



Steven Schaefer Associates, Inc.

CONSULTING STRUCTURAL ENGINEERS



Congratulations to our Columbus office on their 5th Year Anniversary!

Our Columbus office has been fortunate to see more and more success each of the last five years -- and hope for many more to come!

Please consider giving to these worthy organizations this year.



Giving Hope Today



Dear Friends,

We are mostly through 2011 and we find ourselves still trying to withstand a less than robust economy. Although construction activity data shows we have likely bottomed out, 2012 is predicted to be flat. There is still much concern and anxiety over our fragile economy and the impact on our businesses, especially if we slide into another recession. At the very least, 2012 will remain very competitive and a firm's success will depend on their ability to provide good responsive service and quality work and their success with developing new work.

For 2011 we developed a business plan that was modest compared to prerecession years, but aggressive considering the economic environment. Our plan focused on revenue growth and internal process improvements. It appears we will exceed our expectations - in thanks to many of you for your continued faith in our firm. In 2011 we continued our focus on quality work, our expansion in niche markets and non-regional markets, on business development, and on our advanced expertise of BIM. Our Columbus office, which is celebrating its five-year anniversary, continues to contribute significantly to our success. It continues to grow each year and expand its client base as the Columbus area becomes more aware of the talent and experience of this office.



Jim Miller

We will continue to invest in our future and will be aggressive with our 2012 goals. A major key to our success has been, and will continue to be, the involvement of our staff in our strategy and their contribution toward the implementation of that strategy.

I have much optimism for next year and I wish you a very good 2012. Our entire firm also wishes you, your family and your coworkers a very happy holiday season. We will be redirecting the funds we typically use for a holiday card toward several worthy charitable

organizations. Our industry has had its challenges over the last several years, but we truly appreciate the relationships we have made over the years. The relationships we have with our clients and team members make our jobs very satisfying.

Yours Truly,
Jim Miller, President



STEVEN SCHAEFER ASSOCIATES

We Design Solutions.

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