

**SUMMARY MINUTES
AGC OF WASHINGTON
BOARD OF TRUSTEES MEETING
AGC CONFERENCE CENTER
MARCH 11, 2019**

BOARD MEMBERS PRESENT

Paul Mayo	Flatiron West, Inc.
John Belarde	Belarde Company, Inc.
Krissy Corrigan	McKinstry Co.
Tanya Davis	Western Ranch Buildings, LLC
JB Gibson	Clise Properties
Curt Gimmetstad	Absher Construction Company
Sean Hilt	Turner Construction Company
Bryan Kelley	Howard S. Wright, a Balfour Beatty co.
Chris Lang	Fisher Construction Group
Patrick McQueen	Lease Crutcher Lewis WA LLC
Matt Osborne	Osborne Construction Company
Ross Pouley	RAP Consulting, LLC
Dawn Stephens	Charter Construction, Inc.
Jeff Tiegs	Lincoln Construction, Inc.
Lindsay Watkins	Ahlers Cressman & Sleight PLLC

BOARD MEMBERS ABSENT

David Bal	Signs Now Washington
Shana Peschek	Construction Center of Excellence
Frank Imhof	IMCO General Construction, Inc.

STAFF/GUESTS PRESENT

David D'Hondt	AGC of Washington
Tim Attebery	AGC of Washington
Kelly Barber	AGC of Washington
Lance Calloway	AGC of Washington
Sonja Forster	AGC of Washington
Lauren Gubbe	AGC Group Retro
Paula Jackson	AGC of Washington
Dave Kearby	AGC of Washington
Mandi Kime	AGC of Washington
Stacy Mullane	AGC of Washington
Dani Tijan	AGC of Washington
Jerry VanderWood	AGC of Washington

CALL TO ORDER

President Paul Mayo called the meeting to order at 11 AM and asked for self-introductions.

FINANCIAL REPORT

President Mayo removed the unaudited December financials from the "Consent Agenda" and asked if there were any questions / comments regarding the financials.

It was moved (Stephens), seconded (Lang), and carried to accept the unaudited December financials as presented.

CONSENT AGENDA

Action: It was moved, seconded (Watkins), and carried to approve / accept the consent agenda items as presented:

- 1. December summary minutes;*
- 2. February Membership Report (reflected below);*
- 3. Central, Northern, Seattle, and Southern district written reports (attached to original minutes).*

Re: February Membership Report

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

NEW MEMBERS

ASSOCIATES

Northern District

Morse Steel Service, Bellingham, WA
Stealth Monitoring, Everett, WA

Seattle District

Aldridge, Seattle, WA
Crisp Imaging, Seattle, WA
Encore Group Northwest LLC DBA Encore Group, Bellevue, WA
Trans Lease, Denver, CO

Southern District

EXXEL SUPPLY COMPANY, Fife, WA

GENERAL CONTRACTORS

Northern District

Redtail LLC, Snohomish, WA

SPECIALTY CONTRACTORS

Northern District

D&D Boring, Stanwood, WA

Southern District

Palacios Painting Co, Puyallup, WA

COMPANIES MOVING DISTRICTS

The following companies have moved their offices:

Andersen Structures – Southern to Seattle

Servco Pacific Insurance – Southern to Seattle

Signature Financial – Seattle to Northern

COMPANIES NOT RENEWING MEMBERSHIP

Associate

KPFF – Seattle – Sees no benefit in membership

TransWest – Seattle – Not in budget

General Contractor

Kiewit/General/Manson AJV – Seattle – Business closing

Specialty Contractor

Omega Riggers & Erectors INC. – Seattle – Business closing

BOARD ORIENTATION

Board Orientation - Attorney 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.

President Mayo reported that Board members as part of their fiduciary responsibility will receive a 990-form later this year, which they will need to complete to satisfy specific legal requirements.

Strategic Plan Review – Executive Vice President Dave D'Hondt advised that next year the Board will do more in-depth planning on its 5-year Strategic Plan.

He reviewed the Strategic Plan as of March, 2019; green highlighted items have been completed.

BHAG 1: Create a movement for membership, not a market share.						
Membership Numbers as of January 2019:						
GC (177); SPECIALTY (202); ASSOC. (217): Total: 596						
Membership Numbers as of January, 2018:						
GC (183); SPECIALTY (191); ASSOC. (215): Total 589						
(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.	Completed Nov.		Two joint meetings held in 2016, 2017, 2018
<u>SMART GOAL 2: Increase membership services.</u> 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						
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						Dave D met with Steve Sandherr AGCA CEO; discussions underway.
<u>SMART GOAL 3: Create overarching marketing plan for member recruitment.</u> Objective I: Create a timeline and material list for action items. Timeframe: 3 months Responsible: Sean Lewis, District Managers				Sept.		Visio Voice Value established
<u>SMART GOAL 4: Collaborate with the Education Foundation at a higher level.</u> 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 AGCWA.
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.	
<u>SMART GOAL 5: Feed the craft worker pipeline.</u>						

Objective I: BuildWashington.com as a recruiting tool						
<i>b. Partnering - ongoing</i>						
<i>d. Write bill and pass the bill</i>			Done			Funded \$30k per year.
<i>e. Advertising campaign - ongoing</i>						
<i>f. Hire Workforce Development employee</i>			April			
Timeframe: 3 years Responsible: David D'Hondt, WFD Taskforce						
Objective II: Coordinate messaging to High School students						
<i>a. Construction presentation messaging</i>						
<i>b. Identify appropriate School Districts</i>						
<i>c. Coordinate with Unions and CITC to consolidate WD efforts</i>						
Timeframe: 3 years Responsible: David D'Hondt, WFD Task Force						
SMART GOAL 6: Increase diversity of AGC membership.						
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						
Green is completed.						19-Mar

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						
SMART GOAL 1: Increase member participation in GAC.						
Objective I: Create opportunities for Board members to meet with legislators.						After session
Timeframe: 2 years Responsible: Jerry VanderWood, District Managers				Oct.	Oct.	
Objective II: Create opportunities for CLC to participate in government affairs' activities.						After session
Timeframe: 2 years Responsible: Michele Willms, Andrew Ledbetter, CLC Steering Comm.				Oct.	Oct.	
						19-Mar

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
<u>SMART GOAL 1: Improve technology at AGC of Washington.</u> 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 2018 Responsible: Kelly Barber, Sean Lewis				Dec.	Dec.	
Objective II: Partner with CLC to test and suggest improvements to the new website and database. Timeframe: December, 2018 Responsible: Stacy Mullane, Sean Lewis, CLC				Dec.		
						19-Mar

D'Hondt reviewed a list of SMART Goals and objectives the Open Shop Committee developed in an effort to promote fair and open competition in the industry. Per D'Hondt, the committee would like to add them to the Strategic Plan either as a new BHAG or to fall under a current BHAG.

Action: After some discussion, it was the consensus of the Board that this should eventually become a new BHAG (#4), but needs to be further refined with clearer, defined goals and timelines. It was agreed to send this back to the Open Shop Committee for fine-tuning before coming back to the Board for review and inclusion in AGC's Strategic Plan; this was moved (Gimmestad), seconded (Stephens) and carried.

ORAL REPORTS

The following departments gave short presentations:

- AGC BUILD-PAC – Chief Lobbyist Jerry Dinndorf
- Culture of Care – Seattle District Manager Sonja Forster (new program started in 2018 developed to celebrate/promote workplace diversity and inclusion in the workplace. AGCA would like to incorporate this program on a national level.
- Group Retro Program – Director of Group Retro Program Lauren Gubbe (highest refund in 2018 of \$63M)
- Labor – Director of Labor Andrew Ledbetter
- Membership – Chapter Events & Membership Director Stacy Mullane (as of 2/19 = 178 GC's, 202 Specialty, 222 Associate members; 86% membership renewals to date.)
- Property – CFO Kelly Barber (City of Seattle building efficiency upgrades, \$14k not budgeted; 5,000 sq. ft. on first floor – physical therapy tenant instead of a restaurant; Evergreens will begin serving breakfast after May)
- Safety – Director of Safety Mandi Kime (Safety Team, Safety Services, Suicide Prevention)
- CLC – CLC Board Rep. Krissy Corrigan (goal is to keep AGC relevant to the next generation; teaming up with *Construction for Change* and the AGC Education Foundation.)

President's Report – President Mayo reported on the following:

1. Western Chapters Meeting – Workforce shortage was universal among attendees. The AGC of Washington chapter ranked number one with its budget and member services. AGC of America continues to experience issues in meeting with the DC administration.
2. Property Manager Paula Jackson was recognized for her 20 yrs. service with AGC of Washington and an additional 8 yrs. employed by a management company that serviced the AGC Building.
3. 2018 Board survey – Copies of the 2018 Board survey were circulated to Board members. It was noted that extra effort will be focused on finding ways for more meaningful interaction/discussion at future Board meetings. Mayo stated he would focus on one meaningful issue prior to each meeting giving Board members time to consider the issue and come prepared for discussion at the meeting. Mayo asked for other suggestions that would encourage Board interaction.

Executive Vice President's Report – Dave D'Hondt gave updated reports on two issues:

1. Prevailing Wage – filed an injunction on behalf of AGC of Washington and taxpayers in the State of Washington. D'Hondt circulated copies from legal counsel of 3 recommended ways to proceed with this issue; each with estimated monetary assessments that did not include time.

The Board reviewed the three recommended legal options.

Action: After some discussion, it was moved (Stephens), seconded (Wagner), and carried to start with Option 3 (includes targeted discovery and disposition of Jim Christensen; est. cost, not including time, = \$50k); then, go to Option 2, if needed. Monies would come out of the Board Contingency Fund (confidential).

2. PLA's – filed an NLRB Complaint on December 21 for the 520-project (*confidential issue*). The NLRB reviewed the complaint and sent the case to the Office of Advice in WA, DC. D'Hondt anticipates general counsel will ask for a citation to be issued followed by a hearing; after the judge rules, it would likely go back to the NLRB.

INTERACTIVE DISCUSSION / ACTION

GAC Legislative Update – Chief Lobbyist Jerry VanderWood gave an updated GAC report, that included:

- SHB 1395 – Contractor liability is awaiting action on the House floor – AGC opposes.
- SB 5457 – Requiring the naming of all subs at time of bid; is awaiting action on Senate floor – AGC opposes
- SB 5970, 5971, 5972 – Senate Transportation Committee Chair Steve Hobbs' \$15B transportation package; passed out of Senate Transportation Committee – AGC supports.

Announcements:

- 4/3 Southern District Dinner Meeting, Tacoma Country Club, 5 PM
- 4/8 Board of Trustees Mtg., AGC East Conference Room, 11 AM – 1:30 PM
- 4/16 Seattle District Membership Breakfast, Emerald Room, 7 AM
- 5/1 Southern District Dinner Meeting, Tacoma Country Club, 5 PM
- 5/7 Seattle District Quarterly Social, Pyramid Brewery, 5 PM
- 5/15 Everett Membership Breakfast Mtg., location TBD, 7:30 AM
- 5/16 Bellingham Membership Breakfast, Bellingham Golf & Country Club, 7:30 AM
- Build Washington Awards Dinner, Museum of Flight, 5 PM
- 5/20 Seattle District Golf Tournament, Inglewood Golf & Country Club, 10 AM
- 7/22-25 AGCA Safety Conference hosted by AGC of Washington, Hyatt

ADJOURN

There being no further business, the meeting adjourned at 1:45 PM.

Dawn Stephens, 2nd Vice President

Date