



"I WILL HONOR CHRISTMAS IN MY HEART, AND TRY TO KEEP IT ALL THE YEAR." - CHARLES DICKENS

SITE members were in the giving spirit throughout 2022 at numerous SITE events, donating gift cards, cash, and checks to support a local foundation adopted by the SITE Board of Directors. Members came together to "Jingle & Mingle" at the annual Holiday Happy Hour held at Bogey Hills Country Club and presented a year's worth of collections - a check totaling \$11,157, to the Mighty Oakes Heart Foundation. The founder of Mighty Oakes Heart Foundation, Rebecca Ortyl, gave a heartfelt speech about the organization and was overwhelmed by the generous donation, expressing her gratitude. The happy hour was packed with over 150 attendees and spouses enjoying each other's company and spreading holiday cheer. The evening was capped off with great food, drinks, networking and pictures by the tree.

To see photos from the evening, turn to page 6 of this newsletter or visit www.flickr.com and search SITE Improvement Association.

SITE IMPROVEMENT ASSOCIATION NEWSLETTER

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MEMBERSHIP UPDATE

SITE Improvement Association's membership continues to grow as December marks the end of 2022. SITE is proud to announce that it is closing out the year with 129 Contractor Members and 104 Associate members for a total of 233. SITE's Board of Directors and Staff say's "Thank You" for your continued support!

The price for the 2023 membership dues increased to \$650.00 for contractor members and \$600.00 for associate members. The 2023 membership dues renewal invoices were mailed mid-December and payment would be appreciated by February 1. If you have any questions regarding your 2023 Membership Dues, please email Leah at leah@sitestl.org or Rhonda at rhonda@sitestl.org or call SITE's office at (314) 966-2950. Dues can be paid via credit card or check.

A strong membership means success for your Association. Thank you for your continued support.

WELCOME TO SITE'S NEWEST MEMBERS



ASSOCIATE MEMBERS

Crafco, Inc.

12950 Saint Charles Rock Rd.

Bridgeton, MO 63044

Dave Kasprzyk

(314) 348-6497

CraneWorks

4580 Hallmark Dr.

Byrnes Mill, MO 63051

Dan Christian

(636) 495-6080

SITE-APWA JOINT MEMBERSHIP MEETING

SITE Improvement Association is always excited to join forces with The American Public Works Association (APWA) Missouri Chapter - St. Louis Branch for our annual joint membership meeting. On October 26, both organizations welcomed over 150 members attending the joint function at Orlando's in Maryland Heights, Mo.

Both Associations were honored to have the keynote speaker, Jerry Beckmann, Deputy Director of Planning and Development at St. Louis Lambert International Airport, discuss the plans to revitalize the airport, including future construction projects and thoughts behind combining terminals one and two in the remodel.

After the formal presentation, hands were raised, and questions riddled the room as members from both associations were enamored with thoughts of advancing our city and innovating the St. Louis region.





EXECUTIVE DIRECTOR'S COLUMN

JEREMY BENNETT

Wow. What a year it has been for SITE's members. In my ten years at SITE, I have never seen the amount of work bid like we saw in 2022. Every conversation with a member starts off with "it's been busy!" 2022 has brought many challenges to our membership, including price escalations, workforce shortages, getting paid timely, and so on, but these challenges have made our members resilient and more knowledgeable, which will serve them well into the future. We are finally seeing man-hours approach levels that were recorded in the mid-2000s which helps recruiting efforts to backfill the older workforce. Our members have experienced many positives this year, and we hope that wave of work continues throughout 2023. The abundance of work also is bringing construction owners to the table to have serious conversations about making their work more attractive to bid, and SITE's contractor working groups are leading those conversations.

Thank you to SITE's Board President, Pat Moriarity. Pat has done a tremendous job leading the board and offering his guidance to staff. Pat was instrumental in the onboarding of Burnea Lester, SITE's newest team member, and encouraging the board to pursue workforce development initiatives and partnerships with various owners and trade associations. Those partnerships have promoted SITE and elevated its standing in the region. When you see Pat, thank him for his service.

A huge thank you goes to SITE's team members: Leah, Rhonda, Burnea, and Aaron. The amount of work they perform to organize meetings,

events, email blasts, marketing material, and committee meetings goes unseen by many of the members, but I witness it every day and appreciate all their hard work, ideas and efforts to make this Association the very best for the members they serve. This year they ventured in uncharted waters to establish new programming and events never held before, and members really appreciated their thinking outside the box. I appreciate my team very much.

Congratulations to our new Board Members. Mike Shepard (Collins and Hermann, Inc) was elected to the open Specialty Division seat, and Adam Guthrie (Baxter Farms and Nurseries) was elected to the Landscaping Division seat. We thank Kevin Keenoy (G.S. Grinding Services, LLC) and Danielle Givens (Site System Landscaping) for their years of service on the Board.

At the last Board meeting, your new Executive Officers for 2023 were elected. They include:

President – Steve Roden (Roden's Landscaping).

Vice President – Kurt Unnerstall (K.J. Unnerstall Construction Company) and

Secretary/Treasurer – Kevin Klette (Byrne and Jones Construction)

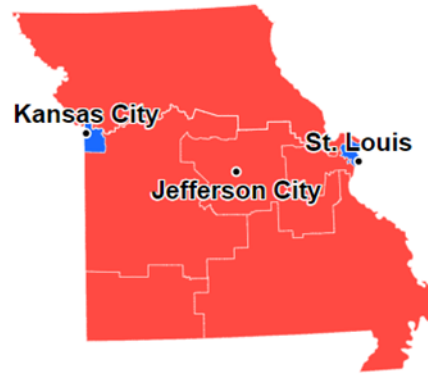
Congratulations to all on your successful elections!

I wish all SITE members and their families peace and joy throughout this holiday season and a Happy/Healthy/Prosperous New Year!



LEGISLATIVE REPORT

BY AARON GRIESHEIMER



A map of all eight congressional districts. Red indicates a Republican district and blue represents a Democratic district.

Before the November general election, the narrative for Democrats was dire – big losses were predicted in the midterms and Republicans were poised for a historic red wave. Even in the midst of rising inflation and concerns over the economy, the wave was minuscule.

On capitol hill, Republicans were able to take control of the House but the Senate is a different story. It appears to be a 50/50 split, which could potentially lead to bipartisanship and compromise. However, as divided as things appear, it could also lead to gridlock and filibusters.

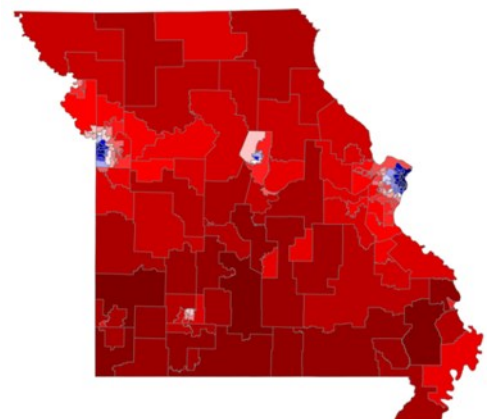
FEDERAL LEVEL

Eric Schmitt won his race handily with 55.4% of the votes. This was expected as Trudy Busch Valentine trailed her opponent in every poll. With the win, this left a vacancy in the Attorney General's Office. Right before the Thanksgiving holiday, Governor Mike Parson announced Andrew Bailey, general counsel for the governor's office, as his replacement. Bailey will serve out the remaining two years of the term of Attorney General Eric Schmitt, and he plans to run for a full, four-year term in 2024.

On the congressional side, things were quiet in Missouri. Republicans held onto their six seats with very little serious competition. However, the congressional district lines were purposely redrawn for this reason. For example, Congresswoman Ann Wagner was in a very competitive district that included St. Charles and St. Louis counties. Now, the district includes St. Charles, Warren, and Franklin counties, which are more conservative areas.

STATE LEVEL

Overall, Nov. 8 was a rough night for Missouri Democrats, but it wasn't completely without success. If you remember, district lines were redrawn to reflect population shifts from the 2020 census data. With the new maps in the Missouri House, Democrats were able to shave three seats off the Republicans' super majority. Plus, Democrats kept it close in other House seats. However, the Republicans still hold a super majority with 111 seats.



A map of all 163 House districts. Red indicates a Republican district and blue represents a Democratic district.

In the Missouri Senate, the only contested race was in St. Louis County. Democrat Tracy McCreery was able to fend off a well-funded GOP challenger, George Hruza. Even with this win, Republicans hold a 24-seat majority. It's clear Missouri is still a deep-red state.

AMENDMENT 3

Missourians voted to legalize recreational marijuana, adopting Amendment 3, a proposal to amend the state Constitution. The measure earned over 53% of the votes. This should have come as no surprise because four years ago, Missouri voted to legalize the use of medical marijuana with 65% of the vote.

It's important to remember as we reported in the September-October newsletter, an employer is still allowed to act against an employee whose lawful use of marijuana off the employer's premises and during nonworking hours hinders their ability to perform jobs and responsibilities safely.

2022-2023 TRAINING COURSES



ADVANCED WORKZONE / FLAGGER

TUESDAY, JANUARY 10, 2023



OSHA 30

JANUARY 23, 2023

JANUARY 24, 2023

JANUARY 25, 2023

JANUARY 26, 2023



SILICA COMPETENT PERSON

TUESDAY, FEBRUARY 9, 2023



CERTIFIED RIGGER LEVEL 1 & CERTIFIED SIGNAL PERSON

TUESDAY, FEBRUARY 14, 2023



CONFINED SPACE

TUESDAY, MARCH 14, 2023



EXCAVATION COMPETENT PERSON

TUESDAY, MARCH 28, 2023



OSHA 10

TUESDAY, APRIL 11, 2023

WEDNESDAY, APRIL 12, 2023

2022 CONSTRUCTION LEADERSHIP CERTIFICATION

COURSE SCHEDULE

Foundations for Effective Leadership
January 25, 2022 @ Washington University

Government Affairs
February 1, 2022 @ SITE Improvement Association

Communication: Connect through Conversations
February 15, 2022 @ Washington University

Labor Relations & Legal
March 1, 2022 @ SITE Improvement Association

Strategies for Influencing Others
March 15, 2022 @ Washington University

Safety/ Insurance Update
March 29, 2022 @ SITE Improvement Association

Resolving Workplace Conflict
April 12, 2022 @ Washington University

**REGISTER
TODAY!**

**LIMITED SPOTS
REMAINING!!**

**\$1,700
per person**



CONTRACTOR MEMBERS

Concrete Division

Alfred F. Mullen Concrete Contracting Co.	Mike Mullen	(314) 966-0177
Birkemeier Construction, Inc.	Jeff Birkemeier	(636) 978-8892
Boling Concrete Construction	Cindy Boling	(314) 772-6300
Builder's Bloc Contracting Services, LLC	Kevin Deptula	(314) 336-0200
Byrne & Jones Concrete	Carl Rouse	(314) 567-7997
Concrete Strategies, LLC	Pat Moriarity	(314) 595-6300
Contegra Services, LLC	Jim Mundy	(618) 219-4895
Fenix Construction Company	Steve Ladenberger	(314) 892-4700
Hawkins Construction and Flat Work LLC	Bob Hawkins	(636) 409-1115
HF Flatwork	Carl Hines	(636) 262-2684
J.S. Aubuchon Concrete Company	Jerry Aubuchon	(636) 661-5655
Joint Sealing Solutions	Blake Gamber	(314) 229-1460
Karrenbrock Construction, Inc.	Roger Karrenbrock	(636) 828-5420
Musselman & Hall Contractors, LLC	Keith Ahal	(314) 739-1142
Next Level Construction, LLC	Charlie Vitale	(314) 575-0285
Obax Infrastructures/O'Basuyi Construction	Patrick O'Basuyi	(314) 462-0620
Oreo & Botta Concrete Company	Tom Milne	(314) 427-3800
R. V. Wagner, Inc.	Dan Wagner	(314) 892-1600
Scharf Construction Co., LLC	Rick Scharf	(314) 869-0060
Spencer Contracting Company	Tony Spencer	(314) 843-5166
T and T Contracting Company	Malcom Thompson	(314) 267-3114
Vee-Jay Cement Contracting Company, Inc.	Stephen Krieger	(314) 351-3366

Earthmoving Division

Ballmann Earthworks, LLC	Jon Ballmann	(636) 236-4242
Bloomsdale Excavating Co., Inc.	Scott Drury	(573) 483-2564
Brandt Contracting, Inc.	Sedrick Brandt	(636) 352-4818
Budrovich Excavating & Contracting	Jeff Budrovich	(314) 892-3030
Busken Construction Company	David Busken	(314) 630-8866
K. J. Unnerstall Construction Company	Kurt Unnerstall	(636) 239-2028
Kuesel Excavating Co., Inc.	Mike Steiniger	(636) 978-3478
McFry Excavating, Inc.	Doug Povis	(636) 386-4779
Nor-Vel Grading & Excavating, LLC	Matt Beckmann	(636) 387-1888
PCX Construction, LLC	Matt Clark	(636) 287-1848
Rich Gullet & Sons, Inc.	Randy Gullet	(636) 271-2327
Sellenriek Grading Company, Inc.	Drew Sellenriek	(636) 938-9299
Semke Grading, LLC	Brenda Semke	(636) 250-4225
T & M Excavating, Inc.	Tony Gonzalez	(314) 220-3576
Town & Country Grading, Inc.	Alan Laughlin	(636) 475-7887

Highway/Bridge Division

AMCON Municipal Concrete, LLC	Paul Amelong	(636) 379-9396
Gershenson Construction Co., Inc.	Ed Gershenson	(636) 938-9595
M & H Concrete Contractors, Inc.	Rick Matteson	(636) 379-9682
Millstone Weber, LLC	Thom Kuhn	(636) 949-0038
N.B. West Contracting Company, Inc.	Jim Fitzgerald	(314) 962-3145
Pace Construction Company	Ryan Casey	(314) 524-7223
Pavement Solutions, LLC	Matt St. John	(636) 970-2727

Landscaping Division

A. Waldbart & Sons Nursery	Jay Behle	(314) 895-4589
Baxter Farms & Nurseries	Adam Guthrie	(314) 542-9400
Charles White Home and Landscape	Charles White	(314) 541-1481
Conoyer Brothers Landscaping, Inc.	Craig Conoyer	(636) 397-7217
DJM Ecological Services, Inc.	Doug Bauer	(314) 478-2388
Double Image Companies, Inc.	Jack Grubbs	(636) 639-2094
ECO Constructors	Shawn Garland	(636) 561-3158
Givens Contracting LLC	Carl Givens	(573) 619-9959
Greenspace Landscaping	Stephen Kelly	(314) 895-8860
Just in Time Lawn Care	Justin Augenstein	(636) 328-5886
Keeven Brothers Landscaping, Inc.	Mike Keeven	(314) 837-6948
LanDesign, LLC	George Tucker, Jr.	(636) 332-4500
Midwest Turf Contractors	Charity Keeven	(636) 926-9988
Professional Irrigation Systems	Jon Lauer	(636) 695-7800
Roden's Landscaping, Inc.	Steve Roden	(636) 561-3947
ROSCH Midwest, LLC	Scott Rozier	(636) 519-7770
Schaefer-Meyer Seed-Sod Div. 1, Inc.	Greg Meyer	(636) 947-7173
Site System Landscaping, LLC	Kathy Roden	(636) 332-7333
Stormwater Pro-TECT STL, LLC	Drew Hane	(314) 315-5696
TerraScape Landscape Constructors	Eric Hogan	(314) 581-8576

Asphalt Paving Division

Accurate Asphalt Paving Co., Inc.	Dan Lucas	(636) 343-5199
Byrne & Jones Construction	Brian Goggins	(314) 567-7997
Diversified Contractors	Brad Laramie	(314) 638-2500
E. Meier Contracting, Inc.	Rod Fain	(636) 300-0908
Ford Asphalt Company, Inc.	Brad Fritsche	(314) 291-2600
Jokerst Paving & Contracting	Grant Jokerst	(636) 937-7101
Keeley Construction	Matt Taylor	(314) 421-5933
Leritz Contracting, Inc./Busy Bee Paving, Inc.	Joe Leritz	(314) 821-2615

Sewer/Utility Division

Aztec Construction Specialties, LLC	Hector Maldonado	(618) 223-9936
Bahr Hydroexcavation, LLC	Leslie Bahr	(314) 809-1172
Bates Utility Company, Inc.	Tim Bates	(636) 939-5628
Bi-State Utilities Company	Mike Jerome	(314) 209-0202
C2 Service Group, Inc.	Lorri Keenum	(636) 283-5031
C.E. Bollmeier Co., Inc.	Bill Bollmeier	(314) 298-7885
Castle Contracting, LLC	Brian Carlson	(314) 421-0042
David Mason + Associates	Spencer Mason	(314) 534-1030
Fred M. Luth & Sons, Inc.	Mike Luth	(314) 771-3892
Girdner Contracting LLC	Bridget Girdner	(314) 605-4301
J & J Boring, Inc.	Jennifer Bouquet	(636) 566-6766
J.H. Berra Construction Company, Inc.	Frank Berra	(314) 487-5617
J.W. Bommarito Construction Co., Inc.	Joe W. Bommarito	(314) 353-0104
Karrenbrock Excavating LLC	Doug Bierman	(636) 828-5420
Kelpe Contracting, Inc.	Tom Kelpe	(636) 458-1400
M. Turpin Services	Mitchell Turpin	(636) 262-6230
Poeling Construction	Shane Poeling	(636) 463-2437
S & S Utility Contracting Company, Inc.	Danny Purler	(314) 220-5161
SAK Construction	Jerry Shaw	(636) 385-1500
Semke Pipe Works, Inc.	Brenda Semke	(636) 250-4225
Southern Ditching & Excavating Company	T.J. Moor	(636) 441-1112
TaylorMade Construction, LLC	Andre Taylor	(314) 868-1005
Unnerstall Contracting Company, LLC	Steve Unnerstall	(636) 257-3003
Williams Tunnelling Industries, Inc.	Edison Williams	(314) 925-8649
XL Contracting, Inc.	Ken Novel	(636) 970-2710

Specialty Division

AgriCycle, Inc.	Justin Davis	(636) 861-3344
All Star Concrete Pumping	Keith Dennis	(636) 475-9539
Badger Daylighting Corporation	Benji Koonce	(314) 954-7192
Cherokee Hauling, LLC	Mike Tallis	(314) 393-7112
CNC Foundations, Inc.	Ray Van Amburg	(618) 213-8853
Collins & Hermann, Inc.	Mike Shepard	(314) 869-8000
D&D Sealcoating & Striping	Nate Shaeffer	(314) 312-2329
Drainscapes	Casey Graves	(314) 892-9888
Drilling Service Company	Sean Jackson	(314) 291-1111
Elastizell of St. Louis, Inc.	Jane Megown	(636) 225-4311
Fick Supply Service, Inc.	Dave Fick	(314) 560-0146
George McDonnell & Sons Tuckpointing Co., Inc.	Tom McDonnell	(314) 739-0468
GS Grinding Services, LLC	Dave Grimes	(636) 474-1183
Hansen's Tree Service & Environmental Resources	Ken Byrne	(636) 379-1830
Hillsdale Demolition Contracting	Lakkia Davis-Hynes	(314) 899-0333
i3 Broadband	Mike Elam	(314) 440-1445
Ideal Landscape Group	Dave Buckel	(314) 892-9500
J&R Concrete Services, LLC	Stephanie Johnson	(314) 596-2311
Jath Construction Company	Trish Herron	(314) 323-0288
Kurtz Nursery and Topsoil	Matthew Kurtz	(636) 405-2667
McConnell & Associates Corporation	Greg Lucas	(314) 962-1920
MW Drone Photography	Mark Wheeler	(314) 398-2569
Native Landscape Solutions, Inc.	Chuck Caverly	(314) 544-7918
Premier Demolition, Inc.	Bill Buell	(314) 645-5566
Reinhold Electric, Inc.	Jerry Reinhold	(314) 631-1158
Retaining Wall Solutions	Michael Yount	(314) 842-8200
Thomas Industrial Coatings, Inc.	Don Thomas	(636) 475-3500
Traffic Control Company		(636) 225-7800
Traffic Management, Inc.	Joseph Romaine	(314) 309-5928
TraMar Contracting, Inc.	Peggy McGrath	(636) 255-0808
Two Alpha Contracting, LLC	Rhiannon Parisi	(636) 384-1296

November/December



ASSOCIATE MEMBERS

1st Advantage Bank	Joe Armour	(636) 970-0440	Kohrs Truck & Auto Repair, Inc.	Harold Kohrs	(636) 240-7935
24/7 OnSite Cameras	Nick Bartolotta	(314) 718-0453	Lizmark Branded Solutions	Liz Tillman	(314) 394-0901
Acuity Insurance	AJ Gajdosik	(636) 287-2068	Luby Equipment Services	David Kedney	(636) 343-9970
Advanced Drainage Systems	Brian Snelson	(618) 593-6135	Luby Shoring Services, LLC	John Powell	(636) 660-7467
American Steel Fabrication, Inc.	Tim Thomas	(636) 475-7272	Magruder Limestone Company, Inc.	Jacob Fortner	(636) 528-4180
Archview Services	Tony Coco	(314) 474-7800	MayeCreate, LLC	Stacy Brockmeier	(573) 447-1836
ASP Enterprises, Inc.	Don Thieman	(636) 343-4357	McCoy Construction and Forestry	Brent Phelps	(636) 349-0200
Bank of Springfield (BOS Bank)	Daniel Steiniger	(314) 888-6693	Midland States Bank	Clay Shackelford	(314) 512-8535
BITCO Insurance Companies	Chris Demse	(314) 822-4446	Mississippi Valley Equipment Company	Bob Clapsaddle	(314) 869-8600
Bobcat of St. Louis	Mike Allen	(636) 225-2900	Missouri Petroleum Products Company	Mike Hartman	(314) 219-7305
Buckingham Wealth Management	Elliot Dole	(314) 743-2234	Neenah Foundry Company	Greg Hornbuckle	(314) 614-3627
Carmody and Associates, Inc.	Robert Carmody, Jr.	(618) 231-8899	New Frontier Materials	Rusty Durbin	(314) 473-3434
Central Power Systems	Chuck Bauers	(314) 427-4911	Nu Way Concrete Forms, Inc.	Mike Townsend	(314) 544-1214
Central Stone Company	Randy Hackworth	(314) 830-9000	OMG Construction Services	Tim Tobin	(314) 749-9113
Champion Precast, Inc.	Joel Anderson	(573) 384-5855	OnSite Companies	Chuck Davis	(636) 519-0507
Charles L. Crane Agency Company	Frank Rebholz III	(636) 537-5641	Pacific GeoSource	Allen Akowicz	(636) 439-0431
City Rent a Truck	James McKinley	(314) 231-3100	Pat Kelly Equipment Company, Inc.	Brian Kelly	(314) 895-9500
Clayton Engineering Company, Inc.	Steve Quigley	(314) 692-8888	Paylocity	Libby Emmer	(314) 369-9540
CMIT Solutions	Michael Tobin	(314) 639-0143	People's Capital and Leasing Corp	Mike Range	(618) 606-1661
CMW Equipment	Larry Glynn	(314) 993-1336	Peoples Savings Bank	Don Meyer	(636) 398-5600
Crafco, Inc.	Dave Kasprzyk	(314) 348-6497	Purple Wave Auction	Scott Broz	(636) 725-6737
Craneworks	Dan Christian	(636) 495-6080	Rackers & Fernandez, LLC	Sergio Fernandez	(636) 498-1900
Consolidated Pipe & Supply Company	Chris Hausmann	(636) 825-6678	Ritchie Bros. Auctioneers	Andrew Dillard	(618) 792-1670
Contech Engineered Solutions, LLC	Rob Richardson	(417) 459-7875	Roadbuilders Machinery & Supply	Cody Swim	(913) 371-3822
Core & Main	Randy Bradley	(314) 432-4750	Rock Hill Quarries Co.	Bruce Dresser	(314) 968-2336
County Materials Corporation	Joel Gardner	(217) 544-4607	Roland Machinery Company	James Jesuit	(314) 291-1330
CSTK	Allen Lane	(314) 771-6666	RubinBrown LLP	Ken Van Bree	(314) 290-3429
Dan Althoff Trucking, Inc.	Dan Althoff	(636) 677-7772	Rudd Equipment Company	John Robinson	(314) 487-8925
Don Brown Chevrolet	Mike Kitchen	(314) 207-4471	Rush Truck Centers of Missouri, Inc.	Justin Demers	(314) 449-7200
Energy Petroleum Company	Steve Madras	(314) 383-3700	Safety International	Douglas Sicking	(636) 498-4476
Enterprise Bank & Trust	Brian Geen	(314) 543-3914	Safety Training Resources	Jeff Viehmann	(314) 808-3502
Enterprise Truck Rental	Gable Fortune	(314) 803-4170	Sandberg, Phoenix & von Gontard, P.C.	Tony Soukenik	(314) 446-4279
EquipmentShare	David Meyer	(636) 459-8640	Schmersahl Treloar & Co.	Marianne Biangardi	(314) 966-2727
Fabick Cat	Scott Crean	(636) 626-8948	SCI Engineering, Inc.	Karl Koenigsfeld	(636) 949-8200
Federated Insurance	Cole Waddell	(316) 617-7880	Silver Eagle Construction Products, Inc.	Erik Thompson	(636) 240-6300
Fred Weber, Inc.	Tom Greco	(314) 473-3419	Simpson Materials Company	Steve Simpson	(636) 343-4944
G.S. & S.	Chris Hyams	(314) 298-8100	SmithAmundsen LLC	Daniel Peters	(314) 719-3766
Gateway Dredging & Contracting, LLC	Terry Bangert	(636) 665-5180	St. Louis Composting	Roy Gross	(636) 861-3344
Hanes Geo Components	Steve Wright	(636) 875-7317	Stormwater STL LLC	Steve Polk	(314) 406-7655
Hayden Machinery LLC	Jeremy Hancock	(314) 550-1400	Tilley Workforce Solutions	Alison Niermann	(314) 623-1163
Herc Rentals ProSolutions	Jim Neal	(636) 696-4022	Topcon Solutions	Terry Gammill	(816) 985-1791
Heritage Petroleum, LLC	Mike Mabrey	(314) 504-3198	Total Safety Solutions LLC	Andrew Tuttle	(636) 388-2685
Interstate Testing Services	Andy LaPlante	(314) 994-0641	United Rentals	Angie Wheeler	(314) 267-7621
ISCO Industries, Inc.	Shaun Parker	(314) 422-7234	United Rentals -Trench Safety	Ron Voegtli	(314) 729-0003
J.D. Kutter	Kim Connell	(314) 444-4949	Vanguard Truck Centers	Dan Green	(618) 857-7625
J.W. Terrill, Inc.	Pete Mohs	(314) 594-2700	Vermeer Midwest, Inc.	Chad Van Soelen	(636) 532-2332
John J. Guilfooy & Associates, LLC	John Guilfooy	(314) 781-1122	Wallis Lubricants	Kati Douglas	(636) 271-0900
K & K Supply Inc.	Joe Backer	(636) 349-1141	Warrenton Oil Company	David Baker	(636) 456-3346
K & P Precast, Inc.	Tammy Daugherty	(636) 978-3111	Western Ready-Mix, Inc.	Mike Reed	(636) 519-1522
Kienstra Co.	Dan Bruns	(314) 994-1616	Wieser Concrete Products, Inc.	Drew Wieser	(618) 251-9210
Kienstra Pipe and Precast	Steve Peery	(618) 482-3283	Winter Brothers Material Company	Ryan Winter	(314) 843-1400
Kirby-Smith Machinery, Inc.	Matt Nelson	(314) 729-0125	Workplace Synergy	Maureen Trompeter	(314) 473-4665

MAKE SITE WORK FOR YOU

Call on SITE members for the highest quality products and services

November/December

HOLIDAY HAPPY HOUR PHOTOS

It's the most wonderful party of the year!



CALLING ALL CONTRACTORS AND SUPPLIERS


Save the date for SITE's 7th Annual Investment in Infrastructure Expo! Over \$2 billion in construction projects will be showcased by Project Presenters. Who is a Project Presenter? A Project Presenter is a consumer of construction, both public and private owners, who solicit bids from contractors, suppliers, engineers, and other industry professionals. Project Presenters will each have their own booths and will be speaking directly to attendees about their upcoming capital improvement projects.

The Expo will have a new format for 2023, with Project Presenter booths scattered around the trade show floor with no formal breakout sessions. This change from previous years will encourage more meaningful conversations (over five hours) with project presenters, who also plan to bring more of their construction procurement staff. Equipment exhibitors and supplier booths will also be showcasing machinery and unique construction equipment.

With nearly 20 Project Presenters already confirmed and more being added, this event is great for the construction industry to come together under one roof to build relationships and learn more about upcoming capital improvement projects in the St. Louis region. SITE is strongly encouraging all members to attend this event.

The event will be held on Tuesday, February 28, on the lower level of the St. Charles Convention Center, located at 1 Convention Center Plaza, St. Charles, MO, 63303, from 1:00-6:00 p.m.

A limited number of event sponsor opportunities and exhibitor booths are available. To find out how to sponsor or secure a booth, visit www.sitestl.org or contact SITE's office at (314) 966-2950.



Y.E.S. CALENDAR OF EVENTS 2023

JANUARY 17 TUESDAY INFORMAL HAPPY HOUR LOCATION: TBD 4 PM - 6 PM	FEBRUARY 7 TUESDAY LEGISLATIVE TRIP ALL DAY JEFFERSON CITY, MO
MARCH 30 THURSDAY Y.E.S. ANNUAL NETWORKING EVENT 4 PM - 6 PM	MAY 11 THURSDAY Y.E.S. FIELD TRIP LOCATION: TBD
OCTOBER DATE: TBD CLAY BIRD SHOOT BLACKHAWK VALLEY 1 PM - 6 PM	NOVEMBER DATE: TBD LEADERSHIP & DEVELOPMENT EVENT LOCATION: TBD

JANUARY GENERAL MEMBERSHIP MEETING

If you like the St. Louis Blues, you won't want to miss SITE's General Membership Meeting on Wednesday, January 11, 2023, at Syberg's-Dorsett from 11:00 a.m.-1:00 p.m. The cost is \$25.00 per person.



You will be entertained by Joey Vitale, former player turned broadcaster, and Cam Janssen, former Blues player, as they highlight the St. Louis Blues 2022-2023 season. Also at this meeting, the new Executive officers and the Board of Directors will be introduced. **LET'S GO BLUES!!**

COULD YOUR SON OR DAUGHTER BENEFIT FROM A \$5,000 SCHOLARSHIP?

Accepting applications now through March 24, 2023!

Scholarship applications for high school seniors and/or college students are now available. Applicants must be the child or step-child of a full-time employee or officer of a SITE contractor or associate member in good standing. Such employee or officer shall be employed at the employer's facility located within the St. Louis metropolitan area. Applications for scholarships and the 2022 Eligibility Rules & Application Process have been mailed and emailed to all member companies and are available at www.sitestl.org on the front page listed under 2022 Scholarship Information. Contact Leah at (314) 966-2950 should you have any questions.



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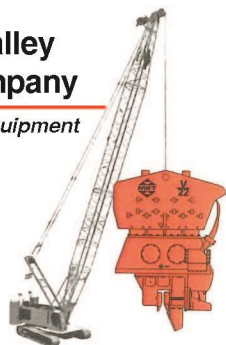


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NEW NORMAL NETWORKING EVENT

SITE hosted an industry-wide Networking Meet and Greet for M/WBE and non-M/WBE contractors, led by SITE's Diversity Task Force, on November 2 at Schlafly's Tap Room in downtown St. Louis, overlooking the new soccer stadium.



SITE's Diversity Task Force acted as "Network Ambassadors," welcoming over 120 guests at the door, and escorting them to individuals and companies they wanted to meet, creating a "New Normal" networking experience. Every table had question prompts to cultivate conversations and alleviate networking awkwardness. SITE provided attendees with a directory of all those present at the event to encourage future relationship-building. A post-event survey was also conducted in which participants responded favorably to the structure and strategic approach to cultivating relationships. SITE's "New Normal" networking approach was an absolute success!



COMMUNITY INFORMATION AND PANEL DISCUSSION

On December 7, at the University of Missouri-St. Louis campus, SITE exemplified the motto "Serving Industry Through Excellence" and our commitment to the construction industry and community



by partnering with the office of Missouri State Senator Brian Williams, the University of Missouri-Saint Louis, The St. Louis Anchorage Action Network, and the Urban League of Metropolitan St. Louis, Inc. by hosting a Community Information and Panel Discussion for New and Emerging Contractors.



Senator Brian Williams kicked off the conversation and then turned it over to our panelists, Joe Amour (1st Advantage Bank), John Lack (Acuity Insurance), Carl Givens (Givens Contracting), Nate Adams (St. Louis County), Jeremy Bennett, Joseph Devereux III (Sandberg Phoenix and von Gontard), Stefani Weeden-Smith (St. Louis Anchor Action Network), and April Hendricks-Brown (Missouri Department of Transportation).

The discussion centered around how our regional small and M/WBE construction firms could build greater operational and relational capacity as they prepare their companies for growth; our panelist of experts gave great advice and provided participants with a "Contractor's Little Book of Best Practices, Tips, and Resources" as a takeaway.

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At the end of the panel discussion, the session opened for participants to network and gather personal information from the panelists and industry partners, such as MSD, St. Louis County, St. Louis Development Corp, St. Louis Lambert International Airport, and MoDOT.

The information and panel discussion was influential in the information disseminated, and there are talks of another community information and panel discussion in the spring.

LABOR REPORT

BY JEREMY BENNETT

SITE MEMBER TOUR OF OPERATING ENGINEERS LOCAL 513



SITE members were invited to tour the Joint Contractors and Operating Engineers Local 513 Training program in October. The facility is located in Silex, Mo., which lies about an hour north of St. Louis. The program costs very little for apprentices and is paid for by Contractors who hire local 513 members. The school boasts a huge indoor digging building, large mechanic shop, over 200 acres of ground for scrapers, dozers, cranes, and large vehicles. The facility has living quarters for apprentices, classrooms, and a full-service kitchen cooking up great meals. Over 25 members attended the tour. We thank the training school for being great hosts and look forward to the next tour.



OPERATING ENGINEERS LOCAL 513 CONTRACT EXPIRATION

Contractors signatory to the SITE – Local 513 Agreement should be aware that the Collective



Bargaining Agreement is set to expire on May 1, 2023. SITE bargains the contract on behalf of our members and invites the signatory contractors to a meeting to discuss the upcoming expiration. The meeting date will be sent out to members toward the end of December.

CONTRACTOR WAGE SURVEYS

SITE continues to urge contractors to submit their work hours to the Department of Labor Contractor Wage Survey. In 2021, contractors did a nice job submitting hours, and because of their efforts, contract total package rates were very close to the prevailing wage rates posted in the five surrounding counties. If contractors can continue to submit hours, the contract total package rate will continue to be competitive in the area. As a reminder, all hours for 2022 must be submitted by the end of January.

HOLIDAY PAY

For contractors who are signatory to SITE's agreements, SITE wanted to make you aware that there are two contractual holidays (Christmas Day and New Year's Day) approaching quickly. Per SITE's collective bargaining agreements, any work performed on Monday, December 26 and Monday, January 2, is to be paid double the hourly rate. If you have any questions, please contact Jeremy Bennett at SITE's office.

FROM THE SAFETY SIDE

The 2022 Damage Prevention and Excavation Safety Summit was recently held on December 7 and 8 in Springfield, Mo. This annual event attracts over 1,000 stakeholders including contractors, utility personnel, municipal utilities, risk management professionals, and suppliers. To help set the overall tone for the event, it opened with a keynote speaker. This year's keynote speaker was Shawn Spiwak, who is rare survivor of a contact burn.



In 2008, while responding to a power outage, Spiwak climbed a utility pole and was pulling the power line up with a rope. Unaware the line was active, it made contact with his elbow and 7,200 volts of electricity travelled through him and out his knee, which was in contact with the pole's ground wire.

He suffered fifth-degree burns, meaning his bones were irreparably damaged, and to put a stop to the internal burning, he had to have his right arm removed at the shoulder and his right leg at the hip. Plus, since he was wearing his wedding band, he also had to have his left ring finger removed.

When any accident occurs, especially with injuries, the first question many owners, foremen, and project managers ask is: *how did this happen?* For Spiwak's accident, a lack of communication almost cost him his life. Neither crew tested the line to see if it was still energized, and no one relayed the message.

On any jobsite, communication is vital. Good communication can improve teamwork and lead to better project collaboration. Poor communication can

result in misunderstandings, delays, and accidents. Here are a few great tips to help improve communication in your company.

Establish the Proper Chain of Command

Drawing the proper chain of command is very important. It ensures messages are relayed to the correct key contact person. This will help clear the line of communication and ensure information is getting to the right people in a timely manner.

Be a Good Listener

When receiving info, don't just listen - absorb the information as well. This means carefully listening, repeating back the information, and offering any additional suggestions. Also, don't interrupt the speaker or try to talk over them. Concentrate on what the speaker is saying and avoid forming a response in your mind until they are through.

Avoid Confusion

If your company is working on multiple projects, be sure to focus on only one project or topic at a time to avoid confusion. Proofread all written messages before sending them to see if you can edit them down without altering the meaning or leaving out any critical information. Also, break large chunks of data up into smaller paragraphs. People tend to scan instead of reading entire emails, so breaking the information up into smaller chunks makes it easier to process.

The line of communication affects the flow and safety of any construction project. Problems, delays, and accidents occur when people stop communicating or assume. When everyone is collaborating and communicating effectively and efficiently, projects tend to run more smoothly and tasks are completed in a timely manner.



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SITE's office will be closed Friday and Monday, Dec. 23 and 26, in observance of Christmas and again on Monday, Jan. 2, in observance of New Year's Day.

UPCOMING EVENTS

Wed., Jan. 11 GENERAL MEMBERSHIP MEETING (Lunch)

Syberg's on Dorsett

Jan. 27 - Feb. 3 MANAGEMENT SEMINARS

Secrets Riviera Cancun Resort & Spa

Tue., Feb. 28 INVESTMENT IN INFRASTRUCTURE EXPO

St. Charles Convention Center

Wed., Mar. 8 GENERAL MEMBERSHIP MEETING (Lunch)

Syberg's on Dorsett

Visit sitestl.org for future event updates or to register for upcoming events.