

MODERN BUILDING SYSTEMS INC.
SALEM, OREGON



History:

Founded in 1971, Modern Building Systems is the oldest and most established licensed commercial modular building manufacturer on the West Coast. As a multi-generation family owned business, personalized service and quality have been the hallmark of our long running success. Modern's outstanding workmanship and dedicated employees have been the driving force on our numerous award winning buildings and green awards throughout the years.

Describe what you do:

Modern Building System specializes in top quality and environmentally friendly custom commercial modular buildings. Modern utilizes off site construction techniques, but we are not limited by style. As the only factory direct supplier on the West Coast, we are a one-stop shop for everything involved in the project. We execute all phases of the construction process, including: planning, design, engineering, manufacturing, transport, and on site project completion. This allows our customers to avoid middle man markups and logistics.

Describe Your Product or Service Lines

In addition to custom commercial building projects, Modern also offers a wide selection of prefabricated mobile and modular building spaces and storage containers with purchase and lease options.

Who are your customers and where are they located geographically?

Our customers derive from a collage of industry backgrounds, including schools, government and state agencies, military, non-profits, daycares, medical clinics, premium coffee chains, construction companies, and private businesses. Although the majority of customers are based in the West Coast, we also work in Hawaii, Alaska, and across the country. Modern also has worked with several international clients in over five countries.

If your market has changed in the last five years, how has it impacted you?

The commercial modular industry has seen significant change in marketing and procurement, building codes/regulations, labor, and material costs. Today, digital marketing is at the forefront of customer acquisitions



rather than print and word of mouth. A majority of our public clients now purchase from cooperative purchasing contracts rather than individual bids. Recent changes in building and energy codes have led to an increase in project complexity. And a major issue affecting every business in the construction industry is a shortage of skilled labor.

How many people do you employ within Marion, Polk, and Yamhill Counties?

Modern employs more than 110 full time employees with diverse skill sets and backgrounds.

What type of training do your workers need, and where do you go for that training?

Employee training varies by department. All employees receive in house apprenticeship model training and assisted funding for continuing education either desired or required for professional accreditations such as our licensed trades and engineers. We also partner with suppliers on training installation techniques for the wide range of specialty products we purchase and install. Modern is involved and committed to supporting the Salem Keizer School District's Career and Technical Education Center (CTEC).

What types of companies in the region are in your supply chain?

Modern works with many local construction material suppliers and subcontractors. We are always looking to expand on those local connections and relationships.

What differentiates the Mid-Willamette Valley as a profitable place to do business?

The livability, cost of living, and proximity to the I-5 corridor are some of the unique features that originally attracted Modern to the area. Unfortunately, due to several recent state and local regulation and tax policy changes, profitability around the area has become more difficult, leading Modern to begin looking at investing in other areas.