



November 6, 2023

“CONSTRUCTING A WAY FOR A BETTER FUTURE”

ECA NEWSLETTER

JOHNS SOAPBOX



Remember-this is an op-ed piece and I do not speak for the ECA or any of its members in this “Soapbox”. These are just my rambblings that hopefully you find thought provoking. Remember-these are my opinions, not those of the ECA or any of its member firms.

Cash is King!

As “cash is king” becomes the mantra for most firms in 2024, it is going to be even more important for you to close out your projects quickly and efficiently. At least quickly and efficiently as your owner allows.

You can only control what you can control, right?

With the tight credit market, and somewhat tight bid market, it might be time to have companies review how they go about closing out contracts and getting their final payment without a long drawn-out process. After many projects that I ran in the past that did not close out quickly, I look back and the process could have been better had we:

1. Reviewed the scope sheets and verified delivery times for submittals and fabrication prior to writing the purchase order or subcontract.
2. Do a better job of locking in our subcontractors to our overall schedule-this includes submission of insurance docs, submittals, warranties, and Operation and Maintenance manuals.
3. Make sure change orders and quantities are accurate, and all the changes and quantities that can be agreed upon are closed out, and are done so before the end of the project
4. If the owner delays a submittal by taking more time than the specs allow for review, put them on notice for delay. Make sure YOU OWN THE FLOAT! Don’t let the owner jack you around by claiming the project owns the float. There are means and methods tricks to make sure the owner refuses responsibility for how you perform the work that puts the schedule float back into your ownership. This is important with bad owners.

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Continued from page 1

5. Use suppliers and subs you know so terms and schedules are easy to assimilate.
6. Don't wait on as-builts, insurance certs, warranties, and other close out docs. Get them early and make sure they are outlined on your schedule.

Organization, communication, follow-up, and being accurate are the key components to a successful closing out of a project. Here is a link to a really good (in my opinion) article on closing out a project - [The Construction Closeout Process Explained | Procore](#).

For many of you ECA contractors, mechanical equipment may not be an integral part of your typical contracts-but MSDS sheets are, and lien releases are, and warranties are still needed. Your contract team need to address the timing of all of those as well as certified payroll documents right up front.

I keep hearing from small contractors that they have 10 projects going at once and they have trouble keeping all of them straight with getting closed out. My suggestion is to spend more time up front and organize your plan of writing subcontracts, purchase orders and getting all documentation on the schedule up front. When it comes down to delivering the product and getting lien releases and other docs, your life will be far easier! Work smarter not harder!

Don't Wait!

That's All Folks

John

Save the Dates for 2024!!!

Installation & Awards Dinner—Saturday, February 24th at Hyatt Regency
ECA Public Officials Night— Thursday, April 11, Sonoma Marin Fairgrounds
Father's Day "Show & Shine" Car Show—Sunday, June 16th, Juilliard Park
ECA's Golf Tournament—Friday, July 19th, Windsor Golf Club
Wine & Dozers Dinner and Auction—September 28th

Providing creative solutions for complex environmental issues.



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JOBS OPENING

The City of Santa Rosa is now hiring for a Quality Control Associate- Materials Engineering Lab

ABOUT THE POSITION:

This is a lead worker classification for the Civil Engineering Technician series. Quality Control Associates (QCA) operate with a high degree of independence and exercise independent judgement in the performance of their duties. QCAs provide specialized expertise in a defined area and have a higher level of lead, administrative, technical, and paraprofessional responsibility for that area of expertise. In collaboration with other engineering staff, QCAs update and improve the accuracy and efficiency of interrelated engineering systems, processes, and procedures. Positions in this class establish work priorities for the specialized area to which they are assigned and assure that their assigned area stays current with industry standards and trends.

Click [HERE](#) for more details.



The Miracle League—North Bay ~ It's Soccer Time!

We are hosting our first ever soccer event on Saturday November 25th from 11:00am to 1:00pm. Come ready to smile, laugh, and of course learn new soccer skills!

Our soccer registration is open and we are thrilled to add another sport to our lineup. Don't miss out on the fun, sign up now and secure your spot! Hurry, spots are filling up fast and the event is right around the corner.

Buddies, you are an integral part of this event, show up loud and proud to support our athletes in a new sport! Register [HERE!](#)



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ECA GENERAL MEMBERSHIP MEETING



Sponsors



Northern California Engineering Contractors Association

Where is our Dam Water *General Membership Meeting*

"Where is our Dam Water?" as we wrestle with environmentalists who want to remove dams and even stop diverting water from the eel river to lake Mendocino, Sonoma county businesses, farmers, and residents are at a crossroads. Do we put the interests of fish ahead of people? Find out at the annual GMM!

4:30—6:30 pm

Thursday, November 16
Charlies at
Windsor Golf Club
Windsor, CA

Speakers:

Supervisor James Gore via video,
Grant Davis, General Manager Sonoma Water
Janet Pauli, Redwood Valley Water and Ag expert
Pamela Jeane, Assistant GM Sonoma Water,



Supervisor James Gore



Grant Davis,
GM Sonoma Water



Janet Pauli, Chair,
Mendocino County
Inland Water and Power
Commission



Pamela Jeane, Assistant
GM Sonoma Water

Thursday, November 16th
4:30—6:30 pm
Charlies, Windsor Golf Club
Click [HERE](#) for Registration Flyer.

Thursday, November 16, Charlies at Windsor Golf Club
\$35 for ECA members~ \$60 non-members
RSVP: mary@nceca.org or call 707-546-5500

Company Name _____		Attendee _____	
Address _____			
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ECA | 1030 Apollo Way | Santa Rosa, CA 95404 | 707.546.5500 ph | www.nceca.org | mary@nceca.org

Challenges and Tactics to Succeeding in These Hyper Regulated Times

With David Noren, Former Chair of the North Coast Regional Water Control Board
Tuesday, November 7th.

8—9:30 am

NCBE Training Room,

Juice, coffee, pastries and fruit

\$20 for ECA members \$30 for non-members

Email mary@nceca.org to register - Click [here](#) for flyer

WORKER'S COMPENSATION

Worker's Compensation Endorsement By ECA-

HELLO!!! HAVE YOU ASKED YOUR HUMAN RESOURCES PERSON TO CHECK OUT THE WORKERS COMP PROGRAM ECA HAS ENDORSED? Everybody likes to save money, don't they? Doesn't cost you a thing to consider this as an option! Jeff Okrepkie at 707-360-4338.



George Petersen Insurance Agency

FIRE CLEAN UP LIST:

The Sonoma County Environmental Health Department, Transportation and Public Works, and James Gore's office are utilizing the ECA as a resource for debris testing, and debris cleanup for fire victims from the Kincade Fire. Please review the list that has been provided to the fire victims and the County, of ECA Firms that are interested and listed in various categories as being helpful in the fire aftermath. This is another benefit for ECA members and if you want to be included on the list, and are not, please contact mary@nceda.org. There is no charge for this. You can access the list by clicking [HERE](#)

EMERGENCY RESPONSE MANUAL

The updated 2023-2024 Emergency Response Manual is now available online!

In the event of an emergency, we have put together this manual to help our community receive quick service from our members.

Thank you to our sponsors for helping to get this manual completed. It is sent to city and county agencies in case of an emergency so they will know who to call for services, equipment and materials.

Click [HERE](#) for the manual.

Get Prepared Now! Here are some very useful tips from CalFire to get your own house/property "in shape" for fire season. [link](#)

Pocket Guide for CALOSHA For Contractors: Click [here](#) for the pocket guide you all need!

Roadwork in Sonoma County - Check out the County website for road info [here](#)



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From the Desk of Jim Persons

Organization Best Practices for Laydown Yards

Most of the time, a foreman or supervisor has already organized a laydown area and has it set up the way it will work for the job site. However, it is essential that all the workers maintain the organization.

Laydown yards can be small and house a lot of materials, tools, equipment, and vehicles. There are constantly things moving in and out and around so at times it is hard to see how to set the area up to help everyone.

Some of our best practices for staying organized are:

Click [HERE](#) to read more.



Expert COVID-19 Safety info Available at a Discount

The Shelter in Place Orders issued by County Health Officers in Sonoma, Napa, and Mendocino - as well as the Governor, have highlighted for the building industry the need for all contractors to have an up-to-date written COVID-19 Exposure Control Plan.

This should be an addendum to your IIPP and safety meetings for COVID-19

Jim Persons, SafetyPride, an ECA member who serves as a consultant and safety instructor for ECA, is offering his services to our members and they will receive a 40% discount on his regular rates if you are a current member of ECA.

Contact Jim if you are interested in getting his help on COVID-19 related issues or other health and safety programs. email: jimpersons@safetypride.com or phone: 707-889-0881

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Warm Springs Dam,
Sonoma County

SAFETY TRAINING

Competent Person Trenching & Excavation

Friday, November 17, 2023

9 am—noon

The course will cover soil analysis, sloping, shoring and shielding, hazardous situations, excavation standards and more...

click [HERE](#) for flyer

CPR / First Aid

Friday, November 17, 2023

1—3 pm

Training includes bleeding control, strokes, seizures, broken bones and other life-threatening emergencies. Adult/child/infant CPR & airway obstruction management covered. This course is designed as both a course for first-timers and as a refresher.

click [HERE](#) for flyer

EVENT NEWS & INFORMATION

The Annual General Membership Meeting, with Premiere Sponsors Granite Construction & Smith Dollar PC, is our last event of 2023 and will be held November 16, 2023, at Charlies, Windsor Golf Club, from 4:30-6:00pm. The topic will be “Where’s Our Dam Water?” and guest speakers will include James Gore via video, David Rabbitt, Grant Davis (head of the Sonoma County Water Agency, Janet Pauli (Redwood Valley Water and Ag expert) and Pam Jean of the Sonoma County Water Agency who put together the latest proposal to the FERC for water diversion and dam removal. This is a huge issue to all Sonoma County residents, and you should find the meeting very informative indeed! Thank you to Granite Construction and Smith Dollar PC for being our Premiere Sponsors!!

NEWS YOU CAN USE

1. One of the better construction economic forecasts I have read lately-CASH IS KING!!- [Construction Economy: What Does the Future Hold? | For Construction Pros](#)
2. Maybe one of the reasons the stock market saw an uptick last week? [Fed on pause as policymakers parse mixed data | Reuters](#)
3. For girls who like to build and use construction tools-looks like a great program-[The nonprofit that lets girls build the world they want to see | MIT Technology Review](#)
4. Lots of dollars for transportation work flowing in to California-[California Invests \\$3.7 Billion to Re-build Highway, Bridge, Rail Infrastructure - Times of San Diego](#)
5. Seems like we have been hearing this for a few years now-I wonder if either Party will get off their asses and do something to fix this structural funding problem-[House Panel Spotlights Highway Trust Fund's Looming Woes | Engineering News-Record \(enr.com\)](#)
6. Well-If you are one of Amazon’s preferred contractors, this is good news-[Amazon plans to expand Vacaville complex to 2.1 million square feet \(northbaybusinessjournal.com\)](#)
7. PG & E roadblocks to burying power lines? [PG&E's plan to bury power lines and prevent wildfires faces opposition because of high rates \(northbaybusinessjournal.com\)](#)



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COMMITTEE NEWS

ECA Government Affairs Committee- led by Art Deicke, will continue to influence local elections and will continue to be present and foster relationships with local elected officials. There is no standing and recurring meeting schedule.

ECA Specification Committee-the ECA Spec Committee, led by Dale Smith and Casey Wood, will reconvene on November 15, 2023, from 4-5:30 pm at the NCBE main Board room. The ECA Spec Committee meets every other month on the 4th Wednesday of the month from 4-5:30 pm in the NCBE main Board room. 2024 Meetings will begin in January 2024 on

ECA Executive Committee Meeting-next meeting is on Tuesday January 23, 2024, at 11:00 am. The Exec Committee meets every 4th Tuesday of the month in 2024 at 11:00-12:00 in the small NCBE conference room.

ECA Board of Director Meeting-next meeting will be held January 23, 2024, from 12-2:00pm. The Board of Directors meets every 4th Tuesday of the month from 12-1:30 pm in the NCBE main board room.

ECA Community Relations Committee-Chaired by Lacey Torkelson Smith, the CR committee only meets as needed during the year. Several Community Relations projects will be considered in 2024 at our February Board meeting. Potential projects include the Children's Museum and the Boys and Girls Club of Healdsburg.





November 29th, 2023, 8AM – 12PM

LOW IMPACT DEVELOPMENT TRAINING

This free, virtual webinar will feature presentations and a live panel discussion that covers the requirements for designing, installing, and maintaining low impact development. Join us by RSVPing to our Eventbrite via the link or QR code provided.

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Click [here](#) to access the Eventbrite

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<https://www.eventbrite.com/e/annual-low-impact-development-training-form-follows-function-tickets-745611262357?aff=oddttrc+eator>



Northern California Engineering Contractors Association

The ECA, and its Board of Directors, has been the voice of the engineering construction industry for over 40 years.

The foundation of the ECA has been to address local needs and issues.

The purpose and goal of ECA and its staff are to provide services to the members that help them run their businesses safely, efficiently, and in compliance with the many rules and regulations and mandates of government.

The working committees are the heart and soul of the ECA. The committees are comprised of ECA members.

The committees promote events that enable the ECA to fund community projects that include: Fathers Day "Show & Shine" Car Show, Public Officials Night, the Golf Tournament, and, the "Days of Wine & Dozers" Auction Dinner.

If you would like to join a committee, please email mary@nceca.org ~ We would love to have you!



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email: john@nceca.org

Mary Kennedy Cabrera, Member Services Director
email: mary@nceca.org

Cheryl Long, Bookkeeper
email: cheryl@nceca.org

Postal Address: P.O. Box 8249 Santa Rosa, CA 95407 ~Phone: 707.546.5500