

CROSS SECTION

WINTER 2018

HOW TO SURVIVE

MAKING LIFE CHANGING DECISIONS

See page 3

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PAGE 12: Associate Member Profile: United Rentals

PAGE 26: Wild Game Dinner: A HIT!

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The **BIG SHOW** Returns:

How to Survive Making Life Changing Decisions

By Rob Coppersmith



Richard Picciotto



Aron Ralston

Hold onto your hats!!! The MITA Annual Conference January 24–25, 2018 at the Soaring Eagle Casino and Resort promises to have something for everyone. This year we have two keynote speakers, and the theme is How to Survive Making Life Changing Decisions. Wednesday's speaker is New York City's highest ranking firefighter to survive the World Trade Center collapse. His true story and the decisions he had to make are surely going to leave a lasting impression on you. Richard Picciotto is his name and he was chief of the New York Fire Department.

Thursday's keynote speaker, Aron Ralston, was the subject of the movie "127 Hours." He chose amputation in order to save his own life. The decisions he had to make during those dreadful hours and his explanations of how he came to them will be with you forever.

The conference is loaded with eight opportunities to obtain continuing education credits through a wide variety of breakout sessions. MITA looks forward to honoring MITA Board President Jim

Doescher and thanking him for his leadership. We also look forward to inducting honorary members Jim Shea and Joe Malloure for the legacies they've left on our industry. MITA will also be giving out an emerging business award and a new partnership award.

On the fun side of things, we look forward to a DBE cocktail reception on Wednesday and the Annual Conference celebration sponsored by AIS and Michigan CAT respectively.

The trade show is an opportunity for members to see all the latest and greatest that our associate members have to offer. Please take the time to visit the numerous booths and remember: their support of this event has helped keep the registration fees the same since 2005, which was the first year MITA offered this great event.

In this age of Facebook and texting and social media, this event offers you a fantastic opportunity to develop personal relationships with the people you do business without the need of a cell phone. See you in January! 📱

**To register for the MITA Annual Conference,
visit www.mi-ita.com/events.**

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Fund, which will allow new talent to enter the industry. Thank you to all the sponsors who made this important event possible. A list of sponsors and photos from the event can be found on page 26. If you couldn't make it to this event, no worries – we are already planning ahead for the event next year. Stay tuned for more details.

Also running full steam ahead is the Michigan Infrastructure Asset Management Pilot Program. The Underground Spotlight on page 18 gives details regarding this program, which was one of the most significant recommendations that came out of the 21st Century Infrastructure Commission Report. As the recommendations come out of the program and legislation is developed to allow for a permanent program, MITA will be pushing for it to be fully funded and operational with the goal of having all the state's infrastructure reviewed and monitored. This

program will ultimately help communities avoid devastating infrastructure disasters.

Rachelle VanDeventer, PE, MITA's Vice President of Industry Relations, offers details on page 20 about another method that is available across the state to help improve our infrastructure: drones. Michigan contractor interest in drones has increased since MDOT recently announced that the use of drones within the MDOT right-of-way will be allowed. Are you using drones? Let us know about your experiences and plan to attend an upcoming educational session, which MITA will host, in late winter or early spring. If you are interested, contact Rachelle at rachellevandeventer@mi-ita.com.

As always, if you have any questions or concerns about the use of drones or anything else related to the industry, please call the MITA office at 517-347-8336. 🚧

Another successful construction season has come to an end, and MITA will be kicking off the "off season" with our 13th Annual Conference, scheduled for January 24-25, 2018 at the Soaring Eagle Casino and Resort. See details about MITA's most popular event on page 3, and we hope to see you there.

Rapidly becoming MITA's second most popular annual event, the Wild Game Dinner this past September at the Palazzo Grande in Shelby Township, helped raise money for MITA's Scholarship



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CL Trucking & Excavating worked on the Ionia Courthouse addition project this past summer.

CL Trucking & Excavating, LLC

Most construction companies have humble beginnings that start with something like one dump truck or one excavator, but not many can say they started with 10 cows!

Chad Listerman, founder of CL Trucking & Excavating, LLC, in Ionia, sold his 10 breeding cows for \$10,000 in June 1993 to Larry Behrenwald, the founder of AIS Construction Equipment. From there he quit his job as a mechanic for Amway and started out small—he bought his first backhoe and never looked back.

Today, he is proud to say the company has never had to lay off any of his 60 employees because

of lack of work, except during the regular off season. The employees include many family members, including his father, Larry, a retired farmer who has worked for him for 17 years, currently in the gravel pit operation. Terri Listerman, his aunt, is the bookkeeper. His wife, Laura, is co-owner, and also handles the payroll. Together they have a daughter in her first year of college, and two boys in high school who work summers for the company.

Chad speaks highly of his association with MITA, which began in 2004, when he joined Associated Underground Contractors, the predecessor to MITA. That is the same year he became pre-

qualified to do MDOT work.

“MITA supports us with many aspects of running our business, from safety issues, to networking and getting our questions answered,” Chad said. “They are very good with assisting us with our safety programs and knowing what’s going on and coming up in the industry. Matt McClintick has been particularly helpful in educating us and our crews, and our MIOSHA claims have been minor for the amount of work we do. The annual conference is always informative and helpful, especially the legal classes given by Jim Urban of Butzel Long in regards to contracts and payment. When we

are processing paperwork in regards to contracts, payment and liens we refer to Jim's how-to instructions."

CL Trucking & Excavating has been successful over the years for many reasons, and one big factor, Chad said, is "keeping very diversified," from residential, agricultural, commercial, industrial and later in 2004 doing MDOT work. When he started the company, he did mainly residential and agricultural work, but at the end of the first year, he began doing commercial site work, including school site work in 1995. By 1997, the company bid and performed a municipal street reconstruction project.

"I stuck with this type of work," Chad said, "as it was a good fit and kept our overhead down. We did not need really large machinery to do this type of work."

The trucking side of the company is mostly used for their own excavating projects, Chad said. In 1999, they purchased some property with aggregates to mine, which works well with their excavating projects and helps

increase trucking revenues.

Having finished 24 years of work, Chad summed up what makes CL Trucking & Excavating successful, in addition to working with outstanding suppliers and sub-contractors, as well as engineers, general contractors and construction managers:

- Team members
- Key individuals and the whole team has come together
- Care about each other's success and well-being
- Hours of hard work
- Planning and good decision making
- Safety of public and the team
- Keeping diversified
- Knowing and remembering the tough times and how we got where we are today
- Controlling our costs
- Controlling our debt and interest expenses
- "I remind our team and myself," Chad said, "that everything we do has been done before and with less."
- Long-time team members that have been with us



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Keeping the success going in the future, Chad said, means addressing today's challenges which includes such items as keeping up with advancing technologies, training and developing an incoming workforce, being aware of new and upcoming regulations and permitting requirements, project funding issues, etc.

A recent hurdle over the last five years or so is working with owner's ever tightening construction schedules. John Lepien, estimator/construction manager, said that a lot more schedules have gone to a shorter time frame and an earlier completion in which the owner wants their project done by August 15, versus November 15.

"For months, including multiple MDOT lettings, we saw projects come out with the same construction time frame," he said. "For instance, you could bid a project in the January letting or May letting and they would both have the same August 15 completion date. These new project scheduling demands have made it difficult to keep the entire labor force busy throughout the entire construction season and

it has to be costing the owners more to have their projects completed when they bid that late and have such a short time period in which to complete the work. There were multiple projects in which we would have bid and would have liked to perform but we were unable to do so due to already being booked solid for the summer months."

In addition to scheduling issues, a continuing challenge is communications. From communications within their own company to communications with subcontractors, owners, engineers and generals it always seems to be difficult, he said, to get everyone on the same page and pointed in a common direction to complete a task or project.

And not to be forgotten is the endless challenge of handling MDOT red-tape and the push to use their changing technology with minimal support to the contractor, such as ProjectWise.

"It just seems like there are a lot of hoops one has to jump through in regards to all the documentation and paperwork that has to be submitted for a project in order to

get paid," John said. "You can have the payment of a \$100,000 pay item on a project be held up over an item that cost less than \$100, such as a cert for a bolt or joint sealant used on a box culvert. In regards to ProjectWise we have not used it a large amount and over time it will likely get easier and smoother for us as we become more accustomed to it. However, it would be nice if MDOT offered some training classes and more support. Complicating things even more we have found that how projects are managed, through ProjectWise or out of it, varies a lot, MDOT versus local agency, one local agency versus another local agency."

In spite of all of the day to day challenges, Chad is grateful for the success of the company, which has grown steadily, just adding two to three employees a year.

"I feel super fortunate with our team here, as well as the people I have built relations within this trade I enjoy," Chad said. "My wife, Laura, has been a big part of our success from being the payroll administrator to being a rock, a listening ear and support." 🏠



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From left to right: Deon Gray, Lansing territory rep for United Rentals; and Brian Jett, United Rental's Lansing branch manager.

United Rentals

Founded in 1997, United Rentals is the largest equipment rental company in the world, with a store network nearly three times the size of any other provider, and store locations in 10 Canadian provinces and 49 states, including Michigan and Ohio. Their wide range of construction, commercial, and industrial rental solutions include everything from fleet and tool management to onsite rapid response service. Their specialty

solutions include trench safety, pump solutions, power and HVAC, tools and portable restrooms.

The public company offers a wide range of services from custom onsite specialty solutions to online management tools, all designed to be convenient and cost effective, said Brian Jett, branch manager of the United Rentals Trench Safety location in Lansing. United Rentals offers unique online services to save customers on average up to 15 percent on annual rental

costs, Brian said, by making the best use of their equipment, time and budget with their advanced fleet management system. And an added bonus is equipment protection, which allows customers to keep equipment running at peak performance with routine service and preventive maintenance to help avoid costly downtimes and safeguard workers on the job site.

Even safety training is provided by United Rentals, Brian said, through their United Academy,



which is a training solution that leverages cutting edge technology and engaging course content to reduce the overall cost and complexity of safety training and credential tracking. Jobsite safety training, including First Aid & CPR, and OSHA Construction Safety are available online, onsite or at select United Rental locations. Operator Safety Training, including Operator Certification courses and Train-the-Trainer courses are also available, in addition to Trench Safety training, in English and Spanish, Brian added.

At the United Rentals Trench Safety branch in Lansing, Brian makes sure his customers are aware of all the safety training and wide range of services that are available to them. The Lansing branch is solutions based and offers underground solutions, including slide rail, trench boxes, shores, and bracing as well as road plates and testing equipment. But that is not all the branch can offer customers.

"There is nothing we can't do," Brian said. "Our engineering department can provide solutions for different and difficult situations. We provide protection and testing for tanks, sewers and pipelines; air monitoring and fall protection for confined spaces; synthetic groundcover mats; ditch covers; traffic control and much more. With 80 branches in North America, we have the largest trench safety fleet in the industry.

Continued on page 14

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Member of MITA Since 2011

Continued from page 13

We share equipment, especially if something that is needed is not a common item. We can find it for our customers, no problem!”

MITA membership is an asset to United Rentals, Brian said, because “we saw the value you provided members. Our customers have spoken highly of MITA and being a member of MITA enhances our ability to be a resource to our customers.”

The Lansing territory rep, Deon Gray, has already made the rounds of all the MITA holiday parties and annual conference, Brian said, and is working with MITA’s Director of Safety and Compliance Matt McClintick as a resource.

“Matt understands the OSHA regulations that keep employees safe,” Brian said, “and United Rentals can provide equipment that makes it a true value partnership with MITA members. In the area of trench safety, our professional training department provides OSHA Confined Space Training, OSHA 10, OSHA 30, Flagger Training, and Excavator Safety and Competent Person Training. This training is conveniently provided in person and it allows students access to an online view of their training.”

Technology also allows United Rental customers to see a lot of their equipment via GPS to know where it is and decide if they still need it, Brian said. They can also look at equipment analytics.

“We partner with our customers on their projects,” Brian said. “We see their needs and the pain that is there, and we make the pain go away. We look at their plans and we suggest solutions. We are not just taking orders. We will

introduce ourselves to potential customers and let them know what we can do for them. We will come to jobsites even if they don’t place an order, just for a free consultation. For difficult solutions, we have an Engineering Shoring

Advisor who will stay as long as he is needed. He is housed at our Lansing branch, and is a great resource to show customers what they need to know to get the job done and get it done safely.” 🚧



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Michigan Infrastructure Asset Management Pilot Program: **RUNNING FULL STEAM AHEAD**

One of the most significant recommendations that came out of the 21st Century Infrastructure Commission report, besides the need for increased revenues, was the recommendation of the development of a statewide infrastructure asset management program. The Commission recognized the importance of the state's Transportation Asset Management Commission and wanted to find a way to apply that to all infrastructure across Michigan.

At the beginning of 2017, Governor Rick Snyder announced the formation of the Michigan Infrastructure Asset Management Pilot program. The group appointed by the governor immediately got to work on two separate

areas of the state. One program is in southeast Michigan and the other is in the Grand Rapids region. Numerous stakeholder team meetings, advisory board meetings, regional meetings and subject matter expert workshops, pulling together over 120 asset owners' industry experts, have been collaborating and working diligently on defining the data and definitions that were most important for the pilot's data collection process.

Beginning in September, the pilot program reached out to local communities and gave them data request packages that explain the data collection and submission process. As expected, there are a variety of different data collecting methods, which



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was the entire point of establishing a statewide asset management program, and it is the council's task to find a common theme amongst all of the data in order to effectively establish an overall rating system for our entire infrastructure in Michigan. Once a simplified and standardized method of collecting and presenting data on our assets exists, we can get a true understanding of what each community needs in order to maintain and upgrade their various infrastructure systems.

As the recommendations come out of the pilot program and legislation is developed to establish a permanent Infrastructure Asset Management Council, the MITA team will be pushing for that to be fully funded and operational with the goal of having all of our infrastructure assets reviewed and monitored. Just as when the Transportation Asset Management Council was first established in the late 90's, there will be several holes to fill for many years before we have all the necessary information statewide. That being said, this is a huge step in the right direction. The formation of the pilot program in addition to communities receiving grants to develop asset management systems over the past five years will help make this initiative a reality.

This has been a long-term goal at MITA that started back before road funding passed in 2015. The most effective way in educating the public and convincing them that more investment is needed to maintain our systems is through clear and transparent information on how those systems are holding

up. Often times, especially with our underground infrastructure, the public takes an out of sight, out of mind attitude. Not only will a statewide infrastructure asset management system help educate on the need for additional revenues but it could also help communities avoid the devastating infrastructure disasters that are becoming all too common in our state. 🚧

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Rachelle VanDeventer, PE

To contact Rachelle VanDeventer, email her at rachellevandeventer@mi-ita.com or call the MITA office at 517-347-8336.

Does your company currently use unmanned aerial vehicles (UAVs) on construction projects, or do you plan to begin using UAVs on construction projects? UAVs (a.k.a. drones) have been advancing the civil engineering and surveying fields for years, and now with the Michigan Department of Transportation's announcement in October 2017 that the use of UAVs/drones within MDOT right-of-way will be allowed, Michigan contractor interest in this area has increased. And all for good reasons. Drones have already proven to be an invaluable tool for construction sites, where they are rapidly changing the way construction projects are managed and delivered. A couple of key benefits provided by drones on the construction site include increased efficiency and improved safety.

Drones have increased efficiency in multiple areas, including verifying earthwork quantities, managing stock

DRONES: Improving Job Site Efficiency & Safety Simultaneously

piles, observing and monitoring project progress, and equipment inspections. LiDAR equipped drones have provided scans that have been used to track materials inventory, document and monitor soil erosion and sedimentation control measures, and support project scheduling and change order documentation. One contractor that used drone surveys for volumetric calculations reported that they were able to track earthwork quantities 10 times faster on a large-scale project.

By using drones to collect the data, the safety of the worksite can be dramatically increased, as well. Surveyors don't have to stand in live traffic to collect site information. Inspectors don't need to traverse rough terrain or climb high places to monitor or inspect a component or condition. In addition, drones have the capability to carry out planned or reactive maintenance inspections of tall structures, such as cranes and bridges, where access can be costly and pose risks to workers.

The introduction of drones on the job site comes with some clear benefits, but there are still some challenges to consider, as well. Drones are capable of collecting very detailed and accurate data, which in turn can lead to massive amounts of information to be stored and managed. Furthermore, drones are vulnerable

to weather conditions and satellite reception, and the sudden loss of GPS positioning could lead to an expensive error. One of the greatest hurdles yet may be the regulatory obstacles. There are Federal Aviation Administration (FAA) rules and regulations that need to be followed for the recreational and commercial use of drones. In addition to the FAA laws, several states have enacted their own drone regulations, and additional local laws and regulations are sure to follow.

Increased efficiencies and improved safety can reduce risks and increase cost savings on a job site, and it appears drones may be able to help you get there. However, the information on drones is vast, and the available options for hardware and software can be overwhelming to investigate. To help aid in the information gathering and evaluation of options, MITA is planning to facilitate an "Everything Drones" session for members in the late winter or early spring of 2018. The session will focus on information sharing on various options of hardware, software, project uses, and lessons learned. If you are interested in learning more or participating in the session, please contact Rachelle VanDeventer (rachellevandeventer@mi-ita.com) or Glenn Bukoski (glennbukoski@mi-ita.com). 📍



Matt McClintick

To contact Matt McClintick, email him at mattmcclintick@mi-ita.com or call the MITA office at 517-347-8336.

As this year's construction season slows for the winter lull, the industry has been saddled with a new regulation covering employee exposure to crystalline silica. This new rule lowered the permissible exposure limit (PEL) to 50 micrograms per cubic meter of air (50 $\mu\text{g}/\text{m}^3$), while also lowering the action limit to 25 micrograms per cubic meter of air (25 $\mu\text{g}/\text{m}^3$) as an 8-hour time-weighted average (TWA). The new construction standard took effect on September 23 and OSHA allowed for a 30-day "good faith" period in which it would acknowledge a company's good faith in compliance and give educational feedback for improvements. The general industry rule for crystalline silica will take effect June 23, 2018. As you read this, the "good faith" period has ended, and industry must be in compliance. However, many questions remain concerning the implementation of the new standard.

Don't Get Lost in the Dust

By Matt McClintick



Silica: The new lead! Contact MITA for your interim silica policy and keep an eye on the weekly bulletins for the release of the final policy.

MITA has created an interim crystalline silica policy in an effort to satisfy immediate member needs. However, MITA is developing a more comprehensive version that should be available in the near future that will address many of the questions that are currently not answered. We will also be hosting a session at the MITA Annual Conference to address many of the questions that members have about the new standard as well as introduce the new policy.

There is a Construction Industry Safety Coalition that continues its legal challenge to the feasibility and impact of the standard from

OSHA. The Construction Industry Safety Coalition is comprised of over two dozen national associations. MITA's national affiliate, the American Road & Transportation Builders Association (ARTBA), is one of the founding associations of the coalition. And if their lawsuit is successful, it remains to be seen what the outcome will be—either minor changes or a complete overhaul.

As an industry, many contractors have started to take a look at work operations that involve silica dust. Of those operations, an employer must identify which

Continued on page 22

Don't Get Lost in the Dust

Continued from page 21

operation is covered in Table 1 of the standard, then implement the correct engineering controls, work practices and respiratory protection for that task. If an employer has a work task that is not contained in Table 1 or the employer does not fully and properly implement the engineering controls, work practices and respiratory protection, the employer shall ensure that no employee is exposed to a concentration of respirable crystalline silica in excess of the permissible exposure limit.

A company shall use

engineering and work practice controls to reduce and maintain employee exposure to respirable crystalline silica at or below the PEL. If a company cannot get the exposure limit below the PEL, then putting the employees in respirators under an approved program is required. Having an effective policy to build from is key. As mentioned above, MITA will have a comprehensive policy available on our website around the first of the year.

As a MITA member, we encourage you to adopt and implement this new policy prior to

the new work season. The new standard will require training, which we intend on providing in various formats, such as your company spring training day(s) and the MITA OSHA-10/30-hour training sessions. We may even hold some silica specific classes for those who work predominantly with silica materials. Stay tuned.

For more information or if you want to schedule your spring training, contact Matt McClintick, MITA's director of safety and compliance, at mattmcclintick@mi-ita.com or by calling 517-347-8336. ▲

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Ken Bertolini

To contact Ken Bertolini, email him at kenbertolini@mi-ita.com or call the MITA office at 517-347-8336.

How many people can claim that they were released from Jackson Prison? Well, I am proud to say that “this guy can”! One of the many accomplishments made in reviewing and offering guidance towards developing training programs throughout our state included a visit to the Parnall Correctional Facility. MITA was invited by Warden Melinda Braman to visit the Vocational Village on the Parnall campus to review their construction training program. MITA’s director of safety and compliance and I were able to meet up with the instructors and had the opportunity to speak with some of the students about the opportunities that construction offers, specifically those people who are already trained to enter the construction workforce. I was happy to leave without Warden Braman asking if I didn’t mind staying a little longer!

JUST BUILD IT:

Workforce Development Highlighted at EMU Expo

By Ken Bertolini



Just Build It! Construction Career Expo at Eastern Michigan University.

MITA also accepted an invitation by the West Michigan National Association of Women in Construction to participate in a discussion about getting more women in construction as a panelist (<http://nawic194.org/watch-listen-to-our-panel-discussion-on-workforce-shortage/>). The panelists answered questions and shared construction experiences and some of the challenges that women have in our industry, but also how much opportunity there is and the support systems that are

in place to offer support and help ensure success.

MITA now has representation on the Board of Advisors for the Detroit Workforce for the Future: Construction Job Shadow/Career Readiness Program. We are currently after a \$180,000 grant from the states Going Pro! Pre-Apprenticeship Grant program that would provide us the opportunity to introduce Detroit Public School students to infrastructure construction.

Heather Smith from

MichiganConstruction.com and MITA are currently developing a proposal to teach 7th and 10th graders about the construction industry, promoting careers, education, and training opportunities called Build Mi State. We are currently in the initial design stage and hope to receive state funding to develop and implement the Build Mi State campaign. There will be five, one hour, online classes that civics teachers can show to both the 7th and 10th graders. 10th graders will focus on where to go next for training/education in order to

work in construction and all of the career opportunities available to them.

A couple of other places and visits include:



- Eastern Michigan University Career Fair
- Ferris State University Michigan Construction Hall of Fame dinner
- Just Build It! Construction Career Expo attendance

Lastly, before this goes to print, I will have been to Washington, D.C. with Lance Binoniemi, MITA's vice president of government affairs. MITA was invited by

Congresswoman Brenda Lawrence to speak in front of the Democratic Working Women Group on Women in Infrastructure. I will be a part of a panel discussion including how women in the skilled trades contribute to infrastructure development.

Thanks for your support as MITA gets the workforce development wheels turning. We're beginning to get traction and are moving along quite well! 🚧

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Wild Game Dinner: A HIT!

By Rob Coppersmith

MITA's Wild Game Dinner and Scholarship Fundraiser in September at Palazzo

Grande in Shelby Township was attended by nearly 600 "winners." What I mean by that is that everyone should have walked away with a sense of pride with what we accomplished that night. The biggest winners of the night have yet to be determined. But due to the substantial contribution made into the scholarship fund due to this event, MITA will be able to provide meaningful scholarships to many well deserving individuals.

This night would not have even been possible without the generous support of many of our MITA members. Whether it was a direct contribution, a cash contribution, or the purchasing of one or several tables, everyone had a hand in making this a spectacular event. Please see the adjacent sponsor board and photos, and always support those who support us.

The event has rapidly become MITA's second best attended event, second only to the Annual Conference. We look forward to continuing this effort with big hopes that the scholarship money will help attract individuals to our great industry.

And finally, a big big thank you to all of you that supported this worthy event. 🍗

Our industry can really rally to support a good cause! Thanks again.





Frank Pytlowany (far right) of AIS Construction Equipment was the big safari winner. Congrats!



The Stoneco squad, hanging with the boys from Lou's Transport Inc.



Big thanks to Doug Kaltz (right) of Kaltz Excavating Co., Inc., for his involvement in this event.




Need a gun? Michi-Gun cleaned out the safe for the event and even donated one to the cause.

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DID YOU KNOW?

State Prevailing Wage Has New Look

Did you know that the State Prevailing Wage Rate Schedule for Parking Lot, Road, Highway, Bridge and Airport Construction has a new look?

Starting this past October, the state prevailing wage is published in a single number "total package" (wage plus fringe)

format, unlike past years when it was published in a two-component "WAGE" and "FRINGE" format.

If you have any questions or issues related to prevailing wage, Federal Davis-Bacon or State of Michigan, don't hesitate to give MITA a call (517-347-8336) for help. 📞



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Mariam Robinson
Director of Strategic Affairs

The final price tag for the 2016 election is in: \$6.5 billion for the presidential and congressional elections

Think Your Small MITA PAC Contribution Wouldn't Make A Big Difference? Think Again!

By Mariam Robinson

combined, according to campaign finance watchdog OpenSecrets.org. The presidential contest—primaries and all—accounts for \$2.4 billion of that total. The other \$4 billion or so went to congressional races. The tally includes spending by campaigns, party committees and outside sources. It's actually down, slightly, in inflation-adjusted terms from 2012 and 2008. \$6.5 billion is a staggering sum. With that much money you could fund the



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Corporation for Public Broadcasting for 15 years, fix the Flint, Mich., lead pipe problem 30 times over or give every public school teacher a \$2,000 raise.” (Christopher Ingraham, “Somebody just put a price tag on the 2016 election. It’s a doozy.” The Washington Post, 4-14-17)

Elections are notoriously expensive, and the costs associated with them have continued to steadily rise with each cycle. Even if you don’t consider yourself to be a political person, it’s hard to turn a blind eye to the process and to the role played by finances. There’s a chunk of the population that would love to remove the money from politics and elections altogether, but the passage of legislation that allows unlimited personal contributions solidifies the fact that PACs play an important role in the election process, and the MITA PAC is no different right here in Michigan.

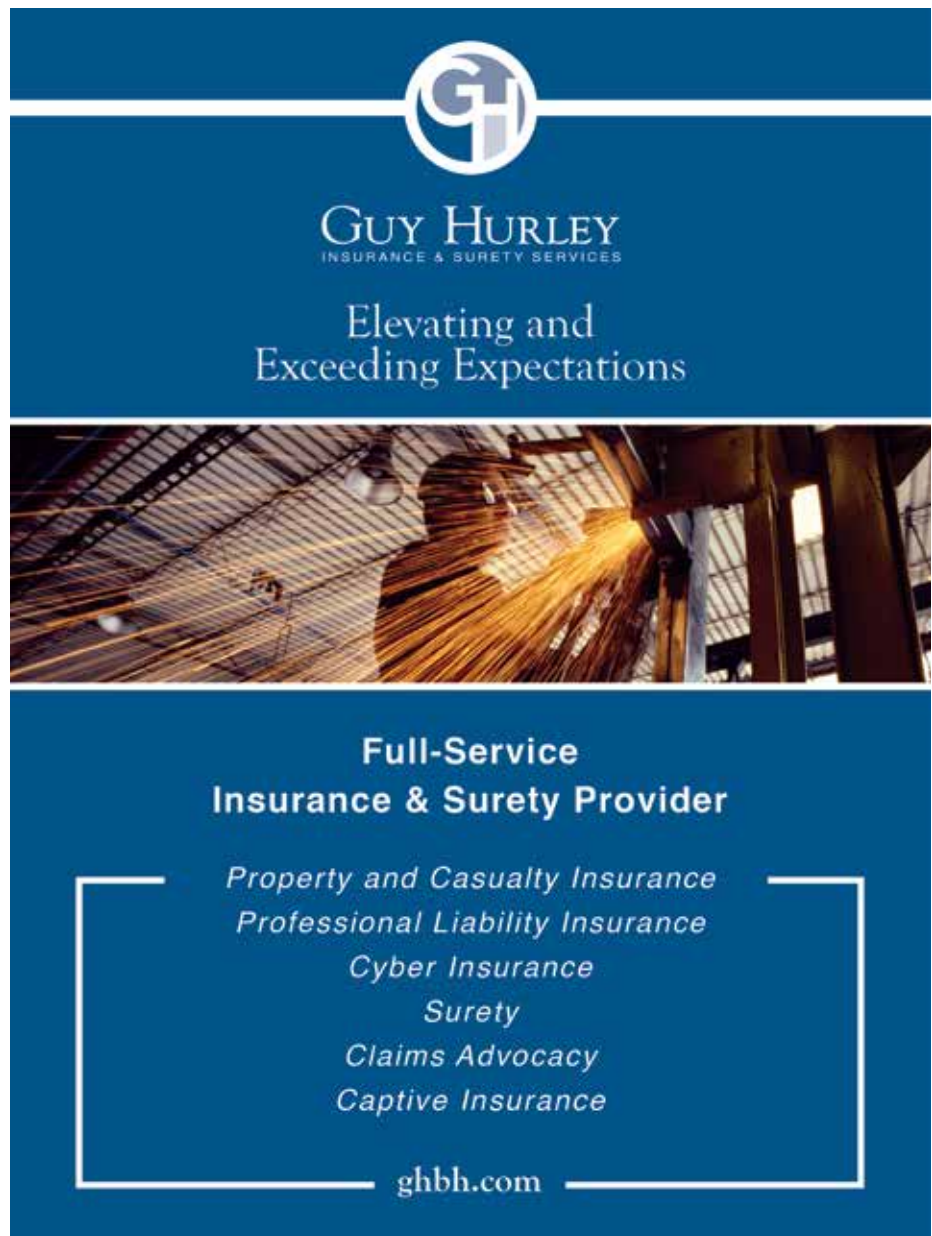
Over the years, the MITA PAC has been a steady presence on the Lansing political stage. As one of the top 15 business PACs in the state, the MITA PAC helps the association maintain a strong voice for the industry at the Capitol. The thing about maintaining a strong voice, though, is that it is only as effective as the individuals who contribute to it. MITA provides a large megaphone, but there’s no way to amplify it if the members don’t provide the support.

As of summer 2017, MITA membership is holding steady at 530 member companies. Out of those 530 companies, only individuals at 50 companies have made donations this year. This means that less than

10% of the total MITA membership has contributed to the MITA PAC in 2017. Out of those 50 companies, 69 individual contributions have been made. According to MITA records, 11 of those companies produced multiple donors. In addition, five of the 11 multiple donor companies supplied three or more individual contributions to the MITA PAC. Imagine the possibilities if every single MITA company supplied two or three donors apiece?

Last year, one member firm stepped up and produced nine donors for the MITA PAC, surpassing all other contributions for the year by a single company. Those nine contributions combined totaled \$12,000, which ended up being 7.2% of the total money raised for the PAC in 2016. 7.2% may not jump out as a large number to the average person, but in the world of PACs, every little bit

Continued on page 32



The advertisement for Guy Hurley Insurance & Surety Services features a blue background. At the top, there is a circular logo with the letters 'GH' inside. Below the logo, the company name 'GUY HURLEY' is written in a serif font, with 'INSURANCE & SURETY SERVICES' in a smaller sans-serif font underneath. The tagline 'Elevating and Exceeding Expectations' is centered below the company name. A horizontal band in the middle of the ad shows a close-up of a welder's mask and sparks from a welding process. Below this band, the text 'Full-Service Insurance & Surety Provider' is displayed in a bold, sans-serif font. A large, thin white rectangular frame surrounds a list of services: 'Property and Casualty Insurance', 'Professional Liability Insurance', 'Cyber Insurance', 'Surety', 'Claims Advocacy', and 'Captive Insurance'. At the bottom of the frame, the website 'ghbh.com' is listed.

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Think Your Small MITA PAC Contribution Wouldn't Make A Big Difference? Think Again!

Continued from page 31

absolutely makes a big difference. In fact, if every MITA member company had nine individuals donating to the MITA PAC on an annual basis, our yearly totals would blow minds and turn heads.

This year, seven individuals from seven different companies are carrying nearly half the burden of supporting the MITA PAC at 41.5%, their combined contribution total being \$34,500. While we applaud and appreciate the size of those contributions, as well as those individual commitments to supporting the PAC in a big way, it would be wonderful to see individuals from all member companies making donations that were even a fraction of the size of these seven. Again, imagine the difference it could make.

The bottom line is this: the MITA PAC thrives when everyone participates. When the MITA PAC thrives, the industry's voice is heard and is taken seriously by lawmakers and policy wonks. When the industry is taken seriously, it has access to individuals who have the ability to support and defend legislation that keeps MITA members employed fixing the state's massive unmet infrastructure needs. Though only a handful of MITA members consistently contribute to the PAC, the entire membership benefits from those hard-earned donations, all of which are personal and not corporate, per Michigan's campaign finance laws. Is it really fair and balanced for a small percentage of members to carry the load for the rest of the membership? That's certainly the way the numbers shake out. So take a minute, think about making a contribution today, and remember that no matter how great or small, your MITA PAC contribution matters and absolutely makes a big difference in helping to move the industry forward.

The MITA PAC accepts personal contributions via personal check and personal credit card. You may send your checks made out to the MITA PAC to P.O. Box 1640, Okemos, MI 48805, or you may make a donation through our online credit card portal at www.mi-ita.com. If you have any questions on how to donate or just about the MITA PAC in general, please contact Mariam Robinson, Director

of Strategic Affairs, at mariamrobinson@mi-ita.com or by calling 517-347-8336. Please remember that all MITA PAC contributions must be personal and not corporate, per Michigan campaign finance laws. 🏠




McNish Group, a Royal Oak-based Risk Management and Independent Insurance Agency, is pleased to announce that Cory French has joined their agency as an Account Executive with a strong focus on Construction Business Development. Cory, originally from Iowa, is a graduate of Graceland University and spent 8 years as a Bond Underwriter with Merchants Bonding Company in Des Moines, IA. Over the last 13 years, Cory has focused his expertise as a Surety and Property and Casualty Insurance Agent in Michigan.



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Aden	Shea	P.K. Contracting, Inc.	\$500.00
Joe	Cook	Pro-Tec Equipment	\$250.00
Dan	Eriksson	Hoffman Bros., Inc.	\$7,500.00
Michael	Peake	Action Traffic Maintenance	\$500.00
Timothy "Mike"	Peake	Action Traffic Maintenance	\$1,500.00
Tom	Peake	Action Traffic Maintenance	\$1,500.00
Chris	Shea	P.K. Contracting, Inc.	\$2,000.00
Karl	Schweitzer	GM & Sons, Inc.	\$1,000.00
Kurk	Schweitzer	GM & Sons, Inc.	\$150.00
Mark	Johnston	Ajax Paving Industries, Inc.	\$5,000.00
Mike	Malloure	C. A. Hull Co., Inc.	\$7,500.00
Christopher	Churches	M&M Excavating Company	\$500.00
Thomas	Larabel	Ferris State University	\$300.00
Brandie	Meisner	M&M Excavating Company	\$500.00
John	Landrie	M&M Excavating Company	\$500.00
Ken	Nowicki	M&M Excavating Company	\$500.00
Angie	Greenslade	Old Republic Surety Group, Inc.	\$125.00
J.W.	Fisher	Fisher Contracting Company	\$2,000.00
Tom	Wagenmaker	Anlaan Corporation	\$2,000.00
Ron	Measel	Ace Cutting Equipment	\$1,000.00
Pete	Scodeller	Scodeller Construction, Inc.	\$2,000.00
Dave	Pytlowany	AIS Construction Equipment Corp.	\$2,500.00
Ed	MacKenzie	E. T. MacKenzie Co.	\$5,000.00
Evan	Weiner	Edw. C. Levy Co.	\$1,000.00
Jim	Urban	Butzel Long	\$100.00
Jack	Dykstra	Jack Dykstra Excavating, Inc.	\$1,000.00
Bob	Nobbs	Edw. C. Levy Co.	\$500.00
John	Zito	Zito Construction	\$500.00
Doug	Walls	Eagle Excavation, Inc.	\$2,500.00
Dennis	Scully	Mapes Insurance Agency	\$200.00
Katie	Darrow	Darrow Bros. Excavating, Inc.	\$150.00
Brad	Lubahn	Brad Lubahn & Sons Heavy Underground LLC	\$500.00
Brian	Hoffman	Hoffman Bros., Inc.	\$5,000.00
Remi	Coolsaet	R. L. Coolsaet Construction Company	\$500.00
Sean	Morrissey	GM & Sons, Inc.	\$200.00
Tom	Horton	Centurion Insurance Agency	\$200.00
Rod	Mersino	Mersino Dewatering, Inc.	\$1,000.00
Nicholas	Baker	Anlaan Corporation	\$2,000.00
Jacque	Katterman	Katterman Trucking, Inc.	\$300.00
Eric	Morris	HNTB Michigan, Inc.	\$200.00
Daniel	Fredendall	OHM Advisors	\$300.00
John	MacInnis	JRM Consulting	\$200.00
Dave	Maas	Diversco Construction Co., Inc.	\$1,500.00

First Name	Last Name	Company	Donation
Marc	Van Til	Give 'Em A Brake Safety	\$500.00
Brent	Gerken	Gerken Paving, Inc.	\$500.00
Brian	Olesky	Pamar Enterprises, Inc.	\$500.00
Brad	Poggi	HUB International	\$250.00
Jeremy	Lemke	Give 'Em A Brake Safety	\$1,000.00
Dan	Cortis	Cortis Brothers Trucking & Excavating	\$500.00
Andrew	Ross	Utility Contracting Co.	\$250.00
Doug	Kaltz	Kaltz Excavating Co.	\$1,000.00
Ed	Levy, Jr.	Edw. C. Levy Co.	\$1,000.00
Brandie	Meisner	M&M Excavating Company	\$500.00
Alan	Chandler	VTC Insurance Group	\$500.00
Robert	Wilson	Mid Michigan Materials	\$200.00
John	Kloet	U.P. Concrete Pipe Co.	\$1,000.00
Kevin	Brenner	Brenner Excavating Inc.	\$500.00
Dale	Klett	Klett Recycle, Inc.	\$2,000.00
Derrick	Arens	Anlaan Corporation	\$100.00
Rinaldo	Acciavatti	Pamar Enterprises, Inc.	\$1,000.00
Robert	Adcock	Angelo lafrate Construction Company	\$2,000.00

Continued on page 34



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WINTER 2018: MITA PAC UPDATE

Continued from page 33

First Name	Last Name	Company	Donation
David	Turner	C. A. Hull Co., Inc.	\$2,500.00
Brian	Schember	Dan's Excavating	\$500.00
Edward	Shaffer	EJD Trasport	\$500.00
Chad	Listerman	CL Trucking & Excavating, LLC	\$2,000.00
John	Lepien	CL Trucking & Excavating, LLC	\$500.00
Darrell	Kaltz	Kaltz Excavating Co.	\$6,000.00
Jim	Kloote	J.E. Kloote Contracting, Inc.	\$1,000.00
Dennis	Rozanski	Dan's Excavating	\$250.00
Paul	Navetta	Dan's Excavating	\$500.00
Steve	Maranowski	Spartan Specialties, Ltd.	\$3,000.00
David	Marsh	Peninsula Prestress Company	\$300.00
Paul	Marsh	Peninsula Prestress Company	\$300.00
Jim	Doescher	Dan's Excavating	\$500.00
Kurt	Shea	P.K. Contracting, Inc.	\$500.00
Scott	Bazinet	Lowe Construction Company	\$3,000.00
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Michigan Construction Hall of Fame

Honors MITA Member

From left to right: David L. Eisler, president of Ferris State University, and Gary R. Benjamin of Gundlach Champion, Inc. Gary was among three inductees recently into the Michigan Construction Hall of Fame.

The Michigan Construction Hall of Fame welcomed three inductees during a formal ceremony October 26, 2017 at Ferris State University, including MITA Member Gary R. Benjamin of Gundlach Champion, Inc.

Gary was born in Howell, Mich., and grew up in a family heavily involved in the construction industry. His father, older brother and brother-in-law were master electricians. Construction was a big part of the family conversations.

Gary graduated from Fowlerville High School in 1966. He was offered a basketball scholarship from Lake Superior State University and lettered all four years. As Gary pursued his degree, he continued to work summers as a white card electrician. Gary graduated in 1970 with a bachelor of science degree in business administration. Two days after graduation, he began his lifelong career with Champion, Inc.

He held Champion, Inc., leadership positions as branch manager, utility sales manager and division manager in their electrical division. In 1982, Gary moved into Champion's Ready Mix Concrete Division as general manager. He spent weeks on the road all over the country learning the concrete side of the business and immersing in industry-specific training. During his tenure in the concrete division he was involved in many mega power



projects, with concrete supply contracts valued from \$3 million to \$50 million. He fully embraced involvement with the concrete industry serving as president of the Wisconsin Ready Mix Concrete Association and as a member of the ASTM Committee on Concrete and Concrete Aggregates.

In the late 1980's, Champion expanded with the acquisition of Gundlach, Inc. (general contractor) and Charter, Inc. (an ore mine). He was elected vice-president of Champion, Inc., in 1984 and senior vice-president and board member of Champion Inc., in 1986. He served as president and chief operating officer and member of the office of the CEO from 1999 to 2009.

Gary served on the Lake Superior State University Board of Trustees (2002-2004) and LSSU Foundation Board (2006-2016). He was one of many benefactors to help start the successful Dickinson County YMCA. He served as treasurer and a board member of Operation Action UP. He is currently working in support of a new model for the Economic Development in the Dickinson County area. 🏗️

MDOT Raises the Bar on Work Zone Visibility

Night visibility in work zones can be challenging, particularly in the rain. In 2015, MDOT teamed up with P.K. Contracting, Inc., to test and create wet reflective paints for performance in dark, wet work zones. The developed products were so effective that MDOT set new guidelines and standards for work zones throughout the state. The mandated use of temporary wet reflective tape and paint in work zones is the first of its kind in the United States and went into full effect this year.

"We're always trying to

innovate and we are motivated by safety," said MDOT Work Zone Delivery Engineer Chris Brookes. "Thirty-five percent of work zone crashes happen on rainy nights and we believe this new standard will make a big difference."

MDOT Work Zone Tech Specialist Chuck Bergmann said "the challenge was creating a temporary paint for a two-month work zone stage that was strong enough to hold onto the wet reflective optics. It's a new standard, and we are excited to see how this improves our statistics." 🚧



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Fleet Management Partnership

Michigan Infrastructure Transportation Association (MITA) Members are now eligible for savings through the Enterprise Fleet Management Affinity Program for the 2016 model year.

Enterprise is a full-service fleet management business that helps MITA members streamline their fleet, improve cash flow and optimize operations every step of the way. From acquisition and risk management, to maintenance and remarketing, Enterprise provides MITA members with quick, easy and personal access to a local account team who will handle all of the day-to-day fleet needs.

MITA member benefits and discounts:

- Savings up to 5 – 7% on acquisition costs
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Potential Changes Coming to Special Hauling Permits

By Michael J. Leavitt, Sullivan and Leavitt, PC

State Permits

Pursuant to MCL 257.725, the Michigan Vehicle Code requires transport permits for vehicles and loads that exceed the maximum legal size and weight limits. Transport permits are only issued for commercial vehicles and loads that cannot reasonably be reduced in size or transported by other means.

There are two different types of permits available to transport loads on state trunk lines: single trip permits

and/or extended permits. Currently, single trip permits may be issued for a five-day period if requested. A single trip permit is valid for one trip only, but may be issued to include a return move. Extended permits may be issued on an annual basis and are issued based on the specified loads or equipment being transported. There are different categories of permits depending on what type of load is being hauled.

State permits are applied for electronically through the Michigan Department of Transportation (MDOT). Usually, single trip permits are processed in the order in which they are received and typically are issued within twelve (12) business hours. Extended permits are usually issued within 15 to 21 business days from the time it is received by MDOT.

Current Costs of Permits

Oversize Single Permit	\$15.00
Oversize/Overweight Single Permit	\$50.00
Oversize Extended Permit	\$30.00/12 month period
Overweight Extended Permit	\$100.00/12 month period

Permits are received via the applicant's specified email address through Michigan Transport Routing and Internet Permits (MiTRIP) through the MDOT Permit Gateway (MDOT-MPG) where you can print your permit online if it has been issued.

Each permit includes conditions and restrictions based on the size and or weight of the movement. Weekend movements are permitted in Michigan for loads not exceeding the dimensions of 10 feet in width, 14 feet in height and 90 feet in length.

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Permits must be carried in the vehicle for any inspections by police and inspectors or the permit will be voided.

County and City Permits

MDOT does not issue permits on county, city, township or village roads. Oversized and overweight permits for traveling on any county jurisdictional route must be obtained from the county in question. An applicant can contact the County Road Association of Michigan via phone (517) 482-1189 or utilize the Internet site at www.micountyroads.org for information regarding each county.

For local jurisdictions, such as cities, townships and villages, an applicant needs to check with each jurisdiction for their type of permits required to pass through or make deliveries to these local municipalities.

Proposed Changes in State Permit Statute

Recently, House Bill 4644 was introduced by the House Transportation Committee proposing to amend the State Special Permit Statute, MCL 257.725. If passed, the bill would streamline the permit process as follows:

- The bill would require MDOT to allow an applicant to obtain an annual permit to exceed the size or load maximum for a power unit without requiring a separate permit for each individual piece of equipment carried by that power unit. Current law requires a separate permit for each individual piece of equipment. This change will certainly help an applicant in obtaining only one permit for multiple interchange of equipment being hauled instead of having to obtain multiple permits.

Continued on page 44

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Potential Changes Coming to Special Hauling Permits

Continued from page 43

- The holder of the permit could store and present it using a mobile device. Currently a paper permit must be carried in the vehicle.
- The permit could not contain any restrictions on daily operating hours and could only exclude Memorial Day weekend, the Fourth of July, and Labor Day weekend as restricted holidays.
- The permit could not require travel of more than 10 miles per hour below the posted speed limit.
- Subject to the three holiday weekends designated above, the permit could not restrict travel on the weekends.


The proposed changes under House Bill 4644 would definitely help provide flexibility regarding the permit process for companies needing to haul oversize loads on state trunk lines. Unfortunately, the bill would not alter or impede existing laws on permit requirements or fees set by local jurisdictions including counties.

The bill would also increase the fee for multiple trips or on an annual basis from \$30.00 to \$264.00 for oversize loads only.

Conclusion

Every transporter of oversize loads and equipment should be cognizant of the procedures for

obtaining a special hauling permit. A failure to follow the procedures subjects transporters to enormous overweight fines in the thousand's of dollars if a proper permit is not issued or if a condition/restriction on the permit is violated by the transporter. House Bill 4644

addresses some of the problems haulers have faced in the past in obtaining permits; however, there still will exist a lack of uniformity as county and local jurisdictions are not required at this time to effectuate the changes that the bill offers if passed. 



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Sanches Construction Company

Brief Company History:

Russell Sanches founded Sanches Construction Company in 1973. He started as a small residential concrete contractor and grew the company into a top minority contractor on state and federally funded projects. The company's fundamental beliefs are quality and satisfaction to their customers and employees, which has allowed them to prosper for over four decades.

Specialties: Sanches specializes in concrete barrier wall, bridge rail, approach paving, curbs and miscellaneous concrete items across the entire state of Michigan, including the Upper Peninsula.

Past Projects: Sanches has

received four Awards of Excellence from the Michigan Concrete Association. All four projects were fast paced and high profile. They included substantial quantities of concrete barrier wall and or bridge railing. For the most recent project (I-96 and US-23 interchange), Sanches installed over 21,000 feet of barrier wall in various configurations and over 2,000 feet of bridge railing.

High Points: "We enjoy the people we meet," said Deb Edgecomb, president, "and the relationships made. The ever-changing climate of the industry keeps us moving forward, growing and evolving."

Benefits of MITA: "MITA has

been a great resource over the years," Deb said, "in assisting with union issues and having safety and regulatory information readily available." 🏠

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SOURCE: Ponemon Institute's 2016
Cost of Cyber Crime Study: United States.



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MITA Members Giving Back

We've been "stalking" MITA members on Facebook who haven't had time in their busy schedules to let us know all the ways they have been giving back to their communities. It is important for the image of the industry to let the public know that our industry is busy not only building infrastructure but also building goodwill. MITA members give back to their communities in hundreds of different ways every year—like donating to food banks, and helping out in other states and countries hit by hurricanes.

Here are a few recent Facebook highlights. We are sorry if we missed your company. We would love to hear about what you are doing to give back. Feel free to send your information and photos to Nancy Brown, MITA's director of communications, (a.k.a. Facebook stalker!), and Cross-Section Magazine editor. Her email is nancybrown@mi-ita.com. Thanks in advance for helping us spread the good news about MITA members. 🏠





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Trump Administration: Ripe for Regulatory Reform

By Nick Goldstein, ARTBA Vice President of Regulatory Affairs

Geographic-Based Hiring Preferences: U.S. Department of Transportation (U.S. DOT) proposal to allow local hiring preferences, by state and local agencies, through a rule change and pilot program.	U.S. DOT repealed the rule change and pilot program on October 6.	WIN
Hours of Service: The rule limits on-duty time for motor carrier drivers to address fatigue. It applies to transportation construction drivers although they typically don't spend as many hours per day on the road.	Electronic monitoring device (ELD) requirements are scheduled to take effect in 2018. ARTBA is supporting exemptions for the industry from this and other segments of the Hours of Service rule.	PENDING
Project Labor Agreements (PLAs): February 2009 Obama administration executive order (EO) required PLAs on certain direct federally-funded construction projects, and encouraged their use on federal-aid projects.	ARTBA and coalition allies support legislation in House and Senate that would make PLAs optional, rather than mandatory.	PENDING
Buy America: In late 2016, FHWA proposed a nationwide exemption from Buy America regulations for certain, commercially available, off-the-shelf products.	This exemption was not finalized before the Obama administration left office. On April 18, President Trump signed the "Buy American, Hire American" EO directing all agency heads to examine their use of Buy America waivers. ARTBA continues to encourage FHWA to finalize and implement the 2016 proposal.	PENDING
Overtime Revisions: In 2016, the Obama administration changed the manner in which workers qualify for overtime pay by more than doubling the salary threshold for exempt employees.	June 27: the Department of Labor (DOL) announced it would review the revisions. On August 29, a federal court struck down the Obama administration revisions. ARTBA submitted documents September 25 advocating for a rule that will allow employers the flexibility to pay salaries appropriate for their geographic locations (i.e. account for differences in the cost of living between New York, N.Y., and Cheyenne, Wyo., for example.)	WIN
Silica Exposure: In March 2016, the Occupational Safety and Health Administration (OSHA) proposed to significantly tighten existing federal standard for allowable worker exposure to crystalline silica dust.	ARTBA and partners sued OSHA over the rule. Arguments were heard September 25. The groups are also in the process of requesting OSHA re-open the rule for further study. Compliance for construction firms started on September 23, with OSHA allowing for "good faith" efforts for the first 30 days.	PENDING
Recordkeeping: The "Volks Rule" would extend the period that OSHA can cite companies for recordkeeping violations from six months to five years.	President Trump signed ARTBA-supported legislation striking down the "Volks Rule" on April 3. OSHA May 17 also suspended new recordkeeping requirements until further notice.	WIN

Continued on page 48

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Trump Administration: Ripe for Regulatory Reform

Continued from page 46

EEO-1 Form Revisions: Equal Employment Opportunity Commission (EEOC) February 1, 2016 proposed requiring businesses with 100 or more workers to report salary data.

August 29: The Office of Management and Budget announced it would stay the new EEO-1 changes.

WIN

Corporate Average Fuel Economy (CAFE) Standards: 1970s-era regulation to improve the average fuel economy of cars and light trucks produced for sale in the U.S.

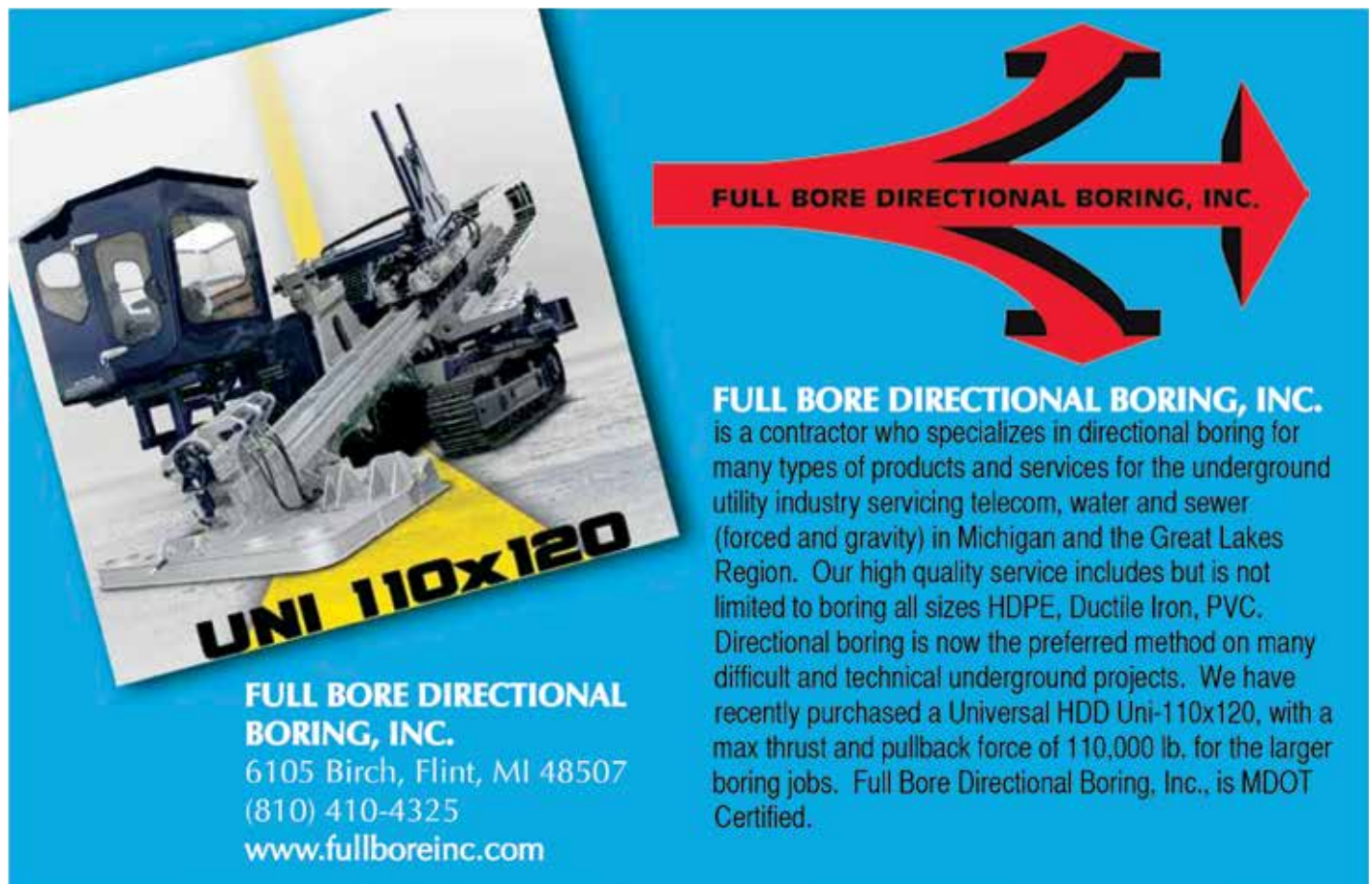
ARTBA remains concerned proposals to increase fuel efficiency without compensating the Highway Trust Fund for accompanying revenue loss would exacerbate the HTF's structural revenue deficit and create even bigger investment obstacles to transportation infrastructure improvements. President Trump ordered the U.S. Environmental Protection agency (EPA) to review the latest round of CAFÉ standards on March 22.

PENDING

Waters of the U.S. (WOTUS): A 2015 rule from EPA and the U.S. Army Corps of Engineers (CORPS) would expand the Clean Water Act (CWA) to make roadside ditches subject to federal jurisdiction.

EPA is currently accepting comments on the withdrawal of the WOTUS rule as well as what a revised rule could look like. Both the withdrawal and revision of WOTUS are expected to spur litigation. Further, ARTBA and its coalition allies are involved in a separate lawsuit before the Supreme Court concerning proper jurisdiction over CWA disputes. That case was heard October 11. The WOTUS repeal process is expected to last at least two years.

PENDING



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