



General Conditions

“Building Quality of Life for Kansas”

AGC of Kansas Visits Washington D.C.

In October 2013 AGC of Kansas’s leadership, represented by President, Gregg Oblinger (Simpson Construction, Wichita), Vice President, Mike Hafling (CAS Constructors, Topeka) and Executive V.P., Mike Gibson, attended the AGC of America’s Legislative Leadership Conference in Washington D.C.

This conference brings together the 100 AGC chapters across the country to discuss industry issues and best practices along with having the opportunity to hear from key policy makers in the D.C beltway. In addition, the AGC leadership had the opportunity to visit with our Kansas Congressional delegation on their turf in D.C.

During AGC of Kansas’s visits with the Kansas Congressional delegation we were able to discuss the challenges to the construction industry, including the excessive regulations and executive orders by the Obama administration and the added costs associated with these excessive regulations to construction projects. In addition, we thanked our Kansas Congressional delegation for their continued push to championing and supporting lower taxes and less regulations with their congressional colleagues across the country.

Mike Hafling commented that this AGC of America conference is great for the chapter leaders in that they can compare notes on what each organization is working on and how everyone can learn from those best practices discussions.



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(L-R) Mike Hafling, Paul Diederich (AGC of America 2013 President), Gregg Oblinger



(L-R) Gregg & Karen Oblinger, Senator Pat Roberts and Mike Hafling



(L-R) Gregg Oblinger, Congressman Kevin Yoder, Karen Oblinger and Mike Hafling



(L-R) Gregg & Karen Oblinger, Senator Jerry Moran and Mike Hafling



(L-R) Mike Hafling, Congressman Mike Pompeo, Karen and Gregg Oblinger



(L-R) Gregg Oblinger, Congresswoman Lynn Jenkins and Karen Oblinger



President's Report

Gregg Oblinger, Simpson Construction (Wichita)

As we close out 2013 and look to the New Year to set new goals and resolutions it is always rewarding to reflect on what has been accomplished.

From an Association standpoint, in 2013 we bid fair well to several longtime AGC of Kansas members as they closed businesses and retired. Gratefully, the AGC staff has been busy recruiting, adding 25 new members to our roles. The new members are from all levels of membership from General Contractors to Professional Service firms.

At the same time we have seen an increase in non-dues revenues through the diversification of member services. These two items combined created a great year financially for AGCKS. This positive financial position put us in a great position to accomplish our goal of changing our year-end to December 31st with minimal impact on our investments. The year-end date change was done to align our financial reporting dates with AGC of America.

On a Political Action level, AGC of Kansas and its PAC invested wisely. Our PAC made a record level of candidate contributions with great success as many of the candidates that we supported were elected. The Board reviewed and supported candidates based on their pro-business / pro-construction platforms. In an effort to be on the cutting edge of legislative affairs AGCKS's Board voted to take a more aggressive position for the 2014 session and the Board elected to hire a new lobbyist. Our association with Steve Kearny has been good and his ability to "open doors" has been helpful. However, as we look to the future and our political aspirations we determined that the firm Watkins & Schneider Consultants will more closely align with our goals. On tap for this legislative session is the State OSHA enforcement plan. Additionally, in 2014 we will be preparing for the proposed enhancements to the Alternative Delivery legislation.

Special thanks go to AGCKS's Safety & Training Director, Cloys Bayless, for his work with our workforce development partners in the High-Schools and Community Colleges, to provide our members with "cost effective and quality" workforce development and safety programs. Throughout the year AGCKS members attended numerous events with great attendance at events like our industry state convention, golf tournaments, steak feeds and college tailgates. Attendance have been bolstered in the last couple of years with Mike Gibson's generous policy of inviting Architect's, Engineer's and City & State policy makers. Their attendance has provided our members the opportunity to get to know them on a personal level.

In closing, one of our goals for 2014 is to revitalize our AGC committees that include safety, workforce development, legislative, and events coordination to name a few. These committees provide fabulous leadership opportunities for your young executives. Thus, I would personally challenge each and every one of you to select someone in your firm that you can mentor throughout the year, invite them to attend our events and strongly encourage them to volunteer to be a member of a committee. By doing this you will ensure our Associations sustainability by providing us a vibrant membership that desires to make a positive impact on the construction industry.

“Get Involved in AGC of Kansas Today”

AGC of Kansas hires New Legislative Consultant

At the June AGC of Kansas Board Retreat the leadership of AGC of Kansas discussed a wide range of issues associated with AGC's membership services. One of these services discussed was AGC's Legislative & Regulatory affairs and its lobbying consulting services.

AGC of Kansas has long been recognized as the **ONLY ORGANIZATION IN KANSAS TO PROVIDE DEDICATED LEGISLATIVE LOBBYING AND OVERSIGHT FOR THE CONSTRUCTION INDUSTRY**. The AGC of Kansas Board takes this responsibility seriously in that it knows how its membership and industry depends on AGCKS staying on the cutting edge of legislative affairs.

With this in mind the AGC Board voted to move in a new direction with its legislative affairs and hire a new legislative consultant, Watkins & Schneider Consultants. Jason Watkins was elected in 2004 to the Kansas House of Representative and served three terms and has several years of lobbying experience in both the public and private sectors. Scott Schneider has worked on former Governor Bill Grave's staff and has represented several industry groups as their legislative consultant.

AGC of Kansas is excited to begin a new era in its legislative and political action services to the AGC membership and we encourage our members to look for some enhanced legislation information and political action as the 2014 Kansas legislature begins, starting on January 13th.

AGC's Legal Counsel starts New Practice

AGC of Kansas has always had a legal professional serve on the AGC of Kansas Board of Directors to not only provide valuable advice on issues addressed by the leadership of the association but also to have a legal professional available to assist the membership on initial consultation on issues affecting their firm.

For the last several years, Robert P. Burns (Bob) has served on the AGC of Kansas Board and is pleased to announce the opening of his new law firm on November 25, 2013. Bob's practice will continue to focus on construction law in both the public and private sectors. In addition, the practice will include negotiation and drafting of construction contracts and related documents as well as representation of clients in connection with claims and disputes. Bob also advises clients in real estate, labor, employment and other areas related to construction.

Bob Burns has provided several valued-added AGC of Kansas seminars like the series of seminars offered in 2013 on "Liens & Bonds". AGC of Kansas is proud to have Bob Burns serving on the Board of Directors.

AGC – KSU Hosts Great Tailgate Event

At this year's KSU vs. Louisiana Lafayette football game AGC of Kansas partnered with its AGC Construction Science's Student Chapter at KSU to host a golf tournament and tailgate event. This event provided an opportunity for AGC GC's, Subs/Specialty contractors and professional service firms to visit with KSU students and faculty.

Ray Yunk, KSU's Dept. Head Architectural Engineering & Construction Science, said that he and his staff and students have appreciated the opportunity to interact with the construction industry in a fun and light hearted atmosphere for everyone to network. "KSU's Construction Science students utilize these AGC events to network with potential future employers and know that AGC is the organization that can assist them with their career".

AGC of Kansas began this AGC-KSU tailgate event in 2012 and the event continues to grow. Rich Kerschen (The Law Company) and Joe Samia (Central Air Conditioning Company) say they really appreciate the opportunity to visit with the KSU students who will become our industry's future leaders. "We both come to all of the KSU football games and this AGC-KSU tailgate event and golf tournament is a value-added bonus for the construction industry while they are spending the weekend in Manhattan".

AGC of Kansas encourages all of our members to attend the 2014 AGC – KSU Tailgate event in order to hear directly from the students and faculty on the KSU construction science programs being offered. AGC of Kansas is a proud sponsor of the AGC Student Chapter at KSU.

Thank You Corporate Sponsors

- **The Law Company**
- **McCownGordon Construction**
- **IMA**
- **Kelley Construction**
- **Mechanical & Sheetmetal Contractors Association**



(L-R) Gary Clark (Interim Dean KSU College of Engineering), Dave Fritchen (KSU), Rich Kerschen (The Law Co), Steve Mohan (Mohan Construction)



Dennis Kerschen (The Law Co.) and daughter Ella



State Rep. Tom Phillips and AGC/KSU student chapter officers



AGC/KSU construction science students



(L-R) Mandy Walker, John Walker (Key Construction), Jill and Rean Wessels (Lee Construction)



(L-R) Mike Gibson (AGC), KSU Chapter Officer, Jeff Grier (UCI), Chuck Grier (UCI)



(L-R) Matt Eichman (Ash Grove Cement), Eric Trytten (Ash Grove Cement), David Abell (Ash Grove Cement)



(L-R) Fred Willich (Hi-Tech Interiors), Jarrod Willich (Hi-Tech Interiors), Marcus Meeker (Hi-Tech Interiors), Jason McCracken (Hi-Tech Interiors)



(L-R) Elliott Ybarra (Eby Corp), Garrett Parthemer (Eby Corp), Gary Anderson (Eby Corp), Mike Anderson (Eby Corp)



(R-L) Joe Samia (Central Air Conditioning Co.) and his staff

SAFETY & TRAINING UPDATE

Cloys Bayless, AGC of Kansas Safety & Training Director

Recently an AGC of Kansas (AGCKS) member asked me what AGCKS was doing in terms of Safety and Training and how members could take advantage of these training programs? When I sat down and started putting an answer to this question I was surprised by how many safety and training programs AGCKS provides to its members. This year we have stepped up our efforts and are expanding cost effective/quality programs for our members.

Workforce Development

AGCKS is the NCCER (National Center for Construction Education and Research) Sponsor for Kansas. This nationally recognized curriculum was developed by our industry to help in workforce development. This knowledge based performance verified curriculum is used worldwide as a workforce development tool. AGC of Kansas has helped several members begin to use this curriculum for internal employee development. AGC of Kansas is the de-facto State Sponsor for NCCER with two other members and AGCKS sponsors 75 high-schools and community colleges across the State of Kansas.

AGC of Kansas recently enhanced our NCCER partnership by being approved as a NCCER Accredited Assessment Center. This is a professional development tool that gives experienced workers the professional credentials associated with their work experience. An employee can take an assessment of their knowledge skills and upon passing this assessment achieve a World-wide recognized credential of their knowledge and experience.

AGC of Kansas has a strong relationship with the Kansas Board of Education and the Kansas Board of Regents to ensure we are in sync in our efforts to enhance our future workforce by developing the skills needed in our industry.

As your Safety & Training Director, I have the privilege to represent AGCKS on over 10 school Advisory Committees and also serve on the Kansas Advisory Committee for Career and Technical Education. This committee helps with the development for Kansas High School Career and Technical Education.

Another AGCKS Workforce Development program is our sponsorship of the Kansas SkillsUSA Carpentry Completion. In 2013, we had 50 students participate in this competition and had over 35 AGCKS member sponsors that donated time, material, supplies, materials, experience. AGCKS would like to thank one of our members, UCI, Inc. (Wichita, KS), for hosting the SkillsUSA competition. As for the competition, one of our state finalists won a Silver medal at SkillsUSA nationals. Kansas SkillsUSA Carpentry competition is arguably the best competitions in the state. We award thousands of dollars in prizes and provide each of the national contestants a scholarship that helps cover their travel expenses. **No other competition is better and our AGCKS members make this possible, thank you for the support of our younger generation construction professionals.**

Location-Location-Location

When looking at how to assist our members with workforce development we had to look at where member's demographics. To maximize the access to our AGCKS training programs by our members we had to establish a cross section of educational partnerships with many of Kansas Post-Secondary institutions. Recently, AGCKS broadened its family of educational partnerships by the addition of Fort Hays State (who recently developed a Construction Management program and utilizing the NCCER curriculum) and Wichita Area Technical College (WATC) which has been a past partner with AGCKS.

Job-Site Safety & Safety Training

We have seen great growth in AGCKS's Job-Site Safety and Safety training programs. During the year we provided Job-Site Safety Audits for members and Safety training programs for over 300 construction professionals in over 15 safety area topics. AGCKS was able to provide its members with cost effective & quality consulting services in assisting our members in the development/enhancement of their job-site safety programs. Some of these services included job-site inspections; written safety programs, safety program reviews, return to work programs, drug & alcohol programs, train the trainer, training development programs, annual company training, HAZMAT assessments and much much more.

AGCKS continues to work with several of our Associate members, who are Safety Consultants, to provide the ultimate industry partnership for our membership. We have had success in working with these Associate members to increase our Safety Services and provide new opportunities that benefit everyone.

Safety Industry Partnerships

AGC of Kansas has been asked by Region 7 OSHA Training Institute Education Center to become a host training site. This is a great opportunity for AGC of Kansas in that there are currently only two other Host sites in Kansas. This opportunity will enable us to start providing all OSHA Certification classes at a cost effective price. AGCKS will provide OSHA classes that will assist our members obtain some Safety Credentials in order to ensure our members meet or exceed OSHA standards. Some of the classes that will be offered will be on topics such as Fall Protection, Scaffolding, Trenching and Excavations and up to 25 more. We are forming partnerships with the other host sites to cross market and share resources so that we will have a larger and better impact.

Workers' Compensation Program

We have an outstanding Workers' Compensation program (Midwest Builders Casualty – MWBC) that is customize and tailored to meet the needs of the construction industry. We have strengthened our partnership with MWBC and will be working even closer with them to help enhance what benefits that are being offered.

Other Industry Partnerships

We continue to build on our industry relationships with organizations/companies to assist our members. One organization, Cul'turas, is an organization devoted to helping the community with multicultural employees. Our industry has employees with some great talent; we just need to invest in giving them the tools that will make them key players in our companies. Cul'turas can assist our industry with the offerings of ESOL (English as a second language, Spanish Classes), Culture awareness and more. Look for them at our AGC of Kansas Annual Convention.

AGCKS will continue its efforts to listen to our membership and develop programs to meet their needs on Safety & Workforce Development. To that effect we will be sending out some short email surveys in early 2014 (survey monkey) to our membership and we encourage you and your employees to complete these surveys so that we develop programs to meet your company's needs.

***“AGCKS Safety & Workforce Development programs
SAVES YOU MONEY”***

WELCOME NEW MEMBERS

Jackie Muller, AGC of Kansas Membership Services Director

General Contractors

McCownGordon Construction

Ramin Cherifat/Eric Turner/Todd Knight
227 Blue Earth Place, Manhattan, KS 66502
785-210-6984
eturner@mccowngordon.com

UCI, Inc.

Jeff Grier
P.O. Box 2079, Wichita, KS 67201-2079
316-265-9506
jgrier@ucict.com

Specialty/Subcontractors

American Mechanical, Inc.

Richard Caywood
1922 W. Harry Court, Wichita, KS 67213-3257
316-262-1100
rcaywood@americanmechanicalinc.net

CD& H, Inc.

Darwin Harris
P.O. Box 845, El Dorado, KS 67042
316-320-7187
sharris@cdh-inc.com

First Con, Inc.

Aaron Heck
3242 W. 13th St, Suite 300, Wichita, KS 67203
316-425-7690
aaron.heck@firstconinc.com

Hopper's Glass, Inc.

Jesse Hopper
880 E. Bayley, Wichita, KS 67211
316-262-0497
jesse@hopperglass.com

McDaniel Co. Inc.

Mike McGuire/Marla Herdman
P.O. Box 9048, Wichita, KS 67209
316-942-8325
mike@mcdaniel.kscoxmail.com

Quality Granite & Marble, Inc.

Sally Bauer
1123 S. West St., Wichita, KS 67213
316-946-0530

Skillman Construction LLC

Jo Skillman/Mike Skillman
315 N. Main, New Strawn, KS 66839
620-364-2505
mike@skillmanconst.com

Torgeson Electric Company

Teresa Roberts/Matt Torgeson, President
3545 SW 6th St, Topeka, KS 66606
785-233-2213

Stuart & Associates

Commercial Flooring, Inc.

Paul Stuart, Jr.
4611 W. Harry, Wichita, KS 67209
316-267-0743
paul@stuartandassociates.com

WELCOME NEW MEMBERS

(continued)

Professional Associates & Suppliers

Agua Fina Irrigation & Landscape

Hector Dean/Michael Dean
11005 Northridge Dr., Kansas City, KS 66109
913-530-7260
mdean@goaguafina.com

Balco, Inc.

Ronnie Leonard/Steve Cooper
P.O. Box 17249, Wichita, KS 67217
316-945-9321
ronnie@balcousa.com

Dryvit Systems, Inc.

J.W. Mollohan
14404 W. 83rd St, Lenexa, KS 66215
913-825-3498
j.w.mollohan@dryvit.com

HME, Inc.

Kevin Rake
2828 NW Button Road, Topeka, KS 66618
785-235-1524
krake@hmeinc.net

Jim Hawk Truck Trailers of KC

Al Weber/Jerry Palecek
P.O. Box 34193, Kansas City, MO 64120
816-241-9200
kcsales@jhttt.com

Mill Creek Lumber & Supply

Joe Nardi
2000 E. 37th Street North, Wichita, KS 67219
316-260-9375
jnardi@millcreeklumber.com

Andale Ready Mix Central, Inc.

Pete Molitor
3170 N. Ohio, Wichita, KS 67219
316-832-0063
pete@andalereadymix.com

Dean Ferrell

Dean Ferrell
5035 SW Brentwood Rd, Topeka, KS 66606
785-221-8924
dean@ferrellconstr.com

ATEC Steel LLC

Jeff Heck
1000 W. 5th St., Baxter Springs, KS 66713
877-457-5252
gyork@atecsteel.com

Cornerstone KC, LLC

Sam Bowlby
4400 College Blvd, #150, Overland Park, KS 66211
913-378-1050
agency@ckins.com

The Guarantee Co. of N. America

Neil Weatherford
8 N. Main, Suite A, Liberty, MO 64068
816-407-1141
nweatherford@gcna.com

Hodnett Photographics

Robert Hodnett
P.O. Box 4278, Kansas City, KS 66104
913-244-9239
rhodnett@kc.rr.com

Metal Pros, LLC

Dan Kilby
4323 Bounous St, Wichita, KS 67209
316-942-2238
dan.kilby@metalproslc.com

Triplett, Woolf & Garretson, LLC

Jeff Leonard
2959 N. Rock Road #300, Wichita, KS 67226
316-630-8100
jdleonard@twgfirm.com

All Metal Recycling, LLC

Bob Nash
800 E. 21st North, Wichita, KS 67214
316-262-1475
bnash@all-metalcycling.com

AGC of Kansas committed to Workforce Development

In October, AGC of Kansas's Board of Directors held its Board meeting at one of its Workforce Development partner's campus – Washburn Technology in Topeka.

Dean Clark CoCo hosted the AGCKS Board meeting at Washburn Tech's state of the art conference center. Mr. Coco provided the Board with an overview of how the Washburn Tech campus has evolved and with the help of AGC and many other industry partners has ramped up several craft training areas. Some of these areas include HVAC, electrical, automotive and heavy equipment operator program.

Clark CoCo and his staff are working with AGCKS staff in the focus on expanding into other craft areas that include carpentry, drywall/acoustical, sheet metal and other trades. Washburn Tech began its partnership with AGC in order to utilize AGCKS's NCCER's craft training materials of which AGCKS is the State of Kansas's primary sponsor.

Gregg Oblinger (AGC President) thanked Clark Coco and his staff for their vision and leadership in delivering valuable workforce development programs. "These programs are assisting in addressing the workforce needs of the construction industry". Kurt Grier (Martin K. Eby Corp) commented that "AGCKS's vision several years ago to work with our Kansas high-schools, vocational schools and community colleges is starting to pay huge dividends as it relates to workforce development".

AGC of Kansas has several regional workforce development training partners located all around the state and if your company is interested in learning more about these programs please contact Cloys Bayless, AGC Safety & Training Director at the AGCKS office in Topeka.



Clark CoCo (Washburn Tech Dean) gives tour to AGCKS Board



Washburn Tech's Practical Labs



Mark Hutton (Hutton Construction), Gregg Oblinger (AGCKS President), Ben Hutton (Hutton Construction), Rean Wessels (Lee Construction) observe Washburn Tech's Practical Labs



Dean Clark CoCo addresses the AGCKS Board of Directors

AGC host Western Kansas Golf Outing

In September AGC of Kansas hosted its Annual Western Kansas Golf Tournament in Garden City Kansas. AGC members participated in this annual event which, according to AGC of Kansas’s Board member, Rean Wessels (Lee Construction, Garden City, KS), “this event provides all of our GC, subcontractors/specialty and professional service firms the opportunity to play a little golf and network with regional construction professionals”.

Raymond Dondlinger (Dondlinger & Sons Construction, Wichita, KS) and Bob Wertenberger (Paul-Wertenberger Construction, Inc., Hays, KS) said they enjoy this AGC event in that they get a chance to visit with a great cross section of the western region of the state’s subcontractor/specialty contractors and suppliers in a relaxed atmosphere. Top finishers in the tournament were:

1st Place

- Matt Allen
- Bob Wertenberger
- Steve Paul
- Mike Gibson

2nd Place

- Raymond Dondlinger
- Eric Swenson
- Jared Woody
- Jim Diheckman

3rd Place

- Matt Lee
- Sam Magana
- Tom Waller
- Rean Wessels



AGC of Kansas members enjoy the day on the golf course



(L-R) Steve Paul, Bob Wertenberger and Matt Allen



AGC of Kansas members networking



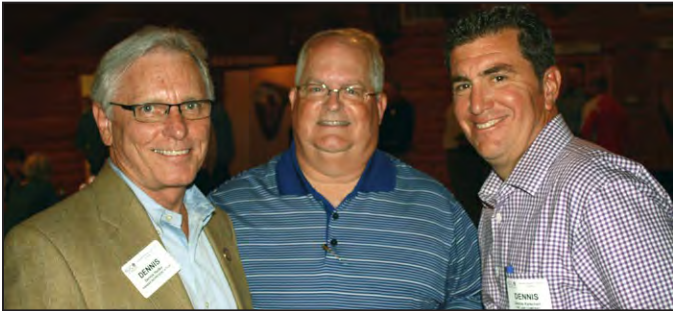
(L-R) Jim Diheckman, Eric Swenson, Raymond Dondlinger, Jared Woody

AGC of Kansas Central Kansas Event BIG Gathering

In September AGC of Kansas hosted its annual Central Kansas Steak Fry in Wichita where nearly 150 industry professionals including general contractors, subcontractor/specialty contractors, professionals service firms, State Legislators and county & city officials joined in some great food and networking.

Gregg Oblinger, AGCKS President, commented “that this annual AGC event provides a great forum for the industry to renew old relationships and make new relationships with industry professionals”. Dennis Kerschen, AGCKS Past President, and Paul Sutherland (Sutherland Builders, Wichita) commented “that this event has broadened its appeal to the construction industry in that AGCKS is now inviting state and county/city policy makers to allow for the AGCKS membership to share issues affecting the construction industry”. Both Kerschen and Sutherland believe that the more the industry has an opportunity to interact with policy makers the better these policy makers will understand the impact that the construction contractor has on not only a “Community’s Quality of Life” but also the impact on a community’s economy (job creation and tax base creation).

State Senator Dan Kerschen said that every State Legislator should make a point to attend one of the AGC of Kansas regional events in that it gives policy makers a great opportunity to meet a large cross section of the construction and business community. Senator Kerschen really appreciates this opportunity to get to know the contractors and the nature of their business.



*State Rep. Dennis Hedke, David Snodgrass (Snodgrass & Sons),
Dennis Kerschen (The Law Company)*



*Kurt Grier (Eby Corp), Dave Kress (Aberici),
Mike Hafling (CAS Constructors)*



*Dennis Kerschen, Bob Burns (Robert P. Burns P.A.),
Ron Fowles (Ron Fowles Constr.)*



*Gregg Oblinger (Simpson Constr.), Kyle Blasdel (Conco Constr),
Craig Nelson (Conco Constr.), Steve Nienke (Midwest Drywall)*



*David Snodgrass, Ron Fowles, State Senator Dan Kerschen and
Mike Hafling (AGCKS Vice President)*



*State Rep. Joe Howell, Aaron Snodgrass (Snodgrass & Sons Constr),
Kurt Grier, David Snodgrass (AGCKS PAC Chair)*

Northeast Kansas Steak Fry Cooks it UP SPECIAL

In September, AGC of Kansas hosted its annual Northeast Kansas Steak Fry for the construction industry. Nearly 200 industry professionals joined in with State Legislators, Governor’s staff and Design Professionals to enjoy the great Kansas weather, food and networking.

Mike Hafling (CAS Constructors, Topeka), AGCKS Vice President, can’t believe how large this event has grown over the years and how pleased the membership is with the opportunity to add design professionals and state policy makers to the attendance. “Our industry needs to take advantage of these events in order to share with our policy makers what our business provides to our employees and what type of professional jobs that we represent”.

Chuck Smith, HTK Architects (AIA of Kansas President) stated “that the design professionals appreciate the opportunity to attend these AGC of Kansas events in order to enhance relationships and industry partnerships. Chuck Smith and Mike Gibson (Murray & Sons Construction/AGCKS Past President) both said that “the more that design professionals and contractors can come together, in these type of events, the more ideas and solutions can be realized to make our industry better”.



Sect’y of Revenue Nick Jordan (substitute for Gov. Brownback who was out of town), Gregg Oblinger (AGC President), Ben Hutton, State Rep. Allan Rothlisberg



State Rep Joshua Powell and wife Joanna, Ben Hutton (Hutton Construction)



Kurt Grier (Eby Corp), Joe Marney (Concrete Supply), Jim Grier III (Eby Corp), Jeff Preisner



Kelvin Woodward (Washburn Tech), Tom Saffel (Prairie Landworks), Bob Burns, David Praiswater (Washburn Tech)



State Rep John Barker, Joanna Powell, State Rep Joshua Powell and Tim Soptcik (CBIZ)



Sean McGivern, Mike McGivern and Paul Moseley (Senne & Company)



Rean Wessels (Lee Construction), Jackie Mueller, Ron Fowles (Ron Fowles Construction)



Bob Johnson (Willis), Tracy Green (B.A. Green Construction), Dan Woodward (Kansas Sand & Concrete)



Joe Conroy (Joe Conroy Contractor) and his staff



Rob Nace (Travelers), Mike Hafling (CAS Constructors), Jim Renner (JE Dunn), Rean Wessels (Lee Construction)

Maximize Your Membership

AGC's Member Discount Programs provide a tangible and valuable return on your membership investment. Whether you are overnighting 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

Unlock Your Member Benefits at www.AGC.org/Savings

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.



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.



MARK YOUR CALENDARS

- January 30-31** AGC of Kansas's State Convention, Wichita Marriott Hotel
- March 3-7** AGC of America's National Convention, Las Vegas
- April 24** Skills USA Carpentry Competition, Wichita
AGC of Kansas Board of Directors Meeting, Wichita
Casino Night—Employees Appreciation Night, Wichita
- June 6** AGC of Kansas Construction Industry Golf Event, Salina
- September 12** AGC of Kansas's State Safety Awards Event
- September 25** AGC of Kansas's S. Central Kansas Steak Fry, Wichita
- October 9** AGC of Kansas's N.E. Kansas Steak Fry, Topeka

Associated General Contractors of Kansas
200 W. 33rd. Street
Topeka, KS 66611



AGC
of KANSAS