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**OHIO**

**MAY 2018**

**BUILDINGS**

THE OFFICIAL PUBLICATION OF THE ASSOCIATED GENERAL CONTRACTORS OF OHIO

## Register now for the 2018 AGC of Ohio Scholarship Golf Outing!

AGC of Ohio's 2018 Golf Outing will be held on Friday, May 11 at Northstar Golf Club in Sunbury, Ohio. The deadline to register is May 4th.

Registration begins at 9:00 a.m., shotgun start is at 10:00 a.m. and lunch will be provided on the course. There will be an after-golf raffle and hors d'oeuvres will be served. All proceeds benefit the AGC of Ohio Scholarship Fund.

If you cannot play golf with us, you can still support the Scholarship Fund by sponsoring a hole, donating an item for the raffle (i.e. golf equipment, tickets to sporting events, cash, etc.) or by purchasing raffle tickets.

Contact Parker Brown at [parker@agcoho.com](mailto:parker@agcoho.com) or call (614) 486-6446 for more information.



**[REGISTER HERE](#)**

## Safety Meeting & Presentation on Motor Carrier Safety Rules

The next AGC of Ohio Safety Meeting, scheduled on May 11 at the AGC office in Columbus, will include an update on federal and state motor carrier safety rules. The guest presenter will be Lillian Lancaster with the Transportation Enforcement Division of Ohio Public Utilities Commission of Ohio, the agency that enforces motor carrier rules in Ohio. She will provide general information about the inter- and intrastate rules and changes including the ELD Rule, National Registry of Certified Medical Examiners (Medical Examiner's Certification Integration Rule), etc.

The meeting will begin at 9:30 a.m. with the motor carrier presentation and conclude before noon. Other agenda items include OSHA regulatory and enforcement activities, AGC and divisions safety efforts, workers compensation, and pertinent safety health matters of interest. The meeting is open to all AGC of Ohio members and free of charge. RSVP attendance to Andrea Ashley at AGC of Ohio: [andrea@agcoho.com](mailto:andrea@agcoho.com) or (614) 486-6446.



## Don't Forget to Vote in the Primaries on May 8

Ohio's primary elections will be held on Tuesday, May 8.

The Ohio Secretary of State's [website](#) provides a plethora of voting resources and information, including links to absentee ballots, voter registration, and sample ballots.

## Annual OSHA Safety Stand Down to Prevent Falls in Construction

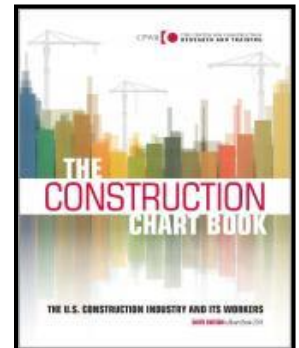
OSHA's [National Safety Stand-Down to Prevent Falls](#) is scheduled May 7-11 this year. The annual event encourages employers across the nation to hold events that week to educate workers about fall protection. It encourages employers to pause during their workday for topic discussions, safety demonstrations, and trainings in hazard recognition and fall prevention.

The OSHA [website](#) provides resources for employers to assist them with planning stand-down activities.

## The Construction Chart Book

The sixth edition of [The Construction Chart Book – The U.S. Construction Industry and Its Workers](#) is now available. The resource provides complete data on all facets of the U.S. construction industry: economic, demographic, employment/income, education/training, and safety and health issues, plus much more in one place. It can be [downloaded](#) free of charge, and is produced by the Center for Construction Research and Training with support from a National Institute for Occupational Safety and Health grant.

This [new edition](#) not only offers on-demand access to the charts and data, but also includes interactive features that enhance the user's experience. Users can click on terms to access definitions instantly, and easily enlarge charts and tables within each page. References, citations, and databases are also hyperlinked so users can further explore these sources.



## AGC, OCA Collaborative Workforce Initiative [I Build Ohio](#) To Go Live, Coinciding With Ohio's [In-Demand Jobs Week](#)

Ohio's first ever [In-Demand Jobs Week](#) is scheduled for May 7-11. Coinciding with the celebration, AGC of Ohio and the Ohio Contractors Association (OCA) will begin marketing their newly formed initiative to combat the growing workforce shortage in May. AGC of Ohio and OCA partnered with "I Build America", a nationwide initiative designed to change the perception of construction, to create an Ohio specific campaign: I Build America - Ohio. It features a new [website](#) that serves as the driving force for the initiative's messaging and a related marketing campaign.

I Build Ohio promotes the commercial construction industry to students, as well as provides outreach tools for employers, resources for educators and influencers, and information for parents. A marketing team was hired to create a strategy to maximize messaging and outreach. Efforts will focus on reaching the appropriate audiences through a variety of different platforms. Data will be collected to measure and analyze the impact of each campaign.

The website – [www.ibuildamerica-ohio.com](http://www.ibuildamerica-ohio.com) – goes live May 1, and the initial marketing campaign will be launched concurrently. Employers can access materials from the [employer toolbox](#) for I Build Ohio by filling out a simple form on the [website](#).



For In-Demand Jobs Week, Community leaders and employers are encouraged to plan events and activities that will inspire excitement and awareness among students and job seekers. A [Guide for Businesses and Workforce Professionals](#) has been produced by Ohio Jobs & Family Services. The Ohio Means jobs [website](#) is another resource with tools for career seekers, including links to in demand jobs (many of which are in construction fields), free assessments and training, practice interviews and tips, and internships and coops.

**Spread the word about [I BUILD OHIO](#) and celebrate In-Demand Jobs Week!**

**For more information, contact Parker Brown at AGC of Ohio. Email: [parker@agcoho.com](mailto:parker@agcoho.com)**

## UPCOMING WEBINARS

AGC WebEd, hosted by [AGC's Business Development Forum](#) Steering Committee.

Join us Wednesday, May 9, 2018 from 2:00 – 3:00 pm EST as we present:

### CRM Systems: Keys to Success

Since their inception in the 1990s, CRM systems have been hailed as the magic bullet for solving all sales and relationship management problems in business. In many cases they have been just that, but more often than not they fail to live up to the hopes and expectations of the companies that deploy them.

Here is an unquestionable fact - from a technology perspective, CRM systems will come out of the box and work. The issues around CRM have to do with implementation approaches and problems with changing the well-established habits of the people that use CRM.

### In This Webinar We Will Introduce Some Reality To The CRM Discussion By Exploring:

- The spectrum of available CRM solutions
- Things to consider in an implementation
- Common implementation problems and pitfalls
- Some uses of CRM data

Tips for successful implementation For more information and to register, [Click Here](#).

On Thursday, May 10, from 2 to 3:30 pm EDT, AGC Chief Economist Ken Simonson will discuss "U.S. Construction Prospects - Much to Like (Much to Worry About)" in a free webinar produced by ConstructConnect with their chief economist Alex Carrick and American Institute of Architects chief economist Kermit Baker. [Register Here](#)

### AGC WebEd: Building Bridges: Working in Construction and Tech as a Woman

*June 21, 2018 - 2:00pm to 3:00pm*

As a fast-moving industry, we're all constantly focused on moving forward and putting more boots on the ground to increase our labor pool and advance our industry. Listen in as expert leaders cover the best practices and benefits of bringing more women into tech and construction. Catch crucial tips for every stage: from building the pipeline through education, to getting jobs and the workplace, to mid-management and up - with executive's closing the loop through mentoring new team members and inspiring and equipping the next generation. Learn key strategies to use for your personal career advancement as well as practical tips for companies looking to diversify and draw more women to their team. From the foundations up, we can build better, together. [More Info](#)

## OFCC Conference

The annual OFCC Conference brings together public owners (state agencies/universities, school districts), architects, engineers, landscape architects and planners, construction managers, design-builders, contractors, subcontractors and suppliers, consultants and specialty service providers, and construction attorneys.

In the meantime, put these dates on your calendar:

- **Tuesday, August 7, 2018 - Columbus 1 (Gahanna)**
- **Thursday, August 16, 2018 - Cleveland (Independence)**
- **Wednesday, August 22, 2018 - Cincinnati (West Chester)**
- **Tuesday, August 28, 2018 - Columbus 2 (Gahanna)**

## AGC of Ohio Board Meets with Lieutenant Governor Candidate Jon Husted

Ohio Secretary of State Jon Husted, who is running for Lieutenant Governor alongside Attorney General Mike DeWine, met with the AGC of Ohio Board on Friday to discuss the gubernatorial race and his and DeWine's plans for Ohio should they be elected.

Two items addressed were the importance of improving education and workforce skills for Ohio's economy and the need to simplify regulations that get in the way of business. Husted listened to the concerns brought up by board members and provided feedback on some construction-specific matters.



The DeWine-Husted gubernatorial ticket is being challenged in the Republican primary current Lieutenant Governor Mary Taylor and her running mate, Nathan Estruth. On the Democratic side, there is a crowded primary that includes former Ohio Attorney General Richard Cordray, former Cleveland mayor Dennis Kucinich, former Ohio Chief Justice Bill O'Neill, and state senator Joe Schiavoni.

### Welcome New Members of AGC of Ohio

#### **ADT Security** [www.adt.com](http://www.adt.com)

For over 140 years, ADT has made the security of our customers our top priority. Today, more than 18,000 professionals in over 200 locations throughout the U.S. and Canada ensure that our 8 million customers stay as safe and secure as possible.

#### **Borror Construction Company** [www.borror.com](http://www.borror.com)

Borror combines brilliant design with beautiful craftsmanship to create custom condos, multi-family communities, offices and commercial buildings. Through planning and purchasing, our quality and attention to detail, site cleanliness, and respect for the community make us great neighbors.

#### **Eclipse Co., LLC** [www.eclipsecollc.com](http://www.eclipsecollc.com)

The Eclipse Companies, LLC is a certified FBE, EDGE, ODOT DBE & Ohio Turnpike DBE, RSB, NEORS (WBE & MBE), LPE and SBE union contractor performing work in the states of Ohio, Pennsylvania, and North Carolina. Surrounded by 100(+) employees, all of our services are performed at the highest level of safety, quality, timeliness, and most of all satisfaction.

#### **Triax Technologies** [www.triaxtec.com](http://www.triaxtec.com)

Triax Technologies is committed to developing and delivering the first truly connected jobsite. Guided by the belief that innovative, intelligent technology and real-time data holds the power to transform industries, Triax connects people, places, machines, and other resources to keep stakeholders informed, workers safe, and projects moving forward.

#### **Vandalia Rental** [www.VandaliaRental.com](http://www.VandaliaRental.com)

Vandalia Rental is the premier business solutions provider for construction rental equipment. Family owned and operated since 1961.

## AGC Survey on Drone Use in Construction Activities

AGC has prepared a drone use survey to determine the state the art in drone use on highway, bridge, heavy and civil projects. AGC's Highway and Transportation Division has created a task force to address the use of Unmanned Aerial Systems – aka drones – in civil construction operations. The task force is looking at issues such as: how contractors are using drones in day-to-day operations, what impediments to their use exist, what are best practice recommendations, what technical issues need to be addressed, how can AGC work with FHWA and state DOTs in addressing these concerns. Three members of the task force participated in a national roundtable conference with FHWA, AASHTO, state DOTs and industry representatives in February to discuss how the groups can work together to ensure that no unnecessary impediments are preventing the use of this technology in construction operations from developing. This survey will help guide the task force's efforts. Please take the time to have the person in your company who is the expert on drone use complete [the survey](#).

## Dealing with Legalized Marijuana

On the latest episode of The ConstructorCast, we explore the issue of legalized marijuana consumption and what it means for the construction industry. We talk with Mandi Kime, Director of Safety for AGC of Washington, Jeremy Taylor, Environmental Health and Safety Director for Turner Construction, and Gregg Giles, Trust Administrator for the Washington Construction Industry Substance Abuse Program, about the safety, drug testing, and communications implications for marijuana legalization.

Stream or download the episode here or search for "ConstructorCast" in your podcasts app.



## Ohio EPA Issues New Construction Storm Water General Permit; Many Changes Made Per AGC's Comments

On Monday the [Ohio EPA issued](#) its revised National Pollutant Discharge Elimination System (NPDES) General Permit for Discharges of Storm Water Associated with Construction Activity. The [new permit](#) will expire on April 22, 2023.

AGC of Ohio was part of a coalition of six industry and business groups that jointly submitted [comments on the proposed rule changes](#). The Ohio EPA made many significant revisions to the final permit based on the feedback from the coalition and other entities impacted by the permit (see EPA's [Responsiveness Summary to Comments Received](#)). Some key items that have been changed from the original proposed rule include:

- Removal of a provision that would require the electronic submission of a storm water pollution prevention plan (SWPPP) with all notice of intent (NOI) applications
- Clarification and expansion of grandfathering of existing SWPPP's under the new permit
- Less restrictive post construction water quality treatment to projects under 2 acres.
- Changing the words "perpetual" and "in perpetuity" to "long term," which lessen some potential legal and liability ramifications

Removal of changes for redevelopment; redevelopment will be treated as it was under the previous version of the permit. The Ohio EPA's [construction site storm water website](#) provides additional information about the [new permit](#), including a [fact sheet](#) and [storm water technical assistance documents](#).

## **Kasich and BWC propose \$1.5 billion rebate for Ohio employers**

*Agency's fourth rebate would bring work comp savings to \$8 billion since 2011*

Governor John R. Kasich and the top executive for the Ohio Bureau of Workers' Compensation (BWC) proposed giving Ohio employers \$1.5 billion in premium rebates this summer, expanding workers' comp savings for employers to \$8 billion since 2011. "We've had healthy income and returns on our investment portfolio, and it's only right to share that success with our private and public employers," said BWC Administrator/CEO Sarah Morrison, standing with Kasich at the Land-Grant Brewing Co. in downtown Columbus. "We know that the more money we leave with employers, the more they can invest in their employees and grow their business." Added Kasich: "This is another example of how Ohio is using every tool in the box to make our environment for job creation one of the best in the nation, and our workers' compensation system has been a great partner in our efforts. We're up 500,000 private sector jobs and these additional savings in workers' compensation costs will continue to help our businesses grow and succeed."

The rebate, BWC's largest in 20 years, was proposed to BWC's Board of Directors Wednesday, April 25, and will be voted on at the board's May 24 meeting. If approved, rebate checks would likely be mailed in July and August.

The proposed rebate equals 85 percent of the premiums paid for the policy year that ended June 30, 2017 (calendar year 2016 for public employers). It would follow \$1 billion rebates issued in 2013, 2014 and 2017, as well as a \$15 million rebate in 2016 for counties, cities and other public employers. Of the \$1.5 billion, an estimated \$48 million would go to schools and \$111 million would go to local government entities. That's on top of \$402 million in rebates those public taxing districts have received since 2013 (\$125 million for schools, \$277 million for others).

As with previous rebates, BWC is also exploring a significant investment in health and safety services, the details of which will be announced in the coming weeks. Adam Benner, president of Land-Grant Brewery, said his company expects a rebate of around \$8,500. "We're a young company and our business is steadily growing," said Benner. "This rebate helps us invest in our future." Morrison cautioned that despite recent history, strong investment returns and rebates are a goal, not a guarantee. "Our investments are still growing, but we're seeing the rate of that growth moderate in 2018," she said. "There are lots of variables that influence the market." With this rebate, BWC will have saved employers \$8 billion in workers' compensation costs since 2011 after considering other rebates, credits, greater efficiencies and several rate reductions, including two this year.

More details on the rebate can be found [here](#). An overview of the \$8 billion in workers' comp savings since 2011 can be found [here](#).

## **Lead Pipes, Paint, and Dust: Update on Federal Activities**

Recent meetings and calls for action at the federal level indicate that the Trump Administration is mounting a coordinated and collaborative approach to target all sources of lead exposure. There are a slew of regulatory developments focused primarily on re-evaluating, clarifying, and potentially expanding the U.S. Environmental Protection Agency's (EPA) current program that addresses lead paint hazards – the Lead Renovation, Repair and Painting (RRP) program. In addition, federal agencies are considering other sources of lead exposure, including drinking water and soil. [Click here](#) for an update on federal activities related to lead pipes, paint, and dust.

## **New Business Development Best Practice Available: 5 Must-Ask Questions for Getting Your Website Right**

The Business Development Best Practices are an ongoing effort by the AGC Business Development Forum steering Committee to bring more BD resources and best practices to the AGC membership. Written and developed by industry experts in Business Development, these best practices cover a wide range of topics, from relationship building and sales to marketing and proposals.

This month, the Business Development Forum Steering Committee highlights: Rebuilding a website is no easy endeavor. In her article "5 Must-Ask Questions for Getting Your Website Right", Ida Cheinman, Substance 151, helps you ask the right questions on the onset of the project to keep your team on track and your soon-to-be new website on the road to exceptional.



“THOUGH I DO NOT BELIEVE THAT A PLANT WILL SPRING UP WHERE NO SEED HAS BEEN, I HAVE GREAT FAITH IN A SEED...CONVINCE ME THAT YOU HAVE A SEED THERE, AND I AM PREPARED TO EXPECT WONDERS.”

~ Henry David Thoreau

There are several noteworthy things taking place right now and over the next few months in workers' comp. As mentioned in last month's newsletter, many BWC discount program deadlines are coming up at the end of May, and those dates are listed here. Equally important is the bi-annual **Open Enrollment** to choose your Managed Care Organization (MCO), and also big news from BWC about another potential dividend credit to be given to eligible employers beginning this summer.

### ***Important dates and upcoming deadlines :***

- **April 30 - May 25, 2018** Bi-annual Open Enrollment for MCO selection. ***Please note that if you are already using CareWorks, it is not necessary to take any action; you will remain with CareWorks!***
- **May 1, 2018** Policy year (PY) 2018 estimated annual premium notices will be sent.
- **May 15, 2018** Last date to request a change to your installment plan for PY 2018. Employers may change their premium installment scheduled between May 1–15 online at [www.bwc.ohio.gov](http://www.bwc.ohio.gov).
- **May 31, 2018**
  - Drug Free Safety Program (DFSP) application deadline for a 7/1 start date.
  - Industry Specific Safety Program (ISSP) application deadline for a 7/1 start date.
  - Transitional Work Bonus application deadline for a 7/1 start date.
- **June 21, 2018** Due date for the first installment for PY 2018! *(Please note this was recently updated by BWC.)*
- **June 30, 2018**
  - Early Payment Discount due date (employer must pay *full* PY 2018 estimated annual premium in order to receive this discount.)
  - Deadline to complete Safety Council participation requirements for PY 2017.
  - Deadline to complete ISSP loss-prevention activities for PY 2017.
  - Deadline to complete the ISPP on-site consultation survey (form SH-29) for PY 2017.

**MCO Open Enrollment:** In Ohio we sometimes refer to workers' compensation being a "three-legged stool." One of the legs is the Ohio BWC, the second leg is your third party administrator (TPA) like CareWorksComp, and the last leg is your chosen Managed Care Organization (MCO). Every other year during the month of May, an Open Enrollment takes place for Managed Care Organizations. This is the only time as an employer that you're permitted to change your MCO. In order for your company to retain CareWorks MCO, **you do not have to do anything**. However if you currently utilize an MCO other than CareWorks, don't miss your chance to enroll with Ohio's most selected MCO - experience matters! Open Enrollment closes on May 25 and an MCO Selection Form is attached.

One of the many benefits of using CareWorks MCO is the interactive claims portal, which now features the ability for employers to stay up to date with what's happening on your claims via customized push notifications sent to your desktop, tablet, or mobile device. The portal also gives you the ability to:

- ◆ Use real-time online injury reporting
- ◆ Perform provider searches
- ◆ Utilize a suite of online tools, 24 hours a day
- ◆ Receive customized reports

Being aligned with CareWorks MCO and CareWorksComp TPA helps us as a team provide you with best in class comprehensive workers' comp services. If there is anything you want to know about the Open Enrollment process, please ask us!

**SHAWN COMBS**, *Director of Business Development*

*CareWorks Family of Companies*

**email.** [shawn.combs@careworks.com](mailto:shawn.combs@careworks.com) **office.** 614.760.3555 / **fax.** 614.210.5889

### **BWC Proposes "More than a Billion Back" Rebate for Ohio Employers:**

Due to strong investment returns and income, Governor Kasich and BWC Administrator and CEO Sarah Morrison proposed returning \$1.5 billion in premium rebates to eligible employers, beginning this summer.

This rebate would represent **85% of premium paid for the 2016 policy year, 7/1/16 - 6/30/17**. It is the biggest rebate in 20 years, and will be voted on by the BWC Board of Directors on May 24. If approved, the rebates will likely be mailed in July and August, except for those employers who participated in a group retro program in 2016. Those rebates will be posted after the 2016 group retro refunds/assessments have taken place this fall.



**AGC Working for You!**  
Check out some of AGC of Ohio's efforts around state government [here](#).





# Upcoming Events

## AGC of Ohio Safety Meeting

May 11th 9:30—12:30

AGC of Ohio office

RSVP: [Andrea@agcoho.com](mailto:Andrea@agcoho.com)

## AGC Golf Outing

May 11th 9:00 AM

Northstar Golf Club

[Register Here](#)

## 2018 Build Ohio

November 9th

Hilton at Easton

Learn More: [Parker@agcoho.com](mailto:Parker@agcoho.com)

# ConstrucTalk

Do you have new employees or has someone received a promotion?

Has your company received an award or recently done anything newsworthy that you would like to share?

Send your information to Taylor Hobbs at [editor@agcoho.com](mailto:editor@agcoho.com).

## SAVE MONEY!

[Businesses and Employees](#)

Support the  
AGC of Ohio  
Education Foundation



is a movement to generate pride and respect for the construction industry, and to recruit young people into the industry as a rewarding and valuable career.

[www.ibuildohio.com](http://www.ibuildohio.com)



# BuildingOHIO

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1755 Northwest Boulevard

Columbus, Ohio 43212

Ph: 614-486-6446 • Fax: 614-486-6498

[www.agcoho.com](http://www.agcoho.com)