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Building relationships: Using your voice for effective advocacy

*by Lucas Hargraves &
Amanda Manatt Story
Hargraves Consulting*

IT TAKES A LOT TO KEEP A BUSINESS RUNNING, MUCH LESS THRIVING. YOU AND YOUR TEAM NO-DOUBT HAVE COUNTLESS OBLIGATIONS AND TASKS THAT FILL YOUR DAILY TO-DO LISTS,

from keeping up with client demands, to staying on top of worksite safety, to ensuring your projects are on time and on budget. You probably don't have a lot of extra time in your day to think about public policy and how it affects our industry. However, regulatory and policy decisions made every day at the local, state, and federal levels can have a major impact on your business. Your advocacy team at AGC Arkansas keeps a close watch on proposed legislation and regulations. We work to ensure our lawmakers and government officials understand the nature of your work and the unique challenges facing our industry, to help advance our industry's top policy priorities. However, at the end of the day, the most effective advocate our elected leaders hear from is you.

What is Grassroots Advocacy?

The term "grassroots advocacy" gets thrown around a lot. So what is it exactly? Simply put, it's the process by which constituents in a particular group (like ours) are encouraged to engage with their public officials, weighing in with a specific message, or policy goals. Think about it – lawmakers regularly face complicated policy decisions about industries with which they may not be familiar. When that happens, they often seek additional information from industry leaders, asking about the pros and cons on both sides of an issue. However, if in addition to hearing from the leadership at a trade association, they also hear from individual members of the group (who also happen to be their constituents), the message no-doubt carries more weight. That way, the lawmaker is not only get-

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Effective Advocacy

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ting the industry's "official position," but he or she is hearing from neighbors back home about how the issue

specifically affects them, their business, and the community.

Why is it Important?

Grassroots advocacy is an important part of any legislative outreach strategy. YOU are the expert in your field, which is why decision-makers want to hear directly from YOU. You are in the best po-

sition to describe how a specific piece of legislation will harm or help your bottom line, your capacity to land and complete projects, or your ability to find qualified employees for your business.

Our public officials are inundated with a myriad of tough issues every single day. They are asked to digest and analyze large amounts of information and then (often quickly) make a decision that can impact their constituents for years to come. It's not a job members take lightly. Hearing from multiple individuals in and around

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Be Respectful

Build Relationships

Know Your Facts

Personalize Your Outreach

Advocacy 101



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Effective Advocacy

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their districts, who are all echoing the same position, with similar concerns, and specific real-life examples about why a policy is important can give clarity to an issue and greatly influence the outcome. Sharing your viewpoint gives lawmakers a helpful, practical perspective they typically want when weighing a decision – a reminder they aren't just looking at legislation outlined on a piece of paper, but at a policy that impacts individuals and their livelihoods.

How do you advocate effectively?

Just as important as taking the time to weigh in with your legislator, is making sure you do it in the right way. In fact, if done poorly, outreach can unintentionally wind up causing more harm than good. To avoid any pitfalls while conducting your outreach, there are some basic rules to keep in mind.

First and foremost (though it should go without saying), it is important to always be respectful. This is essential any time you are communicating with a public official, but can be especially important

to keep in mind when letting a legislator know you oppose their measure, or when trying to sway someone who may be against our policy priority. It sounds pretty basic, but we are all passionate about our industry, and sometimes emotions run high when there's a lot at stake. Just remember to maintain a professional, cordial tone. A legislator may disagree with our position on one issue, and then be our strongest advocate on the next. It's best to maintain strong relationships!

Speaking of relationships, that's essentially what effective advocacy is all about.

It's important to build on the relationships you may already have with your elected officials, and make an effort to get acquainted with those local leaders you may not already know. The best time to do this is before the need to reach out on a specific issue. If you run into a state representative at the local Kiwanis meeting, introduce yourself; begin a dialogue. You are the constituent. Your elected leaders want to know you, and they want to hear what you have to say.

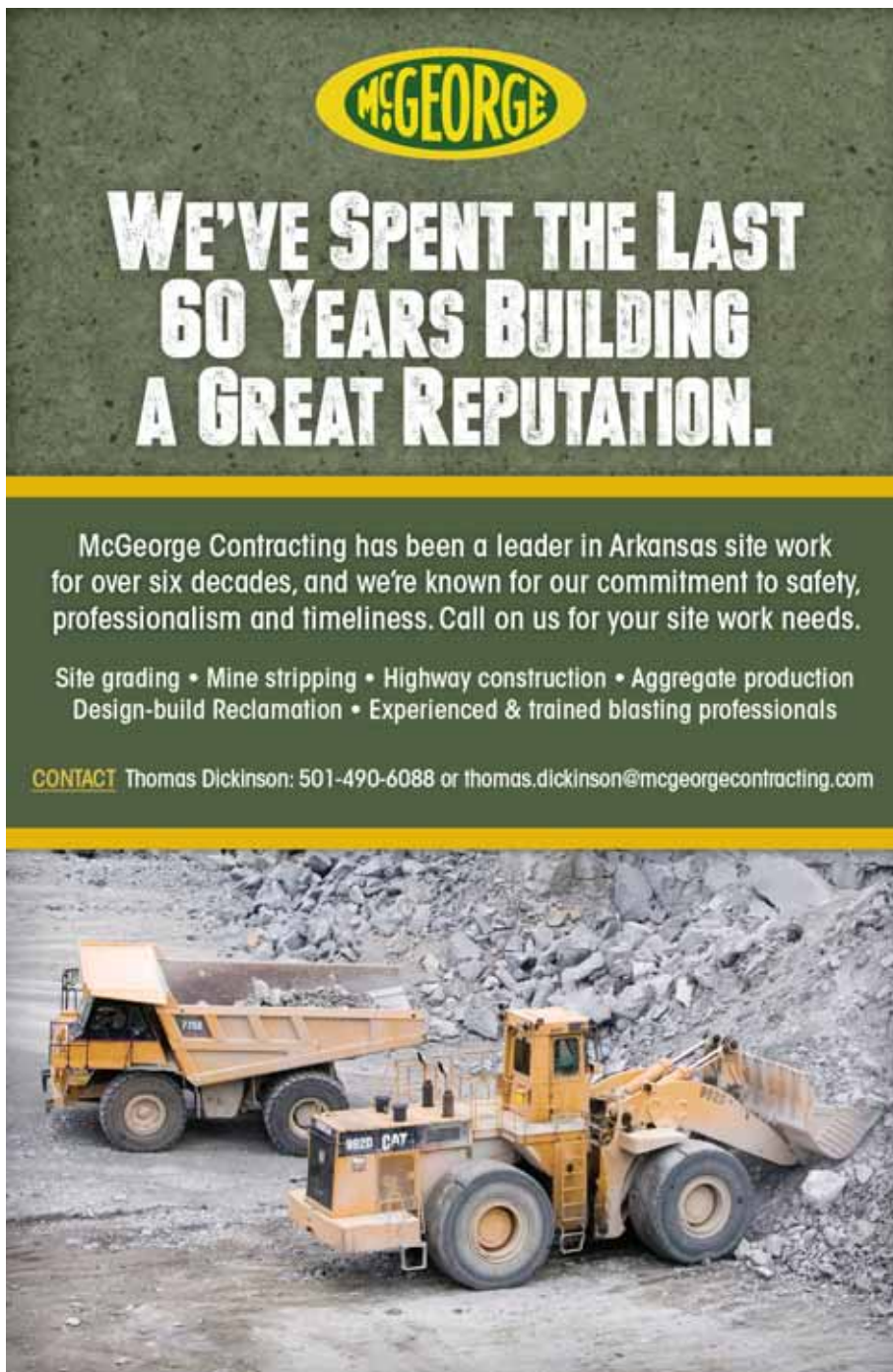
When you do reach out on an issue, it is critical that you know your facts.

If you aren't sure about a specific detail, it's always best to double-check. If in a conversation with an official and asked about something you don't know, tell them you'll find out and get back with the information they need. We work hard to ensure AGC and our members are seen as a reliable, trustworthy resource for industry information, so it's important that legislators and other officials know they can trust everything our members share with them is true and accurate.

Also, when visiting with an official, keep in mind that they are interested in your perspective.

While it's important for AGC's overall message to stay consistent, that doesn't mean legislators want to receive the same exact email, or hear the same exact spiel from 14 different constituents. (In fact, "spamming" a member with identical emails or letters is one of the biggest landmines to avoid.) While AGC may provide message points to share, it's also important to frame the issue around your personal experience – not just forwarding a form email or reciting a list of talking points.

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Effective Advocacy

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What's the best way to get in touch? It depends on the issue, the timing, and on your relationship with the official. In

some cases (especially if you don't have a close personal relationship with the member), a personalized email may be most effective. If the issue is pressing, and you have a compelling personal perspective to share, it might be more impactful to request a one-on-one meeting. If you already have a relationship with the member (as is often the case in some of our smaller communities), you may feel most comfortable picking up the phone and giving the legislator a call. (A call can also be effective even if you don't know the member personally. Our advocacy team can help you get in touch.) Most legislators today are also active on social media, so that can be an efficient way to reach out and share information, reaching several members at a time.

How can you plug in to AGC advocacy efforts?

As mentioned earlier, we recognize advocacy is not something you probably do (or want to do) on a daily basis. While we want you to engage, we want to make it as easy on you as possible, and we want to ensure our group presents a coordinated, unified, and well-timed effort. As we near the 2019 legislative session, which kicks off in January, we will be in touch with more information on our policy priorities, and specific ways that you can help. We may ask you to send an email to a key legislator; give your member a call and let them know our position on specific legislation; push a message out through your social media pages, or even come to the Capitol and attend a committee hearing, or visit with legislators in-person.

You are the foundation of AGC Arkansas's advocacy efforts, and we're counting

on you to help carry our message during the upcoming legislative session. The advocacy team can coordinate a strategy, develop outreach materials, and keep the effort organized, but it is the collective voice of our individual members – your voice – that will be most effective in reaching our policy goals in 2019, and in years to come. ■



Hargraves Consulting is a full-service lobbying and public affairs firm. The Hargraves team represents AGC Arkansas at the Arkansas State Capitol.

YOU are the foundation of our advocacy efforts.



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Quick pay good way to make subcontractors stay

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by DeWayne Hill
Senior Vice President
TBS Capital Funding

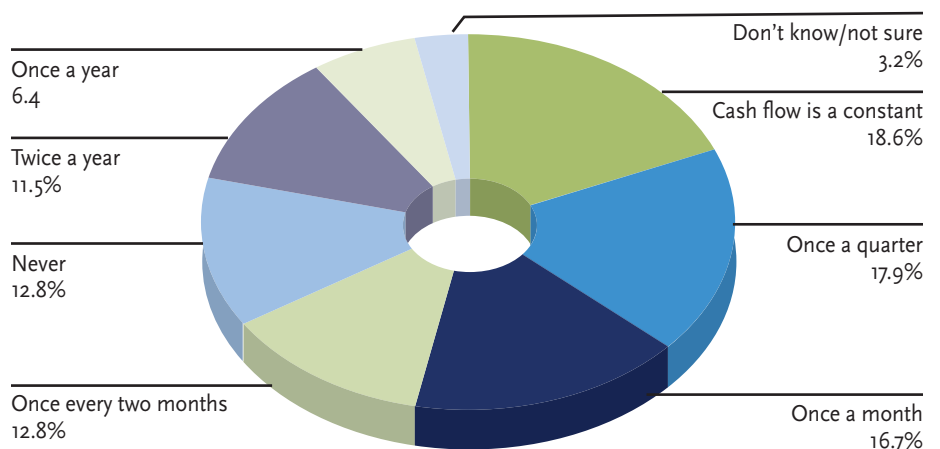
DROP A HAMMER OFF A HIGH-RISE AND THE IMPACT COULD BE DEADLY. STRETCH A SUBCONTRACTOR OUT TOO LONG ON PAYMENTS AND IT COULD HAVE A SIMILARLY DEVASTATING EFFECT.

According to a recent survey by TSheets, more than a third of construction contractors experience cash problems at least once a month. That's not surprising considering a 2018 study of working cap-

ital by PriceWaterhouseCoopers found that half of construction subcontractors are waiting 84 days or more to get paid – the longest wait of any industry measured.

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% of Construction Subcontractors and Frequency of Cash Flow Problems



Data Source:
PriceWaterhouseCoopers

Quick Pay

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Peter and Paul

The longer it takes for a business to convert capital to cash, the greater the risk of that business

being unable to cover expenses or accept new work. If that happens too often, it could lead to work stoppages and even business failure. The smaller the company, the more difficult it can be for them to meet their financial obligations, given the prevalence of unfavorable contract terms such as “pay when paid,” and “pay if paid.”

Such practices evolved for a very good reason — to protect general contractors, who are often also highly leveraged and are stuck between subs with their hands out and owners holding tight to their purse strings. Nevertheless, this tradition of robbing Peter to pay Paul really only kicks the can of payment risk down to those most desperately in need of immediate cash.

Financial “experts” recommend that small businesses keep three to six months of cash expenses in reserve to cover payment delays. But as they say in the real world, “results may vary.” Ac-

Why GCs should care

When subcontractors fail, GCs have to scramble to replace them. That’s not always easy, especially in a booming market. Subcontractor turnover adds a whole new set of potential challenges, including project delays.

On the other hand, when subs aren’t desperate for cash, there are benefits for GCs as well:

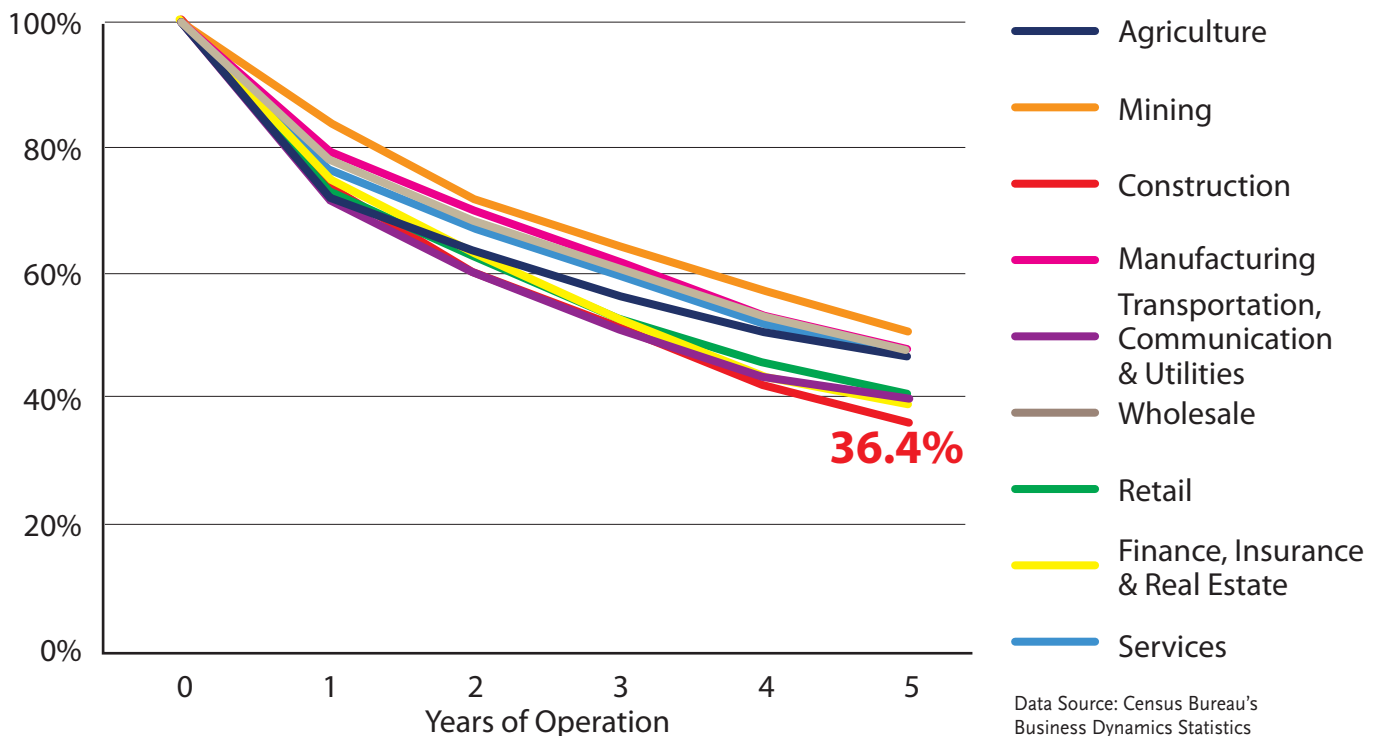
- When subs aren’t worried about how they’re going to pay their suppliers or sub-subs, they can spend more time focused on the project and timeline.
- Quick pay enhances trust and creates a healthier environment, strengthening relationships between GCs and subs.
- Faster cash stabilizes supply chain by eliminating “kick the can” effect of cash shortages rolling downhill and contributing to business failure statistics.

cording to a recent report from JP Morgan, the median cash reserve for a construction contractor is 20 days — which may explain why U.S. Census statistics show construction companies have the highest failure rate of any industry with only about a third surviving five years.

The Subcontractor’s Dilemma

Loans are an excellent source of cash for capital investments that allow companies to increase revenue and spread the expense over time. They are also a good way to cover cash timing needs when there is a clear and predictable income

Business Failure Rate Over Five Years by Industry



stream available for repayment.

Neither of those scenarios apply to construction subcontractors, who are often in the unenviable position of being the unstable middle, sandwiched between a large and creditworthy GC and a similarly large supplier.

Unfortunately, while banks may be reluctant to provide subcontractors with traditional business loans, they don't seem to have any problem allowing business owners to run up large balances on high-interest credit cards — especially merchant cards, which often carry interest rates of 25 percent or more. And if a business fails, credit card debt typically becomes the personal responsibility of the cardholder.

A Better Way

In response to this set of challenges, a growing number of general contractors are applying technology and third-party funding to accelerate payments to subcontractors through a process known as “supply chain financing.”

Supply chain financing, which is already widely used in manufacturing, has only recently begun to get a foothold in construction. Turner Construction was among the first large general contractors to adopt such a program, launching its Accelerated Payment Program in 2014. Alston and KAST offer similar programs.

Unlike traditional small-business lending, which relies on the creditworthiness of the subcontractor, accelerated payment programs leverage the credit of the owner and general contractor.

Here's an example of how it works:

- A company works out a deal with an investor to purchase payment applications (pay apps) submitted by subcontractors for completed work.
- The Investor immediately pays subcontractors, minus a nominal convenience fee.
- On pay day, when the pay app would normally come due, the GC pays investor instead of the subcontractor, who has already received an accelerated payment.

In this scenario the subcontractor gets vastly improved cash flow, the GC mitigates the risk of the subcontractor failing, and the investor is able to make a low-risk investment, based on the creditworthiness of the GC and the project owner. Even better, the subcontractor can turn accelerated payment feature on and off according to cash needs.

And, unlike a traditional bank loan, where each subcontractor would have to submit financial statements and go through

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You reduce the risk of the subcontractor failing and leaving you high and dry.

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Quick Pay

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a lengthy approval process, when a GC offers accelerated payment, subcontractors simply need to opt in to participate. Getting cash can be as simple as clicking a button on a mobile phone app.

Peace of Mind

Construction should be a rewarding business, with skilled trade workers coming together under the direction of a GC to help bring owners' dreams to life. Anything that interferes with that goal is friction that should be eliminated.

Supply chain financing through third-party funders is a process improvement that benefits subcontractors, GCs and owners alike by providing peace of mind and mitigating the risk of work stoppages due to subcontractor financial stress.

Although relatively new to construction, supply chain financing is a proven practice and I predict it will become a best-practice for construction business-

es over the next decade. With competition for skilled trades on the rise, GCs should be doing everything they can to attract and sustain a stable base of subs. A technology-enabled supply chain financing program to help subs better manage their cash flow is a giant step in the right direction. ■

DeWayne Hill, Sr., is Vice President at TBS Capital Funding. Contact him at dhill@tbsokc.com.

The TBS family-ownership group has been members of the working capital finance industry for decades. TBS Factoring Service LLC, a freight bill finance company created in 2004, and based in Oklahoma City, is one of the nation's leading providers

of simple and flexible cash-flow solutions for independent trucking companies.

Founded in 1968 as Truckers Bookkeeping Service, the family owned company provides permitting, compliance and fuel tax reporting services. In 1998, the company began offering truck insurance through TBS Insurance Agency. In 2014, we formed a general factoring company, TBS Capital Funding, to provide financial solutions to companies outside the transportation niche.



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The effectiveness of remarketing

*by Matt Olson
President
Matmon Internet*

COMPANY SIGNS ON CONSTRUCTION SITES SHOW EVERYONE PASSING BY WHAT'S HAPPENING AND WHAT COMPANIES ARE PART OF THE PROJECT.

When people drive by your construction site and see your company sign on their daily commute, they become familiar with your name and are more likely to consider working with you. Digital remarketing works like an online job site sign. The people who visit your website will also see your "signs" on select websites, apps, and social networks that they frequently visit.

Most people are familiar with digital remarketing through online shopping experiences. After looking at a pair of shoes or a piece of exercise equipment online, you may see that product pop up as you browse online. But remarketing is not just for e-commerce—it is also a pow-

erful tactic for B2B and can be especially useful in recruiting new employees.

With digital remarketing, your website makes a connection with people who visit you online and allows your company to continue to advertise to them after they leave. Remarketing increases the profile of your company in the community and keeps your advertisements in front of the right people at the right time on millions of sites and popular social media networks.

Remarketing allows companies to deliver a targeted ad experience like never before. For example, people who visit

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The Remarketing Cycle



Remarketing increases the profile of your company in the community

job posting pages will be reminded of your company which builds brand recognition. Remarketing can be an effective way of continually encouraging potential employees to choose your company over others. It allows your company to promote additional value propositions and echo the most effective messages about your brand.

Internet browsing and internet advertising began in close succession. The first web browser became popular in 1993, and in 1994 Wired.com, then known as HotWired, invented the web banner ad. Today we're all accustomed to online advertising. We see digital ads as we "google," visit our favorite websites and browse social media channels like YouTube. If you haven't heard, take note that YouTube which has pretty much replaced

TV for the under-30 crowd.

Like it or not, digital advertising actually pays for the free information we consume on weather, news, entertainment, and social media sites and gaming apps. Remarketing improves the experience by serving ads for products and services that are relevant to you. Digital ads are part of our everyday life just like billboards on your daily commute but with remarketing ads the content has been curated to your interests.

The first step of remarketing is installing tracking codes onto your website from Google and the individual social media networks. The most commonly used networks are Google, which owns YouTube, and, Facebook, which owns Instagram. However, other networks like LinkedIn



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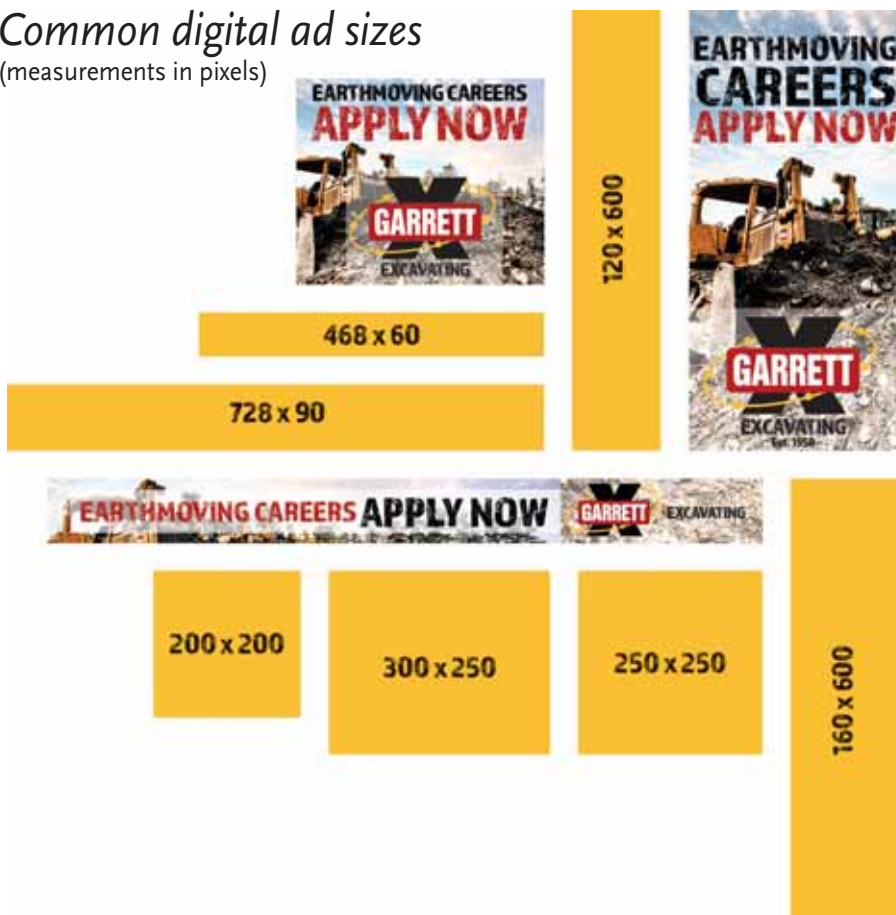
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Common digital ad sizes (measurements in pixels)



and Pinterest will have completely separate tracking codes. The next step is to create a targeted campaign with strong graphics and compelling messaging in all the different sizes and formats available (nearly a dozen for Google alone). Lastly, you upload your digital ads to each network and configure the digital advertising settings to deploy your ads. Digital advertising is powerful. At Matmon, our

clients have seen up to 100-fold increases in the number of impressions over the “estimated” reach and frequency of traditional advertising methods like print, TV, and radio.

Here are some example ads formatted for digital ad networks:

Google Display Network YouTube Commercials and Banners



LinkedIn



Twitter



Facebook



Instagram

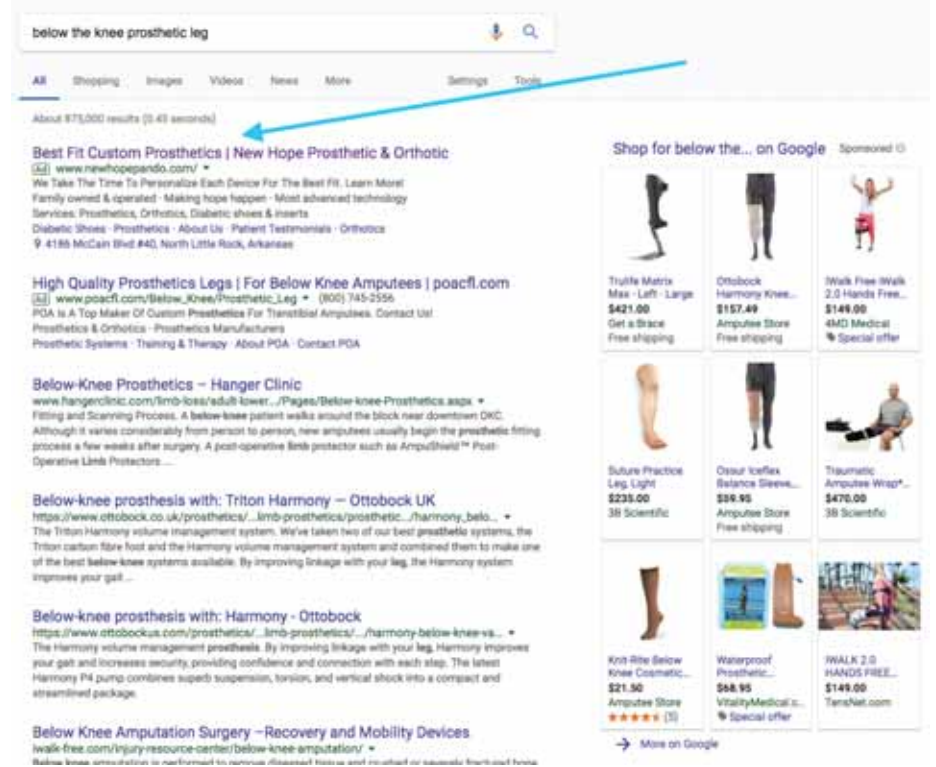
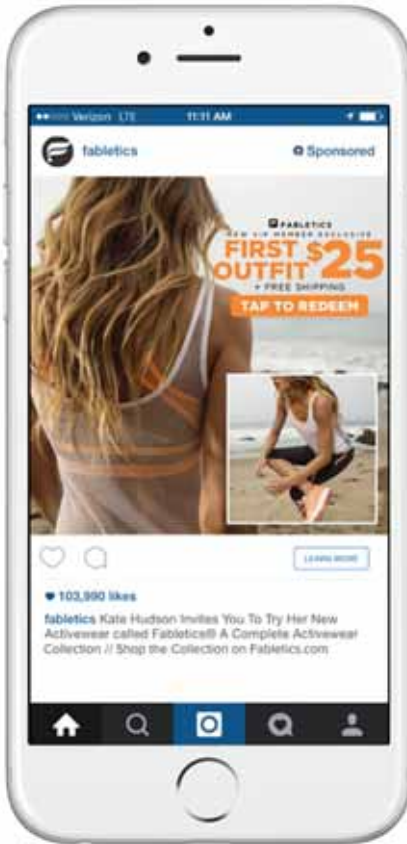


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Remarketing from page 21

Your website is one of your most power-

Google Search Ads



ful marketing tools and adding remarketing to your toolbox amplifies that power. Research suggests that companies with more digital touchpoints experience a better return on their advertising investments. In fact, it can take seven or more touchpoints for a conversion to a sale to occur. Sales and outreach efforts can be

segmented into three phases: interest, consideration, and commitment. Remarketing occurs after interest has been established by a website visit— putting you that much closer to the commitment phase. Online touchpoints from remarketing remind people of their interest and allow your website to be just a click away while they consider making the commitment to work with your company. The companies in the construction industry that embrace digital remarketing can have a distinct advantage over the companies that don't. Have you put your digital job site sign on the Internet yet? ■

Digital strategist Matt Olson is an innovator and leading force in the web industry. What began as a strong passion for building websites developed into a 19-year career as President and owner of an award-winning full-service digital agency, Matmon. You can contact Matt at matt@matmon.com.



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U of A Community College at Morrilton Business and Technology Building 1500 University Blvd Morrilton, AR 72110	Electrical
Northwest Arkansas – Springdale	
Har-Ber High School 300 Jones Rd Springdale, AR 72764	Electrical
Siloam Springs	
Career Academy of Siloam Springs 700 N. Progress Siloam Springs, AR 72761	Industrial Maintenance
	Electrical
Texarkana	
1918 East St. Texarkana, AR 71854	Electrical

Be Pro Be Proud

*by Andrew Parker, Esq.
Director, Be Pro Be Proud &
Director of Governmental Affairs,
Arkansas State Chamber
of Commerce / Associated
Industries of Arkansas*



Since 2016, the Be Pro Mobile Workshop has traveled nearly 100,000 miles educating students, parents and teachers about the opportunities that exist in Arkansas' construction, manufacturing and transportation industries. Nearly 40,000 students have met our road team, have experienced the variety of simulators on-board and have heard the potential each of the twelve professions we promote can offer. Nearly 12,000 people have "Joined the Movement," and opted to continue to learn more – both from the Be Pro Be Proud team and from our partner associations, schools and employers.

The Be Pro Be Proud effort's recent report card – provided last May by Arkansas teachers whose students who've had the experience – revealed that our team's hard work is bearing fruit. As of the end of the 2017-2018 school year, Arkansas teachers report that 72% of

their students are considering careers in one or more of the Be Pro Be Proud technical professions. Over 86% state that they have an improved impression of these job opportunities and 76% have a new awareness of their income potential. Specifically related to training and job opportunities, 90% of teachers report that students are more aware of schools in their respective region providing the needed training and 72% are similarly aware of companies looking for and hiring skilled professionals. Most importantly, 79% report that students continued to talk with their teacher and/or fellow students about these jobs and

(Below) Members of AGC Arkansas present a check for \$25,000 to the Be Pro Be Proud Movement. Members were given the opportunity to tour the rig and learn about plans for the 2019 expansion. This is the second donation from AGC Arkansas.



93% of teachers wish to book the Be Pro Mobile Workshop to return to their campuses.

Needless to say, we are pleased with the progress and the feedback. The input provides a valuable look back on past performance and helps guide our efforts moving forward. What we interpret from these results is that we are on the right track and that we have a significantly greater amount of work to do. We will focus our energy on broadening employer, student, parent and teacher engagement and significantly improving the Be Pro Mobile Workshop experience.

Improved Employer Engagement.

In mid-October, we will invite our partner schools, companies and associations for a meeting at the Arkansas State Chamber of Commerce to strategize about how to constructively utilize the "Join the Movement" data and connect with interested students, parents and teachers. This collaboration is essential to our collective success. Students, teachers and parents must continue to hear about the potential skilled professional training and careers these fields offer. Additional details about this meeting will be distributed to our partners very soon.

Broadened Student & Parent Engagement.

We are excited about potential partnerships developing that will significantly improve our ability to more constructively communicate with a larger number of Arkansas' approximately 450,000 students and their parents. This is an important development because how we communicate and what we communicate must vary depending on age and interest. Middle school students will soon receive message threads that provide general content covering a broader range of related topics. High school student content will be more specific and focus more on training and job op-

portunities directly tied to their specified preferences.

Connecting with parents has been a logistical challenge yet our partners are beginning to step forward to play a greater role. Beginning in the early fall, company-partners will begin hosting late-afternoon and early-evening events at their facilities and inviting families in the community for tours, food and fellowship. The Be Pro Tour Team and the Mobile Workshop will be on site to contribute to the discussion. We are inviting partners in these regions to participate in these events and are excited about the impact these community events can have on fracturing misconceptions about skilled professions.

We continue to encourage our two-year school partners to host the Be Pro Mobile workshop for multiple days. These institutions are the backbone of technical education in Arkansas and many are doing extraordinary work that should be shared

continued on page 26

12 Highlighted Professions

CAD/CAM Drafter
Carpenter
CNC Operator
Commercial Truck Driver
Computer Programmer
Diesel Technician
Electrician
HVACR Technician
Machinist
Plumber
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Workforce Update

from page 25

with all middle and high school students. Daily events can draw students from multiple schools to tour the Be Pro Mobile Workshop, interact with instructors teaching courses in these fields, tour facilities, and meet employers hiring these graduates. Evening events during the week can target parents and area K-12 teachers and administrators for similar reasons. The potential for these events is significant for all involved.

The 2019 Be Pro Mobile Workshop

As stated at the outset, the Be Pro Mobile Workshop has crisscrossed the state exposing target audiences to the highly valuable career opportunities within our target industries. Tens of thousands of students have explored the six simulator stations, viewed promotional videos, learned how to utilize the website to find training and jobs in areas of interest and met our team. It has been tremendously well received and spurred varying levels of interest and engagement in and

outside Arkansas and it is time to take things to the next level.

In January 2018, Be Pro Be Proud began a capital campaign to upgrade the Be Pro Mobile experience. A 53' double-expandable custom trailer will replace the 40' gooseneck trailer currently in operation and nearly quadrupling our available interactive space. We will double our simulator stations from six to twelve and add multiple touch-screen learning panels throughout the learning space. Partners are lining up to invest in these stations and we are working with them to highlight these companies' efforts and opportunities within their respective industry sectors. While we are nearing the end of this fundraising effort, opportunities for partnerships remain. Please reach out to Andrew Parker if you'd like to learn

more. We are on track to unveil the new Be Pro Mobile Workshop in early 2019.

AGC Arkansas has been supportive of the Be Pro Be Proud effort since its inception and we cannot thank the organization enough for its financial, strategic and organizational support. There is much we can and will achieve together.

Please check out our website at www.beprobeproud.org for a list of featured companies hiring professionals in one or more of the professions promoted. If you wish to be included, please email Andrew Parker at aparker@arkansasstatechamber.com. You can also email Andrew at the same address to learn more about the 2019 Be Pro Mobile Workshop and discuss the potential of participating in this groundbreaking effort.

Opportunities for partnerships remain available.

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Lance Wright

Cody Yeoman

What's Next?

Oct. 18 *Sporting Clays Tournament*

Oct. 22 *Knight Cashion Scholarship
Golf Tournament*

Nov. 8 *Annual Meeting*

Dec. 6 *FLD End-of-the-Year Social*

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Congressman French Hill Visits AGC Arkansas



AGC Arkansas members, Roger Marlin (Hydco, Inc.), Mark Windle (Manhattan Road & Bridge), Doug Wasson (Kinco Constructors), D.B. Hill, III (D.B. Hill Contractor, Inc.) and Thomas Dickinson (McGeorge) met with Congressman French Hill recently during a visit to the AGC office.

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ARDOT's Connecting Arkansas Program Marks 5-Year Anniversary

An Update from the Arkansas Department of Transportation

Midway into its 10-year highway improvement program, the Arkansas Department of Transportation's (ARDOT) Connecting Arkansas Program (CAP) is busy with construction projects throughout the State.

Since July 2013, ARDOT has completed 11 construction projects and has another six under construction, equating to more than 85 miles of highway and interstate improvements. Another eight projects with 60 miles of widening or new-alignment construction are scheduled for bid openings later this year.

The CAP is one of the largest highway construction programs ever undertaken by ARDOT. Through a voter-approved constitutional amendment, Arkansans passed the half-cent sales tax to construct more than 30 projects in 19 corridors.

"The people of Arkansas voted for a half-cent sales tax to pay for capacity and safety improvements on our State's Highway and Interstate System," said ARDOT Director Scott Bennett. "The CAP program has provided a way to accelerate many of our construction projects, and it's exciting to see new lanes opening and ribbon-cutting ceremonies."

Much of the work accomplished in the first half of the program has focused on project development that includes design, environmental handling, right-of-way and utility coordination. A majority of design tasks are now complete, and the projects are transitioning into the construction phase.

To date, a number of high-profile corridors have been improved with the completion of \$431.5 million in CAP construction projects, while several others will open new lanes to traffic this year.

Completing the Interstate 40 widening between Conway and North Little Rock

The final section of I-40 to be widened from four to six lanes opened in 2016. The \$38.4 million job stretched 5.1 miles from State Highway 365 to the Interstate 430 interchange.

Connecting the Bella Vista Bypass with Interstate 49

With this \$52.6 million job, more than six miles of newly constructed lanes opened between I-49 and State Highway 72 in 2017. This enabled traffic in western Benton County to travel 12.1 miles without a stoplight on the new bypass.

Widening Interstate 49 in Washington and Benton Counties

Construction of four CAP projects at \$116.3 million has widened more than 15 miles of I-49 to six lanes in populous northwest Arkansas between Fayetteville and Bentonville.

Completing the first section of the U.S. Highway 412 Bypass in Springdale

As the largest single contract ever awarded by the Highway Commission at \$100.6 million, this first leg of the long-envisioned bypass in northern Springdale opened in April. More than 4.5 miles of four-lane divided freeway on new alignment is one of the foundational pieces in helping to alleviate east-west traffic in Springdale and provide an improved and easier route to the Northwest Arkansas Regional Airport.

Widening U.S. Highway 70 between Interstate 30 and Hot Springs

More than 18 miles and \$78.5 million of widening on U.S. Highway 70 in Garland and Saline counties opened to traffic in June. The work improved safety on this busy route between Hot Springs and I-30

by straightening curves and flattening hills.

Widening U.S. Highway 64 in Crittenden County

This \$23.3 million job widened 5.5 miles of U.S. Highway 64 to four lanes east of Earle. A ribbon-cutting was held in June on this project that contributes to the continued widening of the highway between Wynne and Marion.

Widening U.S. Highway 64 in White County

This \$8 million project contributes to the four-lane widening of U.S. Highway 64 between Conway and Beebe. The project completed in August 2017 and widened three miles of highway west of Beebe.

Constructing the Monette Bypass in Craighead County

A 3.2-mile bypass north of Monette opened to traffic in November 2017. Constructed for \$13.7 million, the four-lane bypass on new alignment contributes to widening State Highway 18 between Jonesboro and Blytheville.

Six projects are currently in construction:

- **Boone County:** Widening U.S. Highway 65 for 4.5 miles through Valley Springs.
- **Calhoun County:** Two projects are widening U.S. Highway 167 for more than 11 miles between Hampton and Fordyce.
- **Mississippi County:** Widening State Highway 18 for 1.8 miles east of Manila.
- **Pulaski County:** Widening Interstate 630 for 2.2 miles between Baptist Hospital and University Avenue.
- **Pulaski/Lonoke Counties:** Widening U.S. Highway 67 for 4.6 miles between Jacksonville and Cabot.

Additional widening projects will begin over the next two years, which include

U.S. Highway 67 within Jacksonville city limits, Interstate 30 southwest of Benton and Interstate 30 corridor improvements associated with the 30 Crossing project in Little Rock and North Little Rock. By the end of the program in 2023, two sections of U.S. Highways 82/425 will widen 15 miles between Hamburg and Louisiana, and another two projects in Columbia and Union counties will contribute 11.5 miles of work on U.S. Highway 82 toward the four-lane widening between El Dorado and Texarkana.

Although these construction projects are the core of the program's focus, every city and county in Arkansas also benefits from the half-cent sales tax. In addition to the \$1.8 billion that has been projected to accrue from 70 percent of the tax revenue, another 30 percent of the tax is turned back to local governments for local road and street projects, an estimated \$700 million.

To complete the 11 construction projects, contractors have utilized 14.5 million cubic yards of earthwork, 1.4 tons of aggregate

base, 1.1 tons of asphalt, 110,000 linear feet of pipe culverts, 2,600 acres of seeding and mulch, 50,000 cubic yards of concrete, 11.1 million pounds (5,500 tons) of reinforcing steel, 11.4 million pounds (5,700 tons) of structural steel, and 4 million linear feet (750 miles) of pavement markings.

"The CAP truly is a statewide improvement program," Bennett said. "Because Arkansans supported this program, we're able to improve vital parts of our statewide system that may have been delayed years into the future due to funding constraints. The CAP's success has gained national attention among highway and transportation agencies across the country."

The website ConnectionArkansasProgram.com provides both program and project information, including maps, schedules, project updates, lane closure announcements, public meeting documents and ways to submit questions and comments.

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Comings & Goings

Job Changes & Employee News

Congratulations to two AGC members who have been inducted into the Arkansas Insurance Hall of Fame.

- **James J. "Jim" Lareau, CPCU, Managing Director for Travelers Construction Services**, is a past board member of AGC of Arkansas and has been an active participant for over 25 years in the Associate and Legislative Committees. AGC honored Jim with the Distinguished Service Award in 2010. In 2013, he received the John "Jack" J. Curtain, Jr. President's Award for his outstanding service and dedication to the National Association of Surety Bond Producers. Jim has served as a member of faculty for NASBP's William J. Angell Surety School since 1992, a school designed to enhance the surety knowledge of both agents and surety underwriters throughout the industry. At Travelers, Jim led a team that developed Surety 101, 201 and 301, a series of continuing education courses that are now used nationally by Travelers to educate their agents. He has also been a contributor to Traveler's internal training programs for their own underwriters.
- **Allan Wade "Dick" Horne**, posthumous Hall of Fame inductee, was senior partner at Dover Dixon Horne PLLC in Little Rock and served as an Arkansas insurance commissioner from 1968-70.

Jarred Dulski has been named the new Safety Officer for Hydco, Inc.

Steve Landers (Chrysler Dodge Jeep Ram Toyota Kia) announces **Bryan Eifert** as the Fleet Sales Manager.

Manhattan Road & Bridge welcomes **Tom Cramer** as its new Senior Projects Manager. Tom is leading the I-630 project.

CDI Contractors has added **Dick Dickinson** to the company's on-site project staff as superintendent. Dickinson has 25 years of experience as a commercial construction professional, with expertise in healthcare construction and complex renovations. A U.S. Army veteran, he is a BOCA-certified building official who has also achieved ICRA certification.

The Cashion Company is pleased to announce the addition of **Andrew Davie** as a Commercial Risk Manager at their new Fayetteville office. A seven-year veteran of the insurance industry, he is licensed in property and casualty, as well as life and health benefits. Andrew brings experience insuring clients with businesses across a variety of industries, including construction and manufacturing.

Kinco Constructors is pleased to announce three new hires. **Tyler Hill** and **Alex Rogers** have joined the company as project coordinators. **Tyler Avery** has joined the company's Special Projects Division as a project coordinator.

Congratulations to these AGC members for being named to Arkansas Business' 40 Under 40 list.

Adam Wells, Lumber Home Center
Jeff Marcussen, Baldwin & Shell Construction



Avery



Boggs



Bryant



Copas



Cramer



Davie



Dickinson



Dulski



Hill



Horne



Lareau



Marcussen



Rogers

Leadership Arkansas recently announced Class XII. Congratulations to the following AGC Members for making the class:

Darrell Boggs, Arkansas 811
William Fletcher, Kinco Constructors
Adrienne Griffis, Dover Dixon Horne, PLLC
Matt Rickford, Nabholz Construction
Lawren Wilcox, Garver, LLC

Company News

Congratulations to these AGC member companies for making the ENR Top 400 List.

Kiewit
Granite Construction
VCC LLC
Nabholz Construction
Parsons
Ideal Contracting
Interstate Highway Construction, Inc.
CDI Contractors
Baldwin & Shell Construction

Congratulations to the following AGC member companies for making the Arkansas Business "Best Places to Work" for 2018:

Harrison Energy Partners
VCC Construction

AGC Arkansas is pleased to welcome our newest Industry Partner, **Arkansas 811**. Contact **Kristin Bryant** to learn more at kbryant@arkansas811.com.



Congratulations to two Hydco employees for completing the Arkansas Education Foundation's (ACEF) Carpentry Apprenticeship Program. Pictured above, Hydco COO Jeremy Hyde (left) presents bonus checks to Perry Neal (Center) and Will Wilkerson (Right) for their accomplishment. To learn more about apprenticeship opportunities, visit www.myacef.org.



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