



MINNESOTA CONCRETE & MASONRY CONTRACTORS ASSOCIATION

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To: **Douglas A. Nichols**
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From: Dick Dentinger, MCAA State Chair
Gary Botzek, Executive Director

Date: January 25, 2010

Re: **MINNESOTA CHAPTER UPDATE**

Economic Conditions/Forecasts

Shakespeare once said "these are the times that try a man's soul." Amen to that!!

The economy, both at the national level and here in Minnesota continues to drag. The national recession has sent the construction industry into a severe downturn. Both construction companies and construction workers have been hit hard by the down turn in the economy. From June 2008 to June 2009, Minnesota lost 18,000 commercial and residential construction jobs—16.2% of the employment in that sector, according to AGC reports. Areas like Duluth, Minnesota loss 31% of their construction employment. The Twin Cities metro area has experienced a similar lose of jobs and job opportunities. These numbers and percentages have not improved in the last six months.

According to a recent Federal Reserve Bank of Minneapolis poll, more than 80% of the overall construction industry responded that they expect sales and projects to be down or unchanged in 2010. Coupled with the weak economy and tight bank credit, builders and developers are not looking to move forward fast in the Upper Midwest. The design build market approach is of increased interest to owners and developers in order to control costs. Redevelopment of existing buildings has also increased in interest for the same reason.

Stimulus Dollars:

Stimulus money has come and gone! These much needed and quickly used up federal dollars moved into the road and bridge sector of the construction industry. While graciously received, these millions of dollars were not unable to turn around a very depressed construction industry; nor were they expected to do so.

What is needed, according to AGC leaders and others, is "vertical stimulus dollars," that would feed into buildings and construction projects surrounding buildings—both public and private. A strong effort was made to pass such a vertical stimulus bill in the 2009 legislative session, but the effort failed. Talk continues around another effort for the 2010 session, which begins in early February. Both management

and unions are strongly supporting another bill this legislative session.

The state legislature is expected to pass a large bonding bill in the 2010 session. This public side of the ledger effort will improve the construction picture but passage in May will not mean much new work in 2010. Priming the construction pipe is fine, but the pipe is presently very long and very, very dry.

I noted an interesting story in the business section of the January 17 Minneapolis Star Tribune regarding the loss of manufacturing jobs in the region. Minnesota has lost 36,000 jobs (11 per cent) in our state's manufacturing workforce. The point of the story was that some jobs are gone for good! In manufacturing, food processing, retailing, transportation, and storage the recession not only has forced layoffs and shutdowns but a new way of thinking regarding buildings. They will be smaller and their location may be moving back down town in order to better manage the costs and limited profits of these major hurting industries. Construction of the buildings needed by the other economic drivers will be back but the lay of the land will be different. This economic condition that we are experiencing appears to be more than a recession; it may also be a retransformation of the way we do business. And that includes the construction industry.

Stadiums

The Minneapolis and St. Paul markets were blessed to have two major new stadium projects underway over the last 20 months.

The University of Minnesota constructed a new Football Stadium for the Minnesota Gophers Big Ten Football team. The project featured masonry in a big way in an attempt to fit in the already masonry heavy college campus. At its peak it employed as many as 100 workers on the masonry crew. The first game in the new stadium was played early last fall.

In addition, and simultaneous to the Gopher Stadium, the Minnesota Twins baseball team built a new outdoor ballpark in Minneapolis. This brand new baseball park also helped to prop up our slow construction market. The Twins stadium featured plenty of 'home grown' Kasota Stone and over four hundred thousand concrete block. It provided months of regular employment often with masonry crews as large as 80 workers. The job is done, with the first games scheduled for early April.

A third stadium? There are now efforts underway on many fronts to secure funding for a new Minnesota Vikings Stadium. This major project #3 would be an extremely well timed 'stimulus' project for the local construction market.

The 2010 Minnesota legislature and the Governor have a major budget deficit to deal with again this session. A big bonding bill is expected to be a part of the economic stimulus package for the state. Construction ready and jobs involved are high on the criteria list for bonding projects that year. The bill may reach \$1 billion!

Masonry Marketing Activities

Midwest Masonry Promotion Council

The following is a summary of the MMPC's efforts:

- **AIA/CES LUNCH PROGRAM:** 4th quarter MMPC marketing efforts have focused on the architectural community where the "Affordable Masonry" AIA continuing education program has been presented on average twice weekly including AIA state conventions in North Dakota and Minnesota along with guest appearances at MMPC member presentations. The program focuses on both the sustainable qualities of masonry as well as how to reduce first costs of masonry construction with the MMPC as a resource. As a result the MMPC is becoming known as a

provider for masonry related education and as a resource for masonry related assistance with subsequent calls for value engineering. Lunch programs have also resulted in the opportunity to partner with MMPC member contractors and producers at the presentations. Architectural contacts have and continue to be made in conjunction with new MMPC member companies in outstate areas to engage new MMPC members with architects in their communities.

- **AIA MINNESOTA CONVENTION BOOTHS:** MMPC members helped staff our second year presentation booth(s) in the exhibition hall at the annual AIA Minnesota state convention. While attendance was diminished due to current economic conditions the MMPC was able to make arrangements with over a dozen A/E offices to present the “Affordable Masonry” presentation while building relationships with new and existing MMPC members both as booth volunteers and as member companies who also had booths.
- **AIA MINNESOTA CONVENTION PRESENTATION PROGRAM:** The “Noteworthy Details” program that was presented by Craig Hinrichs and three other architect/designers as a feature program at the AIA Minnesota state convention resulted in a vastly increased presence of the MMPC to leading architects in a wide variety of Minnesota A/E offices. The program had one of the highest program attendance numbers at the convention with nearly 300 architects attending a program that included sections on the MMPC and MMPC.info website along with inspirational presentations on the artistic qualities of masonry.
- **AGGREGATE READY MIX ASSOCIATION BUILDING EXCELLENCE AWARDS PROGRAM:** Awards were given in 9 categories along with a “project of the year” where Craig Hinrichs was one of the jurors for the annual ARM Building Excellence Awards program as a courtesy to the ARM trade association in Burnsville, MN.
- **AIA SOUTH DAKOTA CONVENTION BOOTH:** The MMPC responded to a request from contractors, producers and suppliers in the Sioux Falls, SD area to be present at the AIA South Dakota annual state convention on Oct 15-16. This resulted in a number of contacts made with architects and potential MMPC members. The MMPC has been soliciting membership of over 20 potential members in the Sioux Falls area who have expressed interest in 2010 membership. Also working on setting up a group presentation of the MMPC “Affordable Masonry” program to Sioux Falls area architects.
- **FINANCE AND COMMERCE ARTICLES:** The MMPC is writing monthly articles on the current state of the masonry industry for Finance and Commerce magazine on an alternating schedule basis with Gary Botzek, resulting in a MMPC presence to key decision makers in the general business community.
- **MMPC MEETING WITH CEMSTONE MARKETING PERSONNEL:** An onsite meeting and further discussion has been held with marketing personnel from a number of Cemstone companies to review possible joint marketing efforts.
- **ENERGY CODE MEETING WITH HOWARD NOZISKA, ENCOMPASS:** The MMPC was present at a meeting with MCMA members and Howard Noziska to discuss energy code calculations and the requirement for licensed authorship. Mr. Noziska was asked if he would be interested in contributing technical expertise to MMPC programs to which he agreed.
- **MMPC ANNUAL MEETING:** The October 21, 2009 Annual Meeting of the MMPC presented an opportunity to recognize MMPC members with framed membership plaques with special recognition of MMPC charter members. This was an opportunity for a general message and face-

to-face networking with many of the MMPC members that are not involved on the MMPC boards or on MMPC committees. Photographs of the awards presentation to individual companies were taken and posted on the gallery page of the mmpc.info website for MMPC membership to review and download. Results included a confirmation of the value of the MMPC to member companies while recognizing their contribution to our successes.

- **PRESENTATION TO SW MINNESOTA ICC BUILDING OFFICIALS:** The MMPC participated along with Superior Concrete, Concrete Materials, and TCC in a presentation to 50 building officials of the International Code Council in Redwood Falls on Nov 18. Mark Wickstrom from the BAC training center also gave a masonry demonstration via arrangements made by the MMPC. Results include a presence to government officials in the SW corner of the state of Minnesota with reference to future marketing efforts to local communities along with groundwork for future joint efforts with the BAC training centers educational program for University of Minnesota architecture students.
- **MINNESOTA SCHOOL BOARDS ASSOCIATION CONVENTION PREPARATION:** Preparation has been made for the MMPC's second year at the exhibition hall booth at the MSBA convention. MMPC member volunteers are being contacted regarding staffing the booth on Jan 14-15, 2010.
- **ARCHITECTURE MN MAGAZINE:** An advertisement for the MMPC "Noteworthy Details" program at the recent AIA Minnesota state convention was produced and published in the Nov/Dec 2009 issue of Architecture MN magazine to end our current advertising contract. Future advertising in the magazine is currently on hold pending approval by the MMPC board of directors. While advertising in Architecture MN magazine has played an important role in introducing the MMPC to the architectural community, cost considerations have become an issue to be addressed with the possibility of reduced frequency of MMPC ads limited to key issues (architects directory etc.).
- **MMPC.INFO WEBSITE:** Additional images and links have been added to the MMPC.info website on a regular basis along with a review of website amenities to architects during the AIA continuing education lunch programs and at the "Noteworthy Details" presentation at the AIA Minnesota state convention. A joint meeting of the MMPC Commercial and Marketing Committees was held where preparations were made to complete the Cost Guide link on the website along with a reorganization of masonry gallery photographs by building type as resources to architects.
- **MMPC NEWS QUARTERLY NEWSLETTER:** The Fall 2009 MMPC Newsletter has been distributed to MMPC members and to a large number of architects at continuing education programs and at state AIA conventions. The winter 2010 newsletter will be published electronically and in print form in early January 2010. The quarterly newsletter serves to publicize the MMPC and its ongoing activities to our members and to the design community.
- **MMPC OFFICE LOCATION:** It was decided at the Nov 24 meeting of the MCMA board of directors in Mankato that the MCMA would no longer require an office space at the Burnsville Lehigh location. ARM of Minnesota has been notified that their sublease to the MCMA would be final effective at the end of January 2010. It was decided that MCMA administrative responsibilities carried out at the Roseville office of Capitol Connections did not require a physical MCMA office space and that MCMA board members would meet at the current Burnsville office on January 21, 2009 to sort and remove records and MCMA collateral to their

respective offices. A number of options are being investigated for potential relocation of the MMPC office space resulting from the loss of the equal share rent agreement with the MCMA.

- **MMPC MEMBERSHIP INCREASES:** MMPC membership continues to grow thanks to the vigilant efforts of MMPC Membership Committee members and the successes of the MMPC with the area design community.
- **MMPC LOGO REVISION:** Design of the new MMPC logo approved by the MMPC board of directors has been integrated in all MMPC marketing collateral. Notepads with the new logo and MMPC.info website designation have been produced along with a limited number of MMPC calling cards that were distributed at the AIA Minnesota convention and at AIA continuing education programs.
- **VIDEO MARKETING PRODUCTIONS:** A number of MMPC members have agreed to participate in MMPC educational video productions to be added to the MMPC.info website and incorporated in AIA continuing education programs. A second MMPC AIA continuing education program is now under production with high definition video from recording sessions. Video clips from MMPC member expertise in a wide variety of masonry related topics will join those already imbedded in MMPC presentations to enhance the learning process with a creative graphic presentation technique.

International Masonry Institute Activities:

From new construction to restoration, traditional refractory work to the latest in sustainable design, IMI programs helped keep masonry center stage in Minnesota and North Dakota in 2009. IMI combines training, technical assistance and market development programs to show design and construction decision makers how masonry offers the best solutions.

Key initiatives in 2009 included sustainability, structural masonry design, new products and systems, and upgrade training/certifications. To learn more about these programs and their impacts, go to www.imiweb.org.

2009 IMI Project Involvement in Minnesota and North Dakota

- Bemidji Event Center gets more masonry and goes all union - \$50 million
- Becketwood Chapel – project awarded to signatory restoration contractors
- Duluth Schools – Expansions, renovations and new buildings worth \$350 million over 5 years
- Fort Snelling Restoration
- Coffman Student Union – University of Minnesota – re-restoration work
- Hennepin County – 1923 building restoration
- Schubert Theater Restoration – Minneapolis
- Power Plant – Center, ND – wall bracing issues for 40-foot-high walls
- St. Cloud Convention Center expansion, \$47 million project awaiting financing
- Wichita Schools – \$350 million school construction projects.
- Hindu Temple – Maple Grove, MN
- Military dormitory at a Guard base in Joliet, IL
- MnDOT Building Restoration/repair
- Mankato Convention/Civic Center \$35 million expansion, awaiting state bonding
- Rochester Civic Center expansion \$70 million expansion – awaiting bonding bill
- Minneapolis City Hall – Restoration/Letter Carving project – to start May 31, 2010

- Refractory work – No. MN taconite and non-ferrous mining operations
- Lakewood Cemetery Mausoleum
- Hennepin County – renovation of the Juvenile Justice Center
- Northwestern College – Campus Center building – just starting
- North Dakota projects
- Six new border crossing stations with jail facilities, \$15 - \$25 million each
- \$40 million hospital in Jamestown
- \$10 million water treatment plant in Hillsboro
- Community and convention center expansions
- more dorms at Minot AFB
- UND brick replacement awarded to union contractor
- Twin Buttes school

Twin Buttes School Goes Masonry – with Bentley structural masonry software

Twin Buttes, ND school was being planned as a precast concrete structure, until IMI showed architect and engineer how masonry was both preferable and achievable with masonry design software. IMI provided custom in-house software training for the project, via WebEx connection to five DLR offices: Minneapolis, Omaha, Lincoln, NE; Phoenix, Kansas City and Seattle.

Bemidji Regional Event Center Increases Masonry Use

A 2009 highlight was converting the Bemidji Regional Event Center to nearly all masonry, resulting in roughly twice as much masonry and more than double the work hours. Currently under construction, the facility will house convention and meeting space, plus a hockey rink the community and the Bemidji State University team.

2009 IMI Education and Outreach Events

- Engineers' Conference at the University of Minnesota, 152 engineers – see topics below
- New Masonry Systems Workshop, April 28 – 15 demonstrators of six systems: rain screen walls (Buchtal, sold locally by CeramicTileWorks MN); Boston Valley TerraClad; Arris-Clip by ArrisCraft (distributed locally by Acme-Ochs Brick & Stone), plus demonstrations of Self Consolidating Grout (Twin City Concrete/Spec Mix), Prestressed Masonry, and AAC.
- Presentations at BAC Local 1 MN/ND chapter meetings: St. Cloud, Bemidji, Grand Forks, Bismarck, Minot, Rochester and Mankato, plus contractor meetings in most locations
- Four Flashing Upgrade and Grout Certification programs for craftworkers
- Half Day training program for ICC Region III building officials from upper Midwest
- “Living Green Expo”, May 2-3, State Fairgrounds. IMI presentation on AAC
- AIA Minnesota Convention – well attended booth featured restoration and master stone carver Mark Wickstrom
- Planning for 11NAMC - The Eleventh North American Masonry Conference to be held in Minneapolis/St. Paul in June, 2011, hosted by the University of Minnesota. IMI continues to **work** closely with University faculty and conference hosts Steve Weeks (architecture) and Art Schultz (engineering).

Codes and Standards Activity

- Submitted Code Change proposal to ICC for proper installation of porcelain tile for exterior adhered veneer
- Three IMI staff members serve on the MSJC committee, including its chair, IMI Director of Engineering Diane Throop, PE, FASCE, FTMS

- IMI internal code committee actively involved in 50 code/standard development committees

Technical/training programs presented or arranged by IMI

U of MN Engineering Series – Masonry
 Software Design Solutions,
 Understanding Stone, Pre-stressed
 Masonry Structures

MN Concrete & Masonry Contractors Assn Convention	Table Top Exhibit
Bentley on-site training at Ulteig Engineering (various firms)	Bentley RAM Advanse TMS Special Inspection Seminar
U of MN grad class of Marcelo Valdes	Masonry hands-on at Training Center
AIA MN members & others	Masonry Day – New Systems demo Rain Screen Walls (by Conway)
Dunwoody Technical College architectural student (Charley Radloff's class)	Masonry hands-on at Training Center
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CASE MN Table Top Exhibit	Bentley information
Engineering Firm Visits with Jason Hoover	Bentley
Engineers in Kansas City, MO area	New Software Options for Hybrid Masonry/Steel and Load-Bearing Masonry
DLR Group	RAM Masonry Building Design with RAM Structural System V8i and RAM Advanse V8i

Van Sickle Allen Architects

RAM Masonry Building Design with RAM Advance V8i

U of MN School of Architecture
Students

Masonry Workshop 3250

Architects

AIA MN Convention Exhibit

U of MN College of Continuing
Education – primarily structural
engineers, but included contractors,
architects, specifiers and others

Rational Design of Veneers; Post Installed Anchor Design
for Masonry Construction; Legal Issues in Masonry Design
and Construction; The Details of Masonry Construction;
Special Inspection Seminar; Seismic Design of Masonry

2009 IMI Technical “lunchbox” programs

Hennepin County

Cold Weather Masonry Construction

Dunwoody Technical College Facility
Management Students

Masonry for Facility Managers

Target Corporation

Cold Weather Masonry Construction

ICC Regional Seminar

Masonry and the Codes

Hennepin County

Energy and Mass Wall Systems

MSP Chapter – CSI Showcase

Masonry Transitions
Session 1
Masonry Transitions
Session 2

BVK Group

Cold Weather Masonry Construction

Hennepin County

Masonry Restoration & Rehabilitation

Cunningham Group

Masonry Movement Joints

ATS&R Architects

Brick Selection

SD Architects

Session 1 – Masonry Movement Joints
Session 2 – Energy and Mass Wall Systems

Living Green Expo attendees

AAC presentation

ATS&R Architects

Flashing & Moisture Control

DLR Group	Energy and Mass Wall Systems
DLR Group	Masonry Codes for Architects
Hennepin County	Rain Screen Walls
ATS&R Architects	Masonry Movement Joints
DLR Group	Masonry Construction Tolerances
ATS&R Architects	Rain Screen Walls
Hennepin County	Brick Selection
AIA MN members	Flashing and Moisture Control
MBJ	Structural Software Update (Bentley)
Dunwoody Technical College Facility Manager students	Masonry for Facility Managers
Society of Registered Architects	Session 1 – Terrazzo Flooring Systems Session 2 – Energy and Mass Wall Systems
Target Corporation	Flashing and Moisture Control
Cunningham Group	Rain Screen Walls
Target Corporation	Masonry Movement Joints
Hennepin County	Masonry Anchors Ties and Accessories

BAC and IMI Teach Architecture Students:

For the third year, twenty architecture students from the College of Architecture and Landscape Architecture at the University of Minnesota traveled to the BAC Local 1 MN/ND Training Center in St. Paul to learn about masonry. Mark Wickstrom, Local 1 Apprenticeship and Training Coordinator, was invited by the University to teach the course, Arch 3250, a Masonry Workshop and was assisted by Olene Bigelow, IMI Minnesota rep.

This year's workshop consisted of fourteen three-hour sessions on Tuesdays and Thursdays from October through December. The undergrad students were also allowed offered 16 volunteer hours of additional time to build out their project.

The project assignment this year was a demanding one for the students. They were asked to research their assigned religious culture and design an area to be used for mediation.

According to Wickstrom, it was amazing to see the quality of the end product that these students produced in this short time frame and based on only eight hours of actual hands on masonry training before they began to build.

This program, Wickstrom said, continues to improve with each passing year! The students continue to praise the program as a valuable and enriching experience.

To view pictures of the 2009 Masonry Workshop feel free to visit the BAC Local 1 MN/ND website at bac.training.org and go to the link u of M program. .

IMI Pursuing New Materials, Systems, Design Tools – New Software Streamlines Load bearing Masonry Design

Over the past year, IMI and NCMA (National Concrete Masonry Association) have been working with Bentley Software Systems to develop a new version of Bentley's structural design software to make designing load bearing masonry walls far easier and faster. With this technology, engineers will be able to design far more complex masonry buildings in a fraction of the time previously required. The system has the potential of significantly increasing the use of gray block for structural masonry systems once enough engineers become familiar with its use. To that end, IMI is working with engineering firms across the state to help them obtain and use this tool effectively and has committed significant resources to the project.

IMI's education program for the software debuted in Minnesota at the Masonry Engineers' Series at the University of Minnesota January 21 with over 40 people attending.

Annual Excellence in Masonry Contest

2010 marks the 28th annual Excellence in Concrete & Masonry Construction and Design contest in Minnesota. Nearly 40 masonry and concrete building projects were entered and judged this fall. Winners will be recognized at an awards luncheon in February. The masonry and concrete project winners will be featured in a four-page, five-color insert in the annual AIA directory, as well as being printed in the *Construction Bulletin*, a local construction publication. In addition, photos of our winners are scanned into our web site to "showcase" them to architects, owners and potential members.

Goals and Objectives

2009 was a very difficult year for most of the masonry and concrete contractors in the MC&MCA. We have lost members due to contractors going out of business. We have reduced our budget in an attempt to hold the group together—which we believe we can and will do! We will continue to provide the membership services and leadership that our best contractors need. We will be there for them and they for us.

The MC&MCA continues to support the Midwest Masonry Promotion Council. Working as a part of a team effort, we are stressing a masonry industry working together to market masonry goods and services in good times and bad. The MC&MCA, through the MMPC, continues to work with the architectural and engineering communities in the design process to encourage more use of masonry and concrete in all projects in the construction arena. We will also continue to work with the unions on employee recruitment and training. Other goals include providing programs and other membership services that educate and inform our members. We will continue to work with the MCMA, IMI and AGC to better coordinate, partner and cost-share programs and projects of interest and value to the masonry industry.

Workforce Development Activities

Bricklayers Apprenticeship Program Report

According to Bricklayers and Allied Craftworkers Local No. 1 Apprenticeship Coordinator Mark Wickstrom, the 2009-2010 program has 198 active apprentices. That includes 74 enrolled in the St. Paul based metro training center, 32 in the outstate program, and 93 waiting on hours to complete their program. The metro apprentices include 29 in brick, 19 in PCC, 12 in tile finishing, 8 in tile laying, and 6 in terrazzo finishing. The outstate program includes 27 students in brick/PCC and 4 in tile laying. Wickstrom anticipates 44 apprentices completing the program by May 2010.

Journeyman Upgrade Training Update

During the last training year journeyman upgrade courses were offered to members of Local 1MN/ND. There were 22 courses on a variety of subjects offered to bricklayers starting in September 2009. These courses will run through April 2010. To view a schedule of the journeyman upgrade training courses please visit the website at www.bactraining.org.

Bricklayers Hours Worked

Through the first eleven months of 2009, mason hours worked by the Bricklayers Local 1 of MN/ND members totaled 1.9 million hours. These numbers reflect a 30% decrease compared to the first eleven months of 2008. The continued reduction in hours has had a negative affect on the fringe funds, as well. While a strong stock market will help these funds, the lost hours not worked will never be replaced or invested.

Current Union Contracts

April 30, 2010 marks the end of the current three-year labor agreement with the bricklayers, cement masons, laborers, operators, ironworkers, and carpenters. Negotiations have not officially begun.

Jobsite Safety

The most frequently cited safety standard in the construction industry in 2008 was violations with fall protection on residential job sites, according to Minnesota OSHA. State OSHA issued 109 citations during the year for this category. The second most cited construction standard was use of sloping or protective systems to prevent excavation cave-in with 95 citations. A workplace accident and injury reduction (AWAIR) program violations was the third most cited violation with 82 tickets issued. Fall protection-general requirements were in fourth place with 71 citations. 2009 numbers are expected out soon.

Competitors/Trends in the Region

The construction downturn has affected the design community head on. Over 40% of the architects working in the Twin Cities areas have been laid off, according to good sources. The ones left continue to design green.

The masonry construction industry continues to compete head on with other wall systems including precast, EFIS, stucco, wood, and steel stud wall systems. Much of this market share shift can be traced to advertising. The goal and purpose of the newly formed MMPC is to counter punch that advertising effort and win back construction market share for masonry systems, supplies and workers.

Summary and Conclusion

Membership Development

MC&MCA current membership of 100 companies includes 55 contractor companies and 45 associate member companies. We continue to provide our members with a monthly meeting where industry representatives and other speakers are engaged to address our general membership. MC&MCA can be reached through the internet at www.mcmca.com. We provide a link to MCAA's web site, as well as other state and national concrete and masonry sites. MCAA membership includes 14 Minnesota contractors.

The MC&MCA continues to promote a strong, positive image of our products and services, our members, our association, the MCAA and the masonry and concrete industry in general. We may be down, but we are not out!