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**Positioning for recovery** In our small market, I would consider positioning for a market recovery

by staying relevant and making the most from every opportunity. This includes chasing the leads and being active in the community, as opposed to waiting for the next good job to fall in your lap.

**Keys to 2013 success** Past clients and referrals from past clients. We have completed projects for 37 returning clients this year, which is a new high. Many of these projects were small remodels, but we treated every one like it was the most important. We have built 35 years of trust in these clients, which helps us with a continued workload.

**Top opportunities** The top opportunities will happen if there is optimism from our existing client base and architect base. Enough contractors have left the area that the remaining building professionals should feel comfortable with their workload if there is a slight improvement.

**Top challenge** I am generally optimistic about 2013, as 2012 was very productive. The biggest uncertainty, which has proven to be a challenge, is the direction of the national tax rates. Some of my clients' remodel goals are on hold until more is known.