AGC San Diego Monday Morning Quarterback
Date: December 20, 2010

In the spirit of the holidays, we would like to pass along our appreciation to our valued AGC-San Diego Chapter members.

We wish you all good health, prosperity, and many projects in 2011.

HAPPY HOLIDAYS!
AGC San Diego Chapter, Inc. Staff

2011 AGC President….MARK FILANC

Mark Filanc, the CEO of J.R. Filanc Construction Co., Inc. was elected the 66th President of the Associated General Contractors of America, San Diego Chapter, Inc. by the AGC San Diego Board of Directors during a meeting of the 2011 Board, which was held immediately after the Association’s 83rd Annual Meeting. The Annual Meeting was held last Thursday, December 16th at the Mission Bay Hilton Hotel in San Diego. Mark succeeds Diane Keltner, the President of Synergy Electric Company, Inc. as the Association’s President.

As the AGC President, Mark will be responsible for providing leadership and direction to the AGC throughout 2011. Mark has been active in the AGC for over 20 years. He has served as the Association’s Treasurer, Chair of the AGC Builders Exchange Committee; Chair of the AGC Membership Committee; Chair of the Government Relations and PAC Committees; and as Chair of the AGC Water Authority Liaison Committee. Mark has also been active in labor negotiations as a long term member of the AGC Labor Relations Committee.

J. R. Filanc Construction is a general engineering construction firm that specializes in building, expanding and renovating water and wastewater treatment facilities. The firm is based in Escondido, with offices in the cities of Phoenix, Arizona; Elk Grove, and Ontario, CA. It was recently ranked as the 83rd largest environmental firm in the annual Engineering News Record’s ranking of the TOP 200 Environmental Construction firms.

Mark holds a BS Degree in Environmental Engineering from Cal Poly San Luis Obispo, and an MS in Civil Engineering specializing in Construction Management from Stanford University. Mark is the third member of the Filanc family to serve as AGC San Diego President. His father Jack Filanc was AGC President in 1995 and his brother Pete Filanc was AGC San Diego President in 2002.

The Board of Directors also elected the following as officers of the Association:

Senior Vice President – Dave Carlin, President of Soltek Pacific
Vice President – Jeff Turner, Vice President and District Manager of Flatiron
Secretary/Treasurer – Brian Jordan, Executive Vice President of Helix Electric, Inc.

During the Annual Meeting, the AGC membership elected the following to the AGC Board of Directors:
General Contractors - Four 5-year terms

Tim Penick - President of T.B. Penick & Sons, Inc.
Eric Stenman - President of Barnhart Balfour Beatty
Jeff Turner - Vice President and District Manager of Flatiron
Wes Wise - Vice President of Operations of TC Construction Company, Inc.

Specialty Contractors - One 3-year term

Greg Becker - Vice President of Cement Cutting, Inc.

Past President – One 2-year term

Kevin Elliott – President of ROEL Construction Co., Inc.

The new officers and the Board of "Directors Members will be installed during the AGC Installation Dinner on January 27, 2011. Click Here for a registration form.

It’s a CARB Merry Christmas in Sacramento as Diesel Emissions Rules are Pushed Back Four Years!
By Brad Barnum, Vice President Government Relations

Last Friday afternoon, following a seven hour meeting that included over 110 speakers, the California Air Resources Board (CARB) voted unanimously (10-0) to support amendments to the rules to reduce emissions from off-road and on-road diesel vehicles. The amendments push the original deadlines for construction contractors and other fleet owners to meet the rule’s emissions standard and/or turnover requirements back a total of four years.

Attending the hearing was Thomas L. Brown of Sierra Pacific West, Inc., Jon Cloud of J. Cloud, Inc., and Mike Kennedy, Legal Counsel for AGC of America, who was the second to last speaker of the afternoon:

"I want to thank each of you personally for doing something that I don't have to do, and that is make decisions," Kennedy said. "It's easy to be an advocate. It's easy to get out there on one side and push as hard as you can. It's much harder to decide where to draw the line."

"We've simply been trying to demonstrate that within those constraints and given the policy judgments that you made, we hoped we could find some room to give relief to the construction industry," Kennedy said, adding that he was also very thankful for the CARB staff's ability to publicly change its position when it re-examined the emissions inventory.

Brown re-emphasized the importance of this decision in a phone call to a reporter just minutes before the vote: "We're elated at the mere fact that this deferment to 2014 for the large fleets now gives us business owners a comfortable time to make reasonable and rational decisions as to our infrastructure or the equipment we're purchasing. It's absolutely huge. This is a good step forward, but we'd better be proactive between now and 2014, educating everybody and making proactive moves to meet those regulation mandates that we're agreeing to today."

In her closing remarks prior to the vote, CARB Chair Mary Nichols (pictured with Thomas L. Brown and Mike Kennedy) stated that it had been a "positive journey" since the proposed diesel emissions rule was first adopted in July 2007. She appreciated that the tone of discussion had improved between CARB, the AGC, and the rest of the construction industry, and that a trusting relationship has been created.

AGC will hold a workshop with our diesel emissions consultant, Sean Edgar, early next year to review the final rules and go over expected contractor requirements over the next several years. As was stated above, although the timeframe to comply has been extended, contractors still need to be proactive.
How to Stay in Business and Grow and Prosper After the Great Recession.
By Jim Ryan AGCSD Executive Vice President

I want to convince each and every AGC San Diego member to spend a few hundred dollars to attend a two day planning session/seminar conducted by the firm that many think is the best construction consulting firm in the United States…FMI…Management Consulting. FMI has focused exclusively on our industry since 1953. They are good! The AGC/FMI Workshop is scheduled for February 7 and 8, 2011, and is designed to help your firm thrive as the GREAT RECESSION ends…..Many of us agree that more firms get in trouble as a recession ends than during the recession…and this workshop is designed to position AGC San Diego members to thrive as we transition from a recessionary economy into a normal economy.

Now what exactly am I trying to convey???

Well, along with 430 AGC members, I attended AGC’s Annual Holiday Dinner Dance on December 4th, and as I looked around the Hotel Del's Ballroom it hit me……I'm a little older than nearly everyone in the room…in some cases more than a little older!!! Now that can mean a number of things, but for the purposes of this article it means that I have seen more recessions than most of you….and I have seen the mistakes that contractors make during, and more importantly right after, a recession ends.

Those of you that have survived to this point in the recession are tough….now you need to start the planning process to figure out how to best position your firm as the recession ends. Have you asked yourself some key questions?

- What markets will provide the most opportunity as the recession ends?
- Is your firm positioned to take advantage of these markets?
- Do you have experience in these markets?
- Do you have the trained staff to handle the work as the economy heats up? Your firm is lean…but is it too lean?
- Have you adapted the technology that your competitors are going to present to potential clients?
- How can you leverage what is left of you financial position?
- Is your “marketing network” still in place?
- Do you have relationships with owners and design professionals that are going to lead the industry out of the recession in our area?

Anyway, the list goes on and on….the point is…things have changed during the past few years….the market has changed and will continue to change. You need to take a deep breath and spend a couple of days considering how you are going to position your firm to grow in the future……the last few years you have been spending all of your time trying to survive…..soon you need to figure out how to grow or you may not survive even with an improving economy.

FMI can help! They understand your business. They understand your markets. They understand the transition you are going to need to make as the economy improves. They are the largest provider of management consulting to the construction industry…they have delivered innovative solutions to our industry for years. I have retained FMI numerous times over the years and each time they delivered.

This workshop is a great way for you to start the year. CLICK HERE to obtain a registration form.

Questions? Contact Glen Schaffer at (858) 558-7444, ext 108 or email: gschaffer@agcsd.org

Executive Vice President’s Annual Report

During the December 16th AGC San Diego 83rd Annual Meeting, AGC Executive Vice President, Jim Ryan presented a report to the membership detailing the Association’s past year. Ryan praised the efforts of 2010 President Diane Keltner, Synergy Electric Co, Inc. and the AGC Board of Directors. He also congratulated the AGC Committee Chairs, and the 700+ AGC members that serve on the Association’s Committees. Each Committee Chair was introduced, and the highlights of each Committee’s accomplishments during the past year were recognized.

2010 AGC Committee Chairs include the following:

General Building Contractors’ Council – Don Adair, Swinerton Builders
General Engineering Contractors’ Council – Scott Erreca, Erreca’s, Inc.
Ryan also reported that AGC San Diego membership grew slightly in all categories during 2010. AGC membership included **310 firms in 2000**, and now includes **751 members**. AGC’s Plan Room also included several hundred additional firms that are Plan Room members only. Ryan also reported that the Association’s revenues will exceed disbursements during 2010, and that the Association has a healthy “Rainy Day” reserve fund in place.

**UPCOMING AGC EVENTS…**

**“Let it snow, Let it snow, Let it snow”…AGC 2011 Winter Conference – February 3-6**

There is still time to sign up for the annual AGC Winter Conference!

Join the AGC Winter Conference Co-Chairs **Tom Anderson** from Bergelectric (AGC 2006 President), and **Meredith Schuler** from Burch Construction, and **Dan Smith** from Echo Pacific Construction (AGC Meetings & Events chairman), at this fun, winter wonderland getaway and great networking event.

The AGC Meetings & Events Committee offers the following activities for the 2011 AGC Winter Conference:

- Opening Night Reception & Cocktail Dinner Party
- Ski/Snowboard Friday at NorthStar
  (NorthStar has extended Lookout Mountain, adding 500 vertical feet and over 100 acres of new terrain. Plus they have made their famous tree skiing event better!)
- Ski/Snowboard Saturday at Squaw Valley
  (Site of the 1960 Olympic Winter Games, Squaw is one of the world’s finest year-round resorts. Skiing is spread across six peaks with one of the most advanced lift systems on earth, providing access to more 4,000 acres of skiable terrain)
Snowmobiling Tours
Ice Skating, Snow Shoeing, Tubing, Back Country Tours
(Reserved on an individual basis)
Breakfast Meetings – Friday
Après Ski, Drinks & Appetizers
Saturday Dinner Banquet

Complete the registration form by clicking here, and fax to Rae at (858) 558-8444. You can also contact Rae with any questions at (858) 731-8157 or e-mail at raek@agcsd.org.

New Workers’ Compensation Notice Requirements

As of October 8, 2010 California employers are required to post a revised “Notice to Employees--Injuries Caused by Work” poster. In addition to posting the revised notice, employers must also distribute a new “Your Rights to Workers’ Compensation Benefits” pamphlet to all new employees. Additionally, there is a requirement for employers to begin using the revised “DWC-1 Claim Form / Notice of Potential Eligibility” form.

A final component of the new requirement is for employers utilizing, implementing, changing or terminating a Medical Provider Network (MPN) to create a MPN Notice to post and distribute to injured employees. The MPN information must also be listed on the “Notice to Employees--Injuries Caused by Work” poster and the new hire pamphlet.

More information regarding the new requirements can be found on the Division of Workers’ Compensation frequently asked questions site: http://www.dir.ca.gov/dwc/mpn/DWC_MPN_FAQ.html#2.

Failure to comply with the new posting requirements can lead to fines of up to $7,000.

Click below for the updated Workers’ Compensation Forms:

Notice to Employees--Injuries Caused by Work: http://www.dir.ca.gov/dwc/noticeposter.pdf

2011 Holiday Calendar

The following recognized 2011 holidays will be observed by the San Diego AGC and will be observed as holidays on Prevailing Wage Projects:

New Year's Day       Saturday, January 1, 2011
Presidents' Day      Monday, February 21, 2011
Memorial Day         Monday, May 30, 2011
Independence Day     Monday, July 4, 2011
Labor Day            Monday, September 5, 2011
Veteran’s Day        Friday, November 11, 2011
Thanksgiving Day     Thursday, November 24, 2011
Day after Thanksgiving  Friday, November 25, 2011
Christmas Day        *Sunday, December 25, 2011
                      Monday, December 26, 2011

* When a holiday falls on a Sunday, the Monday following shall be considered a legal holiday.
CALENDAR OF UPCOMING AGC SAFETY & EDUCATION CLASSES...
Class registrations are now available on line for all classes Jan- June 2011.

AGC Education & Safety Training Catalog – January-June 2011

INDUSTRY INSIDER ...

AGC Member Whitson CM announcing its Wet Utility Contractor Close out Auction

AGC Member Whitson CM has closed out of the contracting portion of its business and must “clean out” its warehouse.

Small tools such as: generator, cut-off saw, chainsaw, utility lights, air compressor, lasers, drills, grinder, fire hoses, wheel barrows, hand tools, extension ladders, cutting torch… and new wet utility supplies such as pipes, fittings (PVC and CI), traffic control supplies, sewer plugs, shackles, chains…

In addition, WCM has AGTEK Earthwork 3D Program (complete setup with computer, digitizer table, software) and 2 Ford F-250 Extended Cab Crew Trucks with pipe racks, fuel tanks, tool boxes. Each is in good shape and has been fully maintained.

Please contact Stacy at 858-673-0966 to get an inventory list and to set an appointment to view the inventory. Any reasonable offer will be accepted.

2011 LOOKING AHEAD...
Installation Dinner – Jan 27, 2011- Hilton San Diego Bayfront
AGC Winter Conference- Feb 3-6, 2011 Lake Tahoe
AGC Spring Conference- May 19-22- Fairmont Sonoma Mission Inn and Spa

BE A MMQB GUEST WRITER...
If you would like to be a MMQB guest writer, or include your comment on an article in MMQB, please contact Marcy Knopman at mknopman@agcsd.org.

KEEP US IN THE LOOP...
Please notify us if your company has a change of address, phone/fax, or change of contact person, so we may update our records. Thank you! Click here to make any necessary changes

AGC’s Monday Morning Quarterback is a “hot off the press” and to the point Monday morning briefing on the important issues facing San Diego’s construction industry. It is prepared by AGC Executive Vice President, Jim Ryan, and Vice President Government Relations, Brad Barnum.

Please contact Jim Ryan at jryan@agcsd.org or Brad Barnum, at bbanum@agcsd.org with your comments, or with information that should be conveyed to the industry through this service. Well over 2,000 individuals employed by AGC member firms are part of this system.

To add/delete employees or unsubscribe, contact Marcy Knopman at mknopman@agcsd.org
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