



Ditchmen Online Magazine

June 2014

Issue 59

Photo by Advanced Drainage Systems - Nyloplast/Stormtech/HDPE

High Performance (HP) Polypropylene (PP) Pipe – FDOT 100yr Approved

PRINCE Contracting utilized 2,600 LF of 60" A.D.S. High Performance (HP) Polypropylene (PP) Pipe in Lieu of a Concrete Box Culvert Specified to save money and time to build a pond equalizer for the North Cattleman Road LAP Project in Sarasota County, FL. The project was such a huge success that Sarasota County awarded PRINCE with an Award of Excellence!

List of Members

NUCA of Florida, Inc.
113 E. College Ave., Suite 200
Tallahassee, Fla. 32301
(850) 727-0628
Rob Wilson
Executive Vice President

Officers

Lauren Atwell, President
Kim Bryan, President-Elect
Chris Stewart, Vice President, Conference
Tom Woodward, Treasurer
Paula Lieser, Secretary
Bruce Wendorf, Immediate Past President
Scott Johnson, At Large
Bill Lee, At Large
Mike Woodall, At Large

Directors

NUCA of North Florida
Jon Woodall
NUCA of Northwest Florida
Lee Brown
NUCA of Southwest Florida
Jeff Boyd
UCA of South Florida
Lane Berg
Brian Hunsicker
Paul Knight
SUCA
Tom Butler
Larry Falls
NUCA of Central Florida
Billy Joe Brewer
Clay Sorey
Joe Weber, Sr.
Sunshine 811 Representative
Mark Sweet

NUCA of North Florida
PO Box 16810
Jacksonville, Fla. 32245
(904) 296-1230
Kathy Blackman
Executive Director

Officers

Mike Woodall, President
Jon Woodall, President Elect
Elliot Jones, Vice President I
Tripp Brown, Vice President II
Kim Bryan, Secretary/Treasurer

Board of Directors

Lauren Atwell	Wayne Atkinson
William Hood III	Josh Dyer
Mike Kivlin	Mike Gruber
Joe Maguire	Drew Lane
Brian Pate	Ryan Pugh
Ed Porter	Robert Rowley
Jennifer Setzer	Jarod Wolford
Alt: Jamie Saalfeld	

NUCA of Northwest Florida
PO Box 18472
Pensacola, Fla. 32523-8472
Paula Lieser
Executive Director

(850) 450- 0225

Officers

Gabe Jackson, President
Jordan Lee, President-Elect
Crayton Brogdon, Vice President
Chris Dixon, Secretary/Treasurer

Board of Directors

Shain Cheney	Ben Joyner
Bill Davis	Bill Lee
Matt Hall	Chad Tubbs
Justin Hinote	Rick Waters

NUCA of Southwest Florida
PO Box 62207
Fort Myers, Fla. 33906-2207
Rhonda Cason
Executive Director
(239) 939-1952

Officers

Jeff Boyd, President
Brett Eckenrode, Past President
Bob Russell, President Elect
Aaron Hunt-Branch, Vice President
Jerry Haas, Treasurer
Chris Stewart, Secretary

Board of Directors

Bob Keiling	John Wirka
Bruce Wendorf	Mike McDonnell
David Scafidi	Mike Sappah
Doug Reese	Mitchell Penner
Frank Gibson	Peter Walters
Heath Draper	Pres Bliss
Jim Murphy	Tim Wise

Suncoast Utility Contractors Association (SUCA)
PO Box 21424
Tampa, Fla. 3362-2424
Theresa Mannix
Executive Director
(727) 600-7158

Officers

David Wirth, Chairman
Tom Butler, Vice Chairman
Tim Carmichael, Secretary
Penny Danielecki, Treasurer
Ken Wachman, Immediate Past Chairman
Bruce Akers, Past Chairman 2006-2007
Kevin Rowland, Past Chairman 1998-1999

Board of Directors

Scott Huber	Wayne Jensen
Kevin McLaughlin	Darryl Kehoe
Robert Van Valin	Curt Hinson
Scott Williams	Bill Cammann
Charles Bass	Kevin Chandler
Justin Berglund	Shawn Mason
Wally Quigg	Max Montell

NUCA Central Florida,
P.O. Box 10097
Cocoa, Fla. 32927
Karen Dewitt
Executive Director

(321) 632-7400

Officers

Clay Sorey, President
Billy Joe Brewer, Vice President
Joe Weber, Jr., Treasurer
Darren Campbell, Secretary
Debra Mallard, Immediate Past President

Board of Directors

Scott Edwards	Greg McClelland
Kim Fortier	Andrew Porteus
Josh Hetzel	Pat Zaccaro
Rodd Litchfield	Craig Lynch
Rick Bolinger	David Smith
Joe Weber, Jr.	

Underground Contractors Association of South Florida
3730 Coconut Creek Parkway, Suite 101
Coconut Creek, Fla. 33066
Jennifer Mancini
Executive Director
(954) 575-0110

Officers

Paul Knight, President
Glen Tupler, Vice President
Greg Wolf, Treasurer
Eric Forman, Secretary
Lane Berg, Immediate Past President

Board of Directors

Ben Miller	Todd Bachman
Ed Foss	Brian Hunsicker
Jerry Rodgers	Bernie Vito
Daniel Young	Freddy Chesney
Frank Prieto	Rex Nealis
Joe Antico	

NUCA
3925 Chain Bridge Road Suite 300
Fairfax, VA 22030

Officers

Ronald T. Nunes, Chairman
Florentino Gregorio, Past Chairman
Bruce Wendorf, Vice Chairman
Kara Habrock, Secretary
Jeff Rumer, Treasurer
Bill Hillman, Assistant Secretary & CEO
Ryan Schmitt

Board of Directors

Kari Biernacki	Dan Hernandez
Fred Chesney	Bill Martinak
Jason Clark	Mark Reisinger
Kevin Cripps	Kurt Youngs
Rick Davis	Yvonne Bland
Mike Donatelli	Roger B. Mohr
Mark Fuglevand	Helen Prince

Contents

Cover	1
List of Members	2
Contents & Advertisers.....	3
President's Message	4
NUCA of Central Florida Calendar of Events	7
NUCA of North Florida Calendar of Events	7
NUCA of Northwest Florida Calendar of Events	7
NUCA of Southwest Florida Calendar of Events	7
SUCA Calendar of Events.....	8
UCA of South Florida Calendar of Events	8
NUCA FL Welcomes New SUCA Member	8
Does Your Timecard Work For You? ...	10
Contractor Dynasty Flyer.....	13
Annual Conference Registration	14
Vendor Registration Form	15
Performance Nominee Entry Form	16
Silent Auction.....	18
Florida Oil & Gas Pipeline Symposium Includes Olympian and National Safety Ambassador	18
DBPR Sets Contractor License Fee Holiday	18
DEP Solicits Project Submissions for Water Quality Restoration Grants ..	19
NUCA of Southwest Florida Chapter News	20
Cabana Construction Company, Inc. ..	21
ASJMSF Scholarship.....	22
NUCA of Southwest Florida Associate Member – Port Consolidated, Inc....	24
Beard Contest	26
Personal Guaranties.....	28

Federal Emergency Management Agency (FEMA) Needs Contractors NOW!...	31
Charitable Contribution Form	32
We Need Cover Photos!	33

Advertisers

BlueBook.....	29
Business Card Ads.....	9
Contractors Dynasty.....	12
Efficiency Shoring & Supply	25
FEPA Summer Symposium	19
GrayRobinson	5
HD Supply & Waterworks.....	17
Mabey Bridge & Shore	20
MWI Pumps.....	6
Nortrax.....	22
Oldcastle Precast	17
R. H. Moore & Assoc.....	6
Sunshine 811	23
Thompson Pump.....	6
Trench Shoring Services	30
United Concrete Products.....	27

President's Message



Life is Unfair Part II (one year later): How to Deal with Fines for Being Alive

You're minding your own business. Taken all due precautions. Haven't had any mental lapses. Been responsible and conscientious. Certainly, haven't hurt anyone, or done anything wrong. In a word, you're innocent. . . .

Then, out of the blue, someone driving down Orange Blossom Trail abruptly turns into your trench excavation, and you end up owning a 1980 AMC Gremlin for the cost of an Escalade. Or your low bidder on the only job Sarasota has let in the last nine months and your bonding company put the wrong project name on the bid bond, you know... there have been so many jobs bidding lately and there's no way #2 isn't going to protest. Or you meticulously plan a night time 36" water main tie-in, down to the last bolt you need and the foreman that you have been rehearsing with for days comes down with the worst case of the stomach flu since there was a bubonic plague. Or you have just substantially completed your most successful project ever, the quality is second to none and the inspector assigned to the project has no place to go, so he creates a 15 page punch list and extends his employment 30 days at your expense.

Get the picture? I've come to view all such mishaps, or setbacks, as simply "fines for being alive." They're fines you can pretty much count on having to pay, if only by virtue of occupying space on planet Earth. From time to time, and without advanced warning, life will deal you a slight, an insult, an undeserved blow of some sort that you can hardly help but experience as totally unjust. It's like suddenly being relegated to a penalty box, without having committed the slightest foul.

And why do I find this concept so intriguing? Simply because, personally I've come to believe that discovering how to accept the bad things that gratuitously happen to you, that is, to take them in stride--is absolutely crucial if you're to achieve a steady state of well-being.

Let's face it. There are an abundance of things over which you can exert only limited control. So if you're to overcome the various barriers that temporarily block you from objects of your desire, it's critical to learn how to maintain emotional poise in the face of them. Even though these obstacles may temporarily deter you, you still need to hold onto your composure and doggedly continue to pursue your goals. Sure, your progress may be impeded, but it doesn't really have to end. Although your destination may be reached later than you'd hoped, as long as you don't falter you'll get there all the same. When, through no fault of your own, things just don't seem to be going your way, it's essential that you figure out how not to lose your way.

There are times in our life when we may feel besieged by events seemingly contrived, almost demonically, to overwhelm us. Nonetheless, our capacity for control during these times, is to expand our space to include such disappointments, challenges, and demands. And, despite such adversity, to hang tough and resolutely adhere to our life path.

You need to carefully mull over how you're going to respond to anything felt as an injustice. Succumbing to the temptation to react with impulsive anger may offer the immediate consolation of feeling righteous, or morally superior. But the associated costs of taking this low road to "re-empowerment" is that it inevitably sacrifices your peace of mind. And the more you invest your vital stores of energy in getting back at whatever you perceive as having harmed you, the more likely you are to turn immediate setbacks into limitations and constraints. In which case your choosing not to "get on with it," not to move forward in your life, becomes no one's responsibility but your own.

So, when you're suddenly taken aback by one of life's periodic fines, how can you best respond?

Here are three "A's" for quickly moving beyond the unwelcome obstacles that, may have landed squarely on your path:

Assess. Ask yourself just how serious this particular "fine" is. Might you be exaggerating its importance? In the moment, that unwelcome "tariff" may feel awful, perhaps even catastrophic. But, upon reflection is it possibly not that much more than an annoyance, or inconvenience? How much of your life (if any) do you actually want or need to devote to it?

Accept. Just acknowledge that you've been fined for, well, nothing. Remind yourself that it makes little sense to stew over whatever misfortune you've unexpectedly been subject to. Make up your mind not to let it bother you any more than absolutely necessary.

Act. Now that you've decided not to waste your mental and emotional energy by obsessing upon your bad luck, or by thinking about how you might retaliate, what's the best action to take? How can you best cope with this setback? Might you work around it? Do you need temporarily to put something aside to effectively deal with it? Would it help to get a friend, or professional, or your local chapter, state or national NUCA association to assist you?

With Pleasure,

A stylized, handwritten signature in black ink, appearing to read 'LCA'.

Lauren C. Atwell



CONSTRUCTION LAWYERS

Serving owners, sureties, suppliers, developers, contractors and subcontractors on private and government projects throughout Florida in litigation, bid protests, transactions, and OSHA matters.

- Board Certified by The Florida Bar in Construction Law
- Florida Supreme Court Certified Mediator
- AV[®] Peer Review Rated, Martindale-Hubbell Law Directory



CONTACT:

George E. Spofford, IV
george.spofford@gray-robinson.com

Andrew J. Mayts, Jr.
andy.mayts@gray-robinson.com

Phone: 813-273-5000
401 E. Jackson Street, Suite 2700, Tampa, FL 33602

GRAY | ROBINSON
ATTORNEYS AT LAW

FORT LAUDERDALE | JACKSONVILLE | KEY WEST
LAKELAND | MELBOURNE | MIAMI | NAPLES
ORLANDO | TALLAHASSEE | TAMPA

www.gray-robinson.com

Best Management Practices

Erosion and pollution control practices employed during construction to protect surface waters and wetlands from construction activities



Rolled Straw & Wattles as silt fence alternative, perimeter & sediment filtration on slopes



Orange & Green Barrier/Safety Fence for high visibility perimeter control & tree barricades



Wire-backed & Scrim Reinforced Silt Fence for site-specific applications



Floating & Staked Turbidity Barriers for controlling sediment transport in waterways, streams & creeks



Turbidity Reducing Alum & Polymers



Site Access Matting for construction entrances and sensitive areas



Dewatering Bags for containment of filtered sediment



Hydroseeding Mulches & Additives for temporary erosion control & permanent turf establishment



Turbidity Reducing Alum & Polymers



Grate, Curb & Drop Inlet Devices for stormwater run-off



Products Available at:

R. H. Moore & Associates, Inc.

7834 Depot Lane, Tampa, FL 33637

(813) 988-0200

Fax (813) 985-4533

www.rhmooreassociates.com

The Leader In Bypass Pumping And Wellpoint Dewatering For Over 40 Years

Experience Thompson Pump's Innovation with

- Rotary pumps for sock and wellpoint dewatering
- Sewer bypass and lift station backup pumps
- Hydraulic submersible pumps
- Silent Knight® units
- Rentals, sales, and service
- 8 Florida locations
- 24/7 service support



THOMPSON PUMP

EXPERIENCE INNOVATION

Contact us for a branch location near you.

1-800-767-7310

www.thompsonpump.com

MWI PUMPS



THE LEADER IN PUMPING SYSTEMS FOR OVER 85 YEARS

- Sewage By-Pass
- Flood Control
- Construction
- Agriculture
- Irrigation
- Drainage

Deerfield Beach
(954) 427-2206

Tampa
(813) 899-2863

Orlando
(407) 854-3378

Miami
(305) 751-0270

Ft. Myers
(239) 337-4747

Vero Beach
(772) 770-0004

Jacksonville
(904) 425-6741

Melbourne
(321) 723-0897

WWW.BIGPUMPRENTALS.COM

NUCA of Central Florida Calendar of Events

June 19	Board of Directors Meeting
July 24	Board of Directors Meeting
August 1-3	Friends & Family Weekend Vero Beach & Spa
August 21	Board of Directors Meeting
September 18	Board of Directors Meeting
September 26	Fall Golf Tournament
October 23	Board of Directors Meeting
November 20	Board of Directors Meeting
December 5	NUCA Central Florida Christmas Party

NUCA of North Florida Calendar of Events

July 8	Executive Committee Meeting
July 24	Board of Directors Meeting Scholarship Night

NUCA of Northwest Florida Calendar of Events

July 10	Montly Board Meeting Franco's
July 26	Annual Fishing Tournament
August 14	Montly Board Meeting Franco's
September (TBA)	General Membership Meeting/Training
September 11	Montly Board Meeting Franco's
October 9	Montly Board Meeting Franco's
November 13	Montly Board Meeting Franco's

NUCA of Southwest Florida Calendar of Events

June 16	Board of Directors Membership Meeting Scholarship Awards
---------	---

June 19	Board of Directors Membership Meeting
July 17-20	NUCA of Florida State Conference
August 14	Board of Directors Meeting
September 19-20	Fishing Tournament
September 25	Board of Directors Meeting
October 16	Board of Directors Membership Meeting
December 6	Holiday Party & Installation of Officers 2015

SUCA Calendar of Events

August 7	SUCA Tradeshow DoubleTree Hotel, Tampa
September 19	SUCA Fish Fry Al Lopez Park, Tampa
November 1	SUCA Clay Shoot Tampa Bay Sporting Clays, Land O Lakes
December 5	SUCA Installation Banquet Glazer Children's Museum, Tampa

UCA of South Florida Calendar of Events

June 5-8	Annual Dolphin Fishing Tournament Ocean Reef Club, Key Largo
----------	--

NUCA FL Welcomes New SUCA Member

Associate:
 Blueline Rental
 517 South Falkenburg Rd.
 Tampa, FL 33619
 PH: 813-655-7733
 Fax: 813-655-2722
nick.cotsanas@bluelinerental.com
www.bluelinerental.com



MEGAN DITCHER

P.O. Box 729 • Sarasota, Florida 34230
941-355-2988 • Mobile: (941) 302-8340
mditcher@atlanticconcrete.com



MAITLAND, FL 407-830-8431
1-800-650-9980

Finish faster with



Jacksonville, FL (904) 880-0010 | Ft. Myers, FL (239) 267-4100
Orlando, FL (407) 855-7109 | Pensacola, FL (850) 437-3300
Tampa, FL (813) 626-0599 | West Palm Beach, FL (561) 697-3333
Georgia (912) 466-0304 | South Carolina (843) 538-2214

Manufacturing • Sales • Rentals • Service
888-997-PUMP Toll Free • (912) 466-0066 Fax
sales@hollandpump.com • www.hollandpump.com

Greg Knotts

Sales
352-742-2333
352-742-0799 fax
352-406-0870 cell
800-482-6225 toll free
gknotts@mackconcrete.com



"QUALITY AND SERVICE SINCE 1932"

MACK CONCRETE INDUSTRIES, INC.

23902 County Road 561
Astatula, FL 34705
www.mackconcrete.com

ALL FACETS OF WATER, SEWER, GAS CONSTRUCTION
AERIAL • UNDERGROUND • FIBER OPTICS



3326 North "W" Street
Pensacola, FL 32505
fred@qcfs.qcexmail.com

Office: (850) 432-2082
Fax: (850) 470-9362
Cell: (850) 232-8888



Frank Jones
Branch Manager

Xylem, Inc.
2152 Sprint Blvd., Apopka, FL 32703
Office 407.880.2900
Fax 407.880.2962
frank.jones@xylem.com



a xylem brand
www.xylem.com



BID, PERFORMANCE & PAYMENT BONDS
CONSTRUCTION SURETY SPECIALISTS
PETER A. KESSLER
PRESIDENT

1515 CR 210 WEST, STE. 211
JACKSONVILLE, FL 32259
PETER@SURETY-BONDING.COM
WWW.SURETY-BONDING.COM

PHONE: (904) 733-8885
(800) 576-8087
FAX: (904) 733-9995
CELL: (904) 635-5558



- Jet/Vac Service
- Video Pipe Inspections
- Mandrel-Swab

Cloud 9
(407) 481-2750



Richard Caligiuri, CIC
Vice President

8191 College Parkway, Suite 202
Fort Myers, FL 33919
www.bouchardinsurance.com
richardcaligiuri@bouchardinsurance.com

Direct 239-985-4501
Mobile 239-572-6769
Fax 239-489-1084



BID, PERFORMANCE & PAYMENT BONDS
1904 Boothe Circle • Longwood, FL 32750
407-834-0022 phone • 407-260-1767 fax
888-220-3780 • 888-220-3228

www.GuignardCompany.com

AN UNCOMMON BOND

HORSES FIRST
INC.
before the cart!

203 N. PARSON AVE
BRANDON, FL 33510
CPM Scheduling Services
Phone: 813-662-5020
Fax: 813-662-5040
Cell: 813-393-6868
kcoffey@horsesfirstinc.com

WBENC • FDOT DBE • SBE / SLBE
AACE International Certified PSP

KATHLEEN A. COFFEY, PSP
PRESIDENT



Planners Schedulers Consultants
Together the Winning Team

Linkhorst & Hockin, P.A.
Attorneys at Law



ADAM C. LINKHORST
Board Certified Construction Law Attorney

4495 Military Trail, Suite 106
Jupiter, FL 33488
Tel. 561-626-8880
Fax. 561-626-8885

Tel. 954-776-5990
Cell. 954-562-9199
acl@FloridaHardhatLaw.com
www.FloridaHardhatLaw.com

BRIAN MACNAMARA
PRESIDENT



- *Wet Taps
- *Line Stops

State Certified
CU CO48358
Contractor V
37621100012001

P.O. Box 568912
Orlando, FL 32856
Phone: (407) 468-0557
FAX: (407) 895-1437



INDEPENDENT
EQUIPMENT APPRAISERS

PETER WALTERS, CSA
CERTIFIED SENIOR APPRAISER



P.O. BOX 990381
NAPLES, FLORIDA 34116-6043
(239) 354-1520 OFC
(239) 354-1521 FAX
(239) 289-1505 CELL
PETER@MAXIMOAPPRAISALS.COM
WWW.MAXIMOAPPRAISALS.COM

DIVISION OF MAXIMO EQUIPMENT COMPANY, INC.

OFFICE: (800) 346-5971
FAX: (561) 798-2113
MOBILE: (561) 722-6191

JOHN RAKOCZY
PRESIDENT



"PROFESSIONAL SERVICE WITH PRIDE AND INTEGRITY"

St. Lic. #CU-C057091

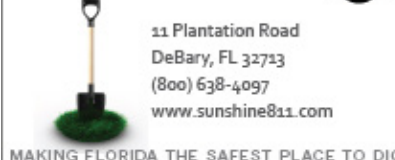
www.rangeline.com



Ben Rice; CMSP, CHCM
President; Principal Safety Consultant

Bus: 877-782-2670 x 3
Cell: 863-581-7750
Fax: 813-737-5543
Email: brice@stcsafety.com

P.O. Box 5770
Lakeland, FL 33807-5770
www.stcsafety.com



MAKING FLORIDA THE SAFEST PLACE TO DIG



Laser Profiling
Sewer T.V. & Lateral Inspection
Leak Sealing
Tunneling
High Velocity Sewer Cleaning
& Vacuum Removal

Dennis Simmons

221 NE 13th Street
Pompano Beach, FL 33060
Licensed & Insured
#93-OU551

Bus. (954) 782-6997
Fax (954) 782-4130

Business Card Ads
Your card could be here!
Contact us for more information.

Does Your Timecard Work For You?

By George Hedley

Design Your Timecard To Help You Make More Money!

The main purpose of construction field crew timecards is to keep track of employee hours so you can pay them properly for the hours they work. Right? Not entirely true. If you also want to know and track accurate job costs, your timecard can become an important business tool to make you more money. To make this happen, you need to design your timecard to reflect how you do business and match what you want to keep track of.

Designed properly, your timecard can become an invaluable tool to track labor production, field quantities installed, company and rental equipment usage, and materials consumed on the job. And then after gathering the information available from daily and weekly timecards, you can create a production tracking system to give your field foremen and superintendents updated job cost data so they will know how well they're doing every week on their projects. To design an integrated timecard to work for you, get your estimator, project manager, and foreman together to determine which work task cost codes you want to keep track of.

When you bid a job, the estimator calculates exact quantities of work for each part of your scope of work. For example, to bid a new concrete slab warehouse floor, the estimator 'takes-off' the amount of labor, material and equipment to form the slab edge, place concrete material, finish the slab, and then strip the forms and cleanup. Each of these operations requires a bid estimate of crew production hours required to perform each task. Your timecard cost code categories therefore must match how you estimate and bid in order to keep track and know actual hours required to do different parts of the job.

By observing the example time card, notice how the work is broken down exactly as the estimator bid the job. By having the codes match the timecard, he can then calculate the number of hours required to perform each task after project completion to see if his production rates are accurate and match how he prices future projects.

<u>TIMECARD - Concrete Slab</u>		Employee Name: <u>Joe Super</u>		Project: <u>Ace Warehouse</u>				
							Crew Weekly	
<u>Cost Code</u>	<u>Work Description</u>	<u>M</u>	<u>T</u>	<u>W</u>	<u>T</u>	<u>F</u>	<u>Total</u>	<u>Quantity</u>
3401	Form Concrete Slab	8	8	8				600 LF
3402	Place Concrete				8			370 CY
3403	Finish Slab							20,000 SF
3404	Strip Forms & Clean					8		20,000 SF
Total Hours		8	8	8	8	8	40	
<u>Company Equipment</u>								
3451	Pickup Truck # 101	8	8	8	8	8	40	
3452	Generator	8	8	8	8		32	
<u>Rental Equipment</u>								
3601	Concrete Pump					8	8	
<u>Materials</u>								
3801	Form Lumber							650 LF
3851	Concrete							370 CY
3861	Curing Compound							50 Gallons

When team leaders know what they are trying to accomplish, it makes it a lot easier to hit their targets! In order to give your foreman something to shoot for, they must know the quantities they are trying to hit and get a weekly update of how well they are doing. Before the job starts, the estimator should get together with the project manager and foreman to review the bid and quantities al-

located to perform the entire job. The foreman then will have a budget to aim at. To keep track of how well the crew is doing versus the job estimate and budget, make sure your foreman records the quantities installed every week as noted on the timecard. This way the foreman and project manager can review the progress weekly to see if they are staying on budget.

Estimators also calculate the number of equipment hours required to build projects. The timecard can also be used efficiently to track company equipment and rental equipment usage. Set up your timecard to include a listing of all of your equipment. Have the foreman record which equipment is used on the daily timecard. Your accounting manager can then job charge your equipment weekly to the correct jobs based on where it was used. At the end of the job, you can then review the estimate of equipment versus the actual hours spent on the projects. Your foreman and project manager can also monitor the budget versus actual for equipment if given an update every week of these numbers.

You can also design your timecard to track the materials used weekly on the jobsite. Have the foreman record what materials were installed or delivered to the job as shown.

<u>Weekly FIELD PROGRESS TRACKING REPORT</u>								
Project: <u>Ace Warehouse</u>			Date: <u>Week Ending March 1</u>					
<u>Cost Code</u>	<u>Work Description</u>	<u>Budget Quantity</u>	<u>Actual Progress</u>		<u>Budget Labor</u>	<u>Labor Actual</u>		
3401	Form Concrete Slab	1,200 LF	600 LF	50%	120 Hrs	70 Hrs	58%	
3402	Place Concrete	740 CY	370 CY	50%	96 Hrs	48 Hrs	50%	
3403	Finish Slab	40,000 SF	20,000 SF	50%	80 Hrs	40 Hrs	50%	
3404	Strip Forms & Clean	40,000 SF	10,000 SF	25%	64 Hrs	16 Hrs	50%	

At the end of each weekly pay period, add up the number of hours spent in each cost code work item and compare it to the job budget. Review these numbers with your field foreman Monday morning to make sure they know where they are and what they have to do to keep their job on budget. Your estimator is the best person to prepare this weekly recap as he clearly understands the cost codes and job budgets. Plus he will be the first to discover if his estimate is correct or there are job cost overruns. Note on the example, the 'Form Concrete Slab' hours are over-budget as of the date of this report. By knowing this early, the field team can make immediate adjustments to bring the job in on-budget.

Knowing where you are is easy if you setup your timecard properly. Have your foreman turn in every field employee's timecard daily to maintain accuracy. Keep your costs updated every week and make sure your foreman knows if his job is on-budget or not. This will help you make more money. To get a working copy of the Weekly FIELD PROGRESS TRACKING REPORT, send an email to gh@hardhatpresentations.com.

ABOUT THE AUTHOR

George Hedley works with contractors to build profitable growing companies. He is a professional business coach, popular speaker and best-selling author of "Get Your Business To Work!" available online at www.HardhatPresentations.com. To sign-up for his free e-newsletter, join his next webinar, be part of a BIZCOACH program, or get a \$100 discount coupon for online classes at www.HardhatBizSchool.com, e-mail GH@HardhatPresentations.com.

George Hedley

HARDHAT Presentations

Phone: (800) 851-8553

Email: gh@hardhatpresentations.com

website: www.hardhatpresentations.com

Online Registration
Available
at nucafl.org

TIME TO GET HAPPY, HAPPY, HAPPY!

**COME JOIN US FOR THE 2014 CONTRACTORS
DYNASTY!**

JULY 17-20, 2014



THE RENAISSANCE ORLANDO AT SEA WORLD

ROOMS \$119 PER NIGHT

Make reservations at:

<https://resweb.passkey.com/go/UUCF2014AnnualMeeting>

or

1-888-236-2427

(be sure to mention NUCA of Florida to receive the discounted rate)

Online Registration
Available
at nucafl.org



Contractor's Day Is Coming!

NUCA of Florida is pleased to announce that Friday, July 18, 2014, is officially Contractor's Day at the 2014 Contractors Dynasty Conference scheduled for July 17-20, 2014. Vendors whom are members of NUCA of Florida may have a tabletop display in the same room as the break-out educational sessions and industry guest speakers. The tabletop displays will give attendees the opportunity to speak with vendor representatives about their products and technologies. NUCA of Florida recommends that the regional manager for the vendor be present. Vendors who purchase tabletop displays will also be allowed to participate in the round table discussions and hear the industry speakers. Vendors will be provided a clothed, 6' table for their displays.

Contractor's Day Tabletop Display Opportunities: Vendors with at least one individual registered for the Contractors Dynasty Conference **and** a sponsorship at one of the following levels:

- "Duck Commander" \$5000 Sponsor—Complimentary
- "Happy, Happy, Happy" \$3000 Sponsor--\$200
- "Sharp-Dressed Man" \$1500 Sponsor--\$300

Vendors registered for the Contractors Dynasty Conference without a sponsorship--\$500

The Conference Committee is diligently working to secure industry experts knowledgeable about an array of "hot topics" that impact the underground utility contractors industry. Stay tuned for more details!



NUCA of Florida
2014 Annual Conference Registration
July 17- 20, 2014
Renaissance Orlando at SeaWorld

Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Email: _____

Registration:

NUCA of Florida Member:

☐ Early-bird Registration- \$425

☐ After June 1, 2014- \$450

Non-Member:

☐ Registration- \$450

Sponsorship:

☐ "Duck Commander"- \$5,000

☐ "Happy, Happy, Happy"- \$3,000

☐ "Sharp-Dressed Man"- \$1,500

☐ "Decoy"- \$500

☐ "Duck Call"- \$100-\$250

Total: \$ _____

I will attend the following events:

Thursday, July 17, 2014

- ☐ Board of Directors Meeting
 Board Members Only
☐ Cocktail Reception

Friday, July 18, 2014

☐ Dinner

Saturday, July 19, 2014

☐ Dinner

I would like to donate an item to the raffle/silent auction: ☐ Silent Auction ☐ Raffle

If yes, list the item(s) here: _____

I would like to make a cash contribution towards raffle/silent auction items:

☐ Silent Auction, Amount: \$ _____ ☐ Raffle, Amount: \$ _____

PAYMENT INFORMATION

☐ Mail **Check** payable to NUCA of Florida, along with this registration form to:

NUCA of Florida
113 East College Avenue, Suite 200
Tallahassee, Florida 32301

☐ **Invoice** (sent via email)

☐ **Credit Card**

CANCELLATION or REFUND requests must be made in writing by June 17, 2014 via fax to (850) 514-5184 or email to Sydney Phillips at sphillips@wilsonmgmt.com. Refunds will be subject to an administrative fee of \$50. No refunds will be issued after June 17, 2014.

*If you have special dietary restrictions or allergies, please contact Sydney at (850) 727-0628 or sphillips@wilsonmgmt.com.



NUCA of Florida
Contractor's Day Vendor Registration Form
9:00 a.m. – 5:00 p.m.
Friday, July 18, 2014

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Email: _____

I would like to register for a tabletop display at Contractor's Day and attend the breakout sessions. Fees below include two individuals from the company to man the table and participate in Contractor's Day.

- | | |
|--|--|
| <input type="checkbox"/> "Duck Commander" Sponsor- Complimentary | <input type="checkbox"/> "Happy, Happy, Happy" Sponsor- \$200.00 |
| <input type="checkbox"/> "Sharp-Dressed Man" Sponsor- \$300.00 | <input type="checkbox"/> Contractor's Day Vendor- \$500.00 |

Brief description of the products/services to be displayed:

Please register the following individuals to man the tabletop and attend Contractor's Day:

Name: _____ Name: _____

If you would like to have additional people attend from your company that are not fully registered for the NUCA of Florida Conference, the cost is \$25.00 per person for the members of NUCA of Florida and \$50.00 per person for non-members of NUCA of Florida.

Payment Information for Vendors Only:

- ☐ Mail **Check** payable to NUCA of Florida, along with this registration form to:

**NUCA of Florida/Registration,
113 E. College Avenue, Suite 200
Tallahassee, Florida 32301**

- ☐ **Invoice** (sent via email)

- ☐ **Credit Card**

Additional information and schedules will be available at a later date.

Performance Awards Nominee Entry Form

Our chapter wishes to submit a candidate for the following award:

☐ **NUCA of Florida's 18th Annual Mitch Ellington Award**

- This award will be presented to a contractor member or employee of a member who has made a significant contribution, on the local and/or state level, to the industry and/or association.

☐ **NUCA of Florida's 18th Annual Gary D. Sawyer Award**

- This award will be presented to a associate member or employee of a member who has made a significant contribution, on the local and/or state level, to the industry and/or association.

☐ **NUCA of Florida's 18th Annual Andrew J. Matys Award**

- This award will be presented annually to a NUCA of Florida board member who has made a significant contribution, on the local and/or state level, to the industry and/or association.

Name of Nominee: _____
First Middle Last

Mailing Address: _____

Phone Number: _____ Fax Number: _____

Business Affiliation and Position: _____

Chapter making recommendation: _____

Is this individual a board member of your chapter? ☐ Yes ☐ No

Does this individual serve on any committees of your chapter? ☐ Yes ☐ No

If yes, list each committee and how long this individual has served on the committee(s): _____

Is the individual a chairperson of the above committee(s)? ☐ Yes ☐ No

If yes, which committee(s)? _____

Additional Documents:

- Brief description of candidate's background
- Description of candidate's contribution to the industry

Please fax Nominee Entry Form and supporting documentation to (850) 514-5184, email to sphillips@wilsonmgmt.com, or mail to:

NUCA of Florida
113 E. College Avenue, Suite 200
Tallahassee, Florida 32301

Please submit application and any other materials by **June 1, 2014**.

5 FLORIDA LOCATIONS: Cape Coral | Jacksonville | Marianna | Medley | Orlando



custom structures
fuel tanks
lamp bases
short span bridges
small boxes
split box culverts
transformer pads
utility vaults



You Can Make It Happen

With the Right Sources & Services

When you have all the right parts in the right place at the right time, the most impossible tasks fall into line. HD Supply Waterworks is the right source for all of your water, sewer and storm supplies. Plus, we have industry proven services—Customer Advantage Programs—to keep you on the job and out of the office. Let HD Supply Waterworks help you make it happen.

Florida Representatives

FT. MYERS PH: 239-334-1997 FX: 239-334-6957	PENSACOLA PH: 850-478-6372 FX: 850-478-4323	TAMPA PH: 813-623-3343 FX: 813-664-0442
JACKSONVILLE PH: 904-268-7007 FX: 904-268-4764	SARASOTA PH: 941-364-8909 FX: 941-951-7543	



Industry's Top 10 Services

- ☐ Payments Online
- ☐ Invoices by Email
- ☐ Statements by Email
- ☐ Proof of Delivery by Email
- ☐ Job Management Services
- ☐ Estimating Software
- ☐ Material Management Online
- ☐ Reports On Demand
- ☐ Inventory Services
- ☐ Database Support



Local Service, NationwideSM

waterworks.hdsupply.com

Silent Auction

NUCA of Florida is seeking donations for the Silent Auction that will be held in conjunction with the 2014 Annual Conference “Contractor’s Dynasty” which will be held July 17-20 at the Renaissance Orlando at Seaworld. We need your assistance to make this year’s auction a HUGE success! **Please contribute by:**

- **Donating an item to be placed in the auction for bid**

What kind of items sell? Just about anything---fishing and hunting trips and gear, novelty items, tickets to college and professional sporting events—football, hockey, baseball, basketball, golf and tennis tournaments, soccer, NASCAR races—golf equipment and golf resort getaways, children’s items, collector’s sports memorabilia, fine wine and gourmet food, weekend trips to beach homes and mountain cabins, technological gadgets, equipment rentals---you name it, we’d love to have it!

- **Soliciting a donation from someone you know**

Many businesses and vendors would be more than willing to donate an item if asked. Make sure you tell donors that they will be recognized in the Ditchmen, in the NUCA FL Annual Conference information and at the auction.

- **Donating cash**

Cash donations are ALWAYS welcome and will enable us to offer additional items.

Your support of this year’s Silent Auction is greatly appreciated. Plan to attend Contractor’s Dynasty and join in on the fun of the auction as well as the other outstanding events. We look forward to seeing you there!

Florida Oil & Gas Pipeline Symposium Includes Olympian and National Safety Ambassador

Energy Transmission pipeline industry leaders from across the state and nation will gather in Orlando July 23rd – July 24th to discuss safety, security, policy and industry trends at the Florida Energy Pipeline Association’s (FEPA) 25th annual summer symposium at the Orlando Wyndham Grand Bonnet Creek hotel (floridapipetalk.com).

The program includes Cliff Meidl a two-time U.S. Olympic athlete who participated in the 1996 and 2000 Summer Olympics, where he was chosen to be the U.S. Flag Bearer. Meidl is the keynote speaker during the July 24th Safety & Damage Prevention program sponsored by the association and Sunshine 811.

Cliff’s story begins in 1986, with a tragic construction accident when he was just a 20-year-old college student working his way through school as an apprentice plumber. NUCA of Florida members can attend this program free of charge and learn about this remarkable young man and his heroic story of courage, perseverance, and hope against all hope. For more information about this program contact sphillips@wilsonmgmt.com.

More than 150 representatives of energy pipeline industry are expected to attend the symposium.

DBPR Sets Contractor License Fee Holiday

The Construction Industry Licensing Board and the Department of Business and Professional Regulation (DBPR) have approved a \$100.00 FEE HOLIDAY for the 2014 and 2015 renewal cycles for certified and registered contractors who are renewing their licenses. During the fee holiday, certified and registered contractors renewing an active license will have their fees reduced by \$100.00. Certified and registered contractors renewing their inactive licenses will have their \$50.00 inactive renewal fee waived in its entirety. All contractors (active or inactive) will still be required to pay the \$5.00 unlicensed activity fee and the \$4.00 Florida Building Commission fee in order to renew their license. All fees must be paid by the renewal deadline (August 31, 2014, for certified and August 31, 2015, for registered) to avoid additional fees. All licensees will be sent a renewal notice outlining the required renewal fees set forth above. However, it is the responsibility of each licensee to ensure that their license is timely renewed.

Please contact the department at 850.487.1395 if you have any questions, problems renewing or logging into your account.

DEP Solicits Project Submissions for Water Quality Restoration Grants

Posted Thursday, May 15, 2014 at 3:45 PM on The Beaches Leader

TALLAHASSEE – Three times a year, the Florida Department of Environmental Protection awards funding for projects designed to improve urban stormwater systems and reduce polluted runoff to impaired waters. The department is now accepting applications for the next cycle. The deadline for applications is close of business (5 p.m. EST) July 1, 2014.

The department also recently announced the grant recipients from the March 2014 grant review. In this cycle, more than \$1.5 million was allocated to Brevard County, the city of Cocoa Beach and the city of Ft. Myers to reduce the pollutant loads reaching the Indian River Lagoon, Banana River Lagoon and the Caloosahatchee River, respectively. The projects funded are expected to reduce the total nitrogen pollutant load by 10 percent in the Indian River Lagoon, 74 percent in the Banana River Lagoon and 9 percent for the Caloosahatchee River. The municipalities matched the grant funding with more than \$2 million collectively.

"DEP wants to reward municipalities that are proactive about restoring their local water bodies," said Tom Frick, director of the Division of Environmental Assessment and Restoration. "This grant program is meant to encourage local governments to take responsibility for their impact on the environment and assist them in making substantial contributions to water restoration."

The department administers the grant program with annual appropriations from the Florida Legislature. To qualify for grant funding, the local government project must be at least 60 percent designed and fully permitted with construction to be completed within three years. The project must also include monitoring to determine the actual pollutant load reductions the project will accomplish. Applicants are also encouraged to include public education elements in their requests, because informing the public on best management practices to keep pollutants out of the stormwater system is critical to success. Applications are accepted at any time and applicants may submit multiple projects.

The department ranks projects for funding based on the impaired status of the associated water body, the estimated pollutant load reductions the project is designed to achieve, the cost-effectiveness of the project and the percentage of local matching funds. Another important consideration is whether the applicant has a stormwater utility fee or other dedicated revenue source to continue effective stormwater management once the proposed project is complete.

One of the first states in the nation to implement a statewide stormwater program, Florida has long been a national leader in tackling the challenge of stormwater management. Florida

is also one of the first states in the nation to directly address agricultural and urban stormwater management through its water quality restoration program.

For more information on the grant program and the application process, click [here](#). Information on the wide range of DEP's restoration programs is available [here](#) under "Water Quality Assessment and Restoration."

About the Florida Department of Environmental Protection

The Florida Department of Environmental Protection is the state's principal environmental agency, created to protect, conserve and manage Florida's environment and natural resources. The department enforces federal and state environmental laws, protects Florida's air and water quality, cleans up pollution, regulates solid waste management, promotes pollution prevention and acquires environmentally-sensitive lands for preservation. The agency also maintains a statewide system of parks, trails and aquatic preserves. To view the Department's website, log on to www.dep.state.fl.us.

###



The poster features a green and blue background with a stylized globe and two curved arrows pointing in opposite directions. The text is arranged in a vertical stack, starting with the organization's name, followed by the event title, the anniversary, the specific event name and dates, the location, and the website. A descriptive paragraph is at the bottom.

FloridaENERGY
Pipeline Association
PRESENTS
SUMMER SYMPOSIUM
25th Anniversary
FLORIDA PIPE TALK 2014
JULY 22 – 25 • ORLANDO
WWW.FLORIDAPIPETALK.COM
This unique symposium is the largest gathering of energy pipeline professionals in Florida, featuring an agenda that provides attendees with excellent opportunities to learn, network, acquire new contacts and stay informed about the latest industry trends.

NUCA of Southwest Florida Chapter News

NUCA of Southwest Florida held their Annual Scholarship Golf Tournament at Heritage Palms Golf Club on May 9th in Fort Myers, FL. We appreciate everyone that participated in the tournament's success!

Thank you to our sponsors for your continued support of this fun worthwhile annual event!

Tournament Sponsor

- Kelly Tractor Co.

Major Sponsors

- Ajax Paving Industries of Florida
- Fortiline Waterworks
- H D Supply Waterworks
- Iron Planet, J. P. Murphy, Inc.
- Linder Industrial Machinery
- Nortrax, Inc.
- Oldcastle Precast
- South Florida Lift Stations
- Valenti
- Trobec & Woody Insurance.

Green & Tee Sponsors

- Advanced Drainage Systems
- B C Underground, B. J. Enterprises
- B & J Linings, Boyd Irrigation
- Denco Construction
- Eric'Sons Trench Drain

- Flygt a Xylem Brand
- Forsberg Construction
- Guymann Construction
- Holland Pump Company
- McWane – Clow Ductile Iron Pipe
- Mitchell & Stark Construction
- Oldcastle Precast
- Pavement Maintenance
- Star Pipe Products
- Tomahawk Construction

Special Game Sponsors

- B. J. Enterprises
- Coastal Precast of Florida
- McWane – Clow Ductile Iron Pipe

Auction Sponsor

- All Star Equipment Rentals & Sales of Fort Myers

Prize Sponsors

- Eric'Sons Trench Drain
- Vulcan Materials South Region

Our next membership meeting will be June 26th at the Holiday Inn Airport/Gulf Coast Town Center, Social hour at 5:30 pm Dinner meeting at 6:30 pm. Our guest speakers will be Bob Burleson of Florida Transportation Builders Association and David Sadler of Florida D.O.T. Please RSVP by email to nucaswfl@gmail.com.



**Underground.
Under control.**

**A leader in construction rentals throughout Florida.
1.800.956.2239 | mabey.com**

Cabana Construction Company, Inc.

In 1975, Cabana Construction Company Inc. was founded by Robert Cabana. Since his retirement in 2006, the company's name has changed to Cabana Construction of SWFL, Inc. Current owners are Robert Cabana's son Kenneth Cabana and his wife Mari Cabana. Kenneth Cabana has worked alongside his father since the inception of the company and has been a large contributor to the expansion of the company's services. The family owned company of 39 years will continue on to the third generation as their children Kenneth R. Cabana and Kaitlyn Cabana are showing interest in the technicalities and administration of the business.



Since our founding, Cabana Construction of SWFL, Inc. has extended its services throughout the South West Florida coast. We specialize in Jack & Boring, Directional Drilling, Fusing Pipe, and Installing Water/ Sewer Lines. We have the capability of installing pipe underneath major roadways without the interruption of closing the area from normal traffic. Our drilling experience and innovative approaches to each project help us provide our clients with a project completed on schedule and within budget.

Our success has come with the loyalty and personal connections we have made with all our clients over the years. We take pride in our work and ensure that the same expertise and passion that founded the company in 1975 is represented in every project.

Cabana Construction of SWFL, Inc.
7161 Auger Drive
Fort Myers, FL 33916
239/332-1665



With more arm force, bucket breakout force, and lift capacity, 210G and 210G LC are impressive performers. But even with all of their extra muscle, their no-compromise Powerwise™ III hydraulic management system yields the pinpoint metering and smooth as-silk low-effort control that have become trademarks of John Deere excavators. Contact your Nortrax representative to learn more.

NORTRAX
www.nortrax.com

Nortrax proudly supports the UUCF.

BOMAG

NPK

ESCO



JOHN DEERE

ASJMSF Scholarship

The NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation, Inc. was established in memory of the son of NUCA of Florida Past President Scott Johnson (Johnson-Davis, Inc.). On December 28, 1999, Scott and Robin Johnson's son Andrew "Andy" Scott Johnson was tragically killed in an automobile accident at the age of 19. At the time of his death, Andy was a sophomore at Vanderbilt University studying Civil Engineering with hopes of entering the family business.

The Foundation is funded with proceeds from its Annual Fishing Tournament.

You can get the forms online [here](#), or directly by clicking a button below:

Current Undergrad

High School



Take damage prevention to the next level with these 3 tools

1 Positive Response
No marks, no utilities? Not always. Utilities are required to use the Positive Response System, and you're required to check it before digging. Why? To verify if utilities are cleared, marked or not marked, and if you need to provide more information. Enter your ticket and contact numbers online or call (800) 852-8057.*

2 Safety Matters
Get your damage prevention questions answered in Safety Matters. It's Sunshine 811's one-hour online course. You get real life examples and relevant content to help you make good decisions before putting your shovel in the ground.*

3 Internet Ticket Entry
ITE makes it easy to:

- Create tickets online 24/7
- Search and manage tickets
- E-mail or print tickets
- Check positive response

Plus, we now offer webinar training for new ITE users. Complete your application today!*

* For more details or to download an ITE application visit www.Sunshine811.com.



Safe digging is no accident. Always call 811 before you dig. Sunshine 811 raises awareness and educates Florida on preventing digging damages to underground utilities. The goal is to make Florida the safest place to dig through a series of five steps that begin with "Call 811 Before You Dig." Learn more at www.Sunshine811.com.

NUCA of Southwest Florida Associate Member – Port Consolidated, Inc.

Port Consolidated, Inc. has been serving Florida's Petroleum needs for over 45 years, with facilities in Tampa, Jacksonville, Orlando, West Palm Beach, Ft Pierce, Miami, Palatka, Groveland and Ft Lauderdale, and now we are proud to announce our tenth location here in Southwest Florida. Construction began on our new state of the art facility a few months ago here in Fort Myers and is expected to be completed sometime in mid-June. Becoming a key leader of the Southwest Florida petroleum market has long been a goal for Port Consolidated and with recent changes in the marketplace in the past few years has given Port Consolidated the open window it was looking for to expand to this area.

Port Consolidated is building one of the largest petroleum storage facilities in Southwest Florida, with state of the art capabilities to help serve our customers with all their petroleum needs. Upon completion of our storage facility we will be able to store over 192,000 gallons of bulk oil and over 250,000 gallons of fuel at any one time with a warehouse of over 5000 square foot for package goods. Port Consolidated is Florida's largest supplier of Chevron, Shell and Valvoline products while also carrying Pennzoil, Quaker State and Castrol. We supply more diesel fuel and gasoline in Florida than any other supplier in this area.

Port Consolidated, Inc. strives to work hard on our commitment to customer service excellence. Our years of experience help us to logistically work with our customers and their needs to supply them with all their petroleum needs and a very competitive price. We have many programs to work with our customers to insure that they receive the service demand at the price expected. Port Consolidated, Inc.'s new facility located at 2655 Rockfill Road Fort Myers Florida. Please Contact Michael Roost at 239 281-3526 or the office at 239 935-8453. Port Consolidated would appreciate a small piece of your time to let us introduce our company and products to you and to help us continue to grow a long standing tradition here in Southwest Florida.



EFFICIENCY SHORING & SUPPLY

Factory-Direct Sales & Rentals



Steel Trench Shields



Slide Rail System



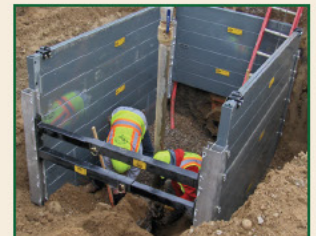
Quicksheet™ Guideframe



Pipe Plugs



Road Plate



Build-A-Box™



ORLANDO

11128 Boggy Creek Rd
Orlando, FL 32824
Office: 407-854-9949
Fax: 407-854-9917



TAMPA

7532 Malta Lane
Tampa, FL 33637
Office: 813-248-2495
Fax: 813-248-2489

EFFICIENCY SHORING & SUPPLY
Factory-Direct Sales & Rentals™

Formerly:



EFFICIENCY PRODUCTION, INC.
America's Trench Box Builder™
Official Efficiency Production Factory-Direct Sales & Rentals Company

www.efficiencyshearing.com

Beard-O-Meter



HOW DO YOU MEASURE UP?



GET INSPIRED BY YOUR FAVORITE CONTRACTORS DYNASTY PRESIDENT, LAUREN ATWELL, AND GROW A GREAT BEARD FOR THE "CONTRACTORS DYNASTY" BEARD COMPETITION!

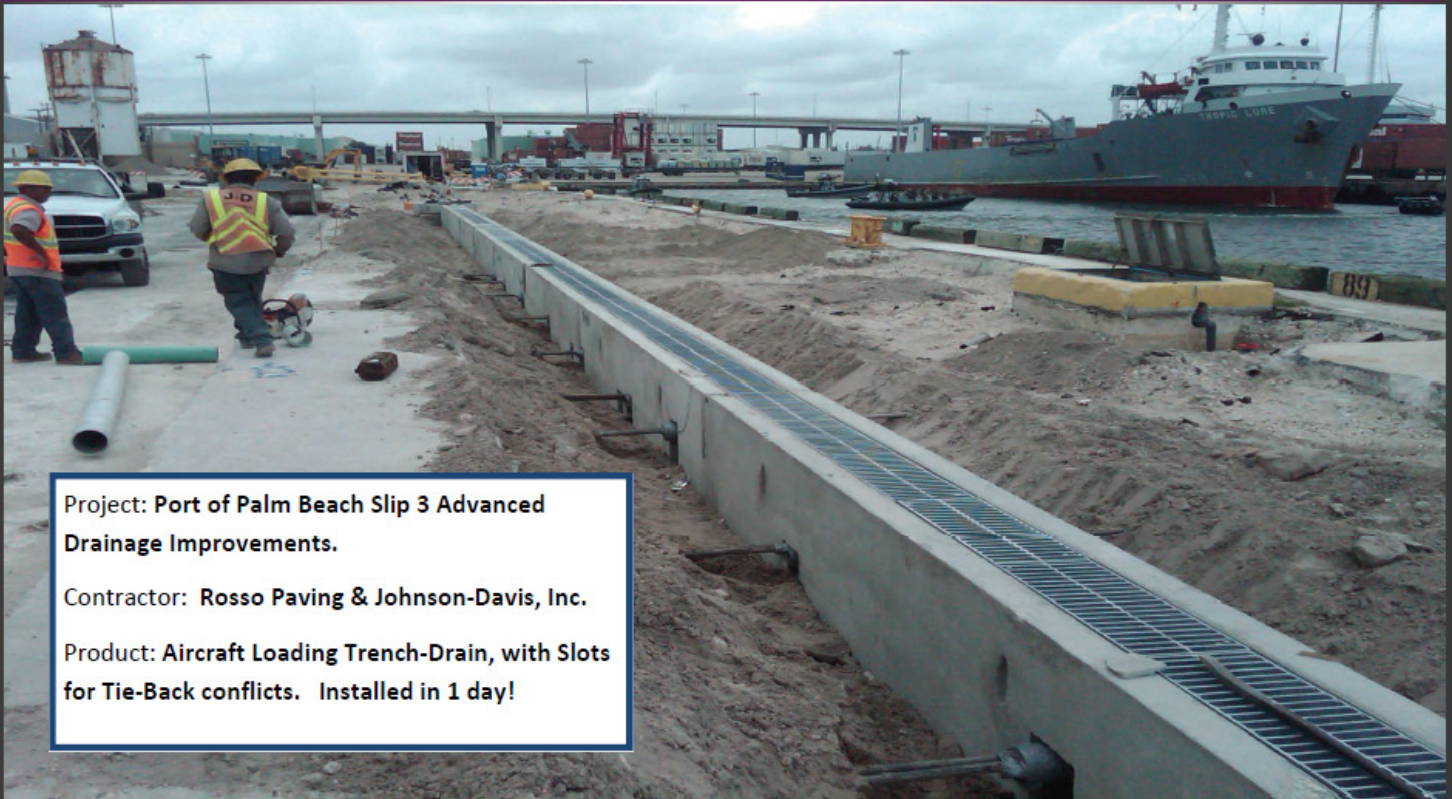
THIS YEAR'S CONFERENCE WILL BE HELD AT THE RENAISSANCE ORLANDO AT SEAWORLD.

CONFERENCE ATTENDEES THAT REGISTER BEFORE JUNE 24, 2014, ARE OFFERED A SPECIAL ROOM RATE OF \$119!

"GOOD IS THE ENEMY OF GREAT. THAT'S WHY SO FEW THINGS BECOME GREAT." - JIM COLLINS

REGISTER TODAY AT NUCAFLORIDA.ORG OR VIA PHONE (850) 727-0628

Have a Trench Drain on your project? Go Precast!



Project: Port of Palm Beach Slip 3 Advanced Drainage Improvements.

Contractor: Rosso Paving & Johnson-Davis, Inc.

Product: Aircraft Loading Trench-Drain, with Slots for Tie-Back conflicts. Installed in 1 day!



From Driveways, Heavy Duty Truck Traffic to even Aircraft Loading!

- * Optional Mitered Ends.
- * Various Pipe Connections.
- * Multiple Grating options.
- * Optional connecting methods.
- * Precast Invert Systems!



Product: Driveway Trench Drain, with optional Mitered End Sections

Please contact our Sales Representatives to assist with the design of your next project.

800-325-6861 (Medley, Fl.)

800-272-2343 (West Palm Beach, Fl.)

Personal Guaranties

By

George E. Spofford, IV

GrayRobinson, P.A.

Florida Offices Statewide

george.spofford@gray-robinson.com

In a departure from past articles which surely have been of compelling interest to all NUCA members, this article is primarily directed toward the owners of NUCA member companies because it is owners who are typically asked to provide personal guaranties. (Those of you who have schemes to start your own company can read on, but be careful, as the boss may cut your ration of bread and water if he/she finds out.)

Personal guaranty agreements are commonly provided to obtain credit from material and equipment vendors and to obtain bonding. A personal guaranty makes the guarantor personally liable for the debts of another. For example, when a corporation buys materials on credit, the material supplier may want a personal guaranty from the owner of the corporation to ensure that if the company fails to pay, then the supplier can demand that the owner pay even though the purchase was made by the company, not the individual owner. A personal guaranty must be in writing, but can be in the form of a separate document or buried in the fine print on a credit application or other document.

The term “guaranty” can loosely be defined to include guaranties (warranties), or contracts of suretyship, as well as personal guaranties. This article, however, only addresses personal guaranties. There is a difference between a guaranty, a warranty, and a suretyship contract, but only your lawyer cares or really needs to understand the difference. Moreover, if I provided a detailed explanation of the distinctions, even those hardy few who are still reading would eventually be face down on their desks sound asleep. Suffice it to say that both guarantors and sureties can be held responsible for the debts of another, and a warranty is merely an additional contract remedy that does not involve a third party.

Conditional and Absolute Guaranties

Personal guaranties can be conditional or absolute. A conditional guaranty does not require the guarantor to perform unless and until a specified condition occurs first. For example, often a creditor must first attempt to collect the debt from the original debtor before the creditor can demand that the guarantor perform a conditional guaranty. See *Anderson v Tradewinds Enterprises Corp.*, 241 So. 2d 174 (4th DCA 1970). In contrast, an absolute guaranty of payment is not conditioned on the occurrence of a prior event (e.g., unsuccessful collection from debtor), but becomes an obligation of the guarantor immediately upon the debtor’s failure to pay the creditor. Under an absolute guaranty, a creditor can immediately demand that the guarantor pay, without the need to first pursue the original debtor. Conditional guaranties are commonly referred to as guaranties of collection, while absolute guaranties are referred to as guaranties of payment. See, *Northwestern Bank v. Cortner*, 275 So. 2d 317 (Fla. 2nd DCA 1973).

Even an absolute guaranty is not an absolute obligation to pay, however. Merely because the primary debtor has not paid the debt, does not necessarily mean the guarantor must immediately pay. The underlying debt must be due and in default, and the guarantor may utilize all defenses available to the debtor. Furthermore, the guarantor may also have defenses available that are unique to itself and not available to the debtor. For example, if the creditor has done something that prejudices the guarantor, then the guarantor can be released from liability. Such a release can occur if the guarantor’s obligation is materially altered without his/her consent. Examples of release include situations where: a new debtor is allowed to incur debt under the guaranty; the interest rate charged is increased beyond that specified in the guaranty; the venue (i.e., place where suit may be brought) is changed; or, the debtor is given an extension of time within which to pay. Such actions can release the guarantor from liability, but a release of the guarantor does not release the debtor.

Guaranty Terms

A personal guaranty is merely another type of contract, the meaning of which is governed by the written terms in the agreement. From the guarantor’s perspective, the guaranty should contain a specific dollar limit. However, most guaranties are not limited to a set dollar amount because it is inconvenient for the parties to monitor whether the limit is being exceeded. Many guaranties also make the guarantor liable for future advances, and not merely for a specifically identified debt, or a finite amount. The lack of a dollar limit favors the creditor and exposes the guarantor to potentially great liability. If the guaranty is limited, the creditor can still extend credit beyond the threshold, but the guarantor is not liable for any amounts in excess of the limit. A prudent guarantor will see that the guaranty specifically states that the guarantor is only liable for specified debts of the debtor up to a certain dollar amount.

Termination of Personal Guaranties

Unless the guaranty expressly states that it will expire upon a certain date or event, the guaranty must be revoked, usually in writing, in order to terminate the guarantor’s liability. However, even though revoked, a guaranty can still generate liability if the liability is due to an event that occurred prior to the revocation. This is true even if the claim is not presented until after the revocation.

Anyone who disassociates himself with a business should make an exhaustive effort to see that all personal guaranties, regardless of when signed, are expressly revoked. Obviously, a guaranty of the debts of a third party over whom the guarantor has little or no regular contact is unwise, as the debtor can quickly incur large debts for which the guarantor is liable without the guarantor even being aware of the exposure.

Conclusion

From the guarantor's perspective, a conditional guaranty is preferable to an absolute guaranty, and a limited guaranty is preferable to an unlimited guaranty. Fortunately everything is negotiable when a guaranty is requested, and the creditor's standard guaranty form easily can be significantly modified to provide the level of exposure desired by the parties. The time to negotiate the terms of the guarantee is while the creditor is courting your business, as the creditor is more likely at that time to allow a conditional or limited guaranty. And, all personal guaranties should have a specific date by which the guaranty will terminate. The guaranty can always be renewed, but an automatic termination provision may save the guarantor from unintended liability arising out of a long-forgotten guaranty.

George Spofford is a shareholder in the Tampa office of the Gray-Robinson law firm. Spofford has represented the construction industry since 1985 and serves as General Counsel to the NUCA of Florida. GrayRobinson, P.A. (gray-robinson.com) is a full-service business law firm with over 275 attorneys and 10 offices across Florida. If any member has specific questions relating to this topic or any topic they would like to see addressed in future editions, please feel free to contact George at (813) 273-5000 or george.spofford@gray-robinson.com.

The information provided in this article is for informational pur-

poses only and not for the purpose of providing legal advice. You should contact your attorney to obtain advice with respect to any particular issue or problem. Use of this information does not create an attorney-client relationship between the author and the reader. The opinions expressed in this article are the opinions of the individual author and may not reflect the opinions of the firm.

**The Best Way to Position Your Company
on the Web...Just Got Better!**

ProView

Your Connection to the Industry.

ProView is how the entire construction industry sees – AND connects – with companies like yours when they log-on to the industry's leading search engine, thebluebook.com. Take a look at all the "business intelligence" your ProView includes:

- Complete Company Information/Branding
- Full-Color Photo Gallery of Your Projects/Products
- Name Brands and Products Installed/Supplied
- Year Established
- Geographical Areas Served
- Additional Locations
- Recently Completed Projects
- Structure Type/Work Type
- Current Licenses (Including Issuing agency)
- Trade Associations, Memberships and Govt. Certifications
- LEED/BIM Certification
- Email Links for Information and PreQual Requests
- Links to Specs, BIM, CAD and other "Related Files"
- Portable URL to support your marketing efforts

Federico Plumbing and Heating
103 Baker St., Suite #200
Denver, CO 80202
(303) 555-1212
Contact: Deborah E. Barone
fede.co.thelbluebook.com

Established: 1975
No. Employees: 12
Sector: Public and Private
Labor Affiliations: Nonunion
LEED Certification: No
BIM Certified: No

Image Gallery
Commercial Plumbing Jobs

Retail Fit-Outs - The Plaza Mall - Denver
We did retail fit-outs for H&M, New Balance and Brooks Brothers. We were excited to work on several great restaurants, including King's Lounge, Royal Seafood & Bar, and award-winning Woodcock Pubs. We offer complete plumbing and heating contracting and are fully engaged in all phases of commercial developments. We are excited to handle any size job.

Specs / Document Links
Company Brochure
Air & Chiller System Diagrams
Plumbing & Heating Specs

Company Contacts
Name: Shawn Kinney
Title: Field Supervisor
Phone: (303) 555-1229 or (303) 555-1242

Blue Book Classifications
Air Conditioning Contractors
Energy Management Systems & Equipment
Plumbing Contractors
Air Duct Cleaning
Heating Contractors
Solar & Wind Energy Systems
Controls, Control Systems & Regulations
Mechanical Contractors
Radiant Heating Systems & Equipment

Scope of Work
Project Size: \$50,000 to \$100,000
Structure Types: Assisted Living, Club House / Community Center, Hotel / Motel, Medical Office, Radio / Television Station, Warehouse
Auto Dealership / Service, Bank, Bus Station, Church / Synagogue, Hospital / Nursing Home, Library, Office Building, Theater, Townhouse
Work Types: Alterations, Retail Store, Interior Fit-Outs, New

Geo. Areas Served
Colorado, North Dakota, Idaho, South Dakota, Utah, Nebraska, New Mexico, Wyoming, Texas

100 YEARS OF THE BLUE BOOK NETWORK
800-431-2584 | www.thebluebook.com/myproview

SHORING HEADACHES ?

Take two aspirin or... give us a call.

Modular Doghouse Panel
1-2-3 or 4-sided openings

"Roll Your Own"

Lightweight Aluminum

Anti-Skid Road Plates

Stacking Options

Bore Pits

Any Size - Any Width

Engineered Solutions

Modular 4 Sided

Bridge Panels

Manhole Casings

H Beams and Plates

Jumbo Spreaders

Large Inventories

"We Deliver"

We Rent Solutions *By the Day, Week or Month*

Still "The Original"
TRENCH SHORING
SERVICES

Playing In The Dirt Since 1972

DENVER • COLORADO SPRINGS • GRAND JUNCTION • PROVO
ALBUQUERQUE • SALT LAKE CITY • PITTSBURGH
BIRMINGHAM • ATLANTA • NORTH METRO ATLANTA
ORLANDO • JACKSONVILLE

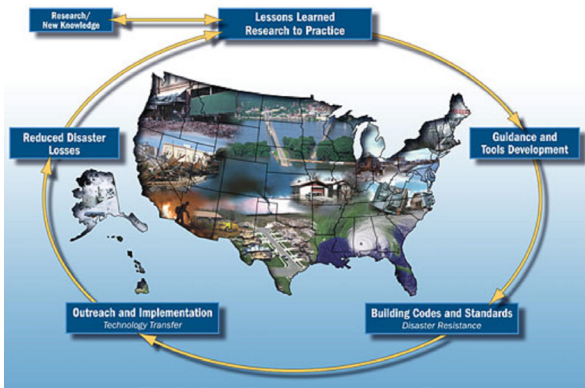
For the facility nearest you,
call toll-free our nationwide menu

1-800-SH-ORING

www.SHORING.com

Serving the Southeast Region

Road Plates • Delivery • Engineering Services • Bedding Boxes • Cofferdams



FEMA

Contracting

Federal Emergency Management Agency (FEMA) Needs Contractors NOW!



Federal Emergency Management Agency (FEMA) Opens New Special “Contractor Registration” for all Disaster Relief



FEMA Contractor Registration NOW OPEN

[Click Here To Register](#)

Veteran/Woman/Minority/Hub Zone/8A-Owned Small Business Needed ASAP!



There is an IMMEDIATE NEED for small business contractors to assist with disaster recovery work in your REGIONAL area. Do you have any interest in contracting under FEMA efforts on REGIONAL jobs for clean up, construction or environmental jobs? If so, please get registered immediately for FEMA/government work in your area! Thank you.

Click Here To Get Started Now To Secure Your FEMA Registration For 2014



NUCA of Florida & Andrew Scott Johnson Memorial Scholarship Foundation



Charitable Contribution Form

Looking for a business or personal charitable contribution for this year? Why not contribute to the NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation? The foundation has been approved as a non-profit corporation under section 501(c)(3) of the Internal Revenue Code.

Since its inception in 2000, the NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation has awarded \$245,500 in scholarships to very deserving individuals. The foundation's only current source of revenue is its Annual Bass Tournament which is held each spring.

The NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation, Inc. was established in memory of the son of two-time Past President of NUCA of Florida, Scott Johnson (Johnson-Davis, Inc.). On December 28, 1999, Scott and Robin Johnson's son Andrew "Andy" Scott Johnson was tragically killed in an automobile accident at the age of 19. At the time of his death, Andy was a sophomore at Vanderbilt University studying Civil Engineering with hopes of entering the family business.

In less than three years since its formation, the foundation, through the generous gifts of family, friends and a concerned industry, has established a scholarship fund that will hopefully serve the association's membership to enable college bound students and forever memorialize a bright young man. Please consider taking this opportunity to continue funding the foundation by making a contribution today.

Please accept my charitable contribution in the amount of \$_____ for the NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation, Inc.

Name: _____
Company Name: _____
Mailing Address: _____
City/State/Zip: _____
Phone: _____ Fax: _____

Please complete form and return with check made payable to NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation and mail to:

113 East College Avenue, Suite 200
Tallahassee, FL 32301

Contributions to the NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation, Inc. help support its scholarship. Your support of the NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation, Inc. qualifies as a charitable contribution and is deductible for federal income tax purposes to the maximum extent provided by law. A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE 1-800-435-7352 WITHIN THE STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE.



We Need Cover Photos!

[Submit a Cover Image](#)

