



WEST TEXAS CHAPTER

Associated General Contractors of America

June 13, 2019

News & Quick Links

Good Advice: Tips From Successful Small Business Owners

Many long-time small business owners would agree with the line from the 1970s song by the band Faces: "I wish that I knew what I know now."

Over years of running a small business, owners inevitably gather many lessons about how to grow and run a business more effectively. Thankfully, many of these owners are more than happy to share their insights. Here are seven tips from several successful small business owners that are worth paying attention to: [Read article HERE](#)

The fringe-credit, annualization & compliance mistakes that are costing you

by Jack Biltis June 5, 2019 | [Read about Fringe Credits, Annualization & Compliance Click HERE](#)

If you work on taxpayer-funded jobs or you provide services to a government agency, you're probably subject to the Davis-Bacon Act, McNamara-O'Hara Service Contract Act, state prevailing-wage laws or local living-wage laws. And small compliance mistakes quickly add up to big costs.

On average, a 12-man company that works on public jobs 25% of the time will spend 15 hours a week on compliance issues/paperwork and waste \$67,184 annually on overpaid wages and taxes. Three main reasons contractors overpay on government projects are the misapplication of fringe credits, miscalculation of annualization and misunderstanding of compliance.

Experts to AEC firms: stop ignoring cybercrime vulnerabilities

Although the industry is at high risk for hacking and the average data breach costs \$3.8 million, most companies aren't prepared. Leading financial and government leaders like Warren Buffett and Kirstjen Nielsen, the former secretary of the Department of Homeland Security, have called cybersecurity the No. 1 threat to U.S. businesses, many construction industry leaders don't see it as urgent.

The risk is growing — phishing attacks increased by 250% last year — but construction CEOs typically rank data security far down their list of concerns.

Read full article and hear from the experts in this article [Click HERE](#)

Safety Tips

Trench Protective Systems Save Lives | Shield it, Shore it, or Slope it

Trench Safety Stand Down Week – June 17-21

The goal is to reach out to the many workers who work in and around trenches and excavations to provide them with information about current excavation requirements and safety procedures for working in trenches. By reaching as many workers as possible, we can reduce the number of fatalities and serious injuries that occur each year in our industry, and make others, such as municipal and industry workers who are also exposed, aware of these serious hazards. *See Quick Cards attached.*

West Texas AGC Membership Required for access to Planroom

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West Texas AGC

Introducing a
Group Medical Plan
for our members

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Promote Your Business through the WTAGC website Member Directory (for Members only)

Member profiles with logos, pictures, links to social media and full descriptions of your type of business will help you better connect to potential customers. Request directions on how to set up and customize your company profile using the *Directory* located on the West Texas AGC Chapter website | wtagc.org.

AGC – Associated Contractors of America

New Logo and Tag Line

Our parent Association, AGC, has just provided the West Texas Chapter with the new AGC logo and tag line that was revealed June 2019.

The AGC logo may only be displayed by AGC Members.



DISPLAY YOUR ASSOCIATION MEMBERSHIP AND ENTER DRAWING WITH WEST TEXAS!

If you would like to have information about the logo for use, please contact our Abilene office at 325.676.7447 or email chughes@wtagc.org. You must have been a West Texas AGC member for a minimum of one year to receive the logo. Then you have the **AGC AND WEST TEXAS AGC LOGO'S** both displayed at any of your jobsite signs, businesses, hardhats, vehicles, etc. take a picture and send to abilene@wtagc.org to be entered into a drawing on September 1st for \$100.00 gift card.

Membership Discount & Savings Programs

AGC's Membership Discount Program's provide members access to high-quality services, cutting-edge technology and top-of-the-line products. From discounts on vehicles to office supplies to cloud-based construction management solutions, AGC has partnered with some of the best to give you the most for your money and improve your daily business operations.

When it comes to your company's bottom-line, your membership in AGC pays dividends. These added value discounts will give you the competitive advantage over your competition. **Updated with all new AGC discounts and West Texas Chapter discounts [CLICK HERE](#)**

New ConsensusDocs Design-Assist Guidebook

Many of our members ask about AIA contracts that are no longer available or outdated. See the following article for new options through use of ConsensusDocs.

The ConsensusDocs Coalition just released a new **Guidebook** for the **ConsensusDocs 541 Standard Design-Assist Addendum**. The Guidebook provides users' tools and commentary to modify the standard design-assist contract document for their specific project. As the first industry standard contract for design-assist, the commentary is important new resource and includes a responsibility matrix to align collaboration among the lead design professional, CM and trade contractors. Design-assist shifts the curve to get early involvements of Construction Managers (CM) and especially their trade contractors, earlier in the design process. In addition to constructability, the design-assist standard contract document provides options for CMs to evaluate sustainability in the preliminary evaluation of the owner's program (section 4.1), in value engineering proposal (section 4.6). Moreover, the CM, constructor and owner are given the option to develop a sustainable plan in the design development stage that delineates roles (section 5.2). Additionally, the design-assist addendum empowers the parties to work together early in design to create a life-cycle analysis.

As the first industry standard contract for design-assist, the Guidebook and design-assist responsibility matrix sample provides an important new resource to use the new 541 Design-Assist Addendum to best meet specific project needs. "Design-assist services are not a monolith, but rather a range of services that facilitates design development that improve the constructability and overall quality of design documents by getting input from key trade contractors and Constructors earlier." says Brian Perlberg, Executive Director of ConsensusDocs. **Read more.**

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*Working together on your behalf, to be the most professional and profitable company,
in your specialized field and area of expertise*

AGC of America • The Construction Association