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Is the grass greener? Building in western Michigan versus the rest of the country

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While some general contractors ventured outside of Michigan years ago to establish out-of-state offices, others have just begun the trek, pushed by declining construction in western Michigan.

And some who closed out-of-state offices years ago, now may reopen them.

Follow the money

"Last year we decided to revise our master growth plan to seek out-of-state work," said James Dally, President of Mavcon, formerly Maverick Construction, in Kalamazoo. "We just completed a project in Indianapolis and are presently working throughout southern Ohio."

Those jobs have led to potential projects next year in Illinois, Arizona, and Florida. Mavcon's expansion also led to more work in its backyard.

"Our out-of-state marketing efforts also led to out-state clients that built this year in Michigan."

"Make no mistake - out of state work is a different animal," Dally warned. "Many companies have leaped out to attempt an out-of-state project only to leave a memorial of their attempt. To assist in making our out-state work successful, we have invested in technology and aircraft, which has allowed us to virtually bring these projects and clients to our office's back door."



Ed Ouellette (left), Mavcon Vice President of Business Development, and James Dally, President, with the airplane that carries them from Kalamazoo to their out-of-state construction sites.

Photo courtesy of Mavcon