



**MINUTES**  
**Kingdom Builders Construction Industry Forum**  
**7 June 2023**



**ATTACHMENTS**

- 1) Meeting Briefing Charts

**ENCLOSURES**

- 1) Devotion

**MEETING VIDEO** <https://us02web.zoom.us/rec/share/b-bcPXbRyqLIhvshPtlw9KX34uv-legctBIX-eJZ2pz7yGhr9sMZQ6eU60M7M-RM.482rjaUkmA4IbKIJ>

Passcode: E8%NNs4#

**MEETING FACILITATORS** Bob Beggs, Arlan Riehl, Aaron Gregory

**ATTENDANCE** 16

**WELCOME & PRAYER**

Bob Beggs welcomed everyone and opened the Forum with prayer.

**DEVOTION** More Like Jesus 1 John 2:3-6

*We know that we have come to know him if we keep his commands. Whoever says, "I know him," but does not do what he commands is a liar, and the truth is not in that person. But if anyone obeys his word, love for God is truly made complete in them. This is how we know we are in him: Whoever claims to live in him must live as Jesus did.*

- How do we "live as Jesus did?" Homeless? Full-time ministry?
- Philippians 2:5 says we are to have "the same mindset as Christ Jesus".
- Not attainable through our own strength.
- "Be not conformed to the pattern of this world, but be transformed by the renewing of your mind." (Romans 12:2)

See complete Devotional Message below.

**MEMBER PROFILES**

Rachelle Reigard @ Grade A Construction in Mt Juliet, TN | [www.gradeaservices.com](http://www.gradeaservices.com)

- [rachelle.reigard@gradeaservices.com](mailto:rachelle.reigard@gradeaservices.com)
- Married w/ 4 kids, ages 23 - 14
- Mission: "To make a foundational difference in the lives of our employees, partners and community."
- Vision: "To be the highest value provider of regional sitework services and innovative expertise, most trusted by clients and respected for our integrity."
- 28 office employees, 200+ field employees
- General Contractor, specializing in sitework construction for commercial and residential.
- Ministry: Corporate Chaplain, employ from [Men of Valor](#), Wilson County schools, monthly email devotional, distribute Bibles, "Girls Field Day" (*take the office staff to the field*), etc.



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Jason Norris @ JW Grand, LLC in Baton Rouge, LA | [jason@jwgrand.com](mailto:jason@jwgrand.com)

- Married w/ 3 kids, ages 22 - 19
- Mission: "To bring integrity back to contracting by building a network of clients that trust us to be their "go-to" construction company.
- Vision: "Build a family of employees, trade partners and clients that are working towards a greater purpose that brings hope to the community."
- 20 employees
- Founded in 1975, bought by Jason in 2021. Likes renovations, working inside existing plants to build out offices, warehouses, control rooms, etc. for industrial, petro-chemical, healthcare & education.
- Ministry: Corporate Chaplains and handout Bibles

### **KEYNOTE SPEAKER**

Cathy Wendt, President & Founder, Syscon, Inc. [www.syscon-inc.com](http://www.syscon-inc.com) spoke on the topic of: Demystifying Information Technology for your Construction Business, Part II. Cathy's company has been providing construction industry software for 37 years.

#### Modern Workplace Technology

Step 1 Basic Tools: Get Microsoft 365 licenses. Microsoft 365 has different levels; Basic/Standard/Premium. Includes email, Teams, SharePoint, Office, etc. Replaces independent tools like Dropbox, Zoom, Slack, etc.

#### Step 2: Construction Accounting and Project Management

##### Accounting:

- A/R Module; includes Progress Billing, Time & Materials Billing and Retentions.
- AP Module; includes Purchase Orders, Subs, Direct Expenses, and Retentions.
- Payroll Module; includes fully burdened payroll, taxes, vacation/holiday, and Union Management.
- Work Comp Module; includes tracking OCIP/CCIP
- Departmental financials. **Track how each department is doing with profitability.**

##### Project Management:

- Cost Codes, Budgets, Change Order management, Budgets Over/Under, Inventory, Committed Cost reports
  - **Run reports from the source of truth, no separate spreadsheets!**
- PowerBI is a Microsoft tool for dashboards and bringing reporting together.

##### Education:

- Join industry associations and construction groups for industry specific education. Construction Financial Management Association ([CFMA](http://CFMA.org)). Software specific training (SAGE, etc). Project Management training.



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Field Technology:

- Collect timesheets from the field electronically. **Consider: Is it integrated with payroll software?** Consider Operating System, Android, Mac, Chrome.

Data Collection:

- Data is king! Collected Data. Sorted Data. Reported Data. **Data Explained With A Story.**

Cathy then gave a short demo of SAGE 100 Contractor to illustrate the functionality and integration between its modules.

She described the challenges convince people to use the new tools. There are cultural hurdles to encourage workers, professionals, etc. Darren Hardy with his recent “Hero’s Journey” training talks about four generations of people working in construction trades. In order to reach the across the different generations you need to know the things that matter to them and are important to them and how they view the world.

She then told a story about baseball coaches meeting at Opryland in 1996. John Scolinos (baseball coach at Pepperdine) tells a story about the example of the width of a home plate. “We widen home plate.” Responsibility of a leader is to hold ourselves, spouses, children and those in our care accountable to meet the standard. **We have to take the responsibility to move our company forward even through resistance to technological tools.**

#### **Q&A with Cathy**

- Give some insights to the need for a “champion” when you bring new software into the company.
  - A champion is needed to run point and needs you to have their back. Don’t bring them in to “take the heat” off you.
  - Champion doesn’t have to be the super-user or be the primary trainer. They need to be about setting up stuff, scheduling training, etc.

For a small to medium size company, what kinds of costs would get us into something like the capabilities we saw in SAGE?

- Demo had about 10 modules. We don’t usually need to use that many in most companies. Software has become a subscription model; lower price point to get in but there is a monthly ongoing cost. Consider:
  - Implementation Costs: Getting the new system set up.
  - Champion/Training Costs: People and people’s time to get into the system.
  - Subscription Costs: Actual cost of using the software monthly
- How can we become aware and get more “Wow, I didn’t know I could do that!” ideas?
  - Industry associations, conferences, newsletters, magazines, local groups, etc.
- What are people on the call using for tech tools?
  - Trimble, Viewpoint, ProCore, BlueBeam, Sage 100 Contractor,



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- Many times the subs software doesn't "talk" to the GC software and often falls to the PM to bridge that gap.
  - Check the workflows. Who is responsible for what and doing what?
- Should we limit the number of software tools? How important is that?
  - Can't have duplicate data, need one source of truth.
  - No one software does everything well.
  - Look for integration capability.

**Cathy encouraged anyone who is interested in learning more about Construction Industry software and services to sign up for her printed or email newsletter, and/or access her Monday morning tips at: [www.syscon-inc.com](http://www.syscon-inc.com)**

**WRAP UP**

The next Kingdom Builders Construction Industry Forum is scheduled for 6 September 2023 at 11:00 am ET. **Proposed Topic:** Dealing with People Issues in the Construction Industry, e.g. Changing Employee Expectations, Employee Recruitment and Retention, Cannabis at work? Salary & Benefits. What people issues are you dealing with?

- Stay in touch via the Kingdom Builders Webpage at: [www.goodworksinc.org/c12kb](http://www.goodworksinc.org/c12kb)
- We appreciate your feedback!

**CLOSING PRAYER** by Arlan Riehl

**UPCOMING KINGDOM BUILDERS FORUMS**

- 6 September 2023 11:00 AM ET
- 6 December 2023 11:00 AM ET

**Respectfully Submitted,**  
Kingdom Builders Steering Committee



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**Enclosure 1: June 2023    More like Jesus    1 John 2: 3-6**

*We know that we have come to know Jesus if we keep his commands. Whoever says, "I know him," but does not do what he commands is a liar, and the truth is not in that person. But if anyone obeys his word, love for God is truly made complete in them. This is how we know we are in him: Whoever claims to live in him must live as Jesus did.*

Have you ever seriously considered what John meant when he wrote: "Whoever claims to live in [Jesus] must live as Jesus did"? How in the world does the average person living in the year 2023 live as Jesus lived? Does that mean I need to be homeless like Jesus was? Does it mean I should spend every waking hour preaching and teaching, praying, healing people and performing miracles? Does it mean I have to wash people's feet? How can I live as Jesus did?

The Apostle Paul in his letter to the Philippians provides us important insight when he wrote that we are to have "the same mindset as Christ Jesus." (Philippians 2:5) A mind-set is an established set of attitudes held by a person. The mind-set of Christ was a life punctuated by reverence for God, humble service to others and obedience to God's calling on His life. Is that our mind-set?

We need to acknowledge that we stand no chance of becoming Christ-like on our own. We can't rely on our good intentions, church affiliations or religious ritual to live as Jesus lived. In our own strength it is clearly not attainable, but God has given us His Holy Scriptures as a guide and the Holy Spirit to dwell within us and to change us from within. It is a journey intended for every person that begins when they choose to follow Jesus as their Lord & Savior.

I like how Christian singer song writer Zach Williams describes the journey to Christ-likeness in his hit song, "Less Like Me". Zach's lyrics say...

Lord help me be:  
A little more like mercy, a little more like grace,  
A little more like kindness, goodness, love, and faith,  
A little more like patience, a little more like peace,  
A little more of living everything I preach,  
A little more like Jesus, a little less like me.

Does our mind-set recognize that our role model should be Jesus? The Bible tells us "not to conform to the pattern of this world, but be transformed by the renewing of your mind. Then you will be able to test and approve what God's will is—his good, pleasing and perfect will." (Romans 12:2)