as one of the nation's leading Universities and a premier Chicago institution of learning.

Gerri Harston, Executive Director of Ace Tech High School, was also presented with their annual donation from CBC's June Golf Classic at this "Fall Kick-off" meeting.



Bruce Watts (right) presented speaker Boyd Black with the CBC Skyline following his presentation.

SURVIVING THE ECONOMIC DOWNTURN

A TIMELY SEMINAR SPONSORED BY CBC & SOICA

Friday, October 9, 2009 - Breakfast & Registration 7 AM, Seminar 8-9:30 AM



MODERATOR:

Bruce Schoumacher
Partner, Querrey & Harrow

KEYNOTE SPEAKER:

CHRISTOPHER PICONE



Senior Vice President & Managing Director,
Buccino & Associates, Inc.

Chris Picone is a legal, financial, and operating consultant with over 25 years of experience in real estate development, asset management, financial structurings, operations, and business turnarounds. He will lead a lively panel discussion with four experienced professionals to explore the ways and means of surviving the current recession.

PANELISTS:

JEFFREY STEIGLEMAN

Construction & Engineering Division
5/3 Bank

Jeff heads the Construction & Engineering Division at 5/3 Bank. He oversees six bankers focused solely on providing banking and succession solutions to construction and engineering firms, now serving 60 clients with \$550 million in credit commitments.



DAVID SAUERMAN

Construction & Engineering Division
The Private Bank

Dave directs the Construction & Engineering Division at The Private Bank. His broad experience spans 29 years in banking, working exclusively with clients in the construction and engineering industries.



DENISE STILLMAN

Principal Clear Directions, LLC

Denise is a veteran marketer and strategist with expertise in strategic planning, marketing, sales, and business development. She brings business owners 20 years of coaching and consulting experience in the building industry.



BRUCE BRAZAS

Chief Financial Officer Edwards Engineering

Bruce has over 20 years of experience in financial and operations management. He has a strong background in profit-oriented management, the use of strategic planning tools, improving profitability through acquisitions, and counseling emerging entrepreneurial businesses.



*Location: **Maggiano's Little Italy***

111 West Grand (Banquet Entrance), Chicago, IL 60610 (312-644-4284) - Business / Business Casual Attire

Register Today...Class Size Is Limited! Call CBC At 630-393-1313

Or Sign Up On-Line at www.chicagobuildingcongress.org

CBC WELCOMES 8 NEW MEMBERS...

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