



SITE GIVES UNPRECEDENTED ENDORSEMENT

In a historic move, SITE Improvement Association endorsed Lieutenant Governor Mike Kehoe in his run for Missouri Governor in 2024. The official announcement was made at the 2023 Investment in Infrastructure Expo on February 28. Kehoe declared his intention to run for Governor in April 2022.

“This is the first time SITE’s Board of Directors has ever officially endorsed a candidate since the organization was formed in 1966,” said Jeremy Bennett, Executive Director of SITE. “The construction industry needs someone like Mike, who has strongly supported the construction industry throughout his time in the capitol building and his tenure on MoDOT’s commission, to lead Missouri. His commonsense approach will help our members grow their businesses, create jobs, and spur economic development across the state. That’s a win for SITE’s members and for all Missourians.”

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SITE IMPROVEMENT ASSOCIATION NEWSLETTER

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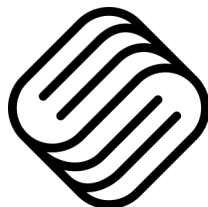
MEMBERSHIP UPDATE

SITE's membership continues to grow as we move into the new year! Nine applications were approved through February, with more inquiries after SITE's Expo event. The 2023 current renewal rate for membership has reached 74%. Last chance dues notices will be sent out the week of March 13. If current members are unsure if their memberships have been paid for 2023, please contact Rhonda at rhonda@sitestl.org or call SITE's office at 314-966-2950. For those SITE members who have already renewed, thank you!

A strong membership means success for your Association.

Thank you for your continued support.

WELCOME SITE'S NEWEST MEMBERS



elm production
+ marketing



EXECUTIVE DIRECTOR'S COLUMN

JEREMY BENNETT

This first issue of the 2023 SITE newsletter is absolutely packed with goodness. I would like to congratulate Steve Roden on becoming President of SITE and the first-ever President to come out of the Landscaping Division. Steve's involvement with SITE and commitment to representing the Landscaping Division can be seen easily as he actively participates in general membership meetings, assists in the landscaping contract negotiations, participates and promotes the management seminars trip, and constantly looks for ways to better the organization. I welcome Steve into his new role as President and look forward to working with him closely in 2023.

Speaking of the Management Seminars, the turnout was incredible this year. Over 65 members flew down to sunny Cancun to learn about different ways to position their businesses for future growth, purchasing other businesses, selling their businesses, and retaining key employees through ownership transfers. We had an incredible speaker who taught these subjects with ease and fielded questions from the members. It was quite the learning experience for everyone. While out of the classroom, members enjoyed a beautiful resort, mid-80s weather and some beautiful golf. The networking and learning experiences on this trip are very beneficial for all levels of management and leadership within SITE member companies. I highly encourage members to consider participating on one of these trips in the future.

WOW is all I can say about the 2023 Investment in Infrastructure Expo. SITE set a new record with its largest attendance in the history of the organization with 654 attendees. The new format was an abso-

lute success, with project owners, exhibitors and equipment dealers scattered throughout the tradeshow floor. Seeing all the collaboration and networking gives me confidence that the construction industry is thriving and expanding to include opportunities for all who want to work hard and build better. Lt. Governor Mike Kehoe gave an excellent speech, and we thank him very much for being in attendance.

SITE's Board discussed at length the possibility of endorsing Mike Kehoe for his 2024 Governor run. The decision to endorse was thorough and based upon many factors, including his support of transportation, workforce development, infrastructure development, and economic development. Mike has been a longtime supporter of the construction industry and has worked his way through legislative leadership, understanding the need to work on both sides of the aisle and advance commonsense policies that Missourians will benefit from. He understands the needs of the construction industry, and SITE's membership will benefit from his leadership if elected Governor in 2024.

I hope all our members had a nice break over the winter months and wish you all a dry spring to get these projects out of the ground. Stay safe!





LEGISLATIVE REPORT

AARON GRIESHEIMER

The 2023 legislative session officially began on Wednesday, January 4. Since the general election was several months ago, there are many new faces in both the House and Senate. In fact, there are 48 new state representatives and eight new senators.

In speaking with several of my former colleagues in the House, there is a renewed sense of optimism this year. Many believe incoming Speaker Dean Plocher (R-Town and Country) will be able to work well with newly elected President Pro Tem Senator Caleb Rowden (R-Columbia). So with all the changes in leadership, what will be the major legislative priorities for this year?

INITIATIVE PETITION REFORM

This has been a sore in the sides of Republicans for the past five years. They argue different special interest groups have used the IP process to adopt many non-conservative issues. The recent legalization of recreational marijuana, increasing the state's minimum wage (2018), and Medicaid expansion (2020) are just several policies that have been approved by voters through initiative petition.

The IP process involves petition circulators collecting signatures from registered voters to place a measure on the ballot. For example, petitions proposing a statutory change must be signed by five percent of legal voters in any six of the eight congressional districts. Petitions proposing a constitutional change must be signed by eight percent of legal voters in any six of the eight congressional districts.

Republicans contend it's too easy to collect enough signatures to change Missouri statutes because the number of signatures required is too low. One proposal, if passed, would increase the minimum num-



ber of signatures needed in each congressional district to place the proposal on the ballot. Labor will be watching this legislation closely as they were able to reverse right-to-work in 2018 utilizing the initiative petition process.

CRIME PREVENTION

It's no secret that St. Louis has seen an increase in violent crime. Speaker Dean Plocher in his opening address to the body stressed the need to "provide the resources and enact commonsense reforms to protect every Missouri community." Several bills have been filed by Republicans to give the Attorney General's office concurrent jurisdiction in local circuit courts. Law enforcement agencies could petition a court to allow them to present charges to the Attorney General's office instead of a local prosecutor. This is ultimately a jab at St. Louis Circuit Attorney Kim Gardner.

Other proposals are directed at taking local control away from the City of St. Louis and placing it in the hands of a state board of commissions. Even the St. Louis Police Officers Association supports the switch. It's interesting to note in 2013, Missouri voters approved a statewide ballot measure to give St. Louis control of its own police force.

SPORTS BETTING

Unlike our neighbors (Illinois and Kansas) Missouri does not allow legalized sports betting. Some contend Missouri is losing out on a new revenue stream because Missourians are crossing state lines to gamble on sports. Plus, all of the major St. Louis sports teams would seek to benefit from the additional revenue as other professional sports teams.

One proposed bill would allow Missouri residents over 21 to legally place bets on sports online and in casinos.

I-70 EXPANSION



Currently, the state treasury is bulging with more than \$6 billion in surplus cash, the result of 28 months of double-digit revenue growth and federal payments tied to COVID-19 relief and recovery. If growth rates continue at current levels, general revenue in the current fiscal year could approach \$15 billion according to the *Missouri Independent*. Therefore, why not expand and widen Interstate 70, right?

Well, that's exactly what Governor Parson declared in his annual State of the State speech on January 18. Specifically, he asked the General Assembly to invest \$859 million into the project which would widen I-70 to six lanes from St. Louis to Warrenton, Kansas City to Odessa, and extending both east and west from Columbia. The announcement even garnered a bi-partisan standing ovation.

In case you're still a skeptic on the House and Senate approving the Governor's proposed I-70 expansion project, I don't blame you. Legislators are still upset at MoDOT over their litigation case against the state of Missouri to use funds generated from the gas tax for employee raises because they argue that the turnover rate is at a critical level. However, the I-70 project is "shovel-ready" and the state will still have approximately \$4 billion in its budget coffin to use for other priorities.

Continued from front cover

Kehoe addressed the crowd of over 650 contractors, suppliers and industry professionals who were on hand for the announcement: "I'm honored to receive this historic endorsement for governor from SITE Improvement Association. SITE has been a great partner in finding solutions to improve infrastructure, creating construction jobs, and making Missouri a safer place to build. Their efforts to encourage collaboration among construction consumers, contractors, and suppliers has made communities in Missouri more attractive to build and live. Thank you to SITE and its 230-plus members in the construction industry."

Kehoe garnered the endorsement from SITE's board due to his longtime support of improving Missouri's highways and working closely with SITE on other issues. Specifically, Kehoe was instrumental in his support for Senate Bill 262, which raised the state's gas tax after more than two decades! The gas tax hike is expected to generate \$460 million annually for the state's roads and bridges. Last year, he spoke publicly of his support to expand I-70 from Blue Springs to St. Charles; Governor Parson later made a similar announcement during his state of the state address.

While there has been no official announcement, it is believed current Secretary of State Jay Ashcroft, son of former Senator John Ashcroft, will also make a bid to run for Governor on the Republican ticket. State Senator Bill Eigel has created an exploratory campaign committee as well. So far, no Democrats have jumped in the ring yet.





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	Kevin Klette	(618) 578-0931
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 Pavis	(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
Brewster Companies	Craig Schmidt	(314) 409-5149
Gershenson Construction Co., Inc.	Ed Gershenson	(636) 938-9595
KCI Construction	Tory Moorman	(314) 894-8888
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
Jenkins & Sons Lawn Care, LLC	Anthony Robins	(314) 485-7002
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
Meyer Landscape and Lawn LLC	Steven Meyer	(636) 346-7352
Midwest Construction Services	Cindy Thorne	(636) 337-7290
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
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
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	Don 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

January/February



ASSOCIATE MEMBERS

1st Advantage Bank	Joe Armour	(636) 970-0440	Kirby-Smith Machinery, Inc.	Matt Nelson	(314) 729-0125
24/7 OnSite Cameras	Nick Bartolotta	(314) 718-0453	Kohrs Truck & Auto Repair, Inc.	Harold Kohrs	(636) 240-7935
Acuity Insurance	AJ Gajdosik	(636) 287-2068	Lizmark Branded Solutions	Liz Tillman	(314) 394-0901
Advanced Drainage Systems	Brian Snelson	(618) 593-6135	Luby Equipment Services	David Kedney	(636) 343-9970
American Steel Fabrication, Inc.	Tim Thomas	(636) 475-7272	Luby Shoring Services, LLC	John Powell	(636) 660-7467
Amundsen Davis LLC	Daniel Peters	(314) 719-3700	Magruder Limestone Company, Inc.	Shelby Rowland	(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	Midwest Monograms	Lisa Jury	(314) 565-6116
Bobcat of St. Louis	Mike Allen	(636) 225-2900	Mississippi Valley Equipment Company	Bob Clapsaddle	(314) 869-8600
Buckingham Wealth Management	Elliot Dole	(314) 743-2234	Missouri Petroleum Products Company	Mike Hartman	(314) 219-7305
Carmody and Associates, Inc.	Robert Carmody, Jr.	(618) 231-8899	Neenah Foundry Company	Greg Hornbuckle	(314) 614-3627
Central Power Systems	Chuck Bauers	(314) 427-4911	New Frontier Materials	Rusty Durbin	(314) 473-3434
Central Stone Company	Randy Hackworth	(314) 830-9000	Nu Way Concrete Forms, Inc.	Mike Townsend	(314) 544-1214
Champion Precast, Inc.	Joel Anderson	(573) 384-5855	OMG Construction Services	Tim Tobin	(314) 749-9113
Charles L. Crane Agency Company	Frank Rebholz III	(636) 537-5641	OnSite Companies	Chuck Davis	(636) 519-0507
City Rent a Truck	James McKinley	(314) 231-3100	Pacific GeoSource	Allen Akowicz	(636) 439-0431
Clayton Engineering Company, Inc.	Steve Quigley	(314) 692-8888	Pat Kelly Equipment Company, Inc.	Brian Kelly	(314) 895-9500
CMIT Solutions	Michael Tobin	(314) 639-0143	Paylocity	Libby Emmer	(314) 369-9540
CMW Equipment	Larry Glynn	(314) 993-1336	People's Capital and Leasing Corp	Mike Range	(618) 606-1661
Construction Risk Partners	Mark Gloriod	(314) 482-3587	Peoples Savings Bank	Don Meyer	(636) 398-5600
Crafo, 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
Elm Production and Marketing	Lacy Gevers	(573) 220-7843	Safety International	Douglas Sicking	(636) 498-4476
Energy Petroleum Company	Steve Madras	(314) 383-3700	Safety Training Resources	Jeff Viehmann	(314) 808-3502
Enterprise Bank & Trust	Brian Geen	(314) 543-3914	Sandberg, Phoenix & von Gontard, P.C.	Tony Soukenik	(314) 446-4279
Enterprise Truck Rental	Gable Fortune	(314) 803-4170	Schmersahl Treloar & Co.	Marianne Biangardi	(314) 966-2727
EquipmentShare	David Meyer	(636) 459-8640	SCI Engineering, Inc.	Karl Koenigsfeld	(636) 949-8200
Fabick Cat	Scott Crean	(636) 626-8948	Simpson Materials Company	Steve Simpson	(636) 343-4944
Federated Insurance	Cole Waddell	(316) 617-7880	Sunbelt Rentals Shoring Solutions	Brandon Morgan	(314) 955-4518
Fred Weber, Inc.	Tom Greco	(314) 473-3419	St. Louis Composting	Roy Gross	(636) 861-3344
G.S. & S.	Chris Hyams	(314) 298-8100	Stormwater STL LLC	Steve Polk	(314) 406-7655
Gateway Dredging & Contracting, LLC	Terry Bangert	(636) 665-5180	Tilley Workforce Solutions	Alison Niermann	(314) 623-1163
Hanes Geo Components	Steve Wright	(636) 875-7317	Topcon Solutions	Terry Gammill	(816) 985-1791
Hayden Machinery LLC	Jeremy Hancock	(314) 550-1400	Total Safety Solutions LLC	Andrew Tuttle	(636) 388-2685
Herc Rentals ProSolutions	Jim Neal	(636) 696-4022	United Rentals	Angie Wheeler	(314) 267-7621
Heritage Petroleum, LLC	Mike Mabrey	(314) 504-3198	United Rentals -Trench Safety	Ron Voegtli	(314) 729-0003
Interstate Testing Services	Andy LaPlante	(314) 994-0641	Vanguard Truck Centers	Dan Green	(618) 857-7625
ISCO Industries, Inc.	Shaun Parker	(314) 422-7234	Vermeer Midwest, Inc.	Chad Van Soelen	(636) 532-2332
J.D. Kutter	Kim Connell	(314) 444-4949	Wallis Lubricants	Kati Douglas	(636) 271-0900
J.W. Terrill, Inc.	Pete Mohs	(314) 594-2700	Warrenton Oil Company	David Baker	(636) 456-3346
John J. Guilfooy & Associates, LLC	John Guilfooy	(314) 781-1122	Western Ready-Mix, Inc.	Mike Reed	(636) 519-1522
K & K Supply Inc.	Joe Backer	(636) 349-1141	Wieser Concrete Products, Inc.	Drew Wieser	(618) 251-9210
K & P Precast, Inc.	Tammy Daugherty	(636) 978-3111	Winter Brothers Material Company	Ryan Winter	(314) 843-1400
Kienstra Co.	Dan Bruns	(314) 994-1616	Workplace Synergy	Maureen Trompeter	(314) 473-4665
Kienstra Pipe and Precast	Steve Peery	(618) 482-3283			

MAKE SITE WORK FOR YOU

Call on SITE members for the highest quality products and services

January/February

2023 INVESTMENT IN INFRASTRUCTURE EXPO

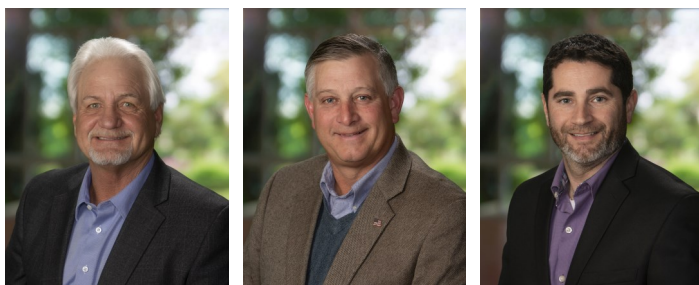
2023 brought new changes to the Investment in Infrastructure Expo. In the past, attendees were given options to attend breakout sessions for capital improvement programs. Because of the short time frame of the event, the sessions were limited to few construction consumers and presentations were held concurrently. Under the new format, any “project owner” (consumer of construction, both public and private owners) interested in participating at the expo were given a booth to discuss its capital improvement projects with attendees. Their capital improvement programs were loaded onto SITE’s website via a QR code so all programs would be accessible in one place. This format gave attendees ample time to personally talk with project owners, discussing projects and building relationships.

SITE was able to sell out all booth spaces and a majority of sponsorships. Records were broken this year – over 650 attendees, 31 project presenters, 26 exhibitors, 12 equipment exhibitors – making the February 28, 2023, expo the largest event ever held by the organization. SITE cannot thank all our members, sponsors, exhibitors, attendees, and project owners enough for the support at the event. SITE is already looking forward to next year.

All the capital improvement presentations are available to view on SITE’s website. Click the resources tab on the home page and look for the 2023 Expo Presentations link. From there you’ll be able to check out anything you may have missed. You can also find a link to view all the photos from the event.



2023 BOARD OF DIRECTORS



SITE's Board of Directors has elected Steve Roden as its new President, Kurt Unnerstall as Vice President and Kevin Klette as Secretary/Treasurer for 2023. Immediate Past President Pat Moriarity will continue to serve on the board's Executive Committee.

Roden is President of Roden's Landscaping, Inc., and previously served as the board's Secretary/Treasurer. Unnerstall is President of KJ Unnerstall Construction Company. Klette is General Manager of St. Louis Paving Division at Byrne & Jones Construction.

In addition, two new members have been elected to the board. They include:

- Mike Shepard of Collins and Hermann, Inc., representing the Specialty Division; and
- Adam Guthrie of Baxter Farms and Nurseries, representing the Landscaping Division.

Five other board members have been re-elected to

two-year terms, including:

- Kevin Klette representing the Asphalt Paving Division;
- Rick Scharf of Scharf Construction Co., LLC, representing the Concrete Division;
- Kurt Unnerstall representing the Earthmoving Division;
- Ryan Casey of Pace Construction Company, representing the Highway/Bridge Division;
- Jennifer Bouquet of J & J Boring, Inc., representing the Sewer/Utility Division; and
- Ken Van Bree of RubinBrown, LLC, representing the Associate Division.

"Our board's structure provides equal representation across seven divisions of construction services linked to preparing land for development, redevelopment or improvement," said Jeremy Bennett, Executive Director of the SITE Improvement Association. "This creates a level playing field for all our leaders to work together with equal influence towards our common goals and sets us apart from other construction trade associations. I want to thank all our past and present leaders for their service on our board, including Kevin Keenoy of G.S. Grinding Services, LLC and Danielle Givens of Site System Landscaping, who are stepping down after many years of service."

STATE TECH VISIT

In February, several SITE board members and staff met with the President of State Technical College, Dr. Shawn Strong. The purpose was to discuss and explore a potential partnership with the college especially to help strengthen the construction workforce. It's no secret there is a current labor shortage, but State Tech boasts a 99% job placement rating and a 75% graduation rate, which ranks #1 in Missouri and #5 nationally among higher education institutions.

While on campus, Dr. Strong provided a tour of the different programs offered to students. In particular, SITE toured their robust Heavy Equipment Operations, Commercial Turf & Landscape Management,

and the Civil Engineering Technology programs. Their Heavy Equipment Operation is located on a 125-acre training site. Students learn how to safely and confidently get behind the controls of a wide range of heavy equipment. Interestingly, many of the graduates from their Commercial Turf & Grounds Management program find jobs with different professional sports teams, and PGA tour golf courses.



MANAGEMENT SEMINARS

SITE added another successful Management Seminar trip to its history books. Visiting another new location this year -- Secrets Riviera Cancun Resort & Spa in Puerto Morelos, Mexico. The trip was Friday, January 27-Friday, February 3. There were 65 attendees making this trip the largest since 2003, which consisted of 78 attendees. To kick off the trip, SITE hosted a meet and greet to include a Mexican buffet dinner the evening of arrival.



As you can see in the above photo, there was a sizeable group. Everyone thought the resort was nice and the preferred club status was a plus. It's always nice to leave the cold weather for some sunny 80-plus degree days. The golfers got to experience three different golf courses again this year.

Those who played said they enjoyed their days golfing.

The two-day seminar topic presented was "Increase the Value of Your Business: Strategies for Growth, Ownership Succession and Shareholder Liquidity" by Lee Lloyd, which focused on these four topics:

1. Maximizing the equity value of your business
2. Navigating the current merger/acquisition and financing landscape as a buyer, borrower, or seller
3. Preparing for ownership succession
4. Determining the optimal shareholder liquidity strategies for your business



Thank you to the Management Seminars Committee for another successful trip. Stay tuned for details on the 2024 Management Seminars trip.

YOUNG EXECUTIVES OF SITE

Once again, Y.E.S. has a jam-packed slate of activities for the year. Earlier this month, a group of a dozen members took a trip on a limo bus to Jefferson City. They met with different state officials to learn about the legislative process. A great time was had by all!

Next month, Y.E.S. will host its annual networking event at The Armory STL. This is a new venue in downtown St. Louis that boasts over 250,000 square feet of immersive fun and activities. We'll have a private space for our group with unlimited yard games for three hours! This event also includes food and beverages. Watch your emails as registration will be available soon.

YOUNG EXECUTIVES OF SITE 2023 CALENDAR OF EVENTS

MAR	08	Legislative Trip Jefferson City
APR	09	Networking Event Armory STL
MAY	11	Field Trip Location: TBD
OCT	05	Clay Bird Shoot Black Hawk Valley
NOV	01	Leadership and Development Event

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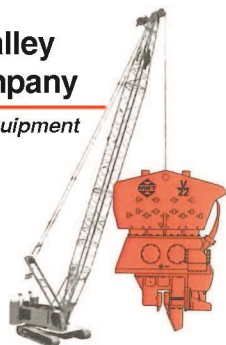


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SAFETY TRAINING

SITE has kicked off the 2023 training season, starting with Advanced Workzone/Flagger Training held on January 10, OSHA 30 training held on January 23, Silica Competent Person Training held on February 9 and Certified Rigger Level 1/Certified Signal Person Training on February 14. Confined Space Training on March 14, 2023, is the next course hosted by SITE Improvement Association. It is \$80 for members and \$160 for non-members. Contact SITE's office if you need more information on our training courses.



JANUARY GENERAL MEMBERSHIP MEETING

SITE's first General Membership Meeting of the year was held on Wednesday, January 11, at Syberg's featuring Joey Vitale, former hockey player turned Blues broadcaster, and Cam Janssen, former Blues player, as they highlighted the St. Louis Blues 2022-2023 season. The packed lunch meeting unveiled the newly elected 2023 Board of Directors along with the new Executive Committee: President Steve Roden with Roden's Landscaping, Vice President Kurt Unnerstall with K.J. Unnerstall Construction Company, and Secretary/Treasurer Kevin Klette with Byrne & Jones Construction. SITE's past immediate President, Pat Moriarity with Concrete Strategies, LLC, received a plaque for his leadership and dedication to the organization.

A 50/50 drawing was held for the charity of the year, Hope Lodge-American Cancer Society. Attendees enjoyed networking, lunch, and great entertainment.



CONSTRUCTION LEADERSHIP CERTIFICATE

SITE Improvement Association is proud to once again offer the Construction Leadership Certificate course. The program is offered in partnership with Washington University. This year's class has a wide array of participants from project managers, sales representatives, office managers, and business owners.

The course teaches many different topics including:

- Effective Leadership
- Government Affairs
- Influencing Others
- Labor Relations
- Workplace Conflict
- Much more!



The program will wrap up in April. All participants will receive not only their certificates for completing the course, but a wealth of knowledge that will help them succeed in the construction industry for many years to come.

LABOR RELATIONS

OPERATING ENGINEERS LOCAL 513 NEGOTIATIONS AND WAGE NOTIFICATION

SITE Improvement Association thanks all the contractors who submitted their assignment of bargaining rights forms. The organization has a strong showing of members' forms, giving SITE's negotiating committee great bargaining authority. The negotiating committee will be meeting with Local 513 throughout March and April to bring back the best contract possible for SITE's members. 2023 Wage Notices for Heavy/Highway, Commercial and Residential will be sent out to contractors after negotiations are completed.

LABORERS' UNION WAGE NOTIFICATION

2023 Wage Notices for Heavy/Highway, Commercial, and Residential wage rates for laborers locals 42, 110, 660, 955, 1104, 662, and 840 were sent out to contractors on February 17. The effective dates of the increases vary by local and type of work. Should any member have questions or like additional copies, please refer to the labor relations page on SITE's website or contact Jeremy Bennett at SITE's office.

CEMENT MASONS WAGE NOTIFICATION

2023 Wage Notices for Heavy/Highway, Commercial, and Residential wage rates will be sent out to contractors in March. The effective date of their increase will take place on Monday, April 3.

Recently at the Saint Louis Construction Cooperative meeting, a joint labor and management group, there was a discussion about manpower for the up-

coming 2023 construction season. The group collectively talked about upcoming projects and the amount of work that owners in the Saint Louis area are getting ready to bid. Both labor and management estimate a 5% increase in manhours for 2023. Below are the employment percentages for each trade in Saint Louis. As you can see, many of the trades even in January and February are near full employment.

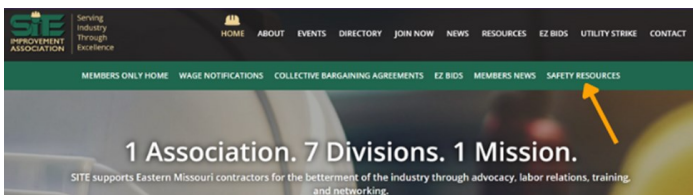
94% Operators	100% Plumbers & Pipefitters
99% Laborers	98% Electricians
99% Cement Masons	98% Sheet Metal Workers
99% Teamsters	95% Carpenters
99% Iron Workers	99% Sprinkler Fitters
99% Insulators	99% Painters
99% Brick Layers	99% Boiler Makers

With an increase of projects and a possible 5 percent jump in manhours, expect there to be more manpower issues into 2023. Both labor and management have agreed to relax the suspension of benefits provisions to allow retirees to work more hours. This is true amongst most trades. Labor and management are also both encouraging contractors to hire apprentices and groom the next generation of construction workers. Should you have any questions about hiring an apprentice or individuals off the street, please reach out to me at SITE's office.



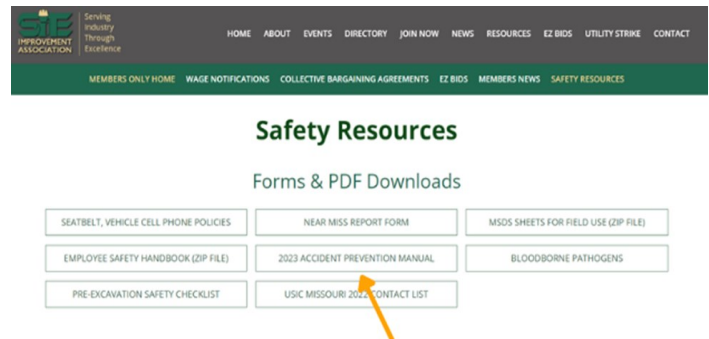
FROM THE SAFETY SIDE

As any owner, supervisor, or director already knows, you cannot supervise your employees every minute of every day. However, it's your obligation to keep employees safe through attitude, policies, and training. Your company's safety manual also plays a key role to preventing illness, injury and death in the workplace. That's why it's critical to continuously review and update the material in your company's safety manual as rules and regulations change over time.



One great benefit of your SITE membership is access to the 2023 SITE Accident Prevention Manual. The content is categorized into four sections: safety administration, regulatory compliance, forms & appendices, and resources. As before, the manual is available in Word so companies can modify it to fit the needs of their company. However, instead of printing the sections and placing them in a binder which can be placed on a shelf and easily neglected, we recommend converting the information into ei-

ther a PDF or Adobe document. Additionally, a digital document can easily be posted to a website or emailed for sharing and easy accessibility.



To download the SITE Accident Prevention Manual, simply visit our website at www.sitestl.org and log-in. Once logged in, click on "Safety Resources".

Then, click on "2023 ACCIDENT PREVENTION MANUAL" to download the Word documents. Again, we strongly encourage our members to review the material and delete any unnecessary chapters that do not apply to the work performed by the company.

We've even created a "how to" video to assist our members with converting the information into a PDF document. All of this information can be found on our website, under the "Safety Resources" tab. If you need assistance with your log-in information, simply call 314-966-2950 or email Leah@sitestl.org at SITE's office.

2023 TRAINING COURSES



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2023 PLANNED EVENTS

Thu., April 6	Y.E.S. NETWORKING EVENT The Armory
Mid-April	NETWORKING EVENT Location TBD
Thur., April 20	MSD CIRP PPRESENTATION Moolah Shrine Center
Wed., May 10	GENERAL MEMBERSHIP MEETING Location TBD
Mid-June	NETWORKING EVENT Location TBD
Mon., Aug. 14	SITE GOLF TOURNAMENT & DINNER Norwood Hills Country Club
Wed., Sept. 20	JOINT SITE/ASA MEMBERSHIP MEETING Location TBD
Thu., Oct. 5	CLAY BIRD SHOOT Black Hawk Valley Hunt Club
Thu., Dec. 7	HOLIDAY HAPPY HOUR Bogey Hills Country Club

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