

HCCA 2010 Holiday Party

Volume 14, Issue 12
December, 2010

DIG IT!

THE NEWSLETTER OF THE
HEAVY CONSTRUCTION CONTRACTORS ASSOCIATION



On Friday night, December 3, 2010, some 250 members of the HCCA gathered at the Hyatt Fair Lakes hotel for the HCCA 2010 Holiday Party, Silent Auction and Sidney R. Johnston Memorial Trust Scholarship Raffle.

Memorial Trust Scholarship Raffle.

Despite the obvious economic woes that have befallen our industry over the last few years, turnout for this event was better than expected, and hopes for the future were evident in the conversations and interactions between members.

A smaller but interesting number of items were available at the silent auction, and bidding was as active as ever. As always, at the end of the day there was almost nothing left over. All of the profits from the Silent Auction go towards HCCA charitable activities, and this year we added some \$7,000 to that coffer.

All of the 351 tickets for the Johnston Trust raffle were sold. The \$10,000 winner was Caroline Davison (mother of Jon Davison of HCCA member firm Ricky L. Brown). There were also five \$1,000 winners as well.

A special event was included in this year's program. The Board of Directors of the HCCA awarded a Lifetime Membership to long-time member Stuart McCuin (formerly of HCCA member firm American Infrastructure) in recognition of his many years of faithful voluntary service to the Association.

Dinner, dancing, and just good camaraderie between the members filled out the balance of the evening. As always the Holiday Party was a success. Thanks to all those who attended and/or supported the activity.



The staff of the HCCA wish you all a happy, healthy and safe holiday season, and prosperity for your companies in the new year.

*Les Eszenyi, Janice
and Ken McIlvoy*

HCCA 2010 Holiday Party



**Fresh from the HCCA sponsored
COSS® class, new graduates are singing
the praises! Is it time you join the chorus?**

**Meet the New 2011-2012
HCCA Directors**

The Certified Occupational Safety Specialist (COSS) program is producing qualified safety practitioners and the most recent graduates come from all realms of the safety industry. Here is what your peers had to say about the last COSS class sponsored by the Heavy Construction Contractors Association:

- “Absolutely one of the can’t miss courses available to the safety professional in the field today.” – Herb Munker
- “I have been in safety over 13 years and I have to say this has been one of the best programs I have attended.” – Matt Murphy
- “I would advise anyone...who may be in charge of the safety department to consider this class as to further gain knowledge in this field” – Sean Knick
- “This course was dynamically packed with a wealth of information that all safety professionals should be exposed to.” – J.R. Glascock

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COSS is a curriculum-based program designed for safety practitioners. This course gives an edge to those involved in making the workplace safer. It provides the essentials every practitioner needs to achieve immediate results after successfully completing this 40-hour class.

COSS graduates brandish the 3-year COSS designation. They also receive the OSHA 10-hour Construction and 10-hour General Industry completion cards.

If you are interested in learning how you can add value to your career and join a group of distinguished COSS graduates nationwide visit www.coss.net or

contact Janice, at (703) 392-7249 or janice@hcca.net. Our next class will take place on February 7 – 11, 2011.

David A. Burns (SW Rodgers Company) began his career with S.W. Rodgers in 1986, working in the field in various capacities. He specialized in estimating and project management throughout most of the 1990's, and since 1998 held the position of Chief Estimator for the Rodgers company.

Tom Morgan (Virginia Paving Company)

His bio information has not been received by the time of distribution and will be in a future newsletter.

Kim Paulson (Luck Stone) comes from a construction family where she actually drove tractor trailers and dump trucks for ten years. Twenty years ago she went to work for Luck Stone at the Fairfax plant, and is currently sales representative for the Culpeper and Bealeton locations. Kim's husband Warren is also a Luck Stone associate and is the Plant Manager at the Fairfax Plant. Kim has a married daughter named Grayce who has two awesome boys, and she also has a sixteen year old step son named Justin. Kim says that just a few of the things that she thoroughly enjoys are hunting, riding her Harley, playing golf and being a grandmother.

David Riemenschneider (Vulcan Materials) started working as a summer intern with Vulcan in dispatch and sales while he was in college. Upon receiving his degree in Economics from Virginia Tech in 2006, he started working in sales and marketing for Vulcan. Since he began his career with Vulcan he has handled sales responsibilities in various areas throughout Northern Virginia. Currently Dave handles sales for the Manassas Quarry, Edsall Road and Van Dorn Street yards.

Conflicting Comments on Transportation Funding In Advance of General Assembly Session

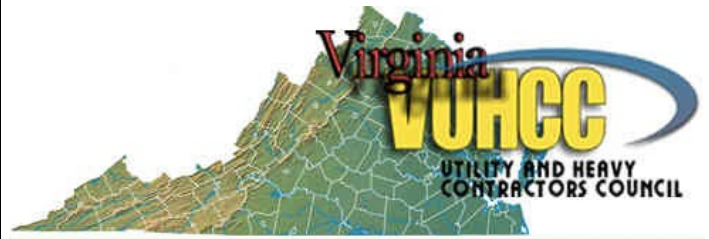
VIRGINIA UTILITY & HEAVY CONTRACTORS COUNCIL
ANNUAL MEETING OF THE BOARD, DECEMBER 10, 2010
RICHMOND, VIRGINIA

On December 9, 2010 Governor McDonnell declaring "It's time to make prudent investments in transportation" and "We've got to do better and do better now," when he announced some initial pieces of the transportation funding program he intends to pursue in the 2011 Virginia General Assembly. The Governor said additional components will be announced between now and January and that funding transportation will be a "multi-year effort."

Specific elements announced include: **Lock box** – Introduce a constitutional amendment to lock up the Transportation Trust Fund from raids from future Governors and General Assemblies. **State Transportation Infrastructure Bank** – Make direct investments, loans and loan guarantees for projects such as I-95 HOT lanes, the Coalfields Expressway and local, smaller projects. Initial funding would include \$250 million in one-time "audit funds" and \$150 million in anticipated state surplus. **GARVEE Bonds** – Authorize use of this mechanism to leverage future federal dollars. **HB 3202 Bonds** – Raise the level of annual sales from \$300 million to \$600 million. Details on how the increased bond payments would be financed were not provided. **Revenue Sharing** – Lifting the current \$1 million per project cap and the \$50 million program maximum.

Essentially, the Governor proposes to accelerate and leverage the investment of existing funds and use future revenues to build projects today. The Governor estimates total investment over the next three years at \$3 - \$4 billion.

However, while accelerating funding into projects to take advantage of favorable construction pricing is good news for the short-term, absent from the Governor's announcement was new, sustainable, longer-term maintenance and construction funding that the Governor in the past has acknowledged as essential to an overall solution. Subsequent to this announcement Representative Tom Rust publicly stated that there may be no discussion of transportation funding brought forward at the General Assembly Session in January.



The Stakeholders, Heavy Construction Contractors Association (HCCA), Richmond Area Municipal Contractors Association (RAMCA) and Hampton Roads Utility & Heavy Contractors Association (HRUHCA) met by their representatives on a cold and windy Friday.

The business of the VUHCC included the minutes from the last meeting of November 10, 2009 which was accepted as written and included into the record. The treasurer's report was also presented with all deposits and withdrawals and the balance was accepted, and by majority vote included into the record. Under the old business "fire marshals/arrests" seemed to have disappeared into the abyss. Under new business a number of issues have raised their ugly head in need of combined effort and unified direction. In the arena of the State Corporation Commission, specifically in the web ticket entry area, the emergency tickets, three-hour notices, and cross street/white lining are of major concern. "Emergency" Excavation is defined as follows: "means a sudden or unexpected occurrence involving a clear and imminent danger, demanding immediate action to prevent or mitigate loss of, or damage to, life, health, property, or essential public services." Three-Hour ("3-hour") tickets shall only be used by the excavator when the excavator has: (1) given proper notice to Miss Utility of a proposed excavation area; (2) waited in accordance with the time required by law; (3) conducted a site inspection of the proposed excavation area, and; (4) determined that there is clear evidence of an unmarked underground utility line(s) in the area of the proposed excavation. The consensus of the assembled group is that white lining should be the last resort not legislated as a front line necessity.

Transportation and transportation funding has many branches and many options, however, it is not likely to be in front of our legislators in the 2011 session. Budgets and budget cuts will dominate the legislative session along with redistricting and accountability.

Finally, the inspection procedures and related bedding stone requirements are of interest to all contractors in the Commonwealth of Virginia. It is a combined opinion that 21-A and 21-B are not the best material to bed storm drains and other pipe. The long time use of #57 stones is the preferred bedding at least half way up the pipe. Other VDOT concerns are the inspection responsibilities which should be the Developer's contract with Independent Service Providers (approved by VDOT) just as they do for all other of the other inspection requirements. **TIMING:** The earlier in the construction process the better. It is imperative that these procedures not be allowed to languish until the time for a final acceptance. **TOLERANCES:** The VUHCC feels that the allowable tolerances should be in agreement with the Manufacturer's Specifications.

New Member Focus



Commercial Concrete, Inc was founded in 1987 by Gary M Nolting (CEO) in the Northern Virginia Area. The President of the company, Robert J. McLoughlin joined the company in 1996, and in 2001 the Vice President, Marc P. Lavery came aboard. Additionally, Erik Ivers, our Chief Estimator joined us in early 2010. Commercial Concrete, Inc. believes and practices; Safety, Quality, and Customer Service. These core values have proven over time to keep Commercial Concrete, Inc. strong in today's economy and believe they will do the same in the future.

Commercial Concrete, Inc provides a full range of concrete and asphalt services for Builders, Developers, Industrial and Real Estate Managers in the Virginia, Maryland, and District of Colombia.

Services Available;

- Bond release concrete & asphalt –New and Replacement
- Custom concrete – Colored, stamped, and Exposed finishes
- ADA Ramps– Compliance with all current standards – New and Replacement
- Footings, Concrete Paving, V-Ditches, Pool decks, driveways, steps, and building slabs.
- Lightweight Concrete and waterproofing
- Asphalt trail work – New and Replacement
- Site work – New and replacement sidewalk, curb and gutter, aprons
- Asphalt road work, parking lots, and driveways – New and Replacement
- Drainage systems

Commercial Concrete, Inc knows that providing customer service, innovative solutions, and value to all our clients helps support the long term relation-



B & B Signal is ideally positioned to manage a variety of projects in the mid-Atlantic region. We're large enough to offer the in-house resources required for major, complex

projects- yet small enough to ensure responsiveness and flexibility when needed, as well.

A New Level of Contractor: By investing in the right people, equipment, and resources, we have lifted the Traffic Signal business to a new level. We are a hybrid company in a sense - able to multi-task, solve challenges, and manage many disciplines that enable us to perform on larger projects to smaller jobs only requiring general maintenance. We offer a remarkable level of experience throughout our management and staff.

Total Signalization Development Capabilities: B & B Signal is sized to manage any Traffic Signal project, from planning to design. Throughout the project, we deliver one hundred percent commitment. This begins in our extensive planning and continues all the way through to the closeout meetings after work is completed. We act on problems - quickly and efficiently.

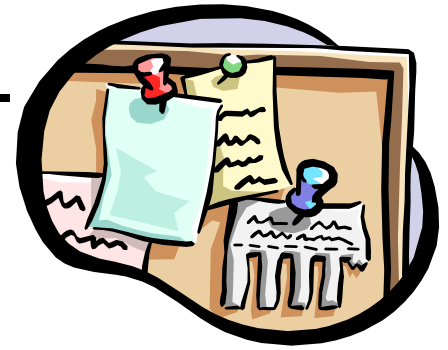
Ample Facilities In-House: B & B Signal is a full service Signalization contractor. Our own shop and mechanic bays support our many pieces of equipment and trucks.



Brown & Brown is a lean, decentralized, highly competitive, profit oriented sales and service organization comprised of people of the highest integrity and quality, bound together

by clearly defined goals and prideful relationships. We are ranked the seventh largest independent insurance intermediary. We take great pride in the success we have achieved and in the success of our clients. Our goal is to provide service at the local level, through our knowledgeable local insurance professionals who understand the local market conditions. Our unique culture enables us to quickly chase down new opportunities and adapt our products and services to best meet market demands and satisfy our many and varied clients. With offices in over thirty states and access to virtually all forms of insurance protection, from property and casualty, life, employee benefits, surety bonds, inland marine and more, we are ready to be your insurance partner. We are a large company with a small company attitude.

Association Bulletin Board



Loudoun County Chamber of Commerce: At a recent meeting of the LCCofC, HCCA was approached by two members of that organization requesting that our members be informed of their service offerings. Out of courtesy, and with no expressed or implied support or recommendation, we present you with the following information for your information and action if so desired:

Compound Profit Advisors

Anuj Mehta

Regional Director/Principal Advisor

(877) 386-3716

www.cprofit.com

We are dedicated to helping businesses grow, create jobs, and Compound Profit by improving their cash flow through **working capital factoring**, reducing their operating costs, and increasing their bottom line. We customize solutions for a variety of challenges that small businesses face. Our local and personalized service is unique to the alternative finance and consulting industry, in that we provide fortune 500 level consulting and support to even the smallest of companies. As an example, we provide working capital and equipment financing to businesses turned down by banks, then customize solutions to help them grow and become bankable in the future. We also offer purchase order financing services, medical factoring and billing, equipment financing and a highly acclaimed, affordable business credit builder program

Smart Benefit Options

Mike Bradley, Principal

(703) 623-6496

www.smartbenefitoptions.com

Paying for your employees' health insurance can be a huge investment but you can [reduce health care costs](#) with help from **Smart Benefit Options**. Our company consults with organizations to restructure how they pay for their health benefits. Through a little-known provision of the U.S. tax code, we show you how to reduce the cost of insuring employees with a Health Reimbursement Account (HRA). Smart Benefit Options supports the management of benefits programs through our partner—a third party administrator who manages HRA's for over 35,000 members during the past eleven years. We review your current health care insurance bill and summary of benefits, along with a claims history, and provide a spreadsheet analysis, of cost savings, risk factors, and administrative charges, for your review.

HCCA 2011 Membership Directory

Work has begun on the preparation for the publication of the 2011 Membership Directory and updating of the web site (www.hcca.net). All members have been provided with a copy of their current information, and have been requested to return to the office any updates that are required for the new year.

Additionally, information about the placement of ads in the 2011 directory has also been provided to those who advertised last year as well as an encouragement to all other firms that would like an annual presence in the printed directory.

To be included in the 2011 Member Directory you must have paid your dues or made arrangements for quarterly billings.

Only dues-paying organizations will appear in the "Membership" section of the book. Non-dues-paying organizations will appear in the new "Industry Partners" section.



The Chesapeake Region Safety Council was recognized by the National Safety Council at their Chapter Awards Luncheon in San Diego, CA in

October for outstanding achievement in providing Emergency Care programs. The Chesapeake Region Safety Council (CRSC) is one of 30 chapters of the National Safety Council and is also an OSHA Training Institute Education Center offering classes throughout the Mid Atlantic. The CRSC currently has more than 900 Emergency Care Instructors providing a variety of classes to employees in their companies and also to the public. The CRSC received Best Performance Awards in First Aid, CPR & AED and Blood Borne Pathogens. They were also recognized as Best Improvement in First Responder, meaning improved growth in providing First Responder training.

HCCA Officers and Directors for 2011

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Ridge Limited

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Atlantic Contracting and Materials

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David Riemenschneider
Vulcan Materials

Blair Stewart
VA Utility Protection Services

Changes to Virginia Law Will Help Prevent Cross Bores and Increase Public Safety

By Ashley Mansfield

*Division of Utility and Railroad Safety
Virginia State Corporation Commission*

The use of trenchless excavation equipment to install utility lines has certain advantages over open cut operations. Trenchless excavation can significantly reduce the impact to the community when properly performed, but there are significant public safety risks that need to be addressed when utilizing trenchless technology. Although the goal is to install utility lines quickly and safely, you may unknowingly be creating a situation that could endanger your life and the lives of others. If a sewer line is not marked and its location is unknown, you may be running the risk of accidentally boring through the line, creating what is commonly referred to as a cross bore.

Although the goal is to install utility lines quickly and safely, you may unknowingly be creating a situation that could endanger your life and the lives of others.

HOW DOES IT HAPPEN?

Today, more and more utility companies and their contractors are installing underground utility lines using trenchless technology. The Virginia Underground Utility Damage Prevention Act (“Act”) requires any person intending to make or begin an excavation or demolition to notify Miss Utility at 811 and request the marking of underground utility lines in their area of excavation. After existing utility lines are marked, excavators

are required to hand dig and expose all utility lines in the bore path to their extremities before they bore over or under the lines. If a sewer line is not marked or the excavators do not take all reasonable precautions to avoid damaging existing lines, the excavators may end up boring through the sewer line and installing gas piping, electric or telecommunication cables inside the sewer line without even knowing it.

CROSS BORES PRESENT SERIOUS DANGER

A cross bore can go undetected for months or even years. Eventually, a sewer backup develops and a professional plumber is called to remove the blockage. It is a common practice for plumbers to use a mechanical rotary device to root out the blockage. This process almost always damages the utility line that was bored through the sewer line. If an electric line is cut, the plumber runs the risk of electrocution. If a gas line is damaged, gas can migrate through the sewer facilities into homes and buildings and result in a major accident that may involve death, injuries, and significant property damage.



GAS LINES BORED THROUGH SEWER LINES (CROSS BORES)

STAKEHOLDERS RESPOND

Due to the serious public safety risks associated with cross bores, Virginia stakeholders



agreed that the Act should be amended to include marking requirements for sewer laterals, as well as additional requirements for excavators utilizing trenchless technologies to install or maintain gas or electric utility lines when sewer laterals may be impacted by their work. During the 2010 session of the General Assembly, House Bill 1230 was introduced containing recommendations from Virginia stakeholders. The bill was signed into law by the Governor in April 2010 and will go into effect on January 1, 2011.

To further assist in preventing serious accidents and future cross bores, a number of additional best practices were approved by Virginia's Damage Prevention Advisory Committee in August 2010.



EXPLOSION RESULTING FROM A CROSS BORE IN AUSTELL, GEORGIA

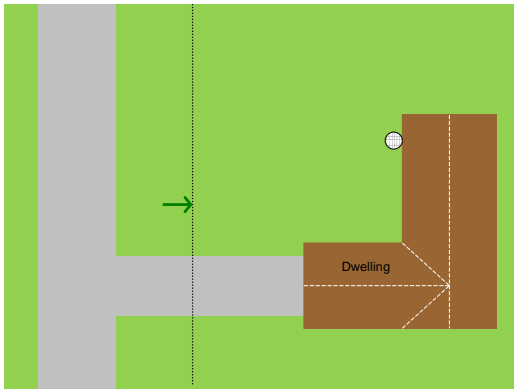
HOW CAN YOU HELP?

You can do your part by following the requirements of the Act, best practices regarding sewer laterals, and the safety precautions suggested below. Before starting the process of trenchless excavation, remember to:

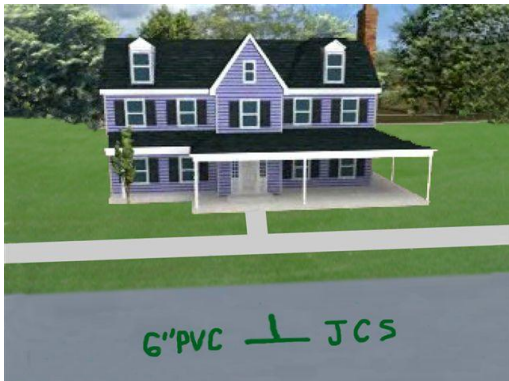
- Call 811 and request a Miss Utility ticket to get the underground utility lines in your excavation area marked.
- Before beginning excavation, use visual evidence, such as cleanouts or patches in pavement where sewer lines have been previously exposed, knowledge of the proposed excavation site, and/or other available information such as records to determine if a sewer system or private sewer lateral may be impacted by your excavation.
- During the visual inspection of the proposed site make a reasonable effort to determine the probable path of the sewer lateral that may be impacted by your excavation. This may include working with the owner, occupant, or building maintenance personnel to determine the location of the sewer facilities.
 - If any evidence of a sewer lateral, such as a cleanout, is discovered, make a reasonable attempt to determine if a tracer wire exists.
 - If a tracer wire exists, use the tracer wire to locate the sewer lateral with locating equipment.
 - If a tracer wire does not exist, use evidence and other information provided to determine the path of the sewer lateral and plan the excavation so as to eliminate or minimize conflict with the lateral.
- Review information that is provided by the sewer system operator or private sewer lateral owner including markings and/or records.
- Meet with the sewer system operator onsite if they have additional information about the location of the private sewer lateral.
- In the event a sewer lateral cannot be located, do not use trenchless technology in the excavation area.
- In the event the property is serviced by a septic or similar private system, work with the property owner to determine its location and protect those lines.
- Other locating methods such as ground penetrating radar, cameras, fish tape, sondes, or hand digging may be used to locate the lateral.

Virginia Underground Utility Marking Best Practices

A green arrow is used to indicate the location of where the sewer system lateral or private sewer lateral meets the edge of the public right-of-way or public sewer easement. This arrow is used to indicate that the utility line continues outside the right-of-way or public sewer easement, but shall not be relied upon as to the direction of the utility line.



A green "T" symbol shall be used to indicate the location of where the sewer system lateral or private sewer lateral connects to the sewer system main.



IF A CROSS BORE IS DISCOVERED

A situation involving a cross bore can place the equipment operator, the surrounding community, and third party repair persons in an extremely dangerous situation. If a cross bore is discovered, stop all work and immediately contact the utility operator(s) that may be involved.

In addition, if you suspect a natural gas leak by smelling, seeing, or hearing gas escaping, be sure to evacuate the surrounding area, call 911, contact the gas company, and take all reasonable precautions to safeguard life, health, and property.

Once the area has been made safe, and repairs completed, you can proceed with your work.

NEW TRAINING PROGRAM

The Division of Utility and Railroad Safety of the Virginia State Corporation Commission has developed a new training presentation to address the responsibilities of all stakeholders regarding the marking and protection of sewer systems in Virginia. If interested in receiving training on the requirements of the Act contact Frank Hudik at (804) 371-9980.

To learn more about the amendments to the Act, best practices regarding sewer laterals, or to receive free literature on Virginia's damage prevention message, contact the Division of Utility and Railroad Safety at 1-800-552-7945 or 804-371-9880, or email us at: vadamageprevention@scc.virginia.gov.

Remember, damage to underground utility lines can cause far-reaching consequences, from serious injury and environmental damage to the loss of vital resources we depend on every day. Preventing damage to these facilities is a responsibility shared by all stakeholders.



“BUSINESS PARTNERS”

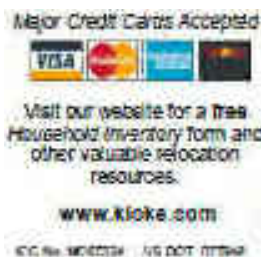
ATTENTION ALL EMPLOYEES OF MEMBER FIRMS

The Heavy Construction Contractors Association (HCCA) has formed a Business Partner relationship with two (2) Companies with many more to come. This contractual relationship is to benefit all of the employees of our member firms. Utilize the discounts offered by the Business Partners by going on line at the Association’s home page web site, www.hcca.net print and clip the coupon(s). Present the coupons at the time of service or product purchase and enjoy the discount. It is the intent of the Association to ease the financial burdens placed upon the member firm principals and owners by increasing non-dues revenues and to involve the employees in the many facets of the Association’s activities.

“SOCIOS COMERCIALES”

ATENCIÓN TODOS LOS EMPLEADOS DE LAS FIRMAS DE MIEMBRO
La asociación de los contratistas de construcción pesada (HCCA) ha formado una relación del socio comercial con dos (2) compañías con mucho más para venir. Esta relación contractual es beneficiar a todos los *empleados* de nuestras firmas de miembro. Utilice los descuentos ofrecidos por los socios comerciales yendo en la línea en el Web site del Home Page de la asociación, impresión de www.hcca.net y acorte las cupones. Presente las cupones a la hora de servicio o de compra del producto y disfrute del descuento. Es el intento de la asociación para facilitar las cargas financieras puestas sobre los directores y los dueños de la firma de miembro aumentando réditos de las no-deudas y para implicar a los empleados en las muchas facetas de las actividades de la asociación.

Here are the ads from the first 2 Business Partners:



Calendar of Events (Dates, Locations, & Times Subject To Change)

January 2011

1/8-Defensive Driving Falls Church
1/14-Defensive Driving (Friday)
1/19-Dinner Meeting (Evergreen)
1/22-Defensive Driving
1/25-OSHA 300 Log

February 2011

2/1-4 OSHA 510
2/5-Defensive Driving (Falls Ch.)
2/7-11 COSS
2/12-Defensive Driving
2/14-16-Safe Supervisor
2/22-25-OSHA 511
2/25-Defensive Driving (Friday)

March 2011

3/7-11-OSHA 500
3/12-Defensive Driving (Falls Ch.)
3/18-Defensive Driving (Friday)
3/25-Safety Rodeo
3/26-Defensive Driving



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