

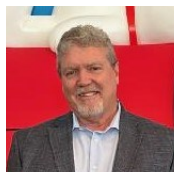


February 5, 2024

"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 ramblings that hopefully you find thought provoking. Remember-these are my opinions, not those of the ECA or any of its member firms.

### New Profit Hubs?

I realize that Watsonville may be too far for some contractors to go, but when I owned Kirkwood Bly, the area was a source of revenue for us, so I always try to stay abreast of big projects down near Santa Cruz and Watsonville. There is a \$400,000,000 project scheduled to be constructed over 8-10 years in the area. The main thrust of the project is flood control and levee work to channel the Pajaro River and alleviate chronic flooding that has occurred over decades. The description and plans can be found by clicking on this link [Pajaro+River+-+Reach+6+Relocation+Plan+Final+\[ENG-FINAL\].pdf \(squarespace.com\)](#).

I realize it is a difficult decision to open a regional office away from your traditional home office hub, but it has certainly worked as a viable option for other companies. The way we did it at Kirkwood Bly, was we would target a "growth" area, then go after a decent size project in that area after identifying several key employees who were willing to relocate or travel to that area. Once we landed a project that was 1-2 years in duration, we started to look for others in the area and we would get involved in making contacts with local planners and designers to get our name in the loop. Sometimes our "gateway" was private development, sometimes public works. The idea is to take advantage of a 10-15-year opportunity where more development and infrastructure improvements were to be done than near our home base. This allowed us to diversify, open our firm up to new recruitment of young people in that area, and support the entire process from the home office with "local legwork" being done by our "satellite team" in the new office.

As we are still seeing plenty of opportunities in the NorthBay region, this strategy may not be of interest to you. But if you are seeing margins shrink locally, and opportunities constrict for your bidding, it may be something for you to consider. You can certainly start small and see if the profit is available in the new market before you allocate a lot of resources and funding to the concept, but if it works for you, it can create a 10% to 40% growth in your book of business and hopefully that much in your yearend profit after the first two years.



### Inside this issue

John's Soapbox.....	1
Board of Directors.....	2
Committee News.....	3
Installation & Awards Dinner.....	5
Workers Comp.....	6
Emergency Response manual.....	6
Fire Clean up List.....	6
From the Desk of Jim Persons.....	7
Workplace Violence Program.....	7
Safety Classes.....	8
Sustaining Members.....	9
News you can Use.....	10



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MARY KENNEDY CABRERA

Continued from page 1

Thinking outside of the box creates opportunities. Being prepared to take advantage of those opportunities is what breeds success. Considering new profit hubs can create a whole new division or just a job or two in a new area. It is up to you visionaries!

That's All Folks

John

**ECA Installation Dinner** on 2-24-24 is shaping up to be memorable. The Nominating Committee and 2023 Board of Directors did the ECA and industry proud by selecting the late John Ramatici and the icon Dick Ghilotti as our Hall of Fame inductees. **Please get your sponsorships in and get your table attendees together for this wonderful occasion. This event is almost sold out. We still have sponsorships available. Get yours in today!**

**Thank you to:**

[Ghilotti Construction](#)—Premier Sponsor  
[Advanced Stormwater Protection](#)—Awards & Gifts Sponsor  
[Argonaut Constructors](#)—Presidents Reception  
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## COMMITTEE NEWS

**ECA Executive Committee Meeting**-next meeting is on Tuesday February 27, 2024, at 11:00 am. The Exec Committee meets every 4<sup>th</sup> Tuesday of the month in 2024 at 11:00-12:00 in the small NCBE conference room. Our new Officers for 2024 are:

**President Mike Gulley of Northwest General Engineering**

**Vice President Dan Giordano of Argonaut Constructors**

**Treasurer Kimber Lenning Carpenter of Kadon Trucking**

**Secretary Matt Storm of Granite Construction**

**Past President Antonio Mencarini of Ghilotti Construction Company**

**ECA Board of Director Meeting**-next meeting will be held the 4<sup>th</sup> Tuesday of the month, Feb 27, 2024, from 12-1:30 pm. The Board of Directors meets in the NCBE main board room.

**ECA Car Show Committee**—Chaired by Walt Turner, North Bay Petroleum. Had their first meeting of the year on Thursday, February 1 at 4pm in the small conference room at NCBE. If you would like to be part of the committee or volunteer on the day of the show, email [mary@nceca.org](mailto:mary@nceca.org)!

**ECA Community Relations Committee**-Chaired by Lacey Torkelson Smith, meets when there is a specific project to consider. The CR Committee will next meet and present two projects at our February Board meeting (Feb 27, 2024, from 12:00 to 1:30pm). . The possible project is the Children's Museum in Santa Rosa to help them with some minor landscaping work that they need/want.

**ECA Specification Committee**-chaired by Casey Wood of GBI and Dale Smith of RCX, met on January 24 from 4-5:30 pm. Items discussed were the upcoming meeting with the City of Santa Rosa Planning/Contracts/Materials Lab folks to follow up on last year's meeting. We will next meet on Monday, March 25 from 1-3pm in the conference room in the City Manager's office on the corner of Sonoma Avenue and Mendocino Avenue. At the 1/24/24 meeting we also discussed finalizing the issue of bioswale materials to satisfy the North Coast Water Control Board specifications.

**ECA Government Affairs Committee**-chaired by Art Deicke of Environmental Pollution Solutions met on January 22, 2024, from 5:00pm to 6:00pm at the Union Hotel Restaurant on Mission Blvd in Santa Rosa. The GAC met with Chris Rogers and Ariel Kelley to interview those two local candidates for the State Assembly seat vacated by Jim Woods. who is running for the vacant Jim Woods seat in the California State Assembly. The GAC did a thorough vetting process and made a recommendation to our Board of Directors on Tuesday, 1-23-24 that was approved by our full Board of Director vote. Chris Rogers was endorsed, and a campaign contribution was made to his campaign. This election is very fast-tracked, and we urge ECA members to vote for Chris Rogers who will represent our interests in infrastructure work very well if he is elected.



### Save the Dates for 2024!!!

Public Officials Night— Wednesday, April 10, 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 28, 2024, Graton Resort & Casino



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## Installation & Awards Dinner

Saturday, February 24th

Hyatt Regency  
170 Railroad Square  
Santa Rosa, CA 95401



Welcome incoming President:  
Mike Gulley, Northwest General Engineering &  
The 2024 ECA Board of Directors

We will be also honoring  
**Volunteers of the Year**  
Mary, Megan & Robin Turner  
**Contractor of the Year**  
Tom Swegle, RCX, Inc.  
**Affiliate of the Year**  
Aaction Rents  
The **Hermesmeyer Hall of Fame Award**  
will be awarded to Dick Ghilotti, Ghilotti Construction  
Posthumous – John Ramatici, Don Ramatici Insurance

To Register, click [HERE](#)! To Sponsor, click [HERE](#)!

To make reservations for an overnight stay that evening click [HERE](#)

### Thank you to:

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[United Rentals Trench Safety](#)—Dessert & Coffee Bar Sponsor



## 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](mailto: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](#)

## Labor Law Posters 2024

Click [HERE!](#)



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## From the Desk of Jim Persons

### Keeping in Shape

Staying in shape is one subject that is rarely discussed when safety is the topic.

However, a person who stays in good physical condition is less likely to be involved in an accident. They are usually more alert, less subject to the adverse effects of weather and generally able to react more quickly to changing conditions on the job.

Click [HERE](#) to read more.



### Workplace Violence Program

Implementation "Target Date" – July 1, 2024

Senate Bill 553 requires employers to create, implement and maintain a Workplace Violence Program by July 1, 2024. Employers must also train their entire workforce.

The Workplace Violence Program must include a reporting mechanism (how is the employee going to report incidents), detailing who will be responsible for receiving complaints, and who will be responsible for identifying and mitigating workplace hazards.

Jim Persons has developed a Workplace Violence Program and Active Shooter Guidelines that meet the requirements of this new regulation. He can also provide training resources for your employees.

Contact Jim if you are interested in getting his help on a Workplace Violence Program, COVID-19 related issues or other health and safety programs.

email: [jimpersons@safetypride.com](mailto:jimpersons@safetypride.com) or phone: 707-889-0881



### Fire Debris Cleanup Management Services

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## SAFETY TRAINING

### CPR / First Aid

Thursday, February 8

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 the flyer.

### ON DEMAND TRAINING

**On Demand Training** service provides relevant and targeted training, certification, or education when you **NEED IT NOW!**

Classes can be organized quickly so you can quickly get your employees back to work. In addition, business demands require flexibility. This service provides greater flexibility and added value. Classes can be set up at your facility or at the training room in Santa Rosa

Part of this **on-demand service** is a viable alternative to **in-house training** because it is designed for situations where only **one, two, three or four** people that need training. Importantly, this training can be very cost effective. We can combine the classes with other companies that need the training or you can have your own company class.

Whether you're in search of workplace safety training to meet OSHA compliance requirements, Competent Person, Trench Safety, Confined Space, CPR/First Aid initial or update training or implementing a Safety Program ECA can help!

*The best way to beat an OSHA citation is to never get one at all.*

Email [mary@nceca.org](mailto:mary@nceca.org) to set up a class today If you don't see a class you need listed please contact me.

CPR / First Aid: 3 hrs - \$95 per person

Confined Space: 3 hrs - \$150 per person

Competent Person / Trench Safety: 3 hrs - \$125 per person

Flagger Safety Training: 2 hrs - \$125 per person

Sexual Harassment—1 hr for Employees—\$25 per person ~ 2 hrs for Supervisors \$35 per person





## CORPORATE MEMBER SPONSORS



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## NEWS YOU CAN USE

1. Good article on an existing subject-we need people to join us in construction-[The US needs homes. But first, it needs the workers to build them • Missouri Independent](#)
2. Concrete Industry just finished World of Concrete-some takeaways-[5 areas of concrete industry activity worth monitoring - SmartBrief](#)
3. New Solano County City going to ballot- [Here's what changed in ballot proposal for new Solano County city \(northbaybusinessjournal.com\)](#)
4. With the rain, maybe the time for safety trainings and certifications is in order? Contact Mary to schedule specific safety and skill trainings for your workers. There is a CPR/First Aid class this Thursday, on February 8th. Click [HERE](#) for flyer.

We want to highlight a member each week. What we need from you is a short paragraph on what is happening at your company. New employees, new logo, a new move, exciting new equipment! What ever you want to share about your company with our members.

Email [mary@nceca.org](mailto:mary@nceca.org) with your spotlight information and send in photos if you have them!

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### 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](mailto:mary@nceca.org) ~ We would love to have you!



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John Bly, Executive Vice President  
email: [john@nceca.org](mailto:john@nceca.org)

Mary Kennedy Cabrera, Member Services Director  
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Cheryl Long, Bookkeeper  
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