

NEWSLINE

Associated Builders & Contractors' Monthly Bulletin

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Breaking News

2010 Brings Change to Excellence in Construction Awards Program



ABC of Western Washington has responded to feedback from our members and made exciting changes to the annual Excellence in Construction Awards program being held on April 28th. The biggest difference will be in the awards event itself. ABC wants all of the membership to be more included in the excitement and business growth opportunities of the awards night, so we have shifted this program to a tradeshow-like event, with all the entrants showcasing their projects to attendees. The selected award winners will be on a raised dais and will still receive their awards on stage, but in a much shorter presentation. This format will allow each entrant to talk face-to-face with attendees and explain what made their project unique, challenging and special to them. There will be ample time to look at the projects, ask questions of

(Cont'd. on pg. 3)

Event Spotlight

ABC Raises \$2,300 at PAC Fundraiser



Jeremy Stendera (above center) of APEX knew when to hold 'em and when to fold 'em. He came into ABC's sixth annual Texas Hold'em fundraiser as one of 25 participants, and came out as the 2010 champion!

On Wednesday January 20th, ABC
(Cont'd. on pg. 2)

ABC Working For You

YPG/YPS Joint Social "Creating New Connections"



Do you want to meet other young professionals in the construction industry? Do you want to give back to your community? The next YPG/YPS event will let you do just that! ABC and Rebuilding Together Seattle's YPS have decided to hold a joint social Thursday,
(Cont'd. on pg. 4)

ABC Raises \$2,300 at PAC

Fundraiser *(Cont'd. from pg. 1)*

members and staff gathered for a poker tournament in an effort to increase the ABC National PAC fund. Guests were treated to dinner, drinks, prizes, as well as a t-shirt commemorating the event.

By the end of the night, members had contributed \$2,300! Proceeds will go to help elect business-friendly candidates, as well as fight costly legislation such as the Employee Free Choice Act.

Jeremy took home a wine gift pack for his first place effort. **Brady Avery of The Blue Book of Building and Construction** *(on right in photo)* took second also won a wine package, and **Doug Jones of Haggard Electrical Contractors** *(on left in photo)* took home a box of premium cigars for his third place effort. Doug also went "all in," about halfway through the tournament knocking out ABC's expert staff player, and claimed the bounty - a \$50 gift certificate to Puetz Golf for his expert play.

ABC PAC fundraisers are a great way to get involved in the political process, network with other ABC members, or just have a fun night out. Want to reward a group of employees and also donate to a great cause? There are discounts for sending more than one person. ABC's next fundraiser, "ABC Day at the Races," is on Friday, May 14th. This third annual event is a fun-filled day at Emerald Downs in Auburn.

Along with participating in these exciting events, sponsorships are always available; they're a great way to get your product or service in front of your fellow ABC members. If you would like to register or sponsor for future events, please contact **Amy Gegoux** at (800) 640-7789 or amy@abcwestwa.org.

ABC would like to thank the following companies for their sponsorship of ABC's Texas Hold 'em Tournament: **The Blue Book of Building and Construction, CHG Building Systems, Inc., United Systems Mechanical, LLC and Davis Schueller, Inc.**



Public Policy

Aran's Political Corner:

Bill to Increase Limit for Small Business Loans



On December 11, Sen. Mary Landrieu and Sen. Olympia Snowe introduced a bill that would increase the small business loan limit to \$5 million in an effort to stimulate job creation. The Small Business Job Creation and Access to Capital Act of 2009 (S. 2869) would also extend fee eliminations and increased guarantees introduced under the American Recovery and Reinvestment Act (ARRA) for one year.

ABC, along with 54 other organizations, sent a letter to Congress supporting S. 2869 and urging both the U.S. House and Senate to support appropriations that would extend the Small Business Administration (SBA) loan provisions contained in ARRA.

The letter noted that although the stimulus provisions have made a significant difference, the funds are now exhausted and borrowers are on a waiting list in hopes of accessing remaining funds. The letter also urged Congress to act quickly so the SBA can regain its lending momentum.

"Access to credit remains a critical issue for small businesses today," the letter stated. "The lack of credit availability for small businesses is slowing the recovery efforts and stalling the significant job creation potential of small business entrepreneurs.

"Small businesses cannot be the engine of our economy if they have to line up in a queue and wait to see if they can gain access to credit," the letter continued. "Congress needs to act swiftly and restart the flow of credit to America's job-creating small businesses or else these entrepreneurs will be left to sit on the sidelines."

In addition to raising the maximum loan rate, the Senate bill will extend loan guarantee authorizations and eliminate fees for borrowers. On Nov. 2, the U.S. House of Representatives referred a similar bill, H.R. 3854, to the Senate Committee on Small Business and Entrepreneurship. H.R. 3854 contains an increase in maximum loan size to \$3 million and does not contain any increases in guarantees.

In addition, on Dec. 16 Congress passed the Department of Defense appropriations bill which included a provision that allocates additional funds for the SBA 7(a) loan program to extend modifications contained in the stimulus package. The provision will keep the 90 percent guarantee on small business loans and will reduce or waive the loan fees through February 2010.

L&I's Anti-fraud and Compliance Program Saves \$128 Million, Up 3 Percent from a Year Earlier

The fight against fraud in the workers' compensation system brought in \$128 million last year, according to a new report from the Department of Labor & Industries (L&I).

The total includes recoveries of payments made as a result of fraud, as well as inadvertent overpayments to injured workers and health-care providers. The collection amount also includes payments from employers for delinquent or falsely reported premiums.

The fraud program's collections in fiscal year 2009 increased by 3 percent over the previous year.

In addition, L&I avoided an estimated \$5.9 million in future costs by uncovering and stopping fraudulent payments.

"Our results show that we continue to get better at catching fraud and abuse," said Carl Hammersburg, manager of L&I's Fraud Prevention and Compliance Program. "Each year we improve our ability to share data and analyze it, which means we can catch problems sooner."

(Cont'd. on pg. 4)

Legislative Action Team Gets LinkedIn!

The ABC Legislative Action Team (LAT) now has a LinkedIn Account. The group was founded and is maintained by Jeremy Stendera (APEX). It is a resource for information on legislation, candidates, articles and discussion threads. **To join, search LinkedIn groups for ABC Western Washington LAT.**

Spotlight on Safety

ABC Retro makes Financial Cents:

Part 2: Hidden Costs of Other programs

By Greg Kabacy, Employer Resources Northwest

Many companies come into a retrospective rating program looking for a free lunch. Retrospective rating is touted as a way to get some of your premium money you pay back from the Department of Labor and Industries. Some employers often shop retro groups like a person would shop for toilet paper, where brand is not the most important deciding factor, price is. The problem with shopping for a retro program based on price is that just like toilet paper, you tend to get what you pay for.



The number one question I hear is “What is the cost of the joining the association to be a part of the retro program?” What I tell folks is that the association dues are only one component of the true cost of a retro program. If association dues are the only criteria an employer is looking at, they may be missing all of the other hidden costs. While upfront costs may loom in this economy, it is important to factor in the overall performance of the group. Additionally, an employer should ask whether or not the association keeps any portion of their member’s refunds. If they do, what does the association do with that money? Do they use it for their own political agenda? What is the formula for releasing the leftover refunds to the members? When you start to add up difference in refunds, the money taken away from member’s earned refunds, the complex formulas that may be used, and factor in the services an association provides, does the cheaper toilet paper really pay off, or does it leave you feeling unsatisfied in the end?

ABC provides its members with unrivaled services, a clear and fair refund formula, and they do not use any of their member’s refund money for political agendas. In the end, ABC and their retro program just make cents. Contact **Greg Kabacy** at **Employer Resources Northwest**: (800) 433-7601 ext. 803 or gkabacy@ernwest.com.

2010 STEP Applications Are In the Mail

The new 2010 STEP applications were sent to all ABC of Western Washington Retro and contractor members the second week of January. The deadline to return the completed submittal form to ABC of Western Washington is March 5, 2010. Send all completed forms to ABC of Western Washington. Do not send any STEP forms directly to ABC National. Completion of the STEP form is a requirement for all ABC Retro members.

There have been some changes to the 2010 STEP application. For 2010, participants at all levels must submit their 2009 OSHA 300A form. There are going to be five levels of recognition starting this year. They are bronze, silver, gold, platinum and diamond. The bronze, silver and gold categories are free. There is a fee attached to both platinum and diamond.

For gold recognition, there is now an incident rate qualification just as there has been for the platinum participants. The incident rates are located in the chart on page 7 of the STEP booklet.

There are also changes for platinum applicants. Platinum applicants will now also have to have a minimum Experience Modification Rate (EMR) rate in addition to the minimum incident rate. Also for 2010 you will submit a copy of your 2009 OSHA 300 log, with the employees names removed. There is no longer a requirement for your insurer’s statement. New this year is a size differential. If you have fewer than 100 employees, you may use a three year average for your incident rate. The one year wait to qualify for platinum has been dropped. In other words, if you meet the qualifications, you can apply at any time. You no longer
(Cont’d.on pg. 4)

First Phase of Construction Crane Certification Effective as of January 1, 2010

The first phase of the construction crane certification program and crane operator qualifications, as outlined in RCW 49.17.400 through 440, has been adopted and was effective January 1, 2010.

This rule requires that all cranes used for construction work must be certified and proof load tested annually by an accredited crane certifier recognized by the department of labor and industries. There are exemptions for this rule and they are located in WAC 296-155-52900(2).

In addition, this rule requires that all crane operators have a valid crane operator certificate, for the type of crane to be operated, issued by a crane operator testing organization accredited by a nationally recognized accrediting agency.

The applicable sections for this rule are WAC 296-155-529 through WAC 296-155-53300. If you have any questions relating to this rule you may contact Larry Markee at (360) 902-4553 or e-mail at mala235@lni.wa.gov.

Visit the L&I construction crane page for more information about construction crane requirements: <http://www.lni.wa.gov/TradesLicensing/LicensingReq/ConstructionCranes/default.asp>.

2010 Brings Change to Excellence in Construction Awards Program

(Cont’d.from pg. 1)

those involved, and network. Another change will be in the entry process itself. The electronic entry form will be more concise and companies can fill out the form in a Word document.

ABC is looking forward to making this event more beneficial to companies that enter projects, but also to those in the industry who attend wanting to find out more about the projects’ general contractors and subcontractors that have been selected as the best representations of what they do and build.

Entry forms will be emailed to all contractor members the first week of February. The deadline for entries is March 22. If you would like to find out more about this revamped program, please contact Vice President of Communications & Events **Victoria Klyce** at (800) 640-7789.

2010 STEP Applications Are In the Mail *(Cont'd. from pg. 3)*

need to have received gold or platinum level the prior year.

Beginning in 2010 there will be a new STEP level, Diamond. Because STEP diamond is a new category, participation in 2010 is by invitation only. There are additional requirements above platinum level that the applicant must meet.

If you are applying for the platinum award, send all the paperwork, including your check made payable to ABC of Western Washington. The ABC National Safety Committee will review all platinum applications. For 2010, ABC National will choose those companies who meet the diamond criteria and invite them to participate at that level. Applicants who have either fatalities or willful violations will not be eligible for STEP platinum or diamond. Platinum and diamond recipients will comprise the group from which ABC National will select its National Excellence in Safety Award winners. Platinum and diamond level winners will receive special recognition in ABC and non-ABC publications.

If you have not yet received your STEP form, please call **Abby Binion** or **Ann Jarvis** at (800) 640-7789, (425) 646-8000 or e-mail ann@abcwestwa.org for a copy.

Find ABC's Young Professionals Group on Facebook and LinkedIn

Connect with other young professionals in the construction industry and find out what ABC's YPG is doing for you!

To join, search "groups" on Facebook for "ABC of Western Washington's Young Professionals Group."

On LinkedIn search "groups" for "ABC's Young Professionals Group."



Meet the New Members

Estate Homes

Linda Kruger | Custom Remodeling & Homes | 425.743.3373 |

www.estatehomes.net

Estate Homes is a full service design-build firm that has been serving the Puget Sound for 30 years. Estate Homes, along with its sister company Estate Home Designs, specialize in custom residential full-service-design remodeling and custom home building residential design including architectural, interior and cabinetry. As a family of two businesses in-house, they are able to ensure the best possible system and outcome for their clients. Estate Homes joined ABC to be involved in the Retro Program.

WaterFurnace International

Sean Dillon | HVAC Geothermal Manufacturer | 425.681.3081 |

www.waterfurnace.com

WaterFurnace International is a geothermal HVAC manufacturer. WaterFurnace specializes in manufacturing and distributing ground source/water source heat pumps that are efficient, energy saving, cost effective and environmentally friendly for both the residential and commercial sectors for over 25 years. As a leader in their industry, they have products operating successfully, economically and environmentally friendly in many countries and continue to promote renewable heating and cooling energy. **WaterFurnace** joined ABC to network and get involved with the ABC Green Council.

YPG/YPS Joint Social "Creating New Connections" *(Cont'd. from pg. 1)*

March 4th from 7:00 – 9:00 pm at FX McRory's in Seattle!

Rebuilding Together Seattle is a non-profit organization who counts on volunteers and charitable contributions to repair or rebuild homes at no cost to low-income homeowners, particularly those who are elderly, disabled or families with children. To learn more about Rebuilding Together visit their Webpage at <http://www.rtseattle.org>.

Get to know your fellow young professionals in the industry and raise funds for a YPS project house in the Spring! The cost of the event is \$10 per person with all the proceeds of the event going towards the YPS project house fund. Attendees will receive a free raffle ticket with entry, and have the option to buy more raffle tickets if desired.

If you are unable to attend the joint social, ABC is collecting donations to go toward the YPS house. Once the family and location has been chosen by Rebuilding Together Seattle's YPS, ABC will be encouraging members to volunteer for this great cause.

ABC is finding new ways to help our young professional's branch out to create new connections. If you would like to register or want more information, please contact **Amy Gegoux** at (800) 640-7789 or amy@abcwestwa.org.

L&I's Anti-fraud and Compliance Program Saves \$128 Million, Up 3 Percent from a Year Earlier *(Cont'd. from pg. 2)*

L&I compares internal and external data while reviewing up to 2,000 claims each month that have been flagged as potentially fraudulent. As one example of increasing productivity, in 2009 the agency identified 56 percent more overpayments and questionable billings to health-care and vocational providers compared to the previous year.

L&I also referred 25 fraud cases for criminal prosecution, including 18 workers, four employers, and three health-care providers — with a 100 percent success rate.

In one fraud case, an anonymous tip led L&I to a Snohomish County man who had returned to work using his son's Social Security number. At the same time, the man *(Cont'd. on pg. 6)*

ABC Working For You

ABC Membership Doesn't Cost, It Pays

The ABC Membership Council is excited about 2010 and all this year has to offer! They want to remind you of the value you receive by being a member.

Like many of our members, ABC has taken this time as an opportunity to go "back to the basics" and refocus our energy on what members are going to need to be successful today and when the economy turns around. We know that all our members are addressing those areas that need to be refined and/or improved to allow them to be as competitive as possible in these difficult times. The following is an overview of the services and areas where you can gain a competitive edge:

Promoting Your Company – ABC has many ways for you to promote your company so you remain visible and are shown as a company that is active in the construction industry to your owners, generals, vendors and/or subcontractors:

- Annual Partnership Program
- ABC co-op ads with the Daily Journal of Commerce
- Membership directory
- Participation at and/or sponsorship of membership meetings and events

Get the "ABC Advantage" – As a national and local association for the merit shop, ABC can provide programs and training for your company that gets you an advantage in promoting the merit shop way and all the elements that encompass why this method of construction is successful throughout the United States. Use the "ABC Advantage" to strengthen your knowledge and involvement in the following areas which will help you build for a better future today and into tomorrow:

- Safety Alliance program
- Green Contractor Certification
- Accredited Quality Contractor
- Construction management training for your key people
- Lobbying efforts supporting the merit shop
- Industry professionals support teams

Helping your Bottom Line – ABC membership provides members with ways to improve their bottom line. We know that every dollar counts and we want to make sure you are getting the value and service from your investment in ABC. As part of our service to you, we provide the following programs at competitive values to our members:

- ABC's MBA Group Health insurance program
- ABC Retro Program (including loss control and claims management assistance)
- Safety training and "training on demand" opportunities
- Member 2 Member discount programs

Opportunity for Work - Your ABC leadership and staff have worked hard to provide members with multiple opportunities to meet each other and build working relationships. A key goal within ABC is to have ABC members work with fellow ABC members. Making sure that the ABC forum serves its members in creating business opportunities is a key driver for the growth of all. To do this we provide the following events and opportunities to the members:

- Meet the Generals: a special networking event for general contractors and subcontractors to meet and discuss future projects and how best to work with each other.
- Dinner meetings and free networking events
- Excellence in Construction Awards program
- Annual golf tournament and dinner auction
- Relationships with BOMA, NAIOP, SMPS, CREW and others
- Contractor Peer Groups - Young Professionals Group, Framers Council, Green Council and others

(Cont'd. on pg. 6)

ABC Receives \$90,000 Grant for Green Building Initiatives

Associated Builders and Contractors (ABC) announced it has received a \$90,000 grant from the Turner Foundation, Inc., Atlanta, in support of its national green building initiatives, with a focus on green certification and training.

"ABC is pleased to receive this important national recognition of and support for our strong green building initiatives," said ABC President and CEO **Kirk Pickerel**. "The Turner Foundation, founded by media mogul Ted Turner, clearly sees the critical role merit shop construction plays in green building and sustainability practices nationwide, and we welcome this great opportunity to expand and strengthen our efforts."

"We are pleased to recognize ABC for its commitment to playing an integral and important role in the construction industry's move toward greater sustainability," said Michael Finley, president of the Turner Foundation, Inc. "We look forward to ABC expanding and enhancing its green contractor certification program, as well as its green building education and training programs. Working with partners such as ABC helps to engage, organize and empower new constituencies to ensure the future protection of our environment," Finley said.

Pickerel said that ABC will use the funding in its green contractor certification program, launched in June 2009, with a focus on obtaining third-party certification to assess and perform onsite inspections of participating construction firms. In addition, ABC will use the funding to develop tools and resources in green building and sustainable building practices for training initiatives focused on craft professionals, including apprentices and craft trainees, as well as journeymen and foremen.

The ABC Green Council will be celebrating Earth Day on Thursday, April 22nd. SAVE THE DATE! The council is looking for volunteers to spend half a day outside helping improve our communities. More details to follow soon!

Members on the Move

RESTORx DKI has moved to 1307 West Valley Highway N. Suite #107, Auburn, 98001. All phone numbers stay the same.

L&I's Anti-fraud and Compliance Program Saves \$128 Million, Up 3 Percent from a Year Earlier *(Cont'd. from pg. 4)*

was collecting a pension for job-related injuries that supposedly prevented employment. He was sentenced to four months with work release and ordered to repay \$60,000.

Another successful criminal case involved a Spokane painting contractor who must repay \$212,000 in premiums and penalties. He was guilty of false reporting and cash payment of wages to avoid paying workers' compensation premiums.

The annual report, *Targeting Fraud and Abuse*, shows that Fraud Prevention and Compliance brings in about \$8 for every dollar spent on preventing fraud and improving employer compliance with reporting requirements.

L&I's fraud Website, www.Fraud.Lni.wa.gov, includes an online form for reporting fraud. Anyone who suspects fraud may also call L&I's fraud hotline at (888) 811-5974.

ABC Events Now on Twitter!



Keep up with all of the networking and business development events offered by ABC on Twitter:
<http://twitter.com/eventsatabc>

ABC Membership Doesn't Cost, It Pays *(Cont'd. from pg. 5)*

Why ABC is a key part of your Business Plan for 2010:

ABC is committed to the merit shop philosophy and understands the demands that it places on its members. We are prepared to provide you with the necessary tools and services to be successful in your endeavor as a merit shop company. As we get "back to the basics" in 2010, use ABC to help strengthen your company and grow during these interesting and challenging times.

ABC Working For You

February's B2B: Building Your Business Network Has a New Format

ABC's Business 2 Business Buffet: Building Your Business Network on February 24th from 5:00 – 8:00 pm at the Bellevue Hilton has a new format designed to help members have even more opportunities to connect with one another and further establish working relationships. The popular B2B event will no longer have a speaker; instead there will be four table switches giving you more time to get know your fellow members. We recommend that you bring at least 40 business cards to hand out during the reception and table switches.

Beth Gray, meetings manager from Associated Builders and Contractors of Georgia, has tips for effective networking to help you grow your network and market yourself.

1. Set realistic expectations. Nobody gets married after one date! Business relationships take time to develop, too. Don't attend a couple of association events and expect immediate results. Relationships are built out of trust which is developed from people being genuine, authentic and patient. It takes a lot of time and effort to develop relationships that YOU must create. Don't expect to be handed business relationships simply because you pay dues to an association.

2. Don't try to sell. Focus on fostering relationships, not generating new business. The second you start a sales pitch, people back off. Don't be one of those people who dart around passing out business cards practically begging for business. This is a big turnoff to others who will avoid you at future meetings.

3. Discover commonalities. What is everyone's favorite subject? THEMSELVES! Getting people to talk about themselves puts them at ease and lets you get to know them. Try discovering a "small world" story you may share with the other person by uncovering commonalities. You never know – you may have a common acquaintance, you may have similar interests or the same challenges. Discovering these connections not only provide a foundation for a relationship, but also provide ice breakers for future conversations. Get to know people from both a business and personal perspective.

4. Step out of your comfort zone. It's okay to attend meetings with a coworker to overcome the apprehension of entering a room of strangers, but make certain you talk to others and don't talk only to your co-worker. Make a point of sitting at two different tables if there is a sit-down meal at the event.

5. Remember referrals. When you meet someone and discover they are not a potential client, don't immediately dismiss them. You don't know who they know! If someone gives you a referral, be certain to follow through quickly. Your actions are a reflection on the person who referred you, so be respectful and they will be more likely to refer you again.

6. Follow-up. After meeting someone you are interested in connecting with, immediately follow-up with them. E-mail is perfectly acceptable for following up, but a hand written note will make more impact. After a connection is established, make random calls. Again, don't try to sell or your future calls may be avoided. Don't be that "friend" who only calls when they need something! Just a simple "hello" and perhaps ask to meet for lunch and share ideas.

7. Become active in the association. Join a committee, volunteer for a community project and attend events regularly. Take advantage of conventions where you spend a few days with others members (and sometimes their families). Multi-day events provide hours of networking time in a relaxing environment where you can get to

(Cont'd. on pg. 7)

Business Expense Reminder:

ABC dues are not deductible as a charitable contribution for Federal income tax purposes, but may be partially deductible as a business expense. ABC estimates that for 2010, 15% of your dues is not deductible because this portion of your dues is related to lobbying activities on behalf of its members.

Network News

Volunteer of the Month

February's Volunteer of the Month is our chapter Chair-Elect **Erin VerHoeven (Corstone Contractors LLC)**.

As chair-elect, Erin serves on the Governance Council and Board of Directors. In addition to her work there, Erin is a past chair of the Government and Labor Affairs Council. Erin helped form both a legislative and labor relations strategy for ABC for 2010 and beyond. She has attended all Political Action Committee fundraisers, ABC's Day in Olympia, and is always an experienced voice of reason when discussing legal and other important matters to the ABC membership. Corstone Contractors is a prominent sponsor at many ABC events. Erin also serves on the Business Development Task Force. From the minute Corstone joined ABC, Erin got involved and made a difference in forging the future of ABC and helping merit shops thrive in our marketplace. Thank you, Erin!



CLP Names Krekow/Jennings as a 2009 Safety Partner of the Year

CLP Resources, Inc. has named **Krekow/Jennings** as one of its 2009 Safety Partners of the Year in honor of their commitment to safety, extraordinary safety record and safety partnership efforts.

CLP named 12 customers as their 2009 Safety Partners from among the thousands it worked with last year based on these criteria: hours between incidents, overall safety performance of CLP's employees on the customer's jobsite, and safety culture.

"Having a workforce that is knowledgeable and safe is imperative, and something we take very seriously," said **Shannon Kahn**, CLP's regional director – west. "Krekow/Jennings joins us in our commitment to safe workplaces and has consistently proven that safety is one of their highest priorities. We're proud to do business with a company so dedicated to the safety of all its employees."

About Krekow/Jennings

In 1978, Scott Jennings and Karl Krekow - got together to build projects for people of the local art community. Now, over thirty years later, their core values related to innovation, creativity, and ingenious problem solving based on good ol' common sense are those guiding principles that continue to define KJ as a company. More information about Krekow/Jennings is available at krekowjennings.com.

About CLP

CLP Resources, Inc. is the nation's leading supplier of reliable skilled tradespeople to commercial, industrial and institutional building contractors. To learn more about CLP, visit www.clp.com or call 800-CALL-CLP.

February's B2B: Building Your Business Network Has a New Format (Cont'd. from pg. 6)

know others on a more personal level. Figure out who the movers and shakers are in the association and make an effort to become part of their circle.

Use these tips to help you foster relationship at ABC's B2B. If you would like to register for this event or if you would like more information, please contact **Amy Gegoux** at (800) 640-7789 or amy@abcwestwa.org.

Ask an ABC Member Professional: Stan Uhlig, Federal Construction Consultants

Question:

There has been a lot of emphasis recently on federal construction contracting. Does a small business stand a chance at getting a federal construction contract?

Answer:

Yes. The federal government actively seeks small business participation in the award of construction contracts. Most contracts that can be performed by small businesses are set aside for small business. The Small Business Administration (SBA) makes a determination as to whether a small business could perform the work adequately and if this determination shows that a small business is capable and there will be adequate competition then it directs the federal agency responsible for the contract to issue it as a "small business set-aside" contract. That means that only small businesses may bid on the contract. The small business size standard for a general contractor is \$33.5 million averaged over the past 3 years.

There are also many federal contracts that are issued as set-aside contracts to Small Disadvantaged Businesses (SDB), Service Disabled Veteran Owned Businesses (SDVOB), Veteran Owned, Women Owned Businesses (WOB) and Historically Underutilized Business Zone (HUBZone) businesses. Most of these require a SBA certification.

There are also many business opportunities for small business subcontractors as large business contractors must award a large portion of their subcontracts to small businesses.

Federal Construction Consultants is a veteran owned small business. Stan Uhlig is a civil engineer and a proven professional that has worked around the world and devoted over 37 years of working with the Department of Defense (DOD) and other federal agencies. Stan has successfully completed some of the biggest and most complex government contracts ever conceived at home or abroad, and recently finished his DOD work with a rarely received "outstanding rating" from the Corps of Engineers.

Stan knows all too well of the headaches companies experience with federal contracting. Because of this he now consults leading national companies in federal contracting as a trusted leader in his field, because he knows how to make federal construction contracting a profitable venture and long term success. His goal is to empower companies to be on the leading edge for successful federal construction contracting. Stan can be contacted at (360) 633-6004.

**Do you have a question you would like to ask a professional?
If so, email Kim Trautman at kim@abcwestwa.org.**

2010 Partners

Patriot Partners



OLES MORRISON
OLES MORRISON RINKER BAKER LLP

Liberty Partners



Platinum Partners

HUB International NW, LLC
McGraw-Hill Construction Publications

Gold Partners

Air Systems Engineering, Inc.
DKS, Inc.
Lovsted-Worthington, LLC
Washington Commercial Painters, Inc.

Silver Partner

Davis-Bacon Pension Plans

If you are interested in becoming a 2010 ABC Partner, please contact Amy Gegoux at 800.640.7789.



Western Washington

399 114th Ave NE
Bellevue, WA 98004

Fast Fax Form for Resource Materials

The ABC Resource Center has many items to aid you in running a profitable business. Here are a few we've highlighted this month. All items are available to ABC members as a benefit of membership. Just check the items you'd like to receive and fax this page to ABC at (425) 455-5701, or call Member Services Coordinator Kim Trautman at (800) 640-7789, and let her know what you need!

- ABC Dinner Sponsor**
I'm interested in finding out more about being a dinner meeting sponsor. Please contact me to go over the benefits!
- ABC Dinner Gift Baskets**
I'm interested in providing a gift basket filled with promotional items and goodies for one of ABC's dinner meetings. Please contact me!
- All-in-One Posters**
If you currently have an out dated All-in-One poster and need the latest version, we now have those available.
 Please send me ___ English All-in-One posters @ \$20.00 each.
 Please send me ___ Spanish All-in-One posters @ \$20.00 each.
- Safety On Demand**
 I'd like to set up safety training at my office. Please contact me to arrange.
 I'd like to have a field audit done. Please contact me to schedule.
 I'd like to set up a safety consultation. Please contact me to schedule.
- ABC Green Contractor Certification**
Please send me information on becoming an ABC Certified Green Contractor.
- Legislative Action Team**
I'd like to be updated on ABC's progress with issues effecting my business. Please sign me up for the Legislative Action Team email list.
- Electronic News Sign Up**
This is the last printed Newsline! Be sure you still receive communications from ABC.
Please sign the following people up to receive ABC's electronic communications. (Please print.)

Name	Email
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Name: _____

Company: _____

Address: _____

Phone: _____

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