

SRB-*Xtra!*

MAY/JUNE 2020
SACRAMENTO REGIONAL BUILDERS EXCHANGE



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Photo courtesy of Javier Curiel Castellanos



A LETTER TO OUR MEMBERS

On behalf of the Sacramento Regional Builders Exchange Board of Directors, I am pleased to offer this update on what your Exchange is doing to help you in these uncertain times.

During the COVID-19 crisis, the Board ensured SRBX is positioned and able to support the commercial construction industry. The SRBX staff is working remotely to help members effectively utilize the plan room to find new projects, connect them to new virtual class offerings and to answer their questions. Plan room utilization is up, and now is the time to refine your search filters and take advantage of plan room training videos. Please contact Roxana Cheah of our Member Services Department at rcheah@srbx.org for more information.

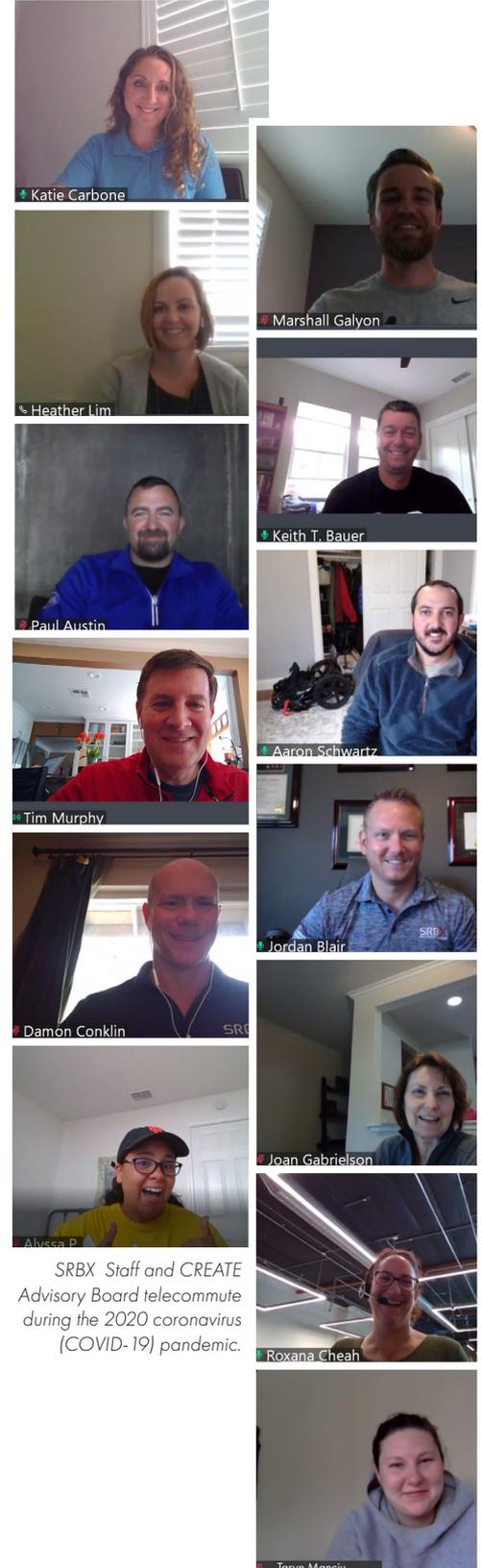
As companies are navigating their way through this uncharted territory carefully, SRBX is boldly delivering more value to our members so that your company and our industry comes out of this crisis even stronger than before. Once the first Executive Order was issued, SRBX successfully lobbied Governor Newsom to ensure that all construction and suppliers were included as essential; SRBX's Legal Committee provided a free webinar to our members on how to better protect themselves and their projects; SRBX convened a working group with industry partners to engage CalOSHA, CARB, CSLB, DGS and CalTrans to ensure that our members were protected against any regulatory interruptions; and SRBX focused its attention to the greater Bay Area counties with more stringent orders to remove their onerous limitations on construction. Most recently, SRBX successfully petitioned Bay Area Counties to ease construction restrictions in their jurisdictions.

The world has changed and SRBX continues to evolve in order to keep supporting the industry, but SRBX's strength comes from our members. Your SRBX membership provides access to not only the advocacy efforts listed above, workforce development programs and safety and legal classes, but also to significantly discounted rates to rental equipment, insurance and 401K plans offered by our MVP partners. From providing bidding opportunities through our plan room, to providing safety education and workforce development, we know SRBX provides our members with value that far exceeds the cost of your membership.

As economic uncertainty continues, SRBX is striving to step up to provide each of our members with critical programs and services they depend on to keep their businesses going. We are in this together and during this time, please remember your investment in SRBX is also an investment in your business.

Thank you again for your support and membership in SRBX.

Nils Blomquist, DPR Construction
President, 2020 SRBX Board of Directors



SRBX Staff and CREATE Advisory Board telecommute during the 2020 coronavirus (COVID-19) pandemic.

UPCOMING EVENTS

Due to the ongoing Coronavirus (COVID-19) pandemic restrictions and regulations, we are regularly updating our website calendar to reflect accurate information to our members. If you have any questions about any of our upcoming events or additional safety protocols please do not hesitate to reach out to our staff or check our website for further details.

JUNE

5

SRBXEF Clay Shoot

Camanche Hills Hunting Preserve

23

SRBXEF St. Patrick's Day Brewfest

Smart Axe Rancho Cordova

AUGUST

24

SRBXEF Charity Golf Classic

Catta Verdera Country Club

The following events have been postponed until further notice:

SRBX Safety Expo, Spring Golf Outing, & SRBX Summer BBQ

Register online for upcoming events at www.srbx.org

SRBX EDUCATION & SAFETY CLASSES

SRBX members receive the lowest rates!

Prevailing Wage Law Pt. 2 - Webinar

June 11, 2020 | 1:00 p.m. – 2:00 p.m.

30 Common OSHA Citations You Can Easily Avoid - Webinar

June 11, 2020 | 3:00 p.m. – 4:30 p.m.

Understanding & Negotiating Construction Contracts - Webinar

June 18, 2020 | 3:00 p.m. – 5:00 p.m.

COVID-19's Impact on the Construction Contract

How Do You Get Paid?- Webinar

June 24, 2020 | 3:00 p.m. – 4:30 p.m.

Living Trust & Estate Planning - Webinar

August 6, 2020 | 11:30 a.m. – 1:00 p.m.

OSHA 510: OSHA Standards for the Construction Industry - Part 1

August 8-9, 2020 | 8:00 a.m. - 5:00 p.m.



**REGISTER FOR CLASSES ONLINE:
WWW.SRBX.ORG**



Stephanie S. Craft MBA, Partner

“Being a member of SRBX has allowed me to expand my network with both contractors and other service providers to the construction industry.”



Founded in 2003, MARKETLINK was formed to assist builders, architects, and engineers with specialized marketing expertise in professional services. Stephanie Craft, MBA, and co-founder of MARKETLINK brings more than 30 years of A/E/C marketing experience to her clients.

“Being a member of SRBX has allowed me to expand my network with both contractors and other service providers to the construction industry,” says Stephanie. “It’s been a terrific forum for me to better understand the needs of contractors and how we can better help them market their companies.” Stephanie has specialized expertise in business development and using client feedback to help clients differentiate themselves and build client loyalty through targeted strategic efforts.

MARKETLINK’s dedication to industry professionals is very apparent from the services they offer. From business development strategy, market research, client relations, public relations, training, and planning and budgeting to maximize resources and capabilities,

MARKETLINK provides targeted, tailored guidance to each individual client firm. One of the rewards of working specifically with A/E/C clientele is the opportunity to train technical staff in business development and marketing as well as bring firms together for teaming and building long-term working relationships for future projects work.

In addition to their consulting work, the Founders share their knowledge through speaking engagements and writing articles. MARKETLINK’s blog and newsletter, *Stuff You Need*, provides help for marketing and technical professionals on everything from writing a strategic client approach to cold calling to creating an effective LinkedIn profile.

MARKETLINK is celebrating 16 years of serving businesses throughout the Western U.S., with offices in California and Utah. Check out marketlinkaec.com to see how they can best serve you or contact Stephanie at 916.681.1110 or craft@marketlinkaec.com.

guidance.

marketing. branding. strategy. proposals. business development. web. client relations.
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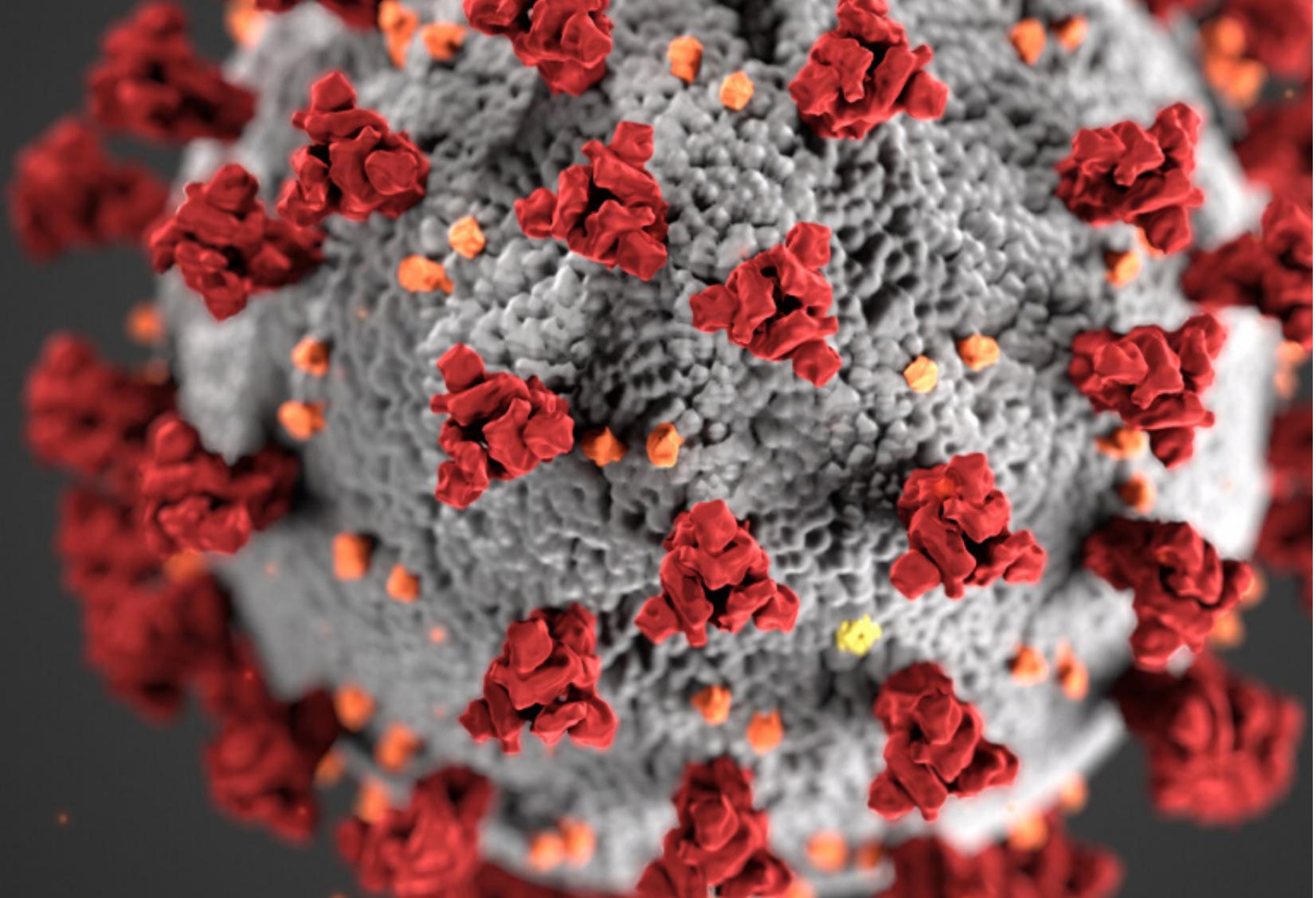
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SRBX CORONAVIRUS UPDATES

As we entered the COVID-19 crisis, the SRBX Board of Directors ensured the organization was positioned and able to support the commercial construction industry during this uncertain period. The SRBX staff is working remotely to help members effectively utilize the plan room to find new projects, connect them to new virtual class offerings and to answer their questions. As counties begin the complicated process of opening businesses and services, the SRBX team will continue to work hard to solve our members' five biggest problems.

Finding Your Next Job.

Our plan room is fully operational, and traffic is up. Projects are updated constantly, and projects impacted by coronavirus issues are marked accordingly. Also, we encourage members to take this time to view our training videos for refreshers on how to make the plan room work proactively for you.

Finding Your Next Hire.

One of our most important workforce events – the 2020 Design Build Competition – was transitioned to an online scholarship contest, so SRBX could continue to engage with the next generation of construction professionals. Our workforce foundation team transitioned this event in one week’s time to help high school construction arts students – many of whom have no practical construction lessons to pursue while learning from home – with opportunities to learn about our industry. The results were tremendous, with over 600 students participating. According to one teacher, “I have been struggling to provide a meaningful distance learning project that isn’t busy work. This will be perfect.”

In addition to the virtual contest, \$35,000 in scholarships were awarded on May 7th.

Keeping Your Employees Safe on the Job.

SRBX has been providing updated COVID-19 health, safety and business information on our website. Members are encouraged to check the site daily. SRBX has also partnered with many of our safety providers to build a full calendar of training opportunities so employers can take advantage of down time. Find your next class at SRBX.org under the QuickLink “Events and Registration.”

Being Heard by Government.

Prior to announcing the Shelter in Place order for the State of California, SRBX’s efforts convinced Governor Newsom to keep all construction open as an essential industry. SRBX is leading a coalition of construction and business organizations to ensure the local county orders do not put onerous limitations on construction in our region. We are holding calls daily with our region’s Members of Congress, local elected representatives and the heads of local public works and planning departments to ensure construction can continue with all necessary governmental support. Our eyes have turned to the pending infrastructure stimulus bill, and how we can best position our region for monies for projects that keep our members building.

Building Industry Connections.

While the physical distancing required to prevent coronavirus spread has forced us to postpone our spring schedule of networking events, we are working on rescheduling our most popular offerings when we have more information on what state and local requirements or limitations may be placed on public gatherings. Stay tuned for details!

In closing, the team at SRBX counts on the continued support of you, our members, so we can continue our support of you! Members of the SRBX team have been reaching out to every member over the past six weeks to check in and see if there is anything we can do to help you. I’m pleased many of our members are doing well, are healthy and are doing the important work for our local economy.

As always, thank you for your membership in SRBX.
Build safely!

Tim Murphy, CEO



2020 CIEF SCHOLARSHIP WINNERS



\$500 | Member Scholarship
Chase Heller, Shasta H.S.
Attending Univ. San Diego



\$20,000 | Scholarship in Architecture
Yesenia Magallanes, Alisal H.S.
Attending Cal Poly San Luis Obispo



\$1,500 | Member Scholarship
Arienne Calaguas, Franklin H.S.
Attending UC Davis



\$1,500 | Member Scholarship
Kennedy Ford, Rio Americano H.S.
Attending Univ. Tennessee



\$1,000 | Member Scholarship
Renee Gibson, Oak Ridge H.S.
Attending Univ. Washington



\$2,000 | Sac State CM Scholarship
Austin Moreno



\$500 | Sac State CM Scholarship
Ricardo Gonzalez



\$1,750 | Chico State CM Scholarship
Diana Gonzalez



\$500 | Chico State CM Scholarship
Alec Dominguez



\$500 | Sac State CM Scholarship
Kevin Londero



\$500 | Sac State CM Scholarship
Daniel Ortega



\$500 | Chico State CM Scholarship
Ernesto Alvarez

Lambert Scholarship Winners

- \$500 - Sheryl Allen
- \$500 - James Campos
- \$500 - Mateo Damian-Hernandez
- \$500 - Elijah Dunbar
- \$500 - Bogdan Glushenko
- \$500 - Yevgeniy Kobzarenko
- \$500 - Jioji Mareu





**1ST PLACE AWARD
& PEOPLE'S CHOICE AWARD**
Brian Bancalari, Concord H.S.



2ND PLACE AWARD
Ari Peterson-Walli, Whitney H.S.



3RD PLACE AWARD
Dale Johnson, Rosemont H.S.



COST ESTIMATE AWARD
Kanaad Sovani, Folsom H.S.



HONORABLE MENTION
Alex Garcia, Sutter Union H.S.

DESIGN BUILD ONLINE

More than 600 high school students participated in this year's Design Build Competition - Online! Headed into early March, most schools had submitted their design documents for what we thought would be our annual competitions in Sacramento and Orange County. As stay at home orders were issued and expanded, instead of canceling these events, we completely transformed them (in one week!) to provide our students with the opportunity to learn about careers in the built environment, prepare them for available jobs in the workforce, and compete in a hands-on competition - from home!

The online competition required students to complete their OSHA 10 Training, submit a resume, access a student plan room, complete a cost estimate, build a physical model of a tiny home using items they could find around their house, and submit a video showing their physical model.

The competition culminated with the awarding of \$35,000 in scholarships during the Industry Lunch & Design Build Competition Online Awards Ceremony on May 7th. Special thanks to Sacramento Mayor Darrell Steinberg for joining us during the awards.

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An Open Letter To Our State Legislature A Blueprint to Rebuild our Economy

By Damon Conklin, SRBX Director of Government Affairs

Dear CA Legislature,

Evidence is mounting rapidly as to the damage from the pandemic to the economy and the construction industry. Nearly one million U.S. construction jobs were lost in April, contributing to a California unemployment rate pegged at 24.5%. There is a 21% drop in building permits and 67% of construction projects were canceled or delayed, forcing some firms to cut staff. Governor Newsom revealed a \$54.3 billion deficit in the first economic assessment of the coronavirus pandemic's devastating blow to the fifth-largest economy in the world—that's higher than the deficit during the Great Recession and obliterates the state's once-healthy reserves.

The construction industry has been working diligently to adapt to shelter in place orders. Builders that are still in operation have adopted some of the nation's most stringent safety protocols to keep employees at projects and the communities where they operate safe—so much so that a recent study found that people were 5X more likely to contract the coronavirus while sheltering-in-place at home than on a construction site. For an industry steeped in the practice of safety, the arbitrary decisions of Bay Area governments to shutter construction projects needlessly cost thousands of trades professionals their jobs and deprived local economies millions – if not billions – of dollars.

Each year legislation that is potentially injurious to the construction industry and small businesses in general make its way into the legislative process and are cast at our feet each January. We write to offer a few suggestions to help rebuild our economy.

We fully understand why the Governor wants to help Californians impacted by the coronavirus pandemic, but creating a rebuttable presumption shifting the burden to businesses who are struggling to keep their workers employed while also keeping their doors open is dangerous and opens up employers to significant abuse, fraud and increased costs to businesses. Businesses already having a hard time making their payrolls will have to look at paying huge amounts in legal fees to pay for litigation. Accordingly, we ask you to step in, as you did in 2004, and reform this.

Also, continuing to advance new regulatory initiatives in the current environment will punish more businesses and result in fewer people working.

One such example, the California Air Resources Board is seeking to render diesel trucks older than 2010 obsolete later this year. This will adversely impact owner and operators of 1 ton or heavier diesel trucks. In addition, a large segment of off-road equipment is scheduled to be phased out, including non-EV Gradall excavators and forklifts. The phaseout of these vehicles (and with the Ford automotive company currently focusing their plants to construct ventilators to meet COVID-19 needs) will create a lack of supply of alternative vehicles. As such, suspend this regulation.

Speaking of CA keeping its "Green" credentials, while California's power grid becomes cleaner, we appreciate the bold vision and innovative ways to slash fossil fuel use and to meet greenhouse gas (GHG) reduction goals. GHG are emitted from cars, trucks, equipment, factories, commercial buildings, healthcare facilities, educational institutions, homes and even animals. Any efforts to reduce emissions from such sources will have a profound impact on the way we generate energy, design and operate buildings and other infrastructure, make land planning decisions and transport goods.

As you seek to explore innovative ways to reduce emissions, please opt for carrots versus sticks. Unwieldy and strict regulations will only weaken an economy already on life-support.

Finally, although locals are still essentially responsible for all aspects of housing project approvals, what's done in Sacramento means something. Whether it's killing redevelopment, requiring solar panels on all new homes, upholding CEQA, imposing caps on rents, penalizing projects for carbon emissions, mandating affordable housing, requiring pristine stormwater, enacting laws that protect certain critters and much more, the actions taken – or not – "business as usual" policies will only hurt our ability to rebound from this economic calamity.

The construction industry is eager to work with you to help rebuild our economy and our state. There's a lot at stake. When this is over, we want to be able to look back and be proud of how we handled this crisis.

SRBX WELCOMES NEW MEMBERS



Acrylic Technologies, Inc.
916.216.2461
jateague70@gmail.com

All Star Painting
916.218.2455
allstarpainting355@gmail.com

BluePoint Payroll Solutions
916.226.5062
info@bluepointps.com

Brann Plumbing Company
916.705.3209
brannplumbing@gmail.com

C&R Concrete Construction, Inc.
916.871.6349
candrconcrete@yahoo.com

Carpenters Research and Compliance Department
916.416.5891
esteelman@nccrc.org

Harvest Business & Leadership Development
916.878.9819
amay@harvestbld.com

Jay's Trucking Service
916.437.8592
jaystruckingservice@gmail.com

Montgomery Structural Lifters
916.858.8339
dana@montgomery-lifters.com

Shimmick Construction Co., Inc.
510.777.5000
jsmith@shimmick.com

Sierra CIS, Inc.
916.389.9555
projects@sierracis.com

Silva Custom Painting
916.601.4509
silvacptng@gmail.com

Stauts Building Company Inc.
916.225.7179
stautsbldingco@gmail.com

Steeler, Inc.
206.725.2500 x3500
sacramentoquotes@steeler.com

Venom Plumbing Inc.
510.750.4622
venomplumbinginc@gmail.com

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