

**SUMMARY MINUTES
AGC OF WASHINGTON
BOARD OF TRUSTEES MEETING
AGC CONFERENCE CENTER
FEBRUARY 12, 2018**

BOARD MEMBERS PRESENT

Frank Imhof IMCO General Construction, Inc.
David Bal (new) Signs Now Washington
John Belarde Belarde Company, Inc.
Krissy Dreher (new) McKinstry Co.
Curt Gimmestad Absher Construction Company
Sean Hilt (new) Turner Construction Company
Jake Jacobson Osborne Construction Company
Chris Lang Fisher Construction Group
Paul Mayo Flatiron West, Inc.
Ian McFarland View Dynamic Glass
Shana Peschek Construction Center of Excellence
Jim Rowley Howard S. Wright, a Balfour Beatty Co.
Glyn Slattery Lydig Construction, Inc.
Dawn Stephens Charter Construction, Inc.
Jeff Tiegs (new) Lincoln Construction, Inc.
Lindsay Watkins (new) Ahlers Cressman & Sleight PLLC

Sharon Young Concord Construction, Inc.
Jessica Scarsella Scarsella Bros., Inc. (resigned)

STAFF/GUESTS PRESENT

David D'Hondt AGC of Washington
Tim Attebery AGC of Washington
Kelly Barber AGC of Washington
Liz Evans AGC of Washington
Sonja Forster AGC of Washington
Randy Guzman AGC of Washington
Dave Kearby AGC of Washington
Mandi Kime AGC of Washington
Sean Lewis AGC of Washington
Stacy Mullane AGC of Washington
Dani Tijan AGC of Washington
Jerry VanderWood AGC of Washington
Nancy Munro MidMountain Contractors, Inc.
Robert Marconi Ashbaugh Beal

BOARD MEMBERS ABSENT

Ross Pouley RAP Consulting, LLC

CALL TO ORDER

President Frank Imhof called the meeting to order at 11 AM.

CONSENT AGENDA

Action: It was moved (Mayo), seconded (Stephens), and carried to accept and approve the following consent agenda items:

1. *Unaudited December financial statements;*
2. *December 2017 summary minutes;*
3. *December 2017 and February 2018 Membership Reports (see below);*
4. *Central, Northern, Seattle, and Southern district reports (attached to original minutes).*

December 20, 2017 Membership Report (approved by Officers 12/20/17)

The following candidates have been screened and meet the proper classification requirements:

NEW MEMBERS

ASSOCIATE

Seattle District

RAP Consulting, LLC, Seattle, WA

February 12, 2018, Membership Report

The following candidates have been screened and meet the proper classification requirements:

NEW MEMBERS

ASSOCIATE

Northern District

People's Bank, Lynden, WA

Seattle District

InEight-Kiewit, Bellevue, WA

Zurich Surety, Seattle, WA

Southern District

MGS Pasco, Inc., Pasco, WA

Power-Glass Inc., DBA Proglass Inc., Gig Harbor, WA

WASHINGTON GUARD SERVICES, LLC, McCleary, WA

SPECIALTY CONTRACTOR

Seattle District

Subsurface Construction, Edmonds, WA

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Southern District

Antipodes, Inc. dba E-Z Interface, Tacoma, WA
Nisqually Construction Services LLC, Olympia, WA
Pacific Apex Construction LLC dba CTS, Tacoma, WA

RETRO

The following Inland NW member joined our Workers' Compensation Group Retro program:
Elite Construction & Development LLC

YOUNG CONSTRUCTOR

Shelby Spicer, Siemens Building Technologies, 425.407.4300

MEMBERSHIP CATEGORY CHANGE

O'Brien Construction Co., Inc. – Central – moving from Non-home GC to Retro, moved membership to Inland NW but still participating in Retro

NOT RENEWING MEMBERSHIP

Associate

Builders Alliance – Northern – No reason provided
Armtec LP – Seattle – Closing plant near Washington State
Breedt Production Tooling & Design – Seattle – No reason provided
D. H. Charles Engineering, Inc. – Seattle – Cut back on expenses
PacifiCAD – Seattle – Sold company
Safety Educators – Seattle – Sold company

General Contractor

Whatcom Builders Inc. – Northern – Merged w/Lakeside Industries
Stirnco Steel Structures, Inc. – Seattle – Business closing

Specialty Contractor

Magnum Crane Services, LLC – Seattle – Sold Business
Tradesmen Electric, Inc. – Southern – Main contact left company
Valley Furnace Inc – Southern – Cancelled health insurance

BOARD ORIENTATION

Board of Trustees' Self-Introductions – Board Members introduced themselves and identified their affiliated member companies. They also expressed what they were most passionate about personally and professionally.

Staff Self-Introductions – Staff did self-introductions as well.

Orientation – Bob Marconi with Ashbaugh Beal oriented the Board on its statutory and fiduciary responsibilities as trustees of the association. He reviewed AGC's *Responsibilities of the Board of Trustees' Pledge, Conflict of Interest and Attendance policies, Code of Ethical Conduct, and Board Policy 25* pertaining to "ethical conduct." He asked all trustees to return signed copies of the first two documents to Dani Tijan. Marconi encouraged the trustees to get to know the officers and staff and to look for opportunities to get involved in committees. He encouraged trustees to attend meetings, become familiar with governing documents (*Bylaws, Policies of the Board*), be punctual, come prepared, ask questions, stay informed, debate issues, and serve in good faith, in a manner such trustee believes to be in the best interest of the association, and with such care, including reasonable inquiry, as an ordinarily prudent person in like position would use under similar circumstances.

Board members were encouraged to review the *Board Policies, Bylaws, and Strategic Plan*, which helps guide AGC forward in its current 5-year plan.

Strategic Plan Review – Executive Vice President Dave D'Hondt reviewed the AGC's 5-year Strategic Plan:

BHAG 1: Create a movement for membership, not a market share.		
Membership Numbers as of December 2017:		

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GC (183); SPECIALTY (191); ASSOC. (215): Total: 589						
<i>Membership Numbers as of December 2016:</i>						
GC (183); SPECIALTY (195); ASSOC. (231): Total 609						
(Champions: David D'Hondt, Jake Jacobson)						
Timeframe						
	2015	2016	2017	2018	2019	COMMENTS
Objective III: Have 2 meetings per year with the AGC Officers and the CLC Steering Committee. Timeframe: 2 in 2016 Responsible: David D'Hondt, Andrew Ledbetter		Completed Nov.	Completed Nov.			Two joint meetings held in 2016 & 2017
SMART GOAL 2: Increase membership services. Objective I: Enhance industry knowledge of Safety Team® (ST) as premier and utilize the success of that program to open contracting opportunities for members. Timeframe: 2 years Responsible: David D'Hondt, Mandi Kime, Safety Committee				Sept.		
Objective II: Market AGC Safety Team® to be used nationwide through the AGC of America. Timeframe: 2 years Responsible: David D'Hondt, Mandi Kime, Officers				Sept.		Dave D met with Steve Sandherr AGCA CEO; discussions underway.
SMART GOAL 3: Create overarching marketing plan for member recruitment. Objective I: Create a timeline and material list for action items. Timeframe: 3 months Responsible: Sean Lewis, District Managers				Sept.		Visio Voice Value established
SMART GOAL 4: Collaborate with the Education Foundation at a higher level. Objective I: Work collaboratively with the Education Foundation to explore large scale impact initiative with intention to generate pipeline to construction workforce. Research feasibility and funding of a Construction Academy, generate or expand industry partnerships, and identify local programs with existing construction workforce pipeline. Timeframe: 5 years Responsible: David D'Hondt, Nancy Munro			June/ Dec		2020	2 meetings held in 2017 Collaboration Committee named; Jake Jacobson & Dave D'Hondt represent AGC of Washington.
Objective II: Work collaboratively with the Education Foundation to educate members on the strengths of the next generations. Timeframe: 2 years Responsible: David D'Hondt, Diane Kocer				Sept.		
Objective III: Work collaboratively with the Education Foundation for mentoring opportunities for the next generations in the construction industry. Timeframe: 2 years Responsible: David D'Hondt, AGC Board, Diane Kocer				Sept.		
SMART GOAL 5: Feed the craft worker pipeline. Objective I: BuildWashington.com as a recruiting tool						

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<i>b. Partnering - ongoing</i>						
<i>d. Write bill and pass the bill</i>			Done			Working on funding
<i>e. Advertising campaign - ongoing</i>						
<i>f. Hire Workforce Development employee</i>			April			Melinda Nichols part-time
Timeframe: 3 years Responsible: David D'Hondt, WFD Taskforce						
Objective II: Coordinate messaging to High School students						
<i>a. Construction presentation messaging</i>					Dec	
<i>b. Identify appropriate School Districts</i>					Dec	
<i>c. Coordinate with Unions and CITC to consolidate WD efforts</i>					Dec	
Timeframe: 3 years Responsible: David D'Hondt, WFD Task Force						
<u>SMART GOAL 6: Increase diversity of AGC membership.</u>						
Objective II: Define WSDOT Mentor Protégé Program.			Ongoing			
Timeframe: Spring 2017 Responsible: David D'Hondt, Liz Evans, Diversity Task Force						
Objective III: Define AGCWA DBE Member Promotion Program.			Ongoing			
Timeframe: Spring 2017 Responsible: David D'Hondt, Liz Evans, Diversity Task Force						
Objective IV: Define DBE Recruitment Program.			Ongoing			
Timeframe: Spring 2017 Responsible: David D'Hondt, Liz Evans, Diversity Task Force						
Updated Information highlighted in yellow.						
Completed objectives highlighted in gray.						

BHAG 2: To help elect a pro-business majority in the Washington State Legislature by 2020.						
	Timeframe					COMMENTS
	2015	2016	2017	2018	2019	
Champions: David D'Hondt, Jake Jacobson						
<u>SMART GOAL 1: Increase member participation in GAC.</u>						
Objective I: Create opportunities for Board members to meet with legislators.						After session
Timeframe: 2 years Responsible: Jerry VanderWood, District Managers				Oct.		
Objective II: Create opportunities for FLF to participate in government affairs' activities.						After session
Timeframe: 2 years Responsible: Michele Willms, Andrew Ledbetter, FLF Steering Comm.				Oct.		
Yellow highlight indicates updated information.						
Gray highlight indicates completed objective.						

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BHAG 3: Create an industry leading IT program for members and staff that utilizes leading technologies and eases interface.						
(Champions: Kelly Barber, Sean Lewis)	Timeframe					
	2015	2016	2017	2018	2019	COMMENTS
SMART GOAL 1: Improve technology at AGC of Washington.						
Objective I: Form a Technology Task Force including CLC members to advise the AGC of WA on technology matters including social media strategies and report to the AGC of WA Board.						
Timeframe: December 2017				Dec.	Dec.	Changed to 2018
Responsible: Kelly Barber, Sean Lewis						
Objective II: Partner with FLF to test and suggest improvements to the new website and database.						Changed to December, 2018
Timeframe: June 2017				Dec.		
Responsible: Stacy Mullane, Sean Lewis, CLC						
Updated information highlighted in yellow.						1/18/2018
Completed objective highlighted in gray.						

D'Hondt reported that Shana Peschek with the Construction Center of Excellence and AGC's non-member Board of Trustees' member will be chairing the Workforce Development Task Force. Per Frank Imhof, Board member Chris Lang would like to serve on this task force.

Per D'Hondt, David Bal would like to serve on the Diversity Committee.

Past President Jake Jacobson reported that the Environment Committee is working on appropriate verbiage for a SMART Goal for a legislative fix to the MTCA tax.

1st Vice President Paul Mayo advised that a PLA Task Force has been formed to review the effects of government-mandated PLA's. Anyone interested in serving on this task force, please let him know.

ORAL REPORTS

Department Presentations / Orientations - The following departments gave brief orientations to the Board:

- AGC BUILD-PAC by Chief Lobbyist Jerry VanderWood; helping elect business-friendly candidates in the legislature.
- Group Retro by Director of Group Retro Lauren Gubbe; 2nd largest Retro plan in the state.
- Labor by Director of Labor Relations Doug Peterson; Peterson will be retiring after negotiations.
- Membership by Membership Manager Stacy Mullane; 82% membership renewals received to date.
- Open Shop by Central District Manager Dave Kearby; pushing to revitalize this committee.
- Property by Controller Kelly Barber; AGC-owned Seattle building, including marina and parking lot; Fife-owned building; all provide significant revenue to the AGC's operating budget.
- Safety by Safety Director Mandi Kime; Safety Team - 27 years in existence; implementing a safety app in March; job site safety inspections provided for members.

President's Report –

a. Actions taken by the officers since the last Board Meeting:

1. White Women's Waiver (\$5k was billed and disbursed);
2. Spark Washington (Board previously approved \$25k to Forge Washington, which ended up being a political campaign; therefore the \$25k was contributed to Spark Washington for the same purpose.

Action: (Watkins recused herself). It was moved (Bal), seconded (Rogers) and carried with one (nay) to approve the Officers' actions.

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- b. Western Chapters' Meeting recap – Paul Mayo reported on the recent Western Chapters' meeting in San Diego, which provided opportunity for chapter reports. Mayo reported that workforce development continues to be an issue for everyone. Mayo stated that the Asst. Secretary to the Interior spoke on permitting and streamlining the lease process. Anyone experiencing specific lease problems was asked to let D'Hondt or Imhof know. He reported that another speaker, a developer for the Las Vegas Raiders Stadium explained how the natural grass turf would be kept off site and slid into place with unique technology.
- c. Staff years of service recognition –
 - Jerry VanderWood, Chief Lobbyist 15 yrs.
 - Randy Guzman, Asst. Safety Director 20 yrs.

Executive Vice President's Report – Executive Vice President Dave D'Hondt reported on the following:

- a. Board Member Jessica Scarsella – resigned from the Board as she is no longer employed by Scarsella Bros.; she has started her own law firm specializing in estate law.
- b. Culture of Care Month – D'Hondt reported on "Culture of Care Month," an idea that came about by Sonja Forster, Mandi Kime and himself while working with the City of Seattle on acceptable work sites. D'Hondt reported that after learning of a recent incident that occurred in the south Puget Sound area, they (staff) agreed there is a need to place this on contractors' radar. D'Hondt introduced Nwanne Njoku, who D'Hondt has come to know through past involvement with Seattle Vocational Institute (SVI) and King County Construction Career Day. Njoku described a very disturbing incident that occurred last year at a members' jobsite at which he was employed. As a direct result of this incident, AGC is beginning a Culture of Care Month in April to promote cultural care and safety awareness to include but not limited to training videos, job site posters, etc., that is hoped to be an ongoing, year-round venture – a continuing culture of care moving forward.

INTERACTIVE DISCUSSION/ACTION

- Government Affairs Update – Chief Lobbyist Jerry VanderWood reported on the current attempt to repeal I-200, which passed by public vote in November 1998 and states, "The state shall not discriminate against, or grant preferential treatment to, any individual or group on the basis of race, sex, color, ethnicity, or national origin in the operation of public employment, public education, or public contracting." VanderWood advised that GAC has held two meetings on this, but, has no recommendation pro or con at this time. He will keep the Board updated.

OTHER BUSINESS

Future Interactive Issues – President Imhof expressed a desire for more interactive discussion on important issues at future Board meetings. He encouraged Board members to forward onto him ideas for future discussion, which can be prioritized by the Board and time allotted for discussion accordingly. Imhof stated that the April 9 Board meeting will include interactive discussion on workforce development and PLA's.

Announcements

Feb. 20 Seattle District Membership Mtg., 7:30 AM, Broadmoor Golf Club
Mar. 7 Southern District Membership Mtg., 5 PM, Tacoma Country Club
Mar. 20 Seattle District Membership Mtg., 7:30 AM, Broadmoor Golf Club
Apr. 4 Southern District Membership Mtg., 5 PM, Tacoma Country Club
Apr. 9 Board of Trustees Mtg., 11 AM – 1:30 PM, AGC Conference Center
Apr. 17 Seattle District Membership Mtg., 7:30 AM, Broadmoor Golf Club

The meeting was adjourned at 1:30 PM.