



General Conditions

Building Quality of Life for Kansas

AGC of Kansas Recognizes Industry Leaders

At the 2013 AGC of Kansas State Convention the Board of Directors recognized two Industry Leaders that made an impact on not only AGC of Kansas but the construction industry as a whole.

This year's Industry Appreciation Awards were presented to Dean F. Ferrell (Ferrell Construction, Topeka) and David Fritchen (Kansas State University Professor, Dept. of Architectural Engineering and Construction Sciences). Both men have been dedicated to making their respective organizations, AGC of Kansas and the Kansas construction industry "the best that it can be".

Mr. Ferrell retired earlier this year and during his career served on many local civic and business groups' Board of Directors, served on AGC of Kansas's Board of Directors and in 1982 served as AGC of Kansas's Chapter President. Mr. Ferrell also assisted in the formation of the AGC of Kansas Construction Education Foundation (KCEF) which has raised over \$ 700,000 in scholarships for Kansas State and Pittsburg State University construction science students.



David Snodgrass (2012 AGCKS President), Dave Fritchen, Mark Hutton (Hutton Construction)

Mr. Fritchen stepped down from his KSU position earlier in the year to take another KSU position and during his tenure served on many industry advisory groups including coordinating and managing the Kansas State University's Construction Sciences & Management Advisory Council. Mr. Fritchen has served for several years as the KSU liaison to the construction industry and AGC of Kansas.

Mark Hutton (Hutton Construction & KSU CNS Chair) and Rich Kerschen (The Law Company & KCEF Foundation Chair) presented these recognition awards to recognize both Mr. Ferrell and Mr. Fritchen for all of their industry accomplishments and contributions to the construction industry.



David Snodgrass (2012 AGCKS President), Dean Ferrell, Rich Kerschen (The Law Company)

What's Inside:

Industry Leaders Recognized	Front
President's Message	Page 2
New AGC Leadership	Page 3
Casino Night	Page 4-5
Annual Golf Tournament	Page 6-7
AGC Management Seminars	Page 8
Board Retreat	Page 10-11
Specialty/Subcontractor	
Council Meeting	Page 12
AGC Member Benefits	Page 13-14
Upcoming Events	Page 15
State Convention	Back

President's Report

Gregg Oblinger (Simpson Construction)

Who opened the flood gates? It is hard to believe that we have hit the dog days of summer and here in Wichita we just finished the 3rd wettest July on record and have had one week of "hot" weather. I know that this too will change.

In June, AGCKS hosted its annual Board Retreat in Branson at the Chateau on the Lake Resort where the Board Members and their spouses were afforded the opportunity to enhance relationships and build a strategic plan for AGCKS's future. Those in attendance were able to hear from Brian Carpenter and Cliff Brewis (McGraw-Hill Construction, San Francisco, CA) about the state of the economy and the construction market. The Board also had a good discussion on our legislative agenda for 2014. The two main items that came from our discussion are 1.) Remand the proposed construction registry legislation back to a smaller committee to work and gain support from our subcontractor members who can then help AGC of Kansas gain traction in the legislative process in an effort to pass this important law. 2.) Begin the process of developing a plan to work towards having the State of Kansas, in lieu of the Federal Government (OSHA), to enforce the workplace safety regulations.



Greg Oblinger
President, AGC-KS

As a result of this Board Retreat, our AGCKS Staff, Mike Gibson (AGC EVP) and Cloys Bayless (Safety & Training Director) have started dialogue with 26 other states who implemented a State OSHA oversight of the enforcement of federal OSHA regulations.

From the Board Retreat, The President's task force on Alternative Project Delivery has gotten underway with some great ideas and a full schedule of meetings aimed at reaching the goal of having a recommendation to the AGCKS Board of Directors, in January 2014, on how to improve the alternative project delivery process.

We have several upcoming events including a late September AGC National Leadership Conference in Washington DC that will allow myself and AGC of Kansas VP, Mike Hafling (CAS Construction, Topeka), a chance to attend a "best practices" conference and a chance to visit with all of our Kansas Congressional Delegation about the important issues affecting our businesses and Country.

As I reflect back on the year and my time as the AGC of Kansas President, I am grateful to Bob Simpson for his commitment to AGC of Kansas in letting me serve in a leadership role with the Board of Directors. *Speaking of Leadership, I would ask that as we look forward to the fall AGCKS activities (Wichita & Topeka Steak Fries, Kansas State and Pittsburg State football tailgate events, and the January 2013 State Convention) I would encourage each of you to invite a couple of your firm's employees to get involved in one of these events. It is imperative that we do this to ensure that we have sustainable membership of younger leaders that see the value and benefit of AGC of Kansas and work to better our industry.*

Sincerely,

Greg Oblinger

AGC of Kansas Elects New Leadership

At the 2013 AGC of Kansas State Convention the membership elected the new leadership for the coming year. *Gregg Oblinger (Simpson Construction, Wichita) was elected as the 2013 Chapter President.*

Other officers elected included *Mike Hafling (C.A.S Construction, Topeka) as Vice President, Ron Fowles (Ron Fowles Construction, Manhattan) and David Snodgrass (Snodgrass & Sons Construction, Wichita) as the Past President.*

The 2013 Board of Directors includes:

General Contractors

Patrick Crossland (Crossland Construction, KC)
Kurt Grier (Martin K. Eby Construction, Wichita)
Luke Kunkel (Conco Construction, Wichita)
Tom Saffel (Prairie Landworks, McPherson)
Rean Wessels (Lee Construction, Garden City)

Tracy Green (B.A Green Construction, Lawrence)
Ben Hutton (Hutton Construction, Wichita)
Jim Rinner (J.E. Dunn Construction, Topeka)
John Walker (Key Construction, Topeka)
Sid Wiens (Wiens & Co. Construction, Hutchinson)

Subcontractor/Specialty Contractors

Joe Samia (Central Air Conditioning, Wichita)
Fred Willich (Hi-Tech Interiors, Manhattan)

Tim Sinclair (Pal's Glass, Wichita)
Mike Swift (Thomas McGee, Kansas City)

AGC of Kansas Legal Counsel

Bob Burns (Stinson Morrison Hecker LLP)

AGC of America National Directors

Bennie Crossland (Crossland Construction, Columbus)

Mark Hutton (Hutton Construction, Wichita)

AGC of Kansas Life Time National Director

Jim Grier (Martin K. Eby Construction, Wichita)

Rich Kerschen (The Law Company, Wichita)



Gregg Oblinger receives the President's gavel from David Snodgrass



AGCKS Board installed as the new leadership

AGC's PAC Casino Night

"Employee Appreciation Night"

AGC of Kansas hosted its Annual Political Action (PAC) Casino Night in Wichita which had over 125 industry professionals, policy makers, educators and public owners in attendance.

David Snodgrass (Snodgrass & Sons Construction), 2013 AGCKS PAC Chair, stated that this event is a great opportunity for general contractors, subcontractors, suppliers and professional service firms to provide a thank you to their employees and provide a "night on the town" at a fun-filled industry event.

Both Kansas State and Pittsburg State construction management students and faculty were in attendance and each group enjoyed the opportunity to network with industry leaders. Ray Buyle, KSU Faculty, and Joe Levens, PSU Faculty, both said that the faculty and students really appreciate the opportunity to interact with all of the industry professionals that AGC of Kansas represents.

Gregg Oblinger, AGC of Kansas President, said that this PAC/Employee Appreciation event is in its second year and many of the member firms are seeing more and more value of getting their employees involved in order to support the "grass roots" legislative efforts of AGC and its impact on the policy makers in Kansas and Washington D.C.

AGC of Kansas would like to thank all of the [SPONSORS](#) for this PAC Casino Night:

Building Controls & Services

Conco Construction

Crossland Construction

Dondlinger & Sons Construction

Martin K. Eby Construction

Hi-Tech Interiors

Hutton Construction

KBS Constructors

Kelley Construction

Key Construction

Thomas McGee

Monarch Cement

Pals Glass

Prairie Landworks

Sauerwein Construction

Simpson Construction

Sutherland Construction

Snodgrass & Sons Construction



AGC Members are hard at work



Gregg Oblinger (Simpson Const) and Dave Fritchen (KSU Faculty)



David Snodgrass, Gregg Oblinger and Karen Oblinger



Gregg Oblinger (Simpson Constr) and Bev Sauerwein (Sauerwein Constr)



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Need photo file 201304052054 Caption - Tom Saffel (Prairie Landworks) and Bennie Crossland (Crossland Constr) with their employees



Tiffany and Jason McCracken (Hi-Tech Interiors) and company employees



Tim Sinclair (Pal's Glass) and Brad Glazier (Pal's Glass)



Brock Evans and John Walker (Key Construction)



Brandy Willett (Central Air), Rean Wessels (Lee Construction) and Jill Wessels

AGC Annual Golf Tournament

“Birdies for Everyone”

AGC of Kansas hosted its Annual Golf Tournament at Salina Country Club on June 7th with a full field of players attending including the Chief of Staff for Senator Susan Wagle (President of the Kansas Senate), Ryan Gilliland.

Bob Wertenberger (Paul Wertenberger Construction, Hays, Kansas) said that he and his employees enjoy this annual AGC event in that it provides a relaxed atmosphere for industry professionals from general contractors, subcontractors, suppliers to interact with design professionals and policy makers. In fact, this event provides AGC members with a “Who’s Who of Decision Makers” within the construction industry.

AGC of Kansas thanked all of the Kansas policy makers for their leadership and support during the 2013 Legislative session and gave them major Kudos for their support of funding for the NBAF project in Manhattan.

AGC would like to thank all of our 2013 Corporate Sponsors who made this year’s golf event a great success.

Winners:

1st Place (59)	Joe Phillips (Major Concrete)	2nd Place (61)	Bob Burns (Stinson Morrison Hecker)
	Mitch Mosiman (Concrete Materials)		Mark Oberhelman (Hi-Tech Interiors)
	Dyle Dickehut (Major Concrete)		Eric Turner (McCown Gordon Constr)
	Clayton Dickehut (Major Concrete)		Brian Schrader (McCown Gordon Constr)
3rd Place (62)	Bill Keckler (Concrete Materials)	4th Place (64)	Rick McCafferty (Key Construction)
	Blake Blasl (Concrete Materials)		Jack Roberts (Key Construction)
	Robert Cummins (Concrete Materials)		Jack Graham (Key Construction)
	Rudi Sauerwein (Sauerwein Construction)		John Walker (Key Construction)
5th Place (67)	Tom Saffel (Prairie Landworks)	6th Place (72)	Mike Anderson (Martin K. Eby Constr.)
	Ryan Gilliland (Sen. Wagle’s Staff of Staff)		Addam Deeds (Martin K. Eby Constr.)
	Steve Kearney (AGCKS Lobbyist)		Don Kinnaird (Martin K. Eby Constr.)
	Dennis Brungardt (Hi-Tech Interiors)		Chris Taft (Martin K. Eby Constr.)

Thank You to Our Sponsors

AGC of Kansas would like to thank the AGC of Kansas Annual Golf Tournament Sponsors. These corporate sponsors help make this a great success.

Hole Sponsors

Atec Steel	BKD, LLP	Building Controls & Services
Carter Waters	Central Air Conditioning	Central Mechanical – Wichita
Claco Supply	Conco Construction	Dondlinger & Sons Constr.
Martin K. Eby Construction	Foley Equipment	Hi-Tech Interiors
Kennedy & Coe LLC	Kilian Electrical Service	The Law Company
Major Concrete	McGown Gordon Constr.	Monarch Cement
Paul Wertenberger Constr.	The Victor L. Phillips Co.	Saurewein Construction
Sharp Construction	Snodgrass & Sons Constr.	Travelers
United Rentals	Stinson Morrison Hecker	

Specialty Hole Sponsor - Restoration & Waterproofing

Beverage Sponsor -CBIZ MHM, LLC

Hole in One Sponsor – Lockton Companies

Breakfast Sponsor – MSM Contractors Association

Industry Sponsor – Marshall Motor Company

Lunch Sponsor – Assurance Partners/Allied Insurance

***“GET INVOLVED
IN AGC OF KANSAS TODAY”***

AGC provides Management Seminars

Based on feedback from the AGC of Kansas membership AGC of Kansas hosted a series of management seminars for its members. The first of these management training seminars included a “LIENS & BONDS” seminar.

This Liens & Bonds seminar was first offered to our membership in Wichita region and then to our members in Topeka region. Both seminars were standing room only and one general contractor, Kurt Grier (Martin K. Eby Construction) commented that the seminar’s attendees included a cross section of general contractors, sub-contractors and suppliers who provided a great forum for industry feedback on this subject matter.

The AGC of Kansas Board of Directors heard from many members that companies were in need of up to date information on the State’s Mechanic’s Lien & Bonds Law and Kansas’s Fairness in Private Construction Contract Act. According to this member feedback it was important for all construction firms to know their rights under the Law in order to protect their company.

AGC of Kansas would like to thank its subject matter expert, Bob Burns with Stinson Morrison Hecker LLP (AGC of Kansas’s Legal Consultant), for providing his legal expertise and guidance on these State Laws. Many of the attendees commented on their appreciation on AGC of Kansas’s quick response to this need and their ability to bring industry professionals to assist in educating its membership.



Bob Burns (Stinson Morrison Hecker), Jim Keusler (Hutton Construction), Pat Edwards

Caption – Liens & Bonds Seminar Attendees





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- **Step 1:** Go to www.mynpp.com and click "Join Now."
- **Step 2:** Select "Construction" from the dropdown menu and complete the registration form. You will receive a username, password and member ID from NPP.
- **Step 3:** Return to www.mynpp.com and login with your assigned username, password and member ID.
- **Step 4:** Select "Verizon Wireless" under Vendor Discounts section and complete the form.

Contact NPP-Construction Member Support at 800-810-3909 for more information.



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AGC of Kansas Leadership Focuses on the Future

The AGCKS Board of Directors met in June at the Chateau on the Lake in Branson, Missouri for its Annual Board Retreat and Strategic Planning meeting.

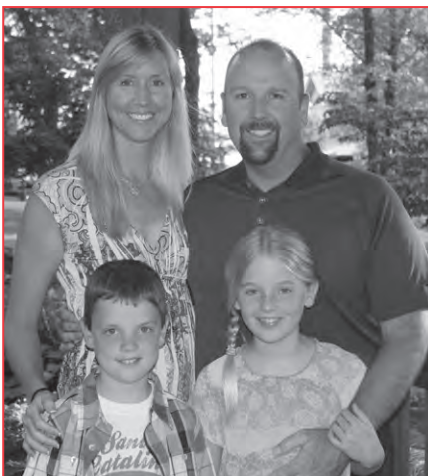
First the Board heard, via SKYPE, a comprehensive presentation from Steve Sandherr (AGC of America CEO) on the current atmosphere in Washington D.C between Congress and the Administration and its impact on the business and construction industry. Mr. Sandherr discussed some key legislative issues being tracked by AGC of America's lobbying team including Immigration Reform, improved E-Verify, work to reduce the storm water discharge regulations and comprehensive tax reform to give relief to the construction industry (one of the highest tax rates of any industry). **Steve Sandherr congratulated AGC of Kansas for its political action accomplishments and on receiving the AGC's "Outstanding PAC – Legislative Award for 2012".**

Second the Board discussed its legislative priorities for the 2014 Kansas Legislative Session. Some of the key issues include State Enforcement of Federal OSHA regulations, Construction Lien Registry Task Force, improvements to the Alternative Project Delivery Law and discussions with policy makers on federal and state regulatory overreach on the construction industry.

Third, the Board invited one of its industry partners, McGraw-Hill Construction (San Francisco) to provide a "big picture" look at regional and **national economic forecasts for the construction industry and material cost projections**. Tim Sinclair (Pal's Glass - Wichita) noted that this presentation was extremely beneficial in knowing what the future holds for the various sectors of the construction marketplace.

Fourth, the Board discussed its comprehensive delivery of safety and training programs by AGCKS to its membership. The Board continues to focus resources on job-site safety programs in order to assist its membership in having the safest job-sites in the country. One additional focus for the coming year will be the offering of an **"AGC of Kansas State Safety Awards Program"**. Ben Hutton (Hutton Construction) commented that this State Safety Awards Program will provide general contractors, subcontractors and suppliers an opportunity to showcase their achievements in the areas of safety.

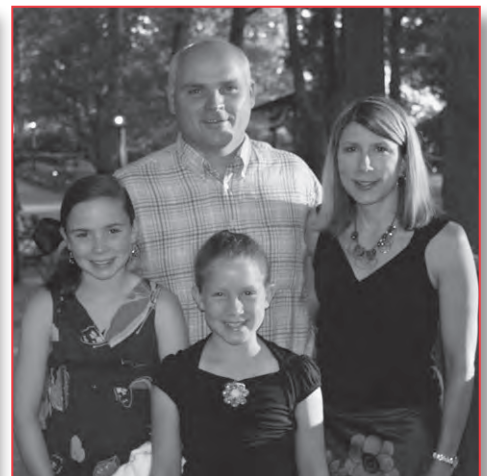
Finally, the Board had a chance to enjoy the various outdoor activities that Branson Missouri and the Chateau on the Lake Resort offers including a dinner cruise on the lake. In fact Mandy Walker, wife of one of the Board members, John Walker (Key Construction), was pulled up on stage by a quintet group of singers and made into the star of the show. As 2013 AGCKS Treasurer, Ron Fowles (Ron Fowles Construction – Manhattan) said, "you never know what will happen at one of these AGCKS Board Retreats" and obviously Mandy Walker did not know this would happen.



Mike Swift (Thomas McGee), Angela Swift and family



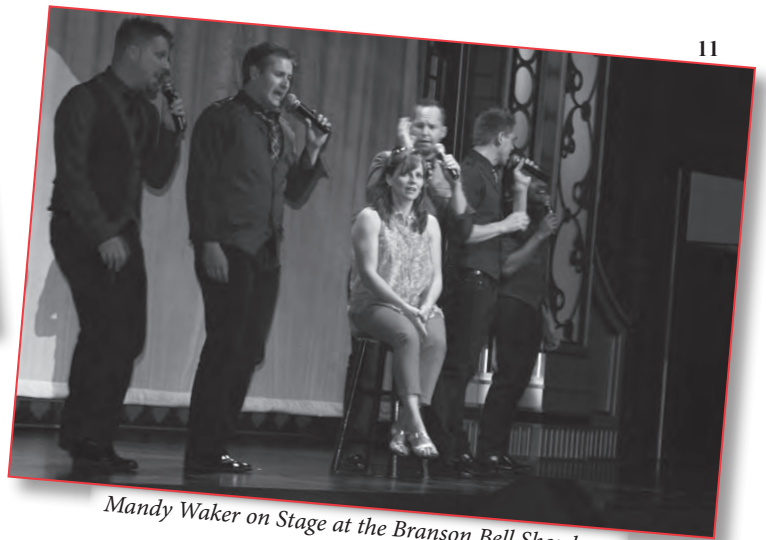
Bennie Crossland (Crossland Construction) and Shonda Crossland



Tim Sinclair (Pal's Glass), Dedra Sinclair and family



AGCKS Board working on Strategic Planning



Mandy Waker on Stage at the Branson Bell Showboat



John Walker (Key Construction), Brian Carpenter (McGraw-Hill) and David Snodgrass



Joe Levens (Pittsburg State), Bennie Crossland and Tim Sinclair



Kurt Grier (Martin K. Eby), Ben Hutton (Hutton Constr.), Luke Kunkel (Conco Constr) and Nicole Kunkel



Golfers at Payne Stewart Golf Club



Tom Saffel (Prairie Landworks), Debbie Saffel and family



Bob Burns (Stinson Morrison Hecker), Alice Burns and Gregg Oblinger (Simpson Constr)



John Walker (Key Construction) and Ron Fowles (Ron Fowles Construction)

AGCKs Hosts Specialty/Subcontractor Council Meeting

In the second quarter of 2013 AGC of Kansas hosted its Specialty/Subcontractor Council meeting in Wichita. Co-Chairs Tim Sinclair (Pal's Glass) and Joe Samia (Central Air Conditioning Co.) facilitated this meeting of nearly 40 subcontractor members from around the state.

The purpose of the AGCKS Specialty/Subcontractor Council is to provide its Council members an opportunity to identify industry issues affecting their respective trades and develop solutions to these issues.

Tim Sinclair stated that AGC of Kansas's Board of Directors is committed to having the association membership and its focus of work to "reflect the composition of a construction job-site".

Some to the issues discussed at this Specialty/Subcontractor Council meeting was labor relations (AGCKS is offering a comprehensive set of Labor Relation Seminars to its membership), Job-Site Safety Training, Workforce Development programs, Management Training programs, Legislative & Regulatory support and the offering of a Health Care Consortium.

Other discussion topics included a need for a standard contract/subcontract for use by AGC members and a job-site rating system.

Joe Samia stated that this Council is an important conduit for all of the AGCKS specialty/subcontractors to participate in and provide valuable member feedback on issues affecting their respective trades in order to work collectively in solving these issues.



Tim Sinclair (Council Co-Chair) visits with other subs/specialties at AGCKS Council meeting



AGCKS subcontractors and specialties working on industry issues

Your Membership - Your AGC

At AGC, our reason for existence is our members. We are here for you and your business. We work for you on legislative issues at the local, state and national levels. We educate you on compliance issues and project delivery best practices. We connect you with other industry leaders and owners, both public and private. We fight for you against onerous government regulations that would hamper construction growth. We lead the on-going charge to improve the industry and your bottom line. We are your AGC.

124,315

The number of letters to Congress and administrative officials generated by Members through AGC's Legislative Action Center last year; not including the **tens of thousands of letters and emails** sent to state and local officials thanks to Chapter advocacy campaigns.

As the only association in Washington representing the interests of the entire construction community, AGC and its chapters work tirelessly with members to protect the industry and support infrastructure investment. AGC victories include successfully persuading the government to abandon its plan to force most public contractors to provide billions in interest-free loans as part of the now-**repealed 3 percent tax** withholding mandate and **delaying billions in new costs** for contractors associated with the EPA's "mud rules." Together AGC, its chapters and members fought to turn back the tide on an anti-investment wave that threatened to undermine long-established federal infrastructure programs.

15,391

The number of your peers that attended an AGC of America event, leadership conference, training program or online course last year - **a record level** of participation.

We work to ensure you and your employees have the knowledge needed to thrive in what is a rapidly evolving construction industry. We help contractors understand how to harness the power of **Building Information Modeling**. We take the lead in introducing **Lean Construction** principals into the industry. We prepare the next generation of construction leaders. And we help the industry continue its years-long record of improving construction safety and reducing workplace injuries.

490

The average number of face-to-face networking opportunities held each year across the country to help you **build connections** that can impact your business.

Whether it's an owner with an upcoming project, a subcontractor with just the right mix of skill, reliability and affordability, or a consultant that specializes in IPD, "who" you know can have a tremendous impact on **winning a project**, finding the perfect partner, or successfully implementing technology to ensure a profitable margin.

And nowhere are the opportunities to build your connections greater than at AGC events. Whether it's a networking function at a local AGC Chapter or a national event such as the AGC Annual Convention, our events draw a **"who's who" of contractors**, owners, service and supply company executives, and government officials.

9,098

The number of media events, interviews, news releases, print articles and tweets AGC of America generated last year as part of our effort to shape the perceptions and

change the realities of the construction industry. In addition, AGC generated **more than \$1 million** worth of earned TV and radio news coverage.

AGC conducts dozens of media events, places thousands of news stories, and helps chapters and members to meet with hundreds of members of Congress to explain the benefits of **investing in construction**. In addition to industry media, AGC works to keep members informed and connected with exclusive publications like the Data Digest, a member only LinkedIn pages and private forums that allow members to learn and collaborate.

Unlock the Power of Your AGC Connections - www.AGC.org

Not yet a member? Contact your local AGC Chapter at www.AGC.org/Chapters.

AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

Quality People. Quality Projects.



Maximize Your Membership

AGC's Member Discount Programs provide a tangible and valuable return on your membership investment. Whether you are overnighing a contract, purchasing a new or considering an IT upgrade for your construction management platform, AGC's partners provide you major savings on products and services that impact your business.

\$4,500

The amount saved by one AGC Member on the purchase four new GM trucks. In total, AGC Members saved more than **\$2,945,000** last year through AGC's GM, Ford, Chrysler and Enterprise Fleet Management programs which offer a minimum \$500 savings off eligible vehicles.

\$2,580

The monthly savings on 43k gallons of fuel purchased each month by one Member through AGC's BP Fuel Savings Program – with savings ranging up to \$0.06 per gallon, AGC Members collectively saved more than **\$600,000** last year.

\$450

A savings of more than 25% off the \$1,673 one AGC Member spent on shipping and freight through AGC's FedEx program – all together, AGC members saved **\$2,217,232** last year.

\$6,250

The discount on one AGC Member's purchase of a new construction management platform from Computer Guidance Corporation – AGC Members save **5% off** a new eCMS solution.

AGC's Membership Discount Partners

Business Solutions

- FedEx
- OfficeMax
- HP
- Lands' End Business Outfitters

Industry Solutions

- ClickSafety.com
- ConsensusDocs
- ConstructionJobs.com
- Computer Guidance Corporation
- Family Business Institute
- iSqFt

Travel

- Avis Car Rental
- Budget Car Rental
- Hertz
- SuperShuttle & Execucar

Vehicles & Fuel

- BP
- Chrysler, Jeep, Dodge
- Enterprise Fleet Management
- Ford
- GM

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Not yet a member? Contact your local AGC Chapter. at www.AGC.org/Chapters.

AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

Quality People. Quality Projects.



Upcoming Events

MARK YOUR CALENDARS

January 30-31, 2014

2014 AGC of Kansas State Convention Wichita Marriott Convention Hotel

- Who will be there:** General Contractors, Subcontractors, Suppliers, Professional Service Firms, Design Professionals, State Policy Makers, Pittsburg State & Kansas State Construction Science Students & Faculty and a Who's Who of other Industry Professionals.
- Topics & Speakers:** Economic Forecasts, Legislative & Regulatory Issues, State Building Awards, Motivational Speakers and other construction industry issues.
- Scholarship Auction:** AGC of Kansas's Construction Education Foundation Auction Dinner

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AGC
of KANSAS