New Era of Cooperation

Path Forward to Improved Service & Greater Opportunity for Idaho’s Concrete Construction Industry

January 2014
Agenda

* Review of ICAPA & Idaho AGC goals & mission
* Overview of Idaho AGC Set Up & Functions
* Pathway to merger
* Details
  * Membership & Finances
  * ACI Testing & Meetings
* Proposed Timeline
* “Plan B”
**ICAPA**

* Mission
  * Unite Industry
  * Share Ideas
  * Tackle Problems Together
  * Promote Concrete Products

* Functions
  * ACI Testing
  * Meetings

**Idaho AGC**

* Mission
  * Unite Industry
  * Share Ideas
  * Tackle Problems Together
  * Advocate for Entire Industry

* Functions
  * Training & Education
  * Meetings
  * Health Plan & Other Services
Idaho Associated General Contractors

- Founded in 1934 – 81 years ago
- Only Idaho organization to represent entire commercial construction industry
  - Members across all regions of entire state
  - Members from all aspects of industry
    - Highway Infrastructure (horizontal)
    - Building & Commercial space (vertical)
    - Suppliers & Business Associates
- Part of the AGC of America’s network
  - One of the largest of 93 chapters across entire country
  - National Power – Local Focus
Idaho Associated General Contractors

* Education Foundation
  * Nonprofit working to prepare next generation of industry leaders while also meeting today’s challenges
  * Support for student chapters at BSU & BYU-Idaho
  * Focus on workforce development at all levels
    * Developing portal for entry level workers
    * Accredited apprenticeship program
    * Preparing certification program for new supervisors
* Construction Leadership Council
  * Younger professionals
  * Focus on continued education & networking
Idaho Associated General Contractors

- Advocacy at the local, state & national levels
  - AGC of America focused on national issues
    - Davis Bacon & Other Labor Laws
    - EPA Standards & Regulations from Other Agencies
  - Strong team of state lobbyists
    - Recognized leaders at statehouse
    - Long-term connections with state decision makers
    - PAC – one of top 10 committees in state
  - Relationships with local Leaders
    - Individual Cities, Counties, School & Highway Districts
    - Ties to their statewide organizations
Idaho AGC Member Benefits

- Access to NW AGC Online Plan Room
  - Documents, Bidders Lists & Award Data on wide range of projects across the Northwest
  - Unlimited access to ANY project to ANY employee of ANY member firm at ANY time on ANY device
  - Free with contractor or supplier membership

- Eligibility for Idaho AGC Health Plan
  - Discounted health coverage
  - Life, Disability & Accident Insurance
  - Hour Bank

- Education & Training
  - Safety training including OSHA-10, First Aid & others
  - Certification on Water Pollution Control Manager

Idaho AGC
HEALTH PLAN

Idaho AGC
Proud Chapter of AGC of America
Idaho AGC Membership

* General Contractors
  * Those that generally manage project from start to finish
  * Dues range: $2,436 - $10,560
* Specialty Contractors
  * Those that generally tackle one part of a project
  * Dues range: $984 - $1,944
* Suppliers
  * Those that provide inputs for a project
  * Dues range: $984 - $1,944
* Associates
  * Those with business relationships with contractors
  * Dues: $984 (+396 for plan room access)
Idaho AGC Membership

* 561 active members
  * General Contractors – 12.3%
  * Specialty Contractors – 48.7%
  * Suppliers – 20.9%
  * Associates – 18.2%

* Northern Idaho – 6.6%
* Southwest Idaho – 63.1%
* South Central Idaho – 6.2%
* Eastern Idaho – 24.1%
Idaho AGC Structure

* Board of Directors
  * 8 GC Directors
  * 2 Specialty Directors
  * 2 Associate Directors
  * 5 Officers – Executive Committee
    * Rotation between Highway & Building Contractors
  * Active Past Presidents

* Committees
  * Highway
  * Building
  * Safety
  * Legislative
  * Education Foundation
  * Health Plan
  * CLC (Young Leaders)
  * Supplier/Associate Advisory Board
Idaho AGC Board of Directors

* Officers
  * Joe McClure – Owyhee Construction
  * Joe Jackson – ESI
  * Dave Turner – Knife River
  * Michael Arrington – Starr Corp
  * Scott Cron – Strata

* Specialty Directors
  * Todd Bloom – B&B Steel Erectors
  * Josh Wheeler – Wheeler Electric

* Associate Directors
  * Joe Meuleman – Meuleman Law Group
  * DeRay Perry – Hartwell Corp

* GC Directors
  * Evan Goodwin – Sunroc Construction
  * Chuck Graves – McAlvain Group of Companies
  * Mark Guho – Guho Corp
  * Delwyn Mickelsen – Mickelsen Construction
  * Ed Randol – URS
  * Jack Snyder – Western Construction
  * Kevin Wade – Railco
  * Craig Mathison – HK Constructors
Pathway to Merger

MEMBERSHIP

* 34 active ICAPA members
  * 16 producers & 18 associates
  * 12 are already active Idaho AGC members
* All would become members of the Idaho AGC
  * Automatic members of new Concrete Committee
  * Eligible to join other Idaho AGC committees as well
  * Eligible for all other Idaho AGC member benefits
    * Associates would receive plan room access free for 2015
* ICAPA officers would become leaders of Idaho AGC Concrete Committee
Pathway to Merger DUES

- Waived
- ICAPA
- Member
Pathway to Merger
DUES EXAMPLE

* Best Idaho Redi-Mix
  * Midsize ICAPA member
    * 20 employees
    * $1 million in annual sales in Idaho
    * $350 annual ICAPA dues
  * Supplier-Class 3 Idaho AGC member
    * $1,404 annual Idaho AGC dues

* Fee Schedule
  * 2015
    * Member paid: $350
    * Idaho AGC waives: $1,054

  * 2016
    * Member pays: $701
    * ICAPA pays: $351
    * Idaho AGC waives: $352

  * 2017
    * Member pays: $935
    * ICAPA pays: $234
    * Idaho AGC waives: $235

  * 2018
    * Member pays: $1,091
    * ICAPA pays: $156
    * Idaho AGC waives: $157

  * 2019
    * Member pays: $1,195
    * ICAPA pays: $104
    * Idaho AGC waives: $105
Pathway to Merger

FINANCES

* ICAPA Accounts
  * Remain in place through at least 2020
  * Idaho AGC would assume responsibility for account management
  * Regular reports provided to Concrete Committee
  * Current reserves used to offset member dues
  * Ending balance distributed according to ICAPA Bylaws

* ACI Training
  * Idaho AGC would assume responsibility for setting up and conducting training
  * Oversight from Concrete Committee
  * Expanded to more times per year & more locations
  * Online registration through Idaho AGC website
Pathway to Merger

MEETINGS

* Regular Concrete Committee Meetings
  * Would establish a schedule
  * Conducted in person in Boise with Online Webinar and Conference Call Capabilities

* Annual Idaho AGC Meetings
  * Summer Outing – July or August
  * Annual Convention December

* Annual Highway Forums
  * Cosponsored with ITD
  * Held each February
  * 3 locations across state

* Special Meetings
  * Open to additional meetings focused on concrete
    * Golf outing in Nevada
    * Other events
Proposed Timeline

* January 2015
  * Conversation begins
    * ICAPA annual meeting
    * Idaho AGC Exec Committee
  * February 2015
    * Idaho AGC Board meeting
      * Discussion & Preliminary Pool of Board Members
    * ICAPA Discussion continues
  * March 2015
    * Vote by both Boards on merger

* April 1, 2015
  * Idaho AGC membership extended to all ICAPA members
  * Idaho AGC Concrete Committee formed & start regular mtgs
  * Idaho AGC assumes responsibilities for:
    * ACI Training
    * ICAPA Financials
    * ICAPA Website & Operations

* August 13-15, 2015
  * Summer Outing
Plan B

* ICAPA remains in place as separate organization
  * ICAPA Members responsible for “front office”
    * ACI Testing
    * Membership Recruitment
  * Contract with AGC to handle “back office” functions for 1 year
    * Basic Operations - $850 per month
      * Finance & Accounting (invoices, bank accounts, etc.)
      * Meeting organization
      * Webpage
    * ACI Support
      * Print materials & Mail to participants
      * ICAPA reimburse AGC for material & postage costs (above contract)
Thank You

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