



General Conditions

"Building Quality of Life for Kansas"

AGC of Kansas Leaders Visit Washington D.C

In October the leadership of AGC of Kansas attended AGC of America's Annual Leadership Conference, held at the historic Willard Hotel in the heart of DC's Beltway.

This year Ron Fowles (RF Benchmark Construction), Kurt Grier (Martin K. Eby Construction) and Mike Gibson (AGCKS Executive Director) represented Kansas at this conference. This Leadership Conference provides an opportunity for the 100 AGC chapter leaders to discuss industry and association best practices, attend industry breakout sessions and meet with their respective Congressional Delegations.

During the conference AGC of Kansas received the coveted **"HOWARD MOCK NET GROWTH"** award for the association growth in 2014-15. For the first time in its 80 years of existence AGC of Kansas won this award by growing its membership by nearly 30%.

In addition, AGC of Kansas met with many of our Kansas Congressional Delegation and discussed several key legislative issues that are impacting the construction industry and heard from our policy makers some of the key issues that they were seeking assistance from AGC of Kansas.

Ron Fowles and Kurt Grier both agreed that AGC of Kansas ranks high on many fronts as it relates to membership services. "Our workforce development and safety programs are being mirrored by many parts of the country and now many AGC chapters are looking at how we are growing our membership".



Lincoln Memorial



Ron Fowles, Barbara Fowles, Jill Grier, Kurt Grier and Nicholas Grier



Frank Luntz (National Pollster), Mike Gibson



Ron Fowles, U.S. Senator Jerry Moran, Kurt Grier



Kurt Grier, Congressman Mike Pompeo, Ron Fowles



Kurt Grier, Congresswoman Lynn Jenkins, Ron Fowles

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President's Message

Ron Fowles, RF Benchmark Construction, Manhattan, KS



“**Collaboration**” is defined as working with another person or party to accomplish something.

In 2015 numerous AGC of Kansas leaders, in **collaboration** with our design professional colleagues, hosted the first ever Kan-Struct conference. In September, this Kan-Struct event was held at the Wichita Century II Convention Center in Wichita, Kansas. Kan-Struct provided the construction and design community with a great experience for all of the attendees in providing industry exhibits, business sessions, keynote speakers and networking opportunities. I would like to thank Mike Hafling (CAS Constructors, Topeka), Kan-Struct Task Force Chair, who provided great leadership in keeping the Task Force focused on those key collaborative initiatives that made the event a great success.

Currently we are in the early stages of planning the next Kan-Struct. Preliminarily it's looking like the next event will be held in 2017 in conjunction with AGCKS's annual conference. One of our goals for the next event will be to reach out to other state associations such as DBIA, CSI, PHCC and many others to expand on the vision of an annual **collaborative** industry wide event for the state of Kansas.

Throughout 2015, AGC of Kansas provided its members with top quality programs and events. All of these events were well attended starting with our annual conference in January and ending at the Kan-Struct conference in September. At the annual board retreat in May we invited Steve Phillips (professional business facilitator) back to revisit the five smart goals set in AGCKS's 2014 Strategic Plan. Once again the Board found itself **collaborating** on what goals it wanted to maintain and which ones we didn't. We determined that Attracting Young Professionals & Students, Expanding & Enhancing PAC Activities at the State Level, Expanding & Enhancing Workforce Training Offerings and Enhancing Opportunities with Business Partners were critical to our valued added services for our members. The various AGCKS committees and task forces were busy throughout the year in dealing with the current issues that are affecting our industry and how to understand those issues and deal with them.

AGC of Kansas is fortunate to have a great staff that works hard in keeping us informed on the many issues impacting our companies and work hard to provide the necessary support to carryout association policies. We also have many unselfish members and leaders willing to attend, serve and **collaborate** to make the tough decisions necessary that make this a great organization. Thank You. It's people like you that make the construction industry in Kansas a great place to work.

As we look forward to the 2016 year, all indications are that we will again be dealing with many challenges and opportunities for our industry. These challenges will provide opportunities for the new AGCKS leadership in evaluating these challenges and developing new goals for the committees and leadership. Then we'll do what we always do, we'll go to work **collaborating** with our owners, design professionals, general contractors, subcontractors, suppliers and workers to get the job done in developing solutions to these industry challenges....

AGC of Kansas Wins National Award

At the October 2015 AGC of America's National Leadership Conference in Washington DC, AGC of Kansas received the AGC of America's "NET GROWTH AWARD".

This award recognizes the top AGC Chapter in the country for its efforts to not only recruit new general contractors, sub/specialty, supplier and professional service firms, but also retainage of existing members. Over the last twelve months AGC of Kansas grew its membership by 30%. Ron Fowles, RF Benchmark Construction (AGCKS 2015 President) and Mike Hafling, CAS Construction (AGCKS 2014 President) gave credit to the hard work, dedication and teamwork of the Board of Directors, membership and Jackie Muller (Director of Membership Services).

Mr. Fowles said "that this teamwork and the value added membership services offered in the areas of workforce development, safety, legislative/political action, wage survey and membership product discounts are getting the attention of many in the construction industry". AGC of Kansas is not only providing valuable business contacts to grow your company but also providing opportunities to save money which adds to our member's bottom line.

Call to Arms: Mr. Hafling challenges all of our membership to think of companies that you do business with that could benefit from AGC of Kansas' value added services and forward the company name and contact to Jackie Muller at the AGC office – jmuller@agcks.org.

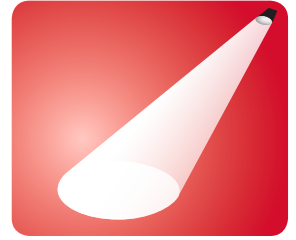


Ron Fowles (RF Benchmark Construction), Barbara Fowles, Nicholas Grier, Jill Grier, Kurt Grier (Martin K. Eby Construction) and Mike Gibson





AGC Member "SPOTLIGHT"



GETTING TO KNOW BANK MIDWEST

Key Stats

Total Assets¹ (in millions)	\$4,770
Total Deposits¹ (in millions)	\$3,892
Total Capital¹ (in millions)	\$589
Associates¹	more than 1,000
Locations¹	101

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Who We Are

Bank Midwest is proud to serve the construction industry in Kansas and Missouri. Our commitment to our clients, colleagues and community is reflected in our local leadership's common sense approach and belief that personal relationships belong in banking. With 740 associates in the region, Bank Midwest serves clients in 27 Banking Centers in the Kansas City metropolitan area and 18 banking centers in Northern Missouri. The Bank Midwest headquarters in Kansas City is also the operational hub for NBH Bank.

Our Strength

The strength of Bank Midwest lies in our community focus and knowing our clients. Our bankers are specialists in their client's industries, making them a strategic partner versus merely a service provider.

- Decisions are made locally and quickly. We've streamlined the process and focused on our client partnership.
- We get to know you and your business. We know the questions to ask and provide a pathway to help you reach your goals.
- As your partner, we conduct frequent business reviews of your operational processes to ensure the products we're providing make the most sense.
- Our leadership is local and invested in the communities we serve.

In The Community

At Bank Midwest, we support many organizations in Kansas and Missouri. It is important to us to enrich the lives of the people where we live and work through support of the arts, education and civic involvement that supports education, quality housing and workforce development. In addition to our monetary investment, Bank Midwest associates serve as board members of area civic and charitable organizations.

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Greater Kansas City Chamber of Commerce
Hispanic Chamber of Commerce
Women's Employment Network
Neighborhood Housing Services
Catholic Charities
Kauffman Center for the Performing Arts

Cristo Rey High School
HOA Boy Scouts of America
Junior Achievement
Kansas Women's Business Center
Union Station
Ronald McDonald House Charities
Harvesters

Contact Us

For more information on how Bank Midwest can help your construction banking needs, contact Stacey Huddleston, Vice President, Commercial Banking at 816.298.2810 or email stacey.huddleston@bankmw.com.



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AGC Subcontractor Council – “Big Issues Big Crowd”

Tim Sinclair, Pal's Glass, Wichita KS

AGC of Kansas' Subcontractor Council hosted its Quarterly Regional Subcontractor Council meeting in Topeka in August. Nearly 60 industry professionals were in attendance to participate in a “Industry Roundtable on Job-Site Best Practice”.

Dean Younger, McCownGordon Construction and Scott Casebolt, Key Construction commented that this Industry Roundtable was extremely insightful to the general contractors in that it provided valuable feedback from sub/specialty contractors, suppliers and professional service firms on key issues impacting the communication and productivity on our job-sites.

Steve Nienke, Midwest Drywall and Chris Callen, Builders Plus Construction commented that these type of Industry Roundtables provide a great opportunity for sub/specialties, suppliers and professional service firms to hear directly from the general contractors on what they expect on their job-sites and are extremely pleased that the GC's are seeking input from the subs/supplier/service firms on how they can make their job-sites better.

Joe Samia, Central Consolidated and Fred Willich, Hi-Tech Interiors said they appreciate the opportunity to have the industry sit down and look at “Big Picture Issues” that are impacting everyone on a job-site and have seen that many of the younger construction managers, superintendents and foreman benefit from these type of discussions. **They both hope to see more of their sub/specialty peers at future meetings.**

Tim Sinclair facilitated this Industry Roundtable and said it was great to see the great cross section of industry professionals at this meeting. He is looking to utilize much of the roundtable's discussions at an upcoming Subcontractor's Council Meeting in San Antonio at AGC of America's National Convention.

AGC of Kansas' Subcontractor Council will continue to offer these Regional Roundtable meetings throughout the 2016 year and target a different region each quarter.

In addition, if your firm would be interested in being part of the AGC of Kansas Subcontractor Council please contact the AGC office, phone 785.266.4015 or email Mike Gibson at mgibson@agcks.org.

*Subcontractor Council Industry Roundtable
“Best Practices” Forum in Topeka*



*Subcontractor Council Members
with Joe Levens (Pittsburg State)*

Second Annual AGC – Wichita Chamber Construction Career Fair

In July, AGC of Kansas and the Wichita Chamber hosted its Second Annual Construction Career Day at AGC of Kansas' Education Partner - Wichita Area Technical College (WATC).

This Construction Career Day is jointly supported by AGC of Kansas and the Wichita Chamber of Commerce to address the worker shortages that the construction industry is experiencing in the Wichita metro area. Over 600 applicants attended the event and there were 37 human resource managers that represented their respective companies to interview these eligible candidates.

Cloys Bayless, AGC of Kansas Safety & Training Director, said that this Construction Career Day has become the largest dedicated employment opportunity for the construction industry. This Career Day provides our members with quality candidates for employment in the construction industry to fill both entry level and experienced level workers.

The event was covered by both print media and electronic media and was even broadcast live by one of Wichita's Hispanic radio stations. Nearly 1500 social media hits occurred leading up to the event.

Larry Weis (Martin K. Eby), Bill Brand (The Law Company), Jeff Grier (UCI, Inc.), Scott Ludwick (Drywall Systems), and Chris Callen (Builders Plus Construction) all agree that the Career Day is invaluable for their respective human resource efforts to hire good quality employees and appreciates AGC of Kansas' providing the leadership on this issue.

Should your firm be interested in participating in the Third Annual Construction Career Day, targeted for July 2016 please contact Cloys Bayless at the AGC office.



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AGC's Human Resource Platform

In 2016, AGC of Kansas will launch a new membership service to address one of the top issues impacting our membership – Human Resource to Entry Level Construction Workers.

AGC of Kansas has partnered with BirddogHR, a national human resource firm, that specializes in assisting construction firms with its human resource needs for both entry level and experienced construction workers.

AGC members can visit AGC of Kansas' website, www.agcks.org, and click on the **ICON "WORKFORCE"** and scroll down to **New – Find a Career**. After clicking on this icon you will be taken to a link for our Human Resource Platform.

AGC of Kansas' Human Resource Platform provides, at "NO COST", access to posting your company's job openings and access to a data base of entry level candidates with our AGC educational partners. AGC of Kansas has nearly 100 Kansas high-school, community college and vo-tech center educational partners. These educational partners utilize AGC's NCCER (National Center for Construction & Educational Research) craft training curriculum which teaches the Core Elements of Construction Trades. Some of these Core Elements include blue print reading, hand/power tools, construction math, scaffolding/rigging, 10 hr. OSHA Safety and many other basic essentials to make a well-rounded entry level construction worker candidate. In addition, some of these partners provide training for displaced construction workers and higher level course offerings.

This Human Resource Platform also provides AGC members the ability to post their company's "SUMMER INTERNSHIP" opportunities for the younger generation to search and apply for these valuable career opportunities.

Currently, AGC of Kansas is offering webinars for its members and educational partners to learn how to take advantage of this **FREE MEMBERSHIP SERVICE**.

**TAKE ADVANTAGE OF
AGC's HUMAN RESOURCE PLATFORM**

www.agcks.org – workforce icon

AGC Legislative-Political Action

Keeping our State Policy Makers Updated

AGC of Kansas' Legislative & Political Action Committee, Chaired by Ben Hutton (Hutton Construction), has had a busy 2015 year.

The committee worked closely with our legislative consultants/lobbyist, Scott Schneider and Jason Watkins (Watkins & Schneider) on the many issues associated with the 2015 Kansas Legislative Session. These issues included monitoring key legislative bills, providing valuable testimony to policymakers and educating policy makers on the construction industry.

In addition, the committee successfully met its goal for PAC fundraising to support those policy makers that support a pro-construction and pro-business agenda. During the year we were able to meet with both State policy makers and Congressional Leaders on issues impacting our industry.

U.S. Senator Jerry Moran and Congresswoman Lynn Jenkins both have commended AGC of Kansas for its tireless efforts in keeping the Kansas Congressional delegation informed on issues that affect their companies. Also, Kansas Senate President, Susan Wagle and Senate Majority Leader, Terry Bruce have appreciated the "team approach" that AGC of Kansas brings to the table. "We appreciate the industry information that AGC and its lobbying team provide us in order to help us understand the issues and legislative bills that we consider and that information is invaluable".

In November, AGC of Kansas hosted a fundraiser for many of the Kansas Senate leaders in Topeka. Senators like Senator Julia Lynn (Chair of the Senate Commerce), Senator Terry Bruce (Senate Majority Leaders) and Susan Wagle (Senate President) were many in attendance at the AGC of Kansas Legislative fundraiser.

Ron Fowles (AGCKS President) thanked our legislative leaders for showing the courage to take on the tough issues that are impacting the State of Kansas. The construction industry appreciates their efforts and their leadership.



Senator Julia Lynn addresses the contractors



Senator Terry Bruce addresses the contractors



(L-R) Ben Hutton (Hutton Construction), Senator Julia Lynn, Ron Fowles (RF Benchmark Const)



(L-R) Ben Hutton (Hutton Construction), Senator Bruce, Senator Lynn, Ron Fowles (RF Benchmark Const)

AGC LOGO – Job-site Signs

AGC of Kansas encourages all of our general contractors, sub/specialty contractors, suppliers and professional service firms to place AGC LOGO stickers on your job-site signs, vehicles and equipment.

Show your support for AGC of Kansas to promote our industry and association to the general public.

CASH AWARDS – during the year if AGC of Kansas staff spot an AGC Logo on your company’s job-site signs, vehicles or equipment your job-site superintendent will receive a \$ 250 gift certificate to a local restaurant.

CALL FOR YOUR FREE AGC LOGO’s TODAY and SHOW YOUR AGC PRIDE.



Call to Action - Young or New Construction Professionals

AGC of Kansas’ Construction Leadership Council (CLC) will be launching a new program for 2016.

AGC’s CLC is a forum for our general contractors, sub/specialty contractors, suppliers and professional service firm members to become involved with other young/new industry professionals.

The CLC will offer throughout the year educational seminars, legislative and political forums, networking and mentoring opportunities and community service projects.

Ashley Thill (Zernco, Inc.), Aaron Young (Martin K. Eby Construction) and Scott Ludwick (Drywall Systems) all agree that the CLC will be a great opportunity for AGC of Kansas members to have their young professionals grow their knowledge of not only the construction industry but also AGC of Kansas.

Studies show that the young professionals (millennials), from which our next leadership is emerging, are looking for opportunities to grow their professional development, networking and access to information.

AGC of Kansas is responding to this call to action by launching our Construction Leadership Council (CLC).

To enroll your young professionals into AGC’s CLC please contact Mike Gibson at the AGC office, 785.260.1434.



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MARK YOUR CALENDARS FOR 2016

- January 28-29** AGC of Kansas State Convention, Wichita Marriott
- March 9-12** AGC of America's National Convention
www.agc.org for registration materials
- April 6** AGC of Kansas Board of Director's Meeting—Pittsburg State
- April 21** Skills USA – Wichita
- May 20** AGC of Kansas Annual Golf Tournament—Salina Country Club, Salina, Kansas
- July 21** Sub/Specialty Contractor Council Regional Meeting
- July 28-30** AGC of Kansas Board Retreat—Gaylord Texan, Dallas, Texas
- September 15** Northeast Kansas Construction Industry Steakfry—Topeka
- September 21** AGC of Kansas Western Kansas Golf Tournament—
Southwind CC, Garden City
- September 22** AGC of Kansas SouthCentral Kansas Steakfry – Wichita, KS
- October 22** AGC-K-State Tailgate Party—KSU vs Texas—Manhattan (Cat Town)

**LOOK FORWARD TO SEEING YOU
AT THESE GREAT NETWORKING EVENTS**



Associated General Contractors of Kansas

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