



15 June 2022



As iron sharpens iron, so one person sharpens another.

(Proverbs 27:17)



Kingdom Builders

C12 Construction Industry Forum

Meeting Agenda

Welcome & Prayer

Devotion – Transformation

Member Profiles

Peer2Peer Breakout Session – The Next Normal in Construction

Team Summary Debrief

Wrap Up & Closing Prayer





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“And do not be conformed to this world, but be transformed by the renewing of your mind, that you may prove what is that good and acceptable and perfect will of God.”

Romans 12:2

- A thorough or dramatic change in form or appearance.
- Whether commercial, residential, for profit or non-profit we transform things.
- A transformed life is the prime directive for all of us.
- Nothing good dwells in us (Romans 7:18).
- Know that we can't do this of our own volition.
- We go through the fire and become purified (1 Peter 1:7)
- Jesus transforms our purpose into more than we could have ever dreamed and He calls us to do things and to go places we never imagined!





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Member Profile



Uriah Dortch, CEO - Integrator @ Tii & AG Homes

Katelynn Dortch, Business Development - Visionary @ Tii & AG Homes

Member Profile

AG Homes (sister company of Tii) Cary, NC | Service Area: The Triangle Area

Started Tii in 2014, providing passive short term real estate investing opportunities through fix & flip projects. Launched AG Homes in 2020 to move into new construction + development. AGH is a spec build company focusing in the <\$500k price point.

Personal & Family : Married 14 years, Business Partners 7 years, 4 kids: Addison (14), Genevieve (10), Brecken (6), Oaks (5)

Mission: *To Create Opportunities in Real Estate*

Vision: *To provide enough passive investment opportunities to fund 1000 housing units in the next 5 years.*

Operations Highlights:

- 7 Employees
- Self-Implementing EOS
- 100+ Fix and Flip Projects
- Pursuing Larger Development Deals for Neighborhoods or Multifamily

Ministry Highlights: *offer bible study, 5 invitations to church*

Contact: www.aghomebuilders.com | katelynn@theinspiringinvestment.com
www.theinspiringinvestment.com | uriah@theinspiringinvestment.com





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Member Profile



Melisa Nu'u, HR / Office
Administrator

Member Profile

Seidel Construction LLC New Braunfels, TX Service Area: w/i 80 miles of NB

Personal: 3 years with Seidel Construction. Started as an APM, became PM, and now HR / Office Administrator and a member of our leadership team. Married to Walter for 24 years, 3 children, Kionasina (22), Polamalu (16), Salamasina (15)

Mission: Seidel Construction is your trusted commercial construction company offering customer-focused consulting, design-build and general contracting services.

Vision: Inspire pride in community, company and family.

Operations Highlights:

- BaaM – added scripture references to each of our company core values AND visit our website
- 23 Employees
- 4 Firestations complete, 3 more to be done by Q3 2022

Ministry Highlights:

- Member of C12
- Marketplace Chaplains
- Participate in community events/fundraisers



Contact: www.seidelgc.com | melisa@seidelgc.com



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McKinsey
& Company

The next normal in construction

How disruption is reshaping the world's largest
ecosystem

June 2020





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- **Historically, the construction industry has underperformed.**
- **A changing market environment, technological progress, and disruptive new entrants will trigger industry overhaul.**
- **Almost half of incumbent value added is at stake.**
- **Transformation will take time, but the COVID-19 crisis will accelerate change.**
- **All players must prepare now for a fundamentally different next normal.**



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“Five Technology Trends to Watch Out For” Video:

www.youtube.com/watch?v=8tnU0ewtRE0



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Changes in market characteristics

Future industry dynamics

Emerging disruptions

Customer demand

Persistent cost pressure from tight public budgets and housing-affordability concerns

Increasing need for adaptable structures

Increasing owner and customer sophistication

Evolving customer needs and greater focus on total cost of ownership

Increasing complexity of projects

Higher demand for simplified and digital interactions

Increasing sustainability requirements and demands for safety performance

Construction inputs and characteristics

Persistent scarcity of skilled labor

Changing logistics equation resulting from new materials and modules

Market rules and regulations

Stricter regulation on safety and sustainability

Changing regulations and incentives for modern methods of construction, enabling more standardization

1 Product-based approach

2 Specialization

3 Value-chain control and integration with industrial-grade supply chains

4 Consolidation

5 Customer-centricity and branding

6 Investment in technology and facilities

7 Investment in human resources

8 Internationalization

9 Sustainability



Industrialization

New production technology—enabling industrialization and shift toward off-site production



New materials

New-material technology—new, lighter-weight materials enabling improved logistics



Digitalization of products and processes

Digitalization of processes and products and shift toward more data-driven decision making—digital will impact:

- Operations—smart buildings and infrastructure
- Design—BIM, BIM objects
- Construction and production—BIM, project management, Industry 4.0
- Channels—digital sales channels and distribution/logistics



New entrants

New breed of players—disrupting current business models

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Development

Design and engineering

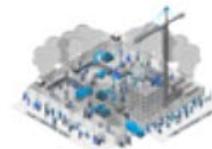
Supply of materials, components, and equipment

Materials distribution and rental

Construction and assembly

Final building

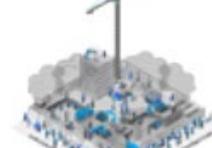
Project 1



Project 2



Project 3



Project 4



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Development and procurement

Manufacturing of materials, components, and equipment

Off-site manufacturing and product development

Supply-chain and logistics coordination

Assembly

Final building





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In the face of this transformation, companies all along the value chain need to review where they want to play.



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Arlan Riehl Video: <https://youtu.be/AsonyoGEy-0>



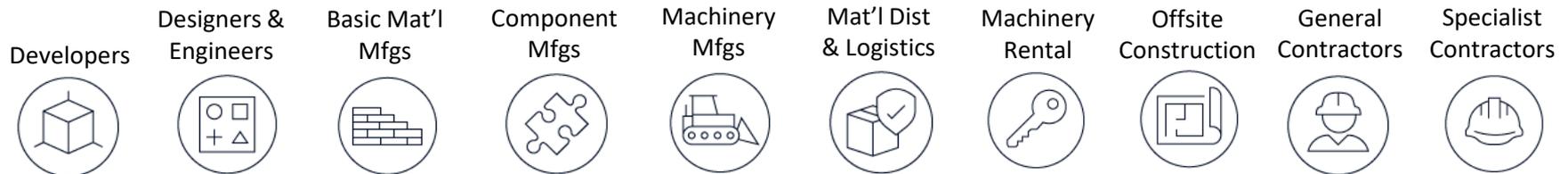
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Peer²Peer Breakout Session

Task 1: Succinct Introductions (Name, Company, Location)

- What category of construction are you in?



Task 2: Identify...

- **Facilitator** Ensures everyone contributes
- **Recorder/Reporter** Captures key Insights and shares findings at Team Summary Debrief



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Peer²Peer Breakout Session Discussion Questions

- **Are you witnessing/experiencing the emerging market characteristics and technologies described in the report?**
- **How are you transforming to survive or become a disruptor?
What's working and what's not?**
- **How will the "Next Normal" be shaped by your Christian values and Biblical principles?**



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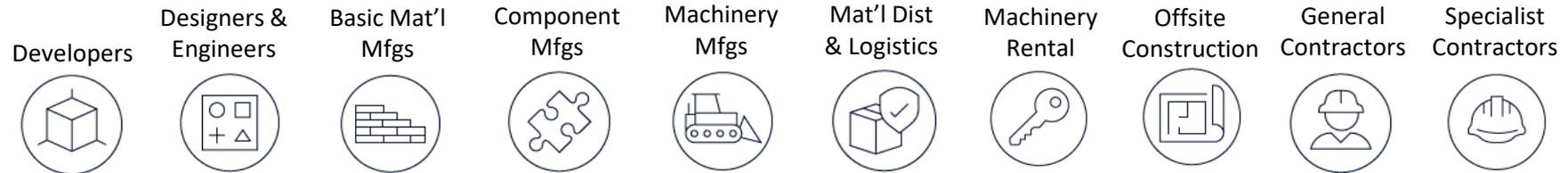


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Peer²Peer Breakout Session Discussion Questions

- **What category of construction are you in?**



- **Are you witnessing the emerging market characteristics and technologies described in the report?**
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Kingdom Builders Resources

Construction Industry Forum Steering Committee

Chairperson: Robert (Bob) Beggs | Good Works Inc. | bob@goodworksinc.org
Secretary: Arian Riehl | Liberty Sheds | arian@shedsbyliberty.com
Partner: Aaron Gregory | Gregory Construction | aaron@gregoryconstruction.com
Partner: Tim Hudspeth | AccuTech Construction Inc. | tim@accutech1.com

Construction Industry Forum Charter

 [Construction Industry Forum Charter](#)
[C12 Construction Industry Forum Charter \[...\]](#)
Adobe Acrobat document [97.0 KB]

2022 Construction Industry Forum Dates

Forum Date Wednesday, 16 March 2022
Forum Time 11:00 - 12:30 Eastern Time
Zoom Meeting ID: 821 9602 0470 **Passcode:** 919316

Forum Date Wednesday, 15 June 2022
Forum Time 11:00 - 12:30 Eastern Time
Zoom Meeting ID: To be announced

Forum Date Wednesday, 21 September 2022
Forum Time 11:00 - 12:30 Eastern Time
Zoom Meeting ID: To be announced

Forum Date Wednesday, 14 December 2022
Forum Time 11:00 - 12:30 Eastern Time
Zoom Meeting ID: To be announced

December 2021

 [C12 Kingdom Builders Construction Industry Forum Minutes_12-15-2021](#)
[Kingdom Builders_Dec 2021 Minutes.pdf](#)
Adobe Acrobat document [196.0 KB]

www.goodworksinc.org/c12kb



- Steering Committee
- Charter
- Forum Meeting Information
- Open Forum
- Ideas & Comments
- Prayer Requests
- Join the Prayer Team



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C12 GLOBAL MARKETPLACE LEADER CONFERENCE

CURRENT 23

MAY 3-5, 2023

DENVER, CO

Gaylord Rockies

The world's **largest**
gathering of Christian
CEOs, business owners, & executives

Take advantage of **early bird pricing** now through **December 31st!**



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Next Kingdom Builders Forum

Date: 14 September 2022, 11:00 AM

- **Member Profiles**
- **Topic: Fulfilling Your Destiny Panel Session**
 - **How can I know?**
 - **How can I prepare?**
 - **When should I start a new chapter?**