



General Conditions

“Building Quality of Life for Kansas”

AGC of Kansas moves Headquarters to Wichita

“Headquarter office – Wichita and Legislative Affairs office – Topeka”

After three years of strategic planning by the AGC of Kansas Board of Directors and feedback from the membership across the State the AGC office has officially opened its new headquarters in Wichita. The decision to sell the Topeka office and relocate to Wichita was associated with the association’s strategic plan. A plan that is focused on positioning the association for the next 20 years and a plan that works to improve overall service delivery to the entire membership. Part of this plan focused on membership demographics, which showed that 75% of the membership is currently located in central Kansas. It was determined that Wichita provides the maximum opportunity to service the entire membership across Kansas in a more efficient manner.

AGC of Kansas’ Past Presidents, Gail Lee (Lee Construction, Garden City), Bob Simpson (Simpson Construction Services, Wichita) and Wayne Sloan (BHS Construction Manhattan) all suggested over the past 20 years that AGC of Kansas should consider a move to central Kansas. In addition, all agree that this decision to locate the office to Wichita will better position the association to better address the overall needs of its membership.

The AGC of Kansas leadership is excited about the new office design that incorporates a combination of an open concept feel with some old architecture designs (the new office is a 1930 building, located in the **“OLD TOWN DISTRICT”** of Downtown Wichita). Incorporated into the new building will be some **“state of the art”** training aids to deliver distance learning opportunities including but not limited to safety, management, craft, BIM and LEAN training programming.

AGC of Kansas will continue to maintain its Legislative Affairs office, located at our legislative consultant’s office (Watkins & Schneider), in the Core First Bank Building in Downtown Topeka. An OPEN HOUSE is being targeted for late September/early October and we expect to see many of our members, design professional partners, policymakers and many other industry professionals at this open house. **LOOK FOR AN OPEN HOUSE ANNOUNCEMENT SOON.**



New AGC of Kansas office in OLD TOWN WICHITA



Small Conference Room



Large Conference & Training Room

| What’s Inside: | |
|--|-------|
| Contents | |
| AGC of Kansas moves Headquarters to Wichita. . . | 1 |
| President’s Message | 2-3 |
| Three years ago, Subcontractor Council’s Vision. . . | 4 |
| Welcome New Members. | 5 |
| Construction Industry of Kansas Health Trust. . . | 6 |
| DODGE PlanRoom 2017 | 7 |
| AGC of Kansas’ Annual Board Retreat | 8-10 |
| AGC of Kansas Human Resource Platform | 11 |
| AGC of Kansas’ 64th Annual Golf Tournament . . | 12-13 |
| Kan-Struct 2018. | 14 |
| Enterprise Leasing Advertisement | 15 |
| CALENDAR OF EVENTS | 16 |

President's Message

Jim Rinner, Bartlett & West (Topeka, Kansas)



I would like to share with you a bit about my DNA and some perceptions regarding our opportunities to lead by example in our construction industry. Going back to my earliest memories as a child, my life has been profoundly influenced by the construction industry. My Dad, Bill Rinner, was the President of Rinner Construction, a commercial building contractor with operations in the Topeka area. Dad was a committed husband, father, businessman and community supporter. He was also a committed member of AGC of Kansas and served as President in 1966. He would let me tag along with him as he traveled from job-site to job-site to check progress and visit with crews. I always enjoyed listening to the discussions he would have in coordinating activities over the “state of the art” 2-way radio that was equipped in his car

and tied into the office and superintendent’s radios. I rarely declined the opportunity to accompany him to the office on a Saturday, when I could also earn a couple “bits” sweeping the warehouse floor and straightening up materials and equipment. Little did I know, at five years old, I was being trained to develop a work ethic based on Dad’s example and I was fueled with desire.

Those who knew Dad respected his integrity and enjoyed him as a friend. He embodied the characteristics of skill, integrity and responsibility throughout his life. Dad’s characteristics perfectly complimented AGC and its membership’s commitment to these qualities. Dad had not planned to follow in the footsteps of his father, George, that founded the company in the 1920’s. He graduated high-school in 1942 and immediately enlisted in the Army Air Corp. Following completion of his service, he attended the University of Kansas and received a degree in Mathematics in 1949. He intended to make a career of teaching, but a short time later needed to take care of the family business as his father got sick and passed away not long after. Dad planned to work with his brother, Dean, to complete current contracts and then close the business, but these plans drastically changed when the severe flood of 1951 demanded rebuilding of much of the community. Rinner Construction continued operations out of responsibility to the community and prospered as a successful business. I believe Dad began to realize his mission to advance quality construction completed with trusted relationships. My earliest memories included the awareness of AGC virtually hand-in-hand with everything I knew of construction. Dad was a tireless advocate of what he believed in and AGC of Kansas was consistently a part of the identity of Rinner Construction and its job-site signs and other marketing logos.

Following Dad’s death in 1983, Rinner Construction was no longer a Rinner family business and it was sold. Although I didn’t fully understand it, my career ambitions have been sowed since childhood. Learning from Bill Rinner’s example, I recognized that these 3 qualities of SKILL, **INTEGRITY and RESPONSIBILITY** (upheld by AGC) are not implemented, but are characteristics manifested as a way of life in our personal actions. These characteristics have become part of my DNA passed on by my Dad.

It can be sobering to consider the responsibility we share to respect and uplift all people in the communities that we interact. When you consider the lasting effect that a person’s example has impacted on your life, think of the example we make on others when our life-path intersects. I am convinced that our living example influences others and will promote positive outcomes to our goals if we influence with appropriate leadership models.

President's Message – continued

With that being said, AGC of Kansas identifies many opportunities that are important to us at this time and we have the ability to influence with our leadership including:

- **Workforce Development** – AGC of Kansas provides skilled trades training and university professional programs.
- **Continuous Improvement Training** – AGC of Kansas provides training opportunities and facilitates member access to third-party documentation/training for OSHA Safety Training, Superintendent/Project Management Training and Lean/BIM Certification.
- **Strengthening Relationships for Collaborative Purposes** – including AGC member firms and their employees and others closely related industry professionals involved in joint panels/discussions on key industry issues impacting both the construction and design communities through our joint convention – “Kan-Struct”.
- **Legislative Interests** – those statutes that directly impact the welfare of our business and industry in the Kansas Legislature and in the U.S. Congress.

I am most proud that the initiatives promoted by our Association are not selfish, but result from interest to enhance the businesses and lives of our AGC membership and the communities that we live and work.

A favorite quote from my Dad states, “Life is worth living only if through living we serve our fellow man”. I believe keeping this perspective of service to others, in the actions of AGC of Kansas, produces opportunities for infectious prosperity in our pursuit of individual happiness.

This brings me back to my previous reflection regarding the impact of teaching and learning by example. In our industry, we are presented a rich opportunity to interact with people from every background. If we genuinely say what we mean and do what we say, and we pursue goals to uplift our communities, then this integrity is the example others will experience and will be motivated to share. Our AGC members demonstrate the character to be the shining example!

My friends, I am honored to have this opportunity to serve as your 2017 AGC of Kansas President and to follow in the legacy of my father. Thank you for your efforts in promoting **Skill, Integrity and Responsibility in our Industry.**

***We Encourage Our Members to Get Involved in
AGC Today...***

Subcontractor Council's Vision

“Providing Subs – GC’s with a Platform for Best Practices”

Scott Ludwick (Builders Plus Construction, Wichita), Chair of AGC of Kansas’ Subcontractor Council is excited about the work that AGC of Kansas’ Subcontractor Council has been focused on over the last few years.

This Council has been focused on providing the Subcontractors/Specialty Contractors and General Contractors the opportunity to discuss “Best Practices” job-site solutions to assist AGC members in increasing productivity and profit margins. Ludwick is also impressed with his Council’s Industry Forums that have provided opportunities to bring solutions to job-site challenges. The success of the Council is so impressive that now AGC of America’s Subcontractor Council is utilizing AGC of Kansas’ model to implement across the country. Ludwick gives credit to Tim Sinclair (Pal’s Glass, Wichita), who is the 2017 AGC of America Subcontractor Council Chair, for sharing the Kansas success stories with other subcontractors and general contractors across the country.

Listed below are some of the key **“Industry Best Practices”** that the Council is addressing. We hope you will attend an upcoming Subcontractor Council Forum.

Topics

- Scope of Work – see sample
- Scope of Work – Step by Step How to fill out Scope of Work Templates
- Proposals – see examples
- Proposals – Step by Step How to fill out a Proposal
- What Subs/Specialties could use from Gen. Contractors after they “Bid a Project” – Communication
- Pre-Installation Meetings – Agenda/Topics
- Job-Site Meetings – Agenda/Topics
- Pull Planning – Story Board Meetings
- Lean Construction
- Submittals
- Addendums
- Pre-Bid Meetings – requirements
- Payment Options
- Information Technology
- Millennials – “What Millennials want/expect from the contractor & job-site
- Pre-Fabrication
- Close-Outs, Final Payment & Retainage

Welcome New Members

AGC of Kansas Board of Directors and staff would like to welcome our new members and encourage them to get involved in the many volunteer committees/task forces/events offered by AGC.

General Contractors

Rock Construction, Inc.
Wichita, KS

Jason Layman/Amber Dobosz
316.558.3818

Specialty Contractors

Design-Build Construction

Wichita, KS
Louis Eftink
316.722.8180

Diversified Construction, LLC

Wichita, KS
Thomas Sykes
316.207.1980

Farha Roofing, LLC

Wichita, KS
Benjamin Farha/Lindsay Brown/Trae Staats
316.831.7510

Tischlerel – Fine Woodworking, LLC

Salina, KS
Olaf Gerhardt
785.404.3322

Associate Members - Supplier/Professional Service Firms

BASYS Processing, Inc.

Lenexa, KS
Brad Oddo/Kurt Woltering
913.647.5800

CCM Countertop & Cabinets

Wichita, KS
Brent Traylor/Chris Boardman
316.554.0113

Dudley Williams & Associates, P.A.

Wichita, KS
Ron Brown/Jon Lucas, P.E./Desiree Morrell, P.E.
316.263.7591

Gavel Roads

Wichita, KS
Lori Rooge/Tyler Francis
316.432.7732

Henderson Building Solutions, LLC

Lenexa, KS
Drew Rimmer/David DeBlasse/Kathye Carrico
913.894.9720

Murphy Tractor

Park City, KS
Mike King
316.942.1457

**“Members Doing Business with Members”
Makes Good Business Sense**

CONSTRUCTION INDUSTRY OF KANSAS HEALTH TRUST



SUCCESS THROUGH COLLABORATION



Kansas Contractors Association

AGC of KANSAS



AGC of Kansas, Kansas Contractors Association and IMA, Inc. partner together to help build the Construction Industry of Kansas Health Trust.

“The Construction Industry of Kansas Health Trust is a wonderful health insurance option for employers who are members of the KCA or the AGC of Kansas. What is unique about this health insurance plan is that it pools similar construction oriented companies into an insured group allowing for more straight lined, less volatile insurance premiums. **Groups in the CIK have averaged a 0% rate increase in two out of the last three years.** In today’s uncertain health insurance world, it is imperative as employers we do all we can for our employees, and the Construction Industry of Kansas helps make this possible.”

- *Chris Spray Vice President Venture Corporation | Chairman of CIK*

IMA IS A PROUD MEMBER OF

- Associated General Contractors (AGC)
- Kansas Contractors Association (KCA)
- Construction Financial Management Association (CFMA)
- National Association of Women in Construction (NAWIC)

MEMBER BENEFITS CONSTRUCTION INDUSTRY OF KANSAS HEALTH TRUST

MORE THAN
48+
EMPLOYERS

 **BlueCross BlueShield of Kansas**
PLANS & NETWORK

PROGRAM ESTABLISHED IN
1974

2.9%
AVERAGE RATE INCREASE SINCE 2013

YOUR IMA CONTACTS



CHRISTY DOWNING
Business Development
316.266.6589
christy.downing@imacorp.com



RYAN POWELL
Business Development
316.266.6230
ryan.powell@imacorp.com

AGC of Kansas' Annual Board Retreat

“Focused on Workforce Development”

In July, the AGC of Kansas Board hosted its Annual Board Retreat and Strategic Planning Conference in Tabernash, Colorado at the Devil's Thumb Ranch & Resort.

Nearly 90 Board Members, their spouses and family members attended this conference that focused the lion share of the time on workforce development. One of the key workforce development issues included entry level workers that will come from AGC of Kansas' partnerships with Kansas High-Schools, Vo-Tech Centers and Community Colleges.

Another workforce development focus was social media/public relations/advertising to the younger generation and their parents and promoting the many professional opportunities available in our industry.

AGC of Kansas invited national speakers from Go Build and Nic Bittle who spoke on his book “Good Foreman/Bad Foreman” and how the construction industry needs to change its recruiting approach to the “millennial generation” and “generation - X”.

The AGC Board agreed to move forward in developing an action plan to address some of the key issues discussed on workforce development. Jim Rinner, AGC of Kansas President, stated that “AGC is the leader in construction workforce development in Kansas, providing many avenues for its members to address the worker shortages being experienced across the state”. **“The future of our industry is dependent on promoting and developing a skilled workforce”.**

The attendees were presented with many opportunities outside of the business meetings to enjoy outdoor activities available at the resort. In addition, the attendees enjoyed the great views and beauty of the Colorado mountains and many of these attendees were trying to figure out how to bring these views back to Kansas.

John Johnston (J.E. Dunn Construction) and Joe Samia (Central Consolidated) agreed that this conference is not only a great opportunity for the Board members to get to know each other better but also a chance to get to know their families.

Ray Buyle (Kansas State faculty) and Joe Levens (Pittsburg State faculty) both agree that this conference is a great opportunity for the educational community to interact with AGC of Kansas' construction leadership and provide some insight on some of the issues being addressed by the Board of Directors

AGC Board Retreat Photos



(L-R) Teresa Samia, Blake Saffel and Debbie Saffel



(L-R) Scott Schneider (AGCKS Legislative Consultant, Jim Rinner (Bartlett & West) and Scott Ludwick (Builders Plus Construction)



John Johnston (JE Dunn Construction) and family



(L-R) Joe Levens (Pittsburg State Faculty), Karen Levens, Teresa Samia and Joe Samia (Central Consolidated)



(L-R) Chad Buresh (Simpson Construction Services), Tom Saffel (Prairie Landworks) and Scott Ludwick (Builders Plus Construction)



(L-R) Logan McCollar, Dylan Grier, Kurt Grier (Martin K. Eby Construction) and Scott Casebolt (Key Construction)



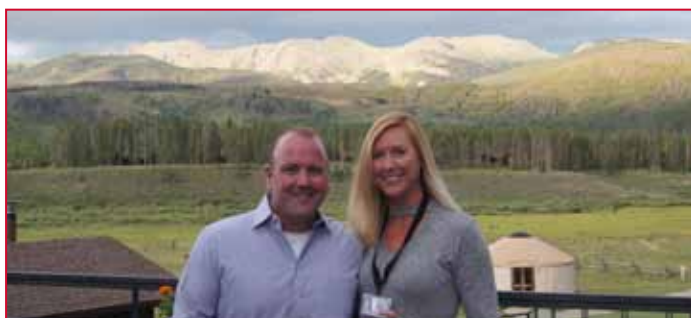
(L-R) Ray Buyle (K-State Faculty), Karen Buyle and Joe Samia (Central Consolidated)



(L-R) Heather Long, Tim Sinclair (Pal's Glass), Lorraine Willich, Fred Willich (Hi-Tech Interiors), Tarina Bittle and Nic Bittle (Workforce Pro)



Keynote Speaker – Nic Bittle (Workforce Pro) and the Board



Mike Swift (Thomas McGee) and Angela Swift

More AGC Board Retreat Photos



(L-R) Dylan Grier, Kurt Grier (Martin K. Eby Construction), Jim Rinner (Bartlett & West) and Cathy Rinner



AGC family members enjoying some bowling



Group celebrate Jim & Cathy Rinner's and Teresa & Joe Samia's 30th Wedding Anniversary



AGC family members enjoying some pool table games



Closing Board Retreat Dinner



AGC members participate in a "ZIP LINE" team building exercise



Scott Casebolt (Key Construction) 2018 AGC President and his wife Kristin announce the location of the 2018 Board Retreat.



Tom Saffel (Prairie Landworks) waits to take the Zip Line plunge

AGC of Kansas Human Resource Platform

“Helping Construction Industry HR Folks Hire New Employees”

In May 2016, AGC of Kansas launched its new Human Resource Platform on its website. This **FREE SERVICE** allows members to post their company’s professional job openings. To access this FREE SERVICE go to www.agcks.org (see instructions below):

Go to AGC of Kansas’ website and click on:

- o Workforce Development/Safety Training & Human Resource Tools PANEL
- o Click on FIND A CAREER
- o Click on EMPLOYER REGISTRATION
- o Fill out information and your firm will be approved to begin posting job openings

*****AGC of Kansas and its Human Resource Partner, Birddog HR, will train your HR personnel on how to utilize this HR Tool at NO COST.**

Later in 2017 AGC of Kansas will also provide a HR Tool that will allow our membership the opportunity to access this HR Platform to search for the following:

- o **High-School/Votech/Community College Students that are going to graduate in May 2017 and beyond**
 - Students are taking AGC’s NCCER Core Materials that include:
 - Power & Hand Tools
 - Blueprint Reading
 - OSHA 10 hour Safety Training
 - Scaffolding and other critical construction job-site items
- o **Vo-tech and Community College Students**
 - Studying construction vocational programs
 - Equipment Operator training programs
 - Manufacturing programs & other Technical programs

POSTING YOUR COMPANY’S JOB OPENINGS ON THIS AGC HR PLATFORM - HELPS US PROMOTE THE NEED FOR ENTRY LEVEL AND EXPERIENCED PROFESSIONALS TO THE EDUCATION COMMUNITY AND THE YOUNGER GENERATION.

*****POST YOUR JOB OPENINGS TODAY*****

AGC of Kansas' 64th Annual Golf Tournament

"Beats the Course and the Rain"

Nearly 150 golfers competed in the 64th Annual AGC of Kansas Golf Tournament, held at Salina Country Club, Salina Kansas. The golfers in attendance included general contractors, design professionals, subcontractors, suppliers and service firm professionals who enjoyed an opportunity to play one of the great golf courses in Kansas. The tournament finished just before the heavy rains hit the Salina region.

Jim Rinner (Bartlett & West – Topeka), AGC of Kansas President, stated that *"this event is a great opportunity for AGC members to renew existing relationships and make new relationships"*. Mike Kilian (Kilian Electric – Wichita) agrees, *"the subcontractor community enjoys the opportunity to visit with their customers and job-site partners in a relax atmosphere"* and get to see the wide range of golfing skills from the industry.

This year's tournament winners (4-person scramble format) included:

- 1st Place (58)** Mitch Gilman, Collins & Hermann
Sean Washatka, Bettis Asphalt
Brandon Boyd, Bettis Asphalt
Sam Bowlby, Cornerstone
- 2nd Place (63)** Bob Burns, Attorney at Law
Jared Burns, Washburn University
Jim Rinner, Bartlett & West
Lance Spence. USI, Inc.
- 3rd Place (65)** Bill Pickert, BKD, LLC
Josh Kippenberger, JACO Construction
Joe Samia, Central Consolidated
Jason Phillips, Phillips Southern Electric
- 4th Place (66)** Rob Nace, Travelers
Rich Kerschen, The Law Company, Inc.
Shawn Byrne, Travelers
Dave Shepard, IMA
- 5th Place (69)** Mike Kilian, Kilian Electric Service
Scott Bowbrake, Kilian Electric Service
Taylor Robertson, Kilian Electric Service
Eric Richardson, Foley Rental

Golf Tournament – PHOTOS



Golfers register for the AGC of Kansas Golf Tournament



The Traveler's Team – Rich Kerschen (The Law Company), Dave Shepard (IMA), Shawn Byrne (Travelers), Rob Nace (Travelers).



Martin K. Eby Team - Brandon Nutsch, Tim Caudle, Bob Epperson, Kurt Grier.



The Pittsburg State Team – Shannon Nicklaus, Travis Solander, Tiara Ewy and Joe Levens.



The Law Company Team – Shawn Grisamore, Derek Dahm, Jeff Fleming and Dennis Kerschen



Lance Spence (USI), Jim Rinner (Bartlett & West), Bob Burns (Atty at Law), Jared Burns (Washburn University).

Other Tournament Winners

| | | |
|--------------------|------|--|
| Long Drive | #3 | Mitch Gilman (Collins & Hermann) |
| Closest to the Pin | #4 | Tiara Ewy (Pittsburg State Student) |
| Closest to the Pin | #17 | Jason Brady (UCI, Inc.) |
| Closest to the Pin | #7 | Garrett Wilson (Restoration & Waterproofing) |
| Closest to the Pin | #13 | Chad Pollet (Restoration & Waterproofing) |
| Closest to the Pin | # 15 | Chad Wallace (Central Power) |

Kan-Struct 2018



AGC of Kansas is proud to be part of the 3rd Annual Kan-Struct 2018 Conference, which is a collaborative conference of construction and design professionals in Kansas.

Kan-Struct 2018 Conference is scheduled for March 1 & 2, 2018, to be held at the Hyatt Regency Hotel and Conference Center in Wichita Kansas. This event will host a variety of business breakout sessions, panel discussions, networking opportunities and industry exhibits.

According to Kan-Struct 2018 Chair, Mike Hafling (CAS Constructors, Topeka), "Kan-Struct provides both construction and design professionals an opportunity for a **ONE-STOP SHOP** for information on current and new technology/industry trends".

Partnering Association for this event include:

- **AGC of Kansas (AGC)**
- **American Council of Engineers Companies (ACEC)**
- **National Association of Women in Construction (NAWIC)**
- **Plumbing Heating & Cooling Contractors (PHCC)**
- **Design Build Institute of America (DBIA)**
- **Construction Specification Institute (CSI)**

Last year's event drew over 300 industry professionals who benefited from CEU's for professional certifications and other valuable information to benefit the individuals and companies. We are expecting a larger turnout of attendees, so don't miss this event. More information will be sent out in September 2017.

Mark Your Calendars

March 1 & 2, 2018



There's more to managing your company's vehicles than you might think.

Of the many figures that go into managing your own vehicles, one matters most to your bottom line – **total cost of ownership**. It's the most effective way to measure success in fleet management, and largely determined by what happens between buying and selling your vehicle.

That's why we're here – to help AGC members streamline their fleet, improve cash flow and optimize operations every step of the way. From acquisition and risk management, to maintenance and remarketing, Enterprise Fleet Management provides AGC members with quick, easy and personal access to a local account team who will handle all of the day-to-day fleet needs.

Let us help you find vehicle savings you can put back into your business.
To learn more, contact Dan Paule at Daniel.M.Paule@efleets.com or call 913-384-7213.



CALENDAR OF EVENTS

- September 14** AGC of Kansas Board of Director's Meeting
Bartlett & West office, Topeka
- September 14** NE Kansas Construction Industry Steak Fry
Bybee's Cabin, Topeka
- September 20** Western Kansas Construction Industry Golf Tournament
Buffalo Dunes, Garden City
- September 21** South Central Kansas Construction Industry Steak Fry
Eberly Farms, Wichita
- October 21** AGC of Kansas – Kansas State Construction Science Tailgate Event
K-State vs Oklahoma, Manhattan (TBA)
- October (TBA)** VIP Legislative Dinner with U.S. Senator Jerry Moran

Check Out Other Valuable Member Services

www.agcks.org



Associated General Contractors of Kansas

765 E. Second St. North

Wichita, KS 67202