



# ABC's Year in Review

# 2017

Growing to new heights



# MESSAGE FROM THE CHAIR



## Growing into the Future

2017 was a very good year for construction, marked by increased spending across different sectors, growth in industry employment and great investment in technology and innovation. Just like the economy, ABC is all about steady GROWTH this year! The board and councils have made a strong commitment to help grow the association's membership to new heights and we welcome the opportunity to spread the message of the benefits of ABC and we will need your help!

ABC established several key alliances with other industry groups to further connect on impactful topics such as workforce development, the merit shop philosophy, and safety education. ABC continues to be the voice for the merit shop contractor in Washington State, fighting the battles for us all.

ABC will be focusing on increasing the awareness of the services it offers to current and future members through a variety of new platforms, but the best way to share ABC is by word of mouth. Please help us hit our goal for membership growth this year by talking with other industry companies about your experiences with ABC or feel free to refer them to the ABC membership team.

ABC will be growing membership through a variety of additional avenues this year such as strategic partnerships, safety education, leadership development and brand recognition. If you or another company you work with needs services; remember ABC is here to help you grow and support your company!

I look forward to where our associations' growth will take us this year!

Mike Schultis, SSI Construction  
Chair, ABC

# LETTER FROM THE PRESIDENT

ABC of Western Washington is excited to look back on the past year. Leadership and staff made great strides moving the organization and our members forward.



- **We worked harder to bring ABC to you.** This was accomplished through our safety training, resources and events, and use of alternate venues in order to ensure that we are bringing benefits to members in all areas. We know that you are busy and have continuously changing schedules, which is why we can now bring training opportunities to your office, and schedule classes when you need them.
- **We are working to train future leaders through our Rising Star program and Advanced Leadership Retreat.** We have graduated two classes of members who have gone on to become more skillful leaders within their companies, who are active in ABC's committees and councils, and even some who are taking on the role of training and instructing the next class of leaders.
- **With the help of Aspire Consulting (ABC's Retro Third Party Administrator) we have grown our Retro Program larger than it's ever been.** For this, we have you to thank for keeping your employees trained and focused on safety. ABC's Retro Program continues to offer members more services than any other program out there!
- **We have expanded our safety resources to better serve you and your employees by:**
  - Creating a Safety Peer Group for your safety professionals.
  - Making ABC's Safety Alliance free to ALL contractor members so that all companies that qualify may enjoy the benefits of this Department of L&I-recognized program.
  - Expanding our training to include "train the trainer" programs to help you create a safety leadership culture within your organization.
- **We are working closely with our strategic partners to make ABC a stronger voice for the industry. Our partners include:**
  - Washington Policy Center
  - Association of Washington Business

- Construction Industry Training Council
- Washington Construction Industry Council
- Department of Labor and Industries
- Liability Reform Coalition
- Freedom Foundation
- At the National level, we are recognized as one of the highest performing chapters, always being on the cutting edge and winning awards in every division.

**Your Call to Action:**

Please get involved with ABC! Make sure you are signed up to receive our weekly News of Merit email and stay up-to-date by regularly checking our website, attending member events, and volunteering for a Board position or committee. If you lack the time to commit, you can also support ABC by sponsoring an event or referring a new member!

ABC is member-run, and we need members to make sure we are always moving forward and supporting the industry the way YOU need us to.

If you aren't sure how to get involved, let me know and I would be happy to meet with you and share more about all the different ways ABC is growing to new heights!

Thank you for your support and your membership.

*Wendy Novak*

Wendy Novak, President  
Associated Builders and Contractors of Western Washington

ABC of Western Washington is an Award-Winning Chapter Thanks to You!



# SAFETY SERVICES



## Meet Tony Incrocci, ABC's New Safety and Education Manager!

To meet the ever-increasing demand for safety training resources for our members, we brought on **Tony Incrocci** as Safety Manager this year. He brings a wealth of knowledge and experience from working as a ramp and safety manager for LSG Sky Chef and safety coordinator and trainer at Sunbelt Rentals. He holds a bachelor's degree in psychology from Central Washington University and credentials including OSHA 30, OSHA Authorized Outreach Trainer, CPR Instructor, and decision driver trainer. We look forward to the expertise that Tony will bring to our Chapter and to continue to grow and develop our training courses, resources, and maintain high standards for our safety programs. We look forward to reaching new heights with Tony on board!

## ABC of Western Washington Excels in STEP Participation

ABC of Western Washington reached an all-time record of members participating in ABC's annual Safety Training Evaluation Process (STEP). We lead the nation at a 78% participation rate, **up three percent from last year**. With our members leading the charge, ABC is able to capture data from participating STEP member companies performing real work on real projects. Earlier this year ABC released its third Safety Performance Report. For a copy, go to [www.abcwestwa.org](http://www.abcwestwa.org) or contact the ABC office at 800.640.7789.

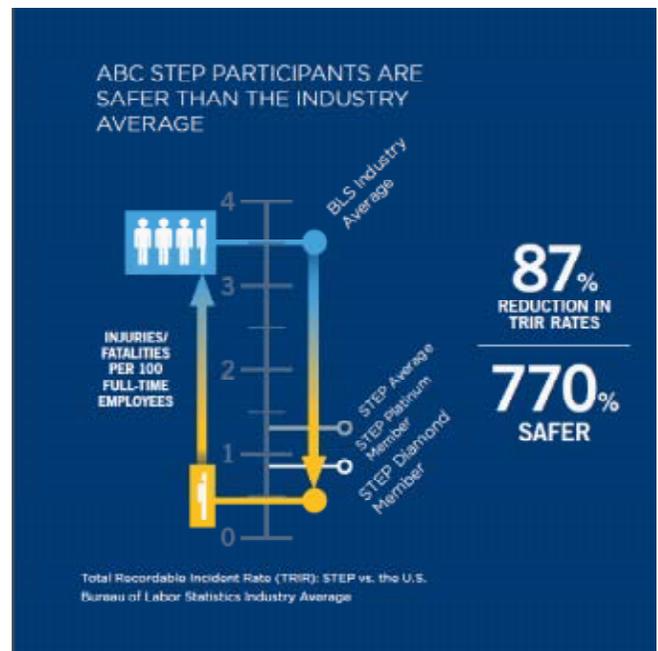
### Among the Findings:

Companies that attained the highest level of STEP participation—Diamond—reduced their Total Recordable Incident Rate (TRIR) by 87 percent compared to the BLS industry average of 3.5 injuries/fatalities per 100 full-time employees. STEP participants with a robust substance abuse program/policy in place dramatically outperformed those with a weaker program, reducing their TRIR and DART (Days Away Restricted Transferred) rates by 36 percent. Conducting a new hire safety orientation lasting more than 200 minutes reduced incident rates by 94 percent compared to an orientation of 30 minutes. Companies that held site-specific safety orientations reduced their TRIR by 45 percent. Holding daily toolbox talks (brief, single-topic training sessions conducted on the job site for all employees) reduced TRIR by 64 percent, versus holding them monthly. Firms that scored high for C-suite leadership engagement and employee participation reduced their TRIR by 54 percent and 63 percent, respectively.

Using information gathered from the STEP program over the years, ABC has developed a program focused on leadership commitment, cultural transformation, and safety management. The program, ABC's Safety Academy: The Road to World Class Safety is different from any other safety training you have experienced; it goes beyond the "technical" side of safety and explores the emotional and behavioral components that take safety from one of many priorities, to the core value upon which all decisions are based. It is an exploration of what it takes to become an uncompromising safety leader who builds a safety-first culture and establishes the trajectory of organizations toward world-class safety performance. If you are interested in learning more contact **Tony Incrocci** at ABC at 800.640.7789.

## Safety Peer Group Gains Traction

ABC has been committed to helping members with their safety needs and the Safety Peer Group has succeeded in bringing many safety topics to light in their first year. The Professional Development Council (PDC) oversees this valuable group and  
*(Continued on page 5)*



***“ABC’s third annual report on the use of leading indicators, such as substance abuse programs and new hire safety orientations, confirms that high-performing ABC members have safer construction job sites,” said ABC President and CEO Michael Bellaman.***

***“This is one of the few studies of commercial and industrial construction firms doing real work on real projects, and it shows that implementing best practices can produce world-class construction safety programs.”***

relies on members to be a resource for ABC Staff as well as their fellow members. This peer group hosted four Safety Roundtables sharing ideas and listening to subject matter experts on topics such as Silica, Job Hazard Analysis, Safety Orientations, Personal Emergency Preparedness, and more. Big thanks go out to our speakers: **Jon Havelock** with **Med-Tox Northwest**, **Pat Oda** with **Neeley Construction**, **David Boehm** with **Aspire Consulting**, and **Rhett Carpenter** with **The Integrated Group**.

All members are invited to participate in the group. ABC wanted to create a place where safety professionals can speak with like-minded individuals in member companies to share ideas and best practices or be a sounding board for issues members face on job sites. If you have a topic you would like to see discussed or want to officially join the group, please reach out to **Tony Incrocci** at ABC at 800.640.7789.

## MEMBER BENEFITS

**ABC's Health Insurance Partner: MBA Health Insurance Trust**

### **Uncertainty in Health Insurance Markets Magnifies the Importance of Members' Access to the Industry's Leading Health Insurance Trust**

A new administration this year brought about a wave of enthusiasm around shaking up the insurance markets with the goal of alleviating the escalating pressures around costs and access to care. However the task of bringing about change in the insurance markets has proven to be a bipartisan mess that has left consumers confused and in many cases, with less options than before. The skyrocketing costs of prescriptions have gained national attention and large renewal increases in 2017 were commonplace nationwide. Here in Washington State, prominent insurance carriers have announced withdrawals from the individual insurance market leaving many who relied on their insurance plans facing an uncertain 2018.



While there is no magic wand that can simply fix this problem, the idea of associations pooling together their members to leverage the best possible health insurance options available has gained prominence as a viable solution to the health insurance crisis. On this concept, associations here in Washington State have been on the forefront of this concept for decades.

The partnership between Associated Builders and Contractors of Western Washington and Master Builders Association of King and Snohomish Counties has created the largest association health plan in the Pacific Northwest whose sole focus is on serving the members of the building trades. The collective leverage of 35,000 insured members under the MBA Health Trust has been proven to be a viable solution to companies of all sizes looking to save money on their health insurance premiums. 2017 proved that tackling the broken health care system is going to take a collective effort from both sides of the aisle. Take advantage of accessing the MBA Health Trust that comes with being a member of ABC of Western Washington. Learn more at [www.abchealthtrust.com](http://www.abchealthtrust.com).

**ABC's Retrospective Rating Program Partner: Aspire Consulting**

### **ABC's Retro Program Delivers to Its Members**



*Greg Kabacy with Aspire Consulting presents ABC Retro Committee Chair Vic Peri (VP Peri Painting Company) with the program's refund of \$5.59 Million at the ABC Member BBQ and Retro Refund Celebration in June.*

ABC's Retrospective Rating Program again performed very well, returning over 5 million dollars in refunds to the members. The group again maxed out its 2013-2014 refund at 39.2%. The 2014-2015 year increased its refund from 33.3% to over 36%. Even with the entire retro industry down in 2015-2016, the group earned over a 21% refund. The release of over 5 million dollars was one of the largest ABC has ever returned, putting money back in members hands, where it belongs. Our performance shows the membership's commitment to Kept on Salary (KOS) and light duty as well as the hard work performed by our retro administrator, Aspire Consulting.

This year we saw over 50% of the group enjoy a time loss free discount from Labor and Industries, which means those companies have had three years with no indemnity payments on their claims and received special rates. By keeping employees safe and utilizing ABC's Retro Program, members can keep their premiums low, earn refunds, and stay ahead of the competition.

Should you have any questions about your claims or the Retro Program, please feel free to contact Aspire consulting at 253.205.8150.

# TRAINING | WORKFORCE DEVELOPMENT

## ABC's Training Partner CITC Continues to Grow with the Demand



*"We have been training at ABC's training affiliate, CITC, and year after year we create a pipeline of long-term employees. Our workers that have completed the program have become our best employees and future foremen."*

**~John Noble, Washington Commercial Painters, Inc.**

The Construction Industry Training Council (CITC) has tripled in size in the last two years and now has more than 1,100 apprentices enrolled. This huge demand for training throughout Washington has prompted CITC to develop two new facilities – one a 26,650-square-foot in Marysville and one, a 6,400-square-foot facility in Pasco. Additionally, both the Spokane and Vancouver facilities are being expanded.

The number of training agents and employers who sponsor and employ students is also increasing. CITC expects that by the end of the year, it will have 200 training agents. Yet, there are still more people wanting to enter the industry so the number of applicants continues to outstrip the number of employers to sponsor them.

Demand for construction workers continues to surpass supply and will continue to increase as approximately 17 percent of the current construction workers will retire in the next few years. That, coupled with the investments that are being made in infrastructure plus the aftermath

of massive natural disasters, will exacerbate the need even further. For its part, CITC is constantly recruiting students and encouraging employers to train. Both are integral parts of bridging the skilled workforce gap.

To manage this growth, CITC has significantly increased its administrative staff and hired **Jack Chapel** as its new education manager. There are currently 80 instructors statewide. Companies who are interested in training with CITC can contact **Adriana Gamboa** at 425.285.2325 or at [adriana@citcwa.org](mailto:adriana@citcwa.org).

CITC also offers continuing education classes including Washington State-Approved courses for Electrical Trainees, Journey-level Electricians, Journey-level Plumbers and Plumber Trainees. For more information about CITC and its programs and opportunities go to [www.citcwa.com](http://www.citcwa.com) or phone them at 425.454.2482.

## Another Looming Industry Shortage: Leaders

By Past ABC Chair Jamie Creek, Rafn Company

The construction industry has gotten a lot of attention for its focus on training the craft workers necessary to replace the more than 17 percent of the workforce that will retire over the next five years. Equally important is the need to train the industry's future leaders.

Company leaders are also retiring and to ensure future success, new leaders need to be trained to take the reins.

Many company founders and leaders started as carpenters, electricians, painters, or plumbers and worked their way up. With that as a model, it makes sense for current leadership to look within their companies for people with both the innate ability as leaders and the willingness to learn new skills to prepare for leadership roles.

Leadership is about influencing people, not forcing them to do things. In observing leaders that inspire you, you learn how to improve your skills.

Motivating and inspiring people helps everyone rise to their highest potential. Keeping people well informed about overall goals and the steps needed to achieve them encourages them to stay focused and dedicated. If people are unaware or feel left out of the loop they can lose enthusiasm and not fully participate in achieving goals.

History is a great teacher of effective leadership style. Henry Ford developed the assembly line to build a car that people could afford. To make that happen, he developed the assembly line that was a series of small, easily achievable tasks that led to a common goal. He identified the strengths of many people, trained them to do what they could do best and by delegating was able to not only successfully lead his company but also to revolutionize manufacturing.

Take time to read about inspirational leaders and incorporate their traits into your own tool box.

*(Continued on page 7)*

Leadership roles often necessitate dealing with people who are under-performing or doing something more egregious, which can be tricky. Most of us don't like confrontation. However, it is best to discuss difficult situations quickly and always with respect for the other person. When offered correction or discipline in a respectful manner, most people will take it well and work to change to meet expectations.

Our industry associations offer numerous programs for all levels of leadership, from project supervision training to management training. There are also many opportunities to learn and practice leadership skills. From joining Toastmasters for improving communication skills to enrolling in executive programs such as ABC's Advanced Leadership Retreat, we can and should work on becoming better leaders in every aspect of our lives.

## **ABC Keeps Workforce Development a Priority**

There is not a single day in the construction industry when someone doesn't mention the lack of workforce this industry is facing. ABC recognizes there is an immediate need for action not only locally but on a national scale as well. ABC works to promote workforce policies:

- To find solutions to the skilled workforce shortage
- Educate young people
- Expand opportunities for adults
- and fund education and training.

ABC of Western Washington, through the Professional Development Council, Leader Development Council, and the Young Professional Group is making strides toward promoting ABC's workforce goals.

The Professional Development Council (PDC) continues to partner with the Construction Industry Training Council (CITC) to help promote the relationship between the two organizations as well as classes offered through CITC. ABC has seen great success in members participating in the Project Supervision class offered through CITC, allowing members to train their supervisory workforce through a fully-accredited program. This council has also continued to participate in the University of Washington's annual Construction Management (CM) Pizza Night where ABC members talk with CM students about industry career paths. The PDC will also be participating in several career/job fairs.

The Leader Development Group (LDG) offers the ABC Rising Star Program to educate up-and-comers in the industry. ABC of Western Washington won an ABC National Excellence Award for its Rising Star Program, which was also selected for a Best Practice Champion Award. A group of the 2016-17 Rising Star class made a visit to the Mount View Elementary School in White Center in early spring to talk with kids about careers in construction. The Rising Stars were able to tell the story about how they got into the construction industry and what role they play in building the industry, and then helped illustrate the life-cycle of a project through some building exercises using Legos. The elementary students were engaged and very excited and eager to put their creative problem solving skills to work.

These strategies in workforce development continue as a priority as ABC heads into the future. The LDG is starting its third Rising Star class and is offering an Advanced Leadership Retreat geared toward honing communication and conflict resolution skills for current and future leaders.



*The 2016-17 Class of Rising Stars at their final class. From left: Joey Smith and Jeremiah Brown (Marpac Construction), Derrick Eberle (Bruce Dees & Associates), Matt Hancock and Josh Dunham (Global Metal Works & Erectors), Cam Christensen and Doug Jamieson (Olympian Precast), Rachel Lingard (Bruce Dees & Associates), Shaun Helm (Peterson Sullivan LLP), Adam DeBruler (Neeley Construction), Doug Mitchell (VanWell Masonry), Nathan Eisenhauer (Peterson Sullivan LLP), Josh Griesse (Washington Commercial Painters), Art Salas (Rafn Company), Andrew Bales (Electri-City Inc.), Jordan Korneliussen (Washington Commercial Painters), Joe Whitfield (Redhawk Group), Thomas Spaulding (Spaulding Construction Consulting), Taras Monich (VanWell Masonry), Gerardo Martinex (VanWell Masonry), and lead instructor Greg Tozer (Synergy Construction, Inc.).*

## The Young Professionals Group Makes a Strong Comeback



This year, ABC revived the Young Professionals Group (YPG). The YPG was formed to promote and encourage professional growth through social, professional and recreational opportunities. Their vision is to connect career-minded young professionals looking to build relationships and establish industry-wide professional contacts. The YPG Committee is comprised of seven members: Co-Chair **Doug Jones (Haggard Electrical Contractors)**, Co-Chair **TJ Frost (HUB International NW LLC)**, Marketing Director **Katy Boyd (Redhawk Group)**, Financial Wizard **David Christensen (VanWell Masonry)**, Minutes Ninja **Melody Olson (Parker Smith & Feek)**, Erin **Nakasone (Peterson Sullivan)**, and Eric **Forner (Oles Morrison Rinker & Baker LLP)**.

The YPG kick-off event was held in January at Decibel Brewing Company in Bothell and had a fantastic turnout. There was a good mix of contractors and consultants, both ABC members and non-ABC members. Since the kick-off event, the YPG has held multiple events in the Seattle, Renton, and Kirkland areas. These events are meant to bring young professionals, and the “young at heart” professionals, together in a casual environment where they can socialize and network with other upcoming industry leaders. Check out ABC’s online calendar of events for future YPG networking opportunities.

## ADVOCACY

### ABC For Free Enterprise



*Photo From Left: Chris Singerling (ABC National), ABC’s Director of Membership Nathan Fitzgerald, ABC President Wendy Novak, Senator Dino Rossi, Bradon Ray (ABC National), and ABC’s Government & Labor Affairs Chair John Noble (Washington Commercial Painters).*

Success! That’s how ABC guests and staff felt after the first annual Free Enterprise Reception on September 13<sup>th</sup>. More than 50 guests registered to attend the cocktail hour and panel presentation with Sen. Dino Rossi (R, 45<sup>th</sup> Legislative District) and former Senate Majority Leader Rodney Tom (D, 48<sup>th</sup> Legislative District). Representatives from ABC National and members of our strategic partner, Washington Policy Center, added to the crowd of attendees.

The reception focused on very important issues such as: Right to Work, prevailing wage, project labor agreements, and the critical special election in the 45<sup>th</sup> legislative district.

The speakers were great, the crowd was engaged, the food was delicious, and ABC of Western Washington PAC raised over \$13,000. The PAC funds will allow ABC to continue to represent merit-shop contractors in Olympia and to be sure our voice is heard and our interests considered.

ABC is the ONLY association that advances the principles of free enterprise and merit shop in the construction industry by focusing lobbying efforts on issues related to union organizing, workers’ compensation reform, and public procurement restrictions such as apprenticeship and prevailing wage requirements. Thanks to **John and Susan Noble** for opening their beautiful home for the evening, and to everyone who helped make this event a success!

### Looking Forward to the 2018 Legislative Session

With a healthy PAC, and an enthusiastic Government & Labor Affairs Council, ABC of Western Washington is looking forward to growing our grassroots advocacy and direct lobbying during the 2018 legislative session.

Our team has been forming strategic partnerships with allied stakeholders, including Washington Policy Center, the Freedom Foundation, and the Association of Washington Business, and working with legislators during the interim to build relationships. Going into what is expected to be another tough session, ABC has the tools and experience to make a difference. If you have an interest in getting politically involved, please contact **Wendy Novak** at 800.640.7789.

- ▶ One-click messaging to your member of congress
- ▶ Instant notifications for grassroots and legislative alerts
- ▶ Detailed contact information for your federal representatives
- ▶ Voting history for your federal representatives on key ABC issues

ABC ACTION APP For IOS and Android

## We Supported Our Values of Free Enterprise at the Day in Olympia

Your fellow ABC members, staff, and lobbyists gathered for Day in Olympia to support merit shop construction contractors. The first portion of the day consisted of meetings with Sen. Angel (R-Port Orchard), Rep. Manweller (R-Ellensburg), Rep. Doglio (D-Olympia), Sen. Pearson (R-Monroe), a tour of the capitol building, and attendance at the public hearing for SB 5692 (Right to Work).



ABC's Government & Labor Affairs Chair John Noble (Washington Commercial Painters) with Senator Dino Rossi at ABC's Day in Olympia.

## You Helped Us Ace Our Annual Texas Hold'em Tournament



Attendees put on their poker faces, battled to stay in the game, and raised funds to support free enterprise and open competition. Those who were knocked out early were able to hit the roulette table. Congratulations to our top finishers: **Jason Haggard** with **Express Construction** won first place and went home with a \$300 gift card to Tulalip Resort Casino; the second place prize of a deluxe Texas Hold'em set went to **Matt Durant** with **Express Construction**; **Steve Farley** with **Trades Labor Corp** took third place and won a Gerber multi-tool; and **Omar**

**Valtierra** with **VanWell Masonry** won the bounty prize - a \$50 gift card. Watch for this event in January of 2018!

## ABC President and Member Testify in Support of SB 5168

President **Wendy Novak** and ABC member and ABC Past Board Chair **Karen Say (Saybr Contractors, Inc.)** testified in Olympia in January 2017 in support of SB 5168 which prohibits the use of mandatory labor agreements. Novak stated that this legislation will create a level playing field in the procurement of taxpayer-funded government construction contracts, ensuring Washington residents get the best construction product at the best possible price.



## ABC Mantra: Get Into Politics or Get Out of Business!

Government plays a significant role in whether a company can be profitable.

Politics dominates the news, and not in a good way. Many people are turned off and are tuning out. Should businesses do the same, or is now the time to "lean in" and get involved?

Washington, D.C., may be becoming more business-friendly, but Washington State isn't. Should businesses refuse to engage, thinking they can't do anything about it anyway, or try to have some influence in improving the business climate?

For a business to be successful it must have good working relationships with its bank, accountant, lawyer, vendors, subcontractors and clients. But government also plays a significant role in whether a company can be profitable.

Governments pass ordinances and legislation that impact taxes, the environment, labor and employment, and more — touching nearly every facet of a company's operation. In addition, un-elected bureaucrats add more, often burdensome, regulations. Too often, a business owner who values good working business relationships fails to develop relationships with the elected officials in his/her local city, county, Olympia, and Washington, D.C.

Many business owners think it is impossible to influence government, so they don't even try. And, certainly in the current political climate it is tempting to believe that. But now is exactly the right time to get involved.

Most elected officials have never been a business owner; they don't know what it means to sign the front of a paycheck. If company owners would engage in the legislative process, providing vital information, better legislation should result. Business owners and legislators should be partners in forming public policy regarding the economy, regulatory environment, taxes and employment law. But that is only possible if company owners, managers and employees engage in the government process.

*(Continued on page 10)*



ABC at the Capitol during LegCon. From left: Charles May (Kelley Imaging), Clarke Jewell (Olympian Precast), Immediate Past Chair Jamie Creek (Rafn Company), and President Wendy Novak.



*“Just because you do not take an interest in politics doesn’t mean politics won’t take an interest in you.”  
~ Pericles*

### How to get involved

While becoming involved in government takes time — and often money — it is worth making it a regular part of a business’s operations. It is helpful to realize there are two distinct elements of being involved in government: politics and legislative activity.

Politics is the selecting and electing of candidates a business owner thinks will more likely support policies helpful to creating a healthy business climate. Legislative activity is the introduction and passing or stopping of legislation.

### Politics is a numbers game: dollars and votes.

Business owners have several ways to get involved.

Study the candidates and make a choice of the preferred candidate. Then, make a contribution, attend or host a fundraiser, or offer to help with the campaign. Because money is a critical factor in running a successful campaign, being a donor or volunteer helps get the ear of the legislator after the election. That’s a good start to a mutually-beneficial relationship where a company owner can provide vital information on pending legislation.

Once a candidate becomes an elected official, the ways a business can participate in the process changes. Because of the volume of bills that are introduced, and the speed and complexity of the legislative process, many business owners depend on trade associations’ government affairs programs to inform them. Some are general business groups like the Association of Washington Business or National Federation of Independent Business, while many others are industry or profession specific, like Associated Builders and Contractors, Associated General Contractors, American Council of Engineering Companies, NAIOP and others.

ABC tracks legislation of interest and notifies members when to contact their legislators. ABC uses services such as VoterVOICE to make that contact as easy as a click or two.

ABC employs a lobbyist who provides information and works with legislators on merit shop issues. ABC hosts events where you can meet elected officials and develop or maintain relationships. You can also get involved with our Government & Labor Affairs Council. Contact **Wendy Novak** at [wendy@abcwestwa.org](mailto:wendy@abcwestwa.org) for more information.



*The ABC of Western Washington group at ABC National’s LegCon. From left: Charles May (Kelley Imaging), Vice Chair Professional Development Jason Wandler (Oles Morrison Rinker & Baker LLP), Past Chair Mark VanWell (VanWell Masonry), Vice Chair Government & Labor Affairs John Noble (Washington Commercial Painters), President Wendy Novak, and Immediate Past Chair Jamie Creek (Rafn Company).*



*ABC attends the Washington State Republican Party Dinner. From left President Wendy Novak and her husband Tony (Waeco Construction), LDG Council Chair Tim Carpenter and his wife Renee (VanWell Masonry), Josh Griesse (Washington Commercial Painters), ABC Lobbyist Cliff Webster and his daughter Jocelyn (Carney Badley Spellman), Joan Baldwin (Finishing Systems), Vice Chair Government & Labor Affairs John Noble (Washington Commercial Painters), and James Walsh (Finishing Systems).*

While business groups are often made up of competitors, when it comes to their government affairs efforts, the members come together.

### Contacting lawmakers

It is possible to develop relationships without joining a business group. A call to a legislator’s office to set up a meeting, either in the home district (even at the company’s location) or in the legislator’s office, may result in a bit of a scheduling challenge, but it’s a good way to get to know each other.

Contacting legislators often results in talking to their aides. Don’t hesitate to tell them what your concerns are or voice your opinion. Legislators are often in committee meetings or “on the floor” so they rely on their aides to be their eyes and ears. Aides are significant participants in the process so working with them is a valuable endeavor.

Better legislation can result from business owners viewing themselves as partners in the process by providing critical information about how legislation will really work — or not — in the business community. Developing relationships with government officials is just as important as knowing the other “partners” who impact the success of a business. It just takes a bit of time and money. But it is worth both.

# SERVING OUR COMMUNITY

## ABC's Toys for Tots Toy Drive

ABC member generosity provided a huge mountain of toys for children in need during ABC's Holiday Open House Toys for Tots Toy Drive. Some of ABC's 2016-17 class of Rising Stars also held toy collection drives at their jobsites this past holiday season. All toys were delivered to the Marine's Toys for Tots headquarters in Seattle for distribution to local families.

## 2016-17 Rising Star Class in the Community



From left: Jordan Korneliussen and Josh Griesse (Washington Commercial Painters), Thomas Spaulding (Spaulding Construction Consulting), and Nathan Eisenhauer (Peterson Sullivan LLP).

Part of ABC's Rising Star Program requirements is to volunteer in our community. The 2016-17 class did multiple projects: a group volunteered at Food Lifeline in Shoreline, some helped organize and sort materials at Habitat for Humanity in Bellevue and Southcenter, others collected toys for the Marine's Toys for Tots Toy Drive as mentioned above, and some collected food and passed it out to the homeless. We're proud of this year's class of Rising Stars and all they did to give back to our community.



## Rising Stars Visit Seattle Elementary School

A group of ABC's Rising Stars made a visit to the Mount View Elementary School in White Center on March 7th in order to get kids excited about careers in construction. They visited a class of 25 third-graders, and the kids were very excited to hear how each presenter got into the industry, and what they did for a living.



From left: Adam DeBruler (Neeley Construction), Derrick Eberle (Bruce Dees & Associates), Josh Griesse (Washington Commercial Painters), and Thomas Spaulding (Spaulding Construction Consulting).

General Contractor **Adam DeBruler (Neeley Construction)**, Landscape Architect **Derrick Eberle (Bruce Dees & Associates)**, Painting Subcontractor **Josh Griesse (Washington Commercial Painters)**, and Construction Manager **Thomas Spaulding (Spaulding Construction Consulting)** explained the life cycle of a project and then broke the kids into groups and led them in building a fire station, a police station, a playground, and a cafe.

It was great to see how excited and engaged the kids were, and watch them put their creative problem-solving skills to work. Thanks to Mount View Teacher **Ana Erikson** for inviting us into her classroom!

In Front: Andrew Bales (Electri-City Inc.). From Left: Cam Christensen (VanWell Masonry), Art Salas (Rafn Company), and Joe Whitfield (Redhawk Group) at Habitat for Humanity in Bellevue. Not pictured: Rachel Lingard (Bruce Dees & Associates).

## Grass Roots Golf Foundation Thanks ABC Members for Support

At the annual Golf Extravaganza in July, ABC presented Grassroots Jr. Golf Foundation (GRGF) with a gift of \$6,318.

"This is the fourth year that ABC has partnered with GRGF by donating part of their annual tournament proceeds to advance our charitable mission," explains **Jeff Cornish**, GRGF Founder/CEO. "We bring GRGF students to help with the ABC event, secure raffle items, and conduct their putting contest. ABC collects support funds via activities within their tournament that really make a difference in our summer and fall program delivery."

"Our players enjoy seeing the youth at our event. Partnering with GRGF advances an important key initiative for ABC, creating future leaders through leadership development. Golf teaches many leadership skills; strategy, adversity, and no matter how tough it is you stick with it. GRGF has been a great charitable partner for our annual event," says **Wendy Novak**, President of ABC Western Washington.



*Celebrating Our Members!*

# Excellence in Construction 2017 Award Recipients



**2017 Eagle of Excellence Award Winner**

**Rafn Company**

*AML Wallingford Apartments*



**Commercial Construction (Over \$10 Million)**

**Redhawk Group**

Northgate Hampton Inn & Suites

**Commercial Construction (\$1 Million to \$5 Million)**

**Donovan Brothers, Inc.**

Poulsbo Retail

**Commercial Construction (Under \$1 Million)**

**Synergy Construction, Inc.**

Choux Choux Bakery TI

**Community & Public Service**

**Synergy Construction, Inc.**

Sebastian Place Veterans Housing

**Healthcare**

**Donovan Brothers, Inc.**

Franciscan Medical Tenant Improvement

**Tenant Improvement/Renovation**

**Rafn Company**

Seattle University Connolly Complex Title IX

**Mixed-Use Construction**

**Rafn Company**

AML Wallingford Apartments

**Multi-Family Construction**

**Synergy Construction, Inc.**

N23 Micro Apartments

**Institutional Construction**

**Donovan Brothers, Inc.**

Open Air Structure

**Historic Preservation/Restoration**

**SKIS Painting, Inc.**

Washington Hall

**Electrical & Communications**

**SME Inc of Seattle**

Living Computer Museum

**Mechanical Construction**

**Air Systems Engineering, Inc.**

Tacoma Medical VAV RTU Replacement

**Specialty Contracting: Exterior**

**SKIS Painting**

Washington State Department of Ecology Headquarters:

Clean, Seal, and Repair Building Exterior

## Celebrating Our Members!



### DIAMOND

Centennial Contractors Enterprises, Inc.  
Ellsworth Builders, Inc.  
Nova Group, Inc.

### PLATINUM

DKS, Inc.  
Hamer Electric, Inc.  
Keithly Electric Co.  
Marpac Construction, LLC  
Med-Tox Northwest  
Pacific Crest Construction  
Rafn Company  
Synergy Construction, Inc.  
System Mechanical and Safety Solutions  
Tri-Nar, Inc.



### GOLD

AM Exteriors, LLC  
Atlas Paving Co.  
Balancing Service Co.  
Bender Custom Construction  
Benjamin Asphalt, Inc.  
Blue Mountain Mechanical, Inc.  
Boone Electric Construction  
C & C Logging, LLC  
Christensen, Inc.  
Commercial Construction Specialty, Inc.  
Cornell Plumbing & Heating, Inc.  
Davis Schueller, Inc.  
Deacon Construction, Inc.  
Entek Corporation  
General Storefronts, Inc.  
JE Cumming Corp.  
John Michael Hall Corp.  
Jtec Interiors  
LEAD Staffing  
Macro-Z-Technology  
Mastercraft Electric, Inc.  
Mike Werlech Construction, Inc.  
NW Construction General Contracting Inc.  
NW Utility Services, LLC  
Pacific One Construction, Inc.  
Pacific Window Systems, Inc.  
Pattison General Contractor  
Pivetta Brothers Construction, Inc.  
Pro-Staff Mechanical, Inc.  
S.M.E., Inc. of Seattle

SCF General Contractors LLC  
SEA CON, LLC  
Sound Drywall, Inc.  
Southgate Electric, Inc.  
Specialized Landscaping, Inc.  
SSI Construction  
T-Bar Construction, Inc.  
TEAM Construction, LLC  
Traffic Control Services  
V&R Sheet Metal  
VanWell Masonry Inc.  
Woodinville Water District

### SILVER

Abacus Electric Co. LLC  
Advanced Government Services, Inc.  
Ahearn Electric, Inc.  
Air Systems Engineering, Inc.  
Allied Construction Associates, Inc.  
Allied Steel Fabricators, Inc.  
All-Ways Air Control, Inc.  
Amsberry's Painting, Inc.  
Artistic Drywall Textures, Inc.  
Bowen Construction  
BPCI  
Bratton Masonry  
Bravo Roofing Inc.  
Casa Bonita Home Care Inc.  
Cascade Integration Inc.  
CE&C, Inc.  
Central Washington Refrigeration

## *Celebrating Our Members!*



### **SILVER Continued**

Clearview Mechanical, Inc.  
CHG Building Systems, Inc.  
Corstone Contractors LLC  
Creative Contracting and Investments  
Crystal Soda Blast, LLC  
D&D Construction Corp.  
Davis Door Service, Inc.  
Dick Howard & Sons Electric, Inc.  
Dochnahl Construction, Inc.  
Donovan Brothers, Inc.  
Dovetail General Contractors LLC  
DP Incorporated  
Elite Commercial Contracting, Inc.  
Evergreen Concrete Cutting, Inc.  
Evergreen Refrigeration  
Exterior Metals, Inc.  
Farwest Tenant Improvements Inc.  
G&W Commercial Flooring, Inc.  
Glacier Environmental Services, Inc.  
Global Construction Solutions, Inc.  
Global Metal Works & Erectors, LLC  
Grady Excavating Inc.  
Grand Entrances, Inc.  
Grayhawk Construction Co., Inc.  
Haggard Electrical Contractors  
Hallmark Construction LLC  
Heiberg, Inc.  
High Country Contractors & Developers  
HyTech Roofing, Inc.  
In Store Services, Inc.  
Innovative Electric, Inc.  
JC Richards Construction Co.  
Joostens Roofing Inc.  
Kemly Electric, Inc.  
Kenco Construction, Inc.  
Knight Fire Protection, Inc.  
KrekowJennings Inc.  
Lakeridge Plumbing & Mechanical, Inc.  
Lander Electric Co., Inc.  
Landmark Construction Services Unlimited, LLC  
LEC Contractors, LLC  
Lumenal Lighting  
Marine Vacuum Service, Inc.  
Mariner Construction LLC  
McBride Construction Resources, Inc.  
McClintock & Turk, Inc.  
McCown Crafted, Inc.  
Mechanical & Control Services, Inc.  
Modern Builders, Inc.  
Modular Electric, Inc.  
MRJ Constructors  
Neeley Construction & Cabinet Co.  
Newton Building & Development, LLC  
Northstar CG, LP

Olympian Precast, Inc.  
Pacific Air Control, Inc.  
Pacific Concrete Construction, Inc.  
Pacific Northwest Masonry and Design LLC  
Performance Mechanical Group  
Precision Door Service  
Queen Anne Painting  
Rainbow Federal, Inc.  
Raymark Plumbing & Sewer  
RC Painting & Sons, Inc.  
Redhawk Group  
Regency NW Construction, Inc.  
S&S Concrete Construction, Inc.  
Safari Electric LLC  
Saybr Contractors, Inc.  
Sea-Aire, Inc.  
Sea-Tac Electric, Inc.  
SKIS Painting, Inc.  
Sound Glass Sales, Inc.  
Sprinx Fire Protection, Inc.  
Stephens Electric Company, Inc.  
Stuth Co., Inc.  
Sunrise Plumbing, LLC  
Superior Stucco Services, Inc.  
TCL Partners  
Thermatech Northwest, Inc.  
Tony Lind Paving LLC  
Town & Country Fence, Inc.  
Trade-Marx Signs & Display Corp.  
Trades Labor Corporation  
Trig Electric Service, Inc.  
United Systems Mechanical, LLC  
Unity Electric , LP  
Universal Land Construction Co.  
V.S.A. Construction LLC  
Village Framers Corp.  
Vinnie & Sons Plumbing  
Vital Mechanical Service  
Washington Commercial Painters, Inc.  
West Coast Electrical Services  
Westmark Construction, Inc.  
Wrecking Ball Demolition

### **BRONZE**

Cascade Fence and Deck  
Kitsap Plumbers Group, Inc.  
VP Peri Painting Company

*Celebrating Our Members!*

# 2017 ABC Safety Alliance Participants



Associated Builders and Contractors of Western Washington's Safety Alliance Program was developed by ABC's Safety Committee to recognize member companies that want to take their safety programs to the highest tier of safety, and then have them validated by a professional safety consultant. The following companies have made that commitment to safety for their employees and the public:



**For information on the ABC Safety Alliance, please contact Tony at (800) 640-7789.**

# 2017 ABC Partners

*Help us thank our partners with your business!*

## Patriot Partners



## Liberty Partners



## Platinum Partner



## Gold Partners



## Silver Partners

