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May 2014

Issue 58

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President's Message



April just concluded Earth Day and several variations of volunteer recognition days, proclamations.... that never make it on Hallmark cards, because this is a heck of a business we're in together. We produce a product that is essential to life itself, deliver it to the homes and businesses of everyone in our respective communities, take the waste product away, all for a ridiculously low price and without ever even knocking on the door of our customers to let them know we've delivered their order.

Our product, and our system of delivery and recovery, is one of the major reasons that our citizens enjoy a quality of life unparalleled in other parts of the world or in history. We do all this quietly and behind the scenes, with no fanfare and often with no thanks. The only time we make the news is when something goes wrong, so we very seldom make the news. Our customers take us and our service for granted, our clients (usually city and county elected officials) would prefer never to hear from us or of us, and certainly don't want to know where we work nor desire to visit our workplaces.

Why do we do this?
Because we are Utility Contractors!

Yes we do it for the money (sometimes I wonder after seeing bid results), to support our employees and our families, but we also do it to serve our community, protect our environment, and to do our part to save the world. In spite of the fact that we operate in relative obscurity, we can find comfort, and in fact great satisfaction, in knowing that we are doing the right thing. We constantly strive to do an even better job than we did yesterday, or last week, or last year, and as a result our product and our environment achieve higher and higher standards in the face of ever-changing challenges. As our population grows, accompanied by growth in business and industry, the demands on our systems grow at least proportionately.

As a member of NUCA of Florida, you go a step beyond just doing your job. Through your attendance and networking at our conferences and meetings, your participation in our committees, your participation in our lobbying efforts, exhibiting your products and services, your service on the Board of Directors or as an officer of one of our Chapters, your support of your employees to allow them to participate...whatever your level of involvement may be...you contribute to the betterment of our entire profession, and all of the people of Florida ultimately benefit. Our organization is the best of its kind, thanks to the wonderful spirit of volunteerism that permeates through this entire association.

We have numerous awards to recognize the Association's leaders for their contributions, but many of those who silently serve our profession and NUCA of Florida never get the recognition they deserve. Certainly, the hard work and support of our Board Members, Committee Chairs, and other organiza-

tional leaders are invaluable to our efforts as an association to serve our membership and Florida as a whole, and we are especially appreciative to you for your work and support in these areas. Just as important, though, is the support and active participation of our 281 members who contribute to our success by making presentations at conferences, participating in committee activities, attending conferences and workshops, and sharing their knowledge and insights in any number of other ways. As a valued member of our association, I want you to know that your personal volunteer efforts and support, at whatever level you are able to participate, are critical to our continued success.

I also celebrate you for your contribution to protecting Florida's precious water resources and providing safe drinking water to a thirsty public that often takes your efforts for granted. And I will continue to celebrate and thank you for your active participation in the work of the NUCA of Florida. Thank you for all you do for NUCA, our profession, the environment, and the people you serve.

We make a living by what we get; we make a life by what we give.

Winston Churchill

Unless someone like you cares a whole awful lot, nothing is going to get better. It's not.

Dr. Seuss in "The Lorax"

Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it's the only thing that ever has.

Margaret Mead, anthropologist

In proportion, as one renders service he becomes great.

Booker T. Washington

Everybody can be great. Because anybody can serve. You don't have to have a college degree to serve. You don't have to make your subject and your verb agree to serve. You don't have to know about Plato and Aristotle to serve. You don't have to know Einstein's theory of relativity to serve. You don't have to know the second theory of thermodynamics in physics to serve. You only need a heart full of grace. A soul generated by love.

Martin Luther King, Jr.

I am only one, but still I am one. I cannot do everything, but still I can do something; and because I cannot do everything, I will not refuse to do the something that I can do.

Edmund Everett Hale

In your service,



Lauren C. Atwell



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NUCA of Central Florida Calendar of Events

April 21	Board of Directors Meeting Joe's Crab Shack, Orlando
April 25	Spring Golf Tournament Duran Golf Club, Viera, FL
May 15	Board of Directors Meeting
May 30	Auction & Barbecue Brevard Zoo, Melbourne
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

SUCA Calendar of Events

May 1	SUCA Membership Meeting & Live Auction Summerfield Crossings, Riverview
May 2	Annual Golf Tournament Summerfield Crossings, Riverview
June 7	Beach Day BBQ
June 12	SUCA Membership Meeting 7 Scholarship Night The Columbian Restaurant, Ybor City
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



Post Office Box 18472 • Pensacola, Florida 32523-8472
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NUCA of Northwest Florida Calendar of Events

April 10	Monthly Board Meeting Franco's
May 8	Montly Board Meeting Franco's
May (TBA)	General Membership Meeting/Training
June 12	Montly Board Meeting Franco's
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 North Florida Calendar of Events

May 29	Board of Directors Meeting Night at Jacksonville Suns
June 10	Executive Committee Meeting
July 8	Executive Committee Meeting
July 24	Board of Directors Meeting Scholarship Night

UCA of South Florida Calendar of Events

April 9	UCA Board of Directors Meeting UCA Office, Coconut Creek
June 5-8	Annual Dolphin Fishing Tournament Ocean Reef Club, Key Largo

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Construction Industry Licensing Board Events

Board Meeting Calendar

Upcoming Meeting(s):

May 14-16, 2014 (Lake Mary)

June 11-13, 2014 (TBD)

July 9-11, 2014 (Jacksonville)

August 13-15, 2014 (Orlando)

September 10-12, 2014 (Palm Beach)

October 8-10, 2014 (Tampa)

November 12-14, 2014 (Altamonte
Springs)



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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

Friday, July 18, 2014

Saturday, July 19, 2014

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

☐ Dinner

☐ 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**.

NUCANF News

We had an absolutely spectacular day for our annual golf tournament on April 1st at St. Johns Golf & Country club. The day began with registration, putting contest and lunch before our shotgun start. We had a few great challenge events on this year's tournament including corn hole toss where your team where could move ahead to the next tee box, Skirts for Steaks where if your team wore a skirt you could hit from the ladies tee box, and Daytona Speed Challenge where the team to finish the hole the quickest would win tickets to a race at Daytona. We had a four hole-in-one challenges as well as a variety of proximity games. After the tournament, we had a wonderful Italian buffet dinner, awards ceremony, and distributed door prizes. Our first place team from John Woody, Inc. was Rick Roark, Jon Woodall, Steven Elliot and Mark Young, second place team from Linder Industrial Machinery was Chris Cantiello, David Peacock, Brandon Parks and Darius Prentice, third place team, Marty Adams, Ryan Pugh, Josh Hunt and Darren Campbell. Our putting contest winner was Ken Purcell, Longest drive hole #2, Mark Young, Longest Drive hole #16, Chris Cantiello, Closest to the Pin hole # 13 Buddy Heldreth, Longest Putt hole #15, Bill Byrer, closest to the Pin hole # 5 Buddy Heldreth, and Daytona Speed Challenge winners were the team from American Cast Iron Pipe, Scott Turnquist, Christopher Jarrett, Rick Ratcliff and

Rob Pinkston.

We are heading to the Baseball Grounds of Jacksonville on Thursday, May 29th to see the Jacksonville Suns take on the Montgomery Biscuits. Join us for a 75 MVP BBQ dinner in the Palm Tree Pavilion located on the third base line. Cost is \$26 per person and includes chicken, ribs, baked beans, potato salad, coleslaw and soft drinks plus a reserved seat and a Free Suns cap. Call the NUCANF office at (904) 296-1230 to RSVP.

Applications are now available for our two scholarships, The J. Richard Baker Sr. Scholarship and the Mike Allen Scholarship. The J. Richard Baker Scholarship is a \$2,000 one-time award to a high school student or high school graduate who is the daughter or son of a NUCANF member company employee, and will be enrolling full or part time in an academic institution of higher education, beginning this summer/fall. . The Mike Allen Scholarship is a \$1,000 one-time award for a high school Sr., High School graduate, Undergraduate College Student or Graduate Student who is the daughter or son of a NUCANF member company employee, who is enrolled or will be enrolling full or part time in an academic institution of higher education, beginning this summer/fall. Application deadline is June 1st.



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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.

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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



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DBPR Sting Nets Unlicensed Contractor Activity

A joint operation between the Florida Department of Business and Professional Regulation (DBPR) and the St. Johns County Sheriff's Office resulted in the arrests of 14 individuals for falsely identifying themselves as a contractor and one for possession of cannabis. The two-week operation, titled: "Piece of Cake" targeted unlicensed contractors working as well as soliciting business in St. Johns County. The individuals were provided by the St. Johns County Building Department and the DBPR through complaints of unsatisfactory/ unlicensed work and various media advertisements soliciting work.

The operation began last week at an unidentified home off S.R. 16 that needed various repairs. Appointments were scheduled with the suspects who then met with undercover operatives at the home and were then asked to provide an estimate for the repairs. The 14 suspects returned bids by the end of last week and were given appointments to begin the projects this week. When the suspects showed up for work, arrest teams inside the home secured and arrested them yesterday (Monday) and today (Tuesday).

According to the DBPR, unlicensed activity occurs when an individual offers to perform or performs services that require a state license and the individual does not hold the required license. Florida law sets specific rules and guidelines for obtaining professional licensure, and the people who have met these requirements are held to professional standards. Consumers can verify professional licenses with the Department of Business and Professional Regulation online at www.myfloridalicense.com, by calling (850) 487-1395, or by downloading the free DBPR Mobile app through iTunes or the Google Play store.

Unlicensed activity is illegal and can result in misdemeanor or felony charges if an individual is convicted. Floridians are asked to report any suspected unlicensed activity by email at: ULA@dbpr.state.fl.us, or calling the unlicensed Activity Hotline at 1-(866) 532-1440.

Those arrested were identified as:

- Thomas Walter Haller, 52, 346 Lobelia Rd., St. Augustine. Charged with a felony count of falsely identifying self as a contractor for a second time. He was convicted for the same thing in 2009.
- Andrew A Atwell, 53, 8862 Camshire Dr., Jacksonville. Charged with falsely identifying self as a contractor, possession of less than 20 grams of cannabis and possession of drug paraphernalia.
- Christopher Leigh Davis, 45, 2001 Hodges Blvd. 1624, Jacksonville. Charged with falsely identifying self as contractor and carrying a concealed weapon without a permit.
- Stephen E. Brown, 47, 32-A Louisburg La., Palm Coast. Charged with falsely identifying self as a contractor.
- Danny Edward Smith, 58, 234 W. New England Dr., Elkton. Charged with falsely identifying self as a contractor.
- William Arthur Phillips Jr., 58, 406 Scrub Jay Dr., St. Augustine. Charged with falsely identifying self as a contractor.
- Daniel J.L. Underwood, 38, 3121 Banister Rd., St. Augustine. Charged with falsely identifying self as a contractor.
- Clayton Eugene Acosta, 62, 6000 C.R. 208, St. Augustine. Charged with falsely identifying self as a contractor.
- Gregory Shane Gallarde, 53, 2662 Westport Dr., Green Cove Springs. Charged with falsely identifying self as a contractor.
- Joshua Hundley Patterson, 39, 14435 N. Aqua Vista Rd., Jacksonville. Charged with falsely identifying self as a contractor, possession of prescription medication without a prescription and possession of drug paraphernalia.
- Gordan Randall Conrad, 53, 452 Whiting La., Atlantic Beach. Charged with falsely identifying self as a contractor.
- Rickey J. Dalton, 51, 7728 Elvia Dr., Jacksonville. Charged with falsely identifying self as a contractor.
- Shannon Edward Treadway, 43, 5201 Arlington Blvd., #170, Jacksonville. Charged with falsely identifying self as a contractor.
- Roberto Soledad Jr., 22, 5125 Broken Arrow Dr., Jacksonville. Charged with falsely identifying self as a contractor, possession of less than 20 grams of cannabis and possession of drug paraphernalia.

THANK YOU



2014 NUCANF GOLF TOURNAMENT
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Advanced Drainage Systems	All Pro Asphalt
Beard Equipment Company	Cecil W. Powell & Company
Custom Fab	Ferguson Waterworks, Inc
Fortiline Waterworks	Sunbelt Rentals
The Jaffe Group at Morgan Stanley	

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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 print the forms from the next few pages, or get them online [here](#).

Current Undergrad

(or print pages 21-25)

High School

(or print pages 27-31)

NUCA of Florida/ANDREW SCOTT JOHNSON MEMORIAL SCHOLARSHIP FOUNDATION
SCHOLARSHIP APPLICATION

Undergraduate College Student

Name of Applicant (Please Print): _____
First Middle Last

Street Address: _____

City, State, Zip: _____

Home Telephone: (____) _____ Date of Birth: _____

NUCA of Florida Member Firm: _____

Mother's Full Name: _____ Marital Status: _____

Employer: _____ Position: _____

Father's Full Name: _____ Marital Status: _____

Employer: _____ Position: _____

APPLICATION CHECK LIST-

- Completed General Information
- Completed Academic Information
- Completed Extra Curricular Information
- Essay attached (500 words or less)
- Current College Transcript (Signed by Student Advisor)
- Letter of Recommendation from a Faculty Member

Applicant's Signature: _____ Date: _____

I approve of the submission of this application.

Signature of Guidance Counselor or Faculty Member: _____

GENERAL INFORMATION

Name and Address of High School: _____

Year of Graduation: _____

Name and Address of College (If currently attending): _____

Intended school year for scholarship use (Check one):

- | | |
|------------------------------------|---------------------------------|
| <input type="checkbox"/> Freshman | <input type="checkbox"/> Junior |
| <input type="checkbox"/> Sophomore | <input type="checkbox"/> Senior |

College for which this scholarship is to be used: _____

Have you been accepted? Yes _____ No _____

Estimated yearly educational cost:	Tuition:	\$ _____
------------------------------------	----------	----------

Books:	\$ _____
--------	----------

Room/Board:	\$ _____
-------------	----------

Total:	\$ _____
--------	----------

Financial assistance received:	Financial Aid:	\$ _____
--------------------------------	----------------	----------

Grants:	\$ _____
---------	----------

Other Scholarships	\$ _____
--------------------	----------

Total:	\$ _____
--------	----------

Intended course of study: _____

Intended career plans: _____

Declared Major (For current college students): _____

Optional:

Financial responsible parent annual family income: _____

ACADEMIC INFORMATION

High school class rank: _____ High school class size: _____

A.C.T. score: _____ S.A.T. (Verbal): _____ S.A.T. (Math): _____

List separately S.A.T. II or Advanced Placement tests taken, with scores and subject matter (if applicable):

High school G.P.A.: _____

Current college G.P.A. (If applicable): _____

Academic Honors received (awards, prizes or distinctions). Please include applicable year records:

EXTRACURRICULAR INFORMATION

School activities/clubs (list separately with years involved and office held, if any):

- | | |
|----------|----------|
| 1. _____ | 4. _____ |
| 2. _____ | 5. _____ |
| 3. _____ | 6. _____ |

Special recognition received: _____

SCHOOL SPONSORED ATHLETIC PROGRAMS

(List separately with years involved)

1. _____
2. _____
3. _____

Special recognition received: _____

COMMUNITY SERVICE GROUPS/CIVIC GROUPS

(List separately with years involved)

Special recognition received: _____

Hobbies and outside activities: _____

WORK EXPERIENCE

Employer	Position	Length of Service	(CHECK ONE)		Summer
			Full-Time	Part-Time	

_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Extraordinary responsibility you have at home (If applicable):

ESSAY
(500 words or less)
(Provide as an attachment)

SUBJECT: When your generation looks for work, what will you want from potential employers? How is this different from earlier generations?

AUTHORIZATION

Should you be selected to receive one of the two *NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation* scholarships, we would like your permission to include portions of your application and essay in various association communications and publications. Your signature below will indicate your approval.

Signature of Applicant

Please return your completed application along with pertinent information **no later than Friday, June 20, 2014** to:

NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation
Attention: Foundation Trustees
113 East College Avenue, Suite 200
Tallahassee, Florida 32301



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.*

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- E-mail or print tickets
- Check positive response

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Applicant # _____

NUCA of Florida/ANDREW SCOTT JOHNSON MEMORIAL SCHOLARSHIP FOUNDATION
SCHOLARSHIP APPLICATION

High School Graduate or Student Entering First Year of College

Name of Applicant (Please Print): _____
First Middle Last

Street Address: _____

City, State, Zip: _____

Home Telephone: (____) _____ Date of Birth: _____

NUCA of Florida Member Firm: _____

Mother's Full Name: _____ Marital Status: _____

Employer: _____ Position: _____

Father's Full Name: _____ Marital Status: _____

Employer: _____ Position: _____

APPLICATION CHECK LIST-

- Completed General Information
- Completed Academic Information
- Completed Extra Curricular Information
- Essay attached (500 words or less)
- Current High School Transcript (Signed by Guidance Counselor)
- Letter of Recommendation from a member of the High School Faculty containing your class rank and size of your graduating class

Applicant's Signature: _____ Date: _____

I approve of the submission of this application.

Signature of Parent or Guardian: _____

Signature of Guidance Counselor or Faculty Member: _____

GENERAL INFORMATION

Name and Address of High School: _____

Year of Graduation: _____

Name and Address of College (If currently attending): _____

Intended school year for scholarship use (Check one):

☐ Freshman☐ Junior☐ Sophomore☐ Senior

College for which this scholarship is to be used: _____

Have you been accepted? Yes _____ No _____

Estimated yearly educational cost: Tuition: \$ _____

Books: \$ _____

Room/Board: \$ _____

Total: \$ _____

Financial assistance received: Financial Aid: \$ _____

Grants: \$ _____

Other Scholarships \$ _____

Total: \$ _____

Intended course of study: _____

Intended career plans: _____

Declared Major: _____

Optional:

Financial responsible parent annual family income: _____

ACADEMIC INFORMATION

High school class rank: _____ High school class size: _____

A.C.T. score: _____ S.A.T. (Verbal): _____ S.A.T. (Math): _____

List separately S.A.T. II or Advanced Placement tests taken, with scores and subject matter (if applicable):

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Current college G.P.A. (If applicable): _____

Academic Honors received (awards, prizes or distinctions). Please include applicable year records:

EXTRACURRICULAR INFORMATION

School activities/clubs (list separately with years involved and office held, if any):

- | | |
|----------|----------|
| 1. _____ | 4. _____ |
| 2. _____ | 5. _____ |
| 3. _____ | 6. _____ |

Special recognition received: _____

SCHOOL SPONSORED ATHLETIC PROGRAMS

(List separately with years involved)

1. _____
2. _____
3. _____

Special recognition received: _____

COMMUNITY SERVICE GROUPS/CIVIC GROUPS
(List separately with years involved)

Special recognition received: _____

Hobbies and outside activities: _____

WORK EXPERIENCE

Employer	Position	Length of Service	(CHECK ONE)		Summer
			Full-Time	Part-Time	
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Extraordinary responsibility you have at home (If applicable):

ESSAY
(500 words or less)
(Provide as an attachment)

SUBJECT: When your generation looks for work, what will you want from potential employers? How is this different from earlier generations?

AUTHORIZATION

Should you be selected to receive one of the two *NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation* scholarships, we would like your permission to include portions of your application and essay in various association communications and publications. Your signature below will indicate your approval.

Signature of Applicant

Please return your completed application along with pertinent information **no later than Friday, June 20, 2014** to:

NUCA of Florida/Andrew Scott Johnson Memorial Scholarship Foundation
Attention: Foundation Trustees
113 East College Avenue, Suite 200
Tallahassee, Florida 32301

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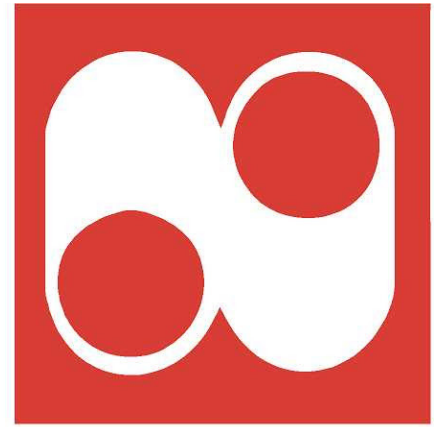


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Scholarship Opportunities!

SUCA's 26th Annual Scholarship Awards application is available in the links below for your distribution. The first place award will be in the amount of \$6,000 (\$1,500 per year for four years). A runner-up Scholarship may be awarded at the committee's discretion in the amount of \$2,000 (\$500 per year for four years). The deadline for completed applications in the SUCA office is May 15th and awards will be presented at the June 12th Scholarship Night & Membership Dinner. You may also find a link to the application on our website at www.suca.org.

[SUCA 2014 Scholarship Application \(PDF\)](#)

[SUCA 2014 Scholarship Application \(DOC\)](#)

In addition to our SUCA Scholarship please check out the additional Scholarships offered at our State and National Level!

[NUCA 2014 Scholarship Application](#)

[NUCA of Florida 2014 Scholarship Application for Seniors](#)

[NUCA of Florida 2014 Scholarship Application for Undergrads](#)

Please promote this Scholarship Opportunity along with the NUCA of Florida and NUCA Scholarships to your employees as this is a very valuable membership benefit! If you should have any questions please feel free to contact Theresa Mannix at 727-600-7158.

Sincerely,
Theresa Mannix
Executive Director



MEET ROBERT VAN VALIN OF PEPPER CONTRACTING

GET TO KNOW YOUR BOARD MEMBERS!

Q: We understand you have been around for awhile, that being the case what was the first construction project you were on?

Van Valin: I helped to build Noah's Ark

Q: If that is true, how did you survive the flood?

Van Valin: I disguised myself as a Dodo Bird and that's why they are extinct now.

Q: Well if you were on the Ark can you tell us where it ended up, as people have been searching for it all over the world.

Van Valin: They will not find it as it fell apart. It was build by union workers and only had a 40 day guarantee. Noah didn't opt for the service agreement.

Q: Seriously...what are some things

we do not know about you?

Van Valin: I graduated with a BSCE from Manhattan College in NYC.

Q: What was your first project after graduating?

Van Valin: I worked for the NYC Board of Water Supply. I was part of the inspection team overseeing the Construction of City Tunnel No. 3. The project entailed the construction of approximately 15 miles of a finished 24' diameter water tunnel. The depth of the tunnel ranged from about 900' to 400'.

Q: What brought you to Florida?

Van Valin: Given the choice of rooting for a team called the "Jaspers" or rooting for a team called the "Gators" where would you prefer to live? Seriously, my father had retired to Florida with all my younger siblings. At the urging of my family I joined them a few years later.

Q: What one thing would you like to see SUCA accomplish in the next year?

Van Valin: Recognizing the efforts of Wayne Jensen, our Chairman David Wirth and the wisdom of my Safety Manager,

Fred Sumner, I would like to see SUCA bring about real change when it comes to the procedures of marking existing utilities. A standardized method with specific spacing of marking should be required to be followed by all. In addition, Florida

Should modify the width tolerance from 48" to 36", as a number of states already have enacted. We as a group working with the Excavation Task Force need to bring about this reform.

Q: What is your favorite Charity?

Van Valin: When I was 25 my sister who was 19 was stricken with Leukemia. She was treated at Sloan Kettering. Up until that time I never realized how many children are stricken by disease. I am partial to donating to groups that are looking for means to cure and treat this disease.

Q: Is there anything else we should know about you?

Van Valin: I am what I am what I am.

What Should Your Overhead Mark-Up Include?

To make more money, should your job costs be as high as possible and your overhead be as low as possible?

Many contractors don't know their exact job costs, equipment costs, overhead budget and how much profit they should make. Without an understanding of your numbers, working hard in a financial vacuum keeps you busy and broke instead of productive and profitable.

In order to bid projects successfully, you first need to know what it takes to cover your annual overhead. When I ask contractors what their yearly overhead is, they often answer 10% or 15%. Overhead is not a percentage of costs or sales. You don't pay your staff as a percentage of the jobs you bring in, do you? Therefore, your overhead is a fixed amount of money covering every expense it takes for your company to stay open and do business during the year without any jobs under construction.

Job charge or overhead expense?

A common problem occurs when companies don't properly job charge field costs to their respective jobs. When you don't setup separate job accounts for every job, you can't go back to see if you are bidding the right unit prices for your work or know if you made money on each job. Also when all your equipment is paid for out of your overhead budget, you don't know if owning equipment makes you any money either. And even worse, when field employees are not charged to individual jobs, you never know what it really takes to build a project or if you're making a profit.

When you bid work, your field labor rates include employee burden costs, taxes and insurance. For example, a worker who earns \$20 per hour with a 50% burden expense is bid out at \$30 per hour. When all burden costs are paid as part of your overhead costs, your job cost accounting doesn't give you a clear picture of how well your job did upon completion. The same is true with your field equipment. Even though you may bid out equipment at fair market rates, company owners often don't know what their equipment re-

ally costs to own. And to make matters worse, some contractors don't charge jobs for the use of their equipment which makes it impossible to know if you are really making or losing money on projects.

Track your job costs!

To make more money, you must track and keep updated accurate job costs. At the completion of each project, you must be able to review results to see if your bid was accurate and made any money. Therefore, job costs must include every expense it takes to build projects including project management, supervision, labor burden, equipment, and insurance. Without jobs under construction, you won't spend money on these items and therefore these must be a part of your job costs. When you job charge every field expense to jobs and remove them from your overhead costs, your overhead will be accurate and as low as possible. This will also make your job costs, field labor rates, and equipment rates higher and more accurate. This strategy will pay off when performing extra work at higher rates and sign contracts that limit mark-up allowed for additional items, change orders, and cost-plus work. Also as a general contractor, contract awards are often made based on fee and general conditions costs. A lower mark-up is easier to sell than lower field rates.

Overhead must include your annual costs for management and administrative expenses; salaries and burden/fringes for the president (not profit distribution), management team, office staff, sales, estimating, and accounting; office and shop expenses, office supplies, computers, internet, and office phones; vehicles for officers and management personnel; marketing, sales and advertising; personal development, associations, and training; interest and banking; professional services, legal, CPA, and business coaching; service, closed job and warranty work; contributions, miscellaneous, taxes and depreciation.

Overhead also must include business insurance to keep your company operating (but not liability insurance to build or

run jobs); administrative employee labor burden and taxes, worker compensation insurance, health insurance, and fringes for management and office staff only who do not work on jobs under construction; field employee labor and their burden costs who are not working on the jobs under construction during slow times or downtime; and field vehicles and field equipment expenses, gas, and maintenance when they are not working on the jobs during downtime or slow times.

Overhead must NOT include items that are used to build projects in the field and should be included in your bid estimate and charged to job costs including: project manager, superintendent, foremen, field crews and all of the field labor burden expenses and insurance costs; all field vehicles, field equipment expenses and small tools used in the construction of projects; and liability insurance premiums based on job expenses and costs. To keep your overhead mark-up low, do not include any of these costs in your overhead costs or budget.

General conditions costs include field expenses required to manage, supervise, coordinate and run your projects. These costs should not be included in your overhead or mark-up rate. When you bid on projects, setup a standard template for general conditions (or mobilization). As outlined above, include field costs in your general conditions project budget for every administrative cost including: project management, supervision, vehicles for project manager and superintendent, on-site temporary facilities and utilities, temporary protection, clean-up, mobilization, testing, permits, meters, engineering, liability insurance, and performance bond.

Setup your finances the same way as you bid, estimate, and build projects and your accounting will start to make sense to you. When you co-mingle your costs, it's impossible to know when or if you're making money. Keep it simple. Your job costs and annual overhead budget must match how you do business in order for you to understand your costs. To receive a sample construction company

annual overhead budget / income statement and general conditions template, email 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 discount coupon for an on-

line class at www.HardhatBizSchool.com, e-mail GH@HardhatPresentations.com

George Hedley

HARDHAT Presentations

Phone: (800) 851-8553

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NUCA of Central Florida Auction & Barbecue

Please join us

Friday May 30, 2014, at the Brevard Zoo in Viera

It is time for our Annual Auction & Barbecue! This year we will be holding this family-friendly event at the Brevard Zoo. We have a great evening planned for your family beginning with hands-on encounters with several zoo animals followed by a delicious barbecue dinner and our Annual Auction.

Tickets for this event are being mailed this week and additional tickets are available by calling the NUCA office or at the door.

Also, please consider supporting this event as a SPONSOR, or with AUCTION ITEMS DONATIONS – or both!

Sponsorships

Support our chapter and promote your company as an Auction & Barbecue Event Sponsor for \$300

Each sponsor will be recognized throughout the evening with a continuous power point presentation of sponsoring companies and their logos; will be featured in our auction program; and will be recognized in weekly emails promoting this event. (See the attached flyer).

Auction Items

Donations of all kinds are welcome! We strive to have a wide variety of auction items so that all our attendees can find something that interests them.

Suggested items include:

- Sports equipment
- Tools
- Children's toys
- Fishing/Golf pkgs
- Tickets for sporting events
- Liquor baskets
- Electronics

You can also donate a product or service that your company provides. This is a great way to showcase what your company has to offer!

No time to shop? Let me know what you would like to spend, and I will be happy to do the shopping for you.

Please take a moment to complete the [donation form on the next page](#) and fax it back to me.

Thank you for supporting NUCA of Central Florida!

29th ANNUAL AUCTION & FAMILY NIGHT



Friday, May 30, 2014
at The Brevard Zoo, Viera
Live Animal Encounter 5:00 – 6:00 p.m.
Auction & Dinner beginning at 6 pm

Bring your family and enjoy an evening with friends. We will have hands-on zoo animals for you and your children to enjoy, as well as a delicious dinner and an array of auction items for all ages. Tickets are \$15/pp. If you wish to enjoy the zoo before our event, reduced admission prices are available, please contact the NUCA Central Florida office for details.



Auction Ticket & Donation Form

Contact: _____ Company: _____
Telephone No.: _____ Fax/Email: _____

Auction & Dinner Tickets: Number of Tickets _____ @ \$15.00 each

Event Sponsorship: \$300.00

Each company will be recognized throughout the evening with a continuous power point presentation of sponsoring companies and their logos. *(Please email your company logo).*

Event Sponsors will be featured in our auction program.

A listing of Event Sponsors will be updated weekly and listed on all event emails.

Reverse Draw Sponsor: \$150.00

Reverse Draw Sponsors will be featured in our auction program.

Each Sponsor will be recognized during the event at the beginning and the end of the Reverse Draw.

We would like to donate the following items to the NUCA Central Florida Auction:

Item:

Retail Value:

_____	_____
_____	_____
_____	_____

Payments by check can be mailed, or you may also pay by credit card:

Total Amount: \$ _____ Visa/Mastercard: _____

Exp. Date: _____ Zip Code of Billing Address: _____ CVV _____

Name

Signature

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- 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
143 Blake St., Suite 4000
Denver, CO 80202
(303) 555-1312
Contact: Deborah Dillerena
federico@bluebook.com

Established: 1975
No. Employees: 12
Sector: Public and Private
Labor Affiliation: Nonunion
Lead Certification: Yes
DME Certified: Yes

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 selected to work on several great restaurants, including King's Lounge, Royal Seafood's C Bar, and award-winning Vicodin Pizza. We offer complete plumbing and heating contracting and are fully equipped in all phases of commercial establishments. We are skilled in handling any size job.

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

Company Contacts
Name: Brian 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
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Controls, Control Systems & Regulators
Mechanical Contractors
Radiant Heating Systems & Equipment

Scope of Work
Project Size: \$40,000 to \$999,999
Structure Types: Assisted Living, Club House / Community Center, Hotel / Motel, Medical Office, Radio / Television Station, Retail Store, Warehouse / Distribution Center, Auto Dealership / Service, Bank, Bar / Lounge, Casino, Church / Synagogue, Hospital / Nursing Home, Laboratory, Library, Office Building, Restaurant, Theater, Town Hall, Warehouse / Distribution Center
Work Types: Alterations, New Construction, Renovation, Repair / Maintenance, Relocation, Restoration, Specialties

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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.



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14 TO REGISTER.**

