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On the cover
CAWV’s 2014-2015 President Dan Flesher, Trimble Engineers and Constructors, Inc., Morgantown, promoted the construction industry at every opportunity, including at the West Virginia Legislature. He is a major supporter of the CAWV’s “Hard at Work” license plate program. One of his many plates is CA 0003. For more on Flesher’s term as CAWV President, see page 6. Cover photo by Cassidy Webb.

The Contractors Association of West Virginia is a nonprofit trade organization representing the building, highway, heavy and utility contracting industries in West Virginia. Its services include establishment of a close working liaison with state and federal agencies; worthwhile educational and informational programs; the regular dissemination of pertinent information to its members; strong legislative and media relations; as well as all other activities deemed necessary and proper to promote the general welfare of the construction industry. The CAWV is a certified chapter of the Associated General Contractors of America and the American Road and Transportation Builders Association.

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2014-2015 CAWV President

Daniel B. Flesher

Trimble Engineers and Constructors, Inc.
Morgantown, WV

2014-2015 CAWV President Dan Flesher, whose father exposed him to construction at an early age, credits his relationships with CAWV members for his long-term success in West Virginia’s construction industry. Some served as his mentors, others he worked with on projects. Flesher spent his year as head of the state's contractors association promoting the industry and its members.

F or some, building is in their blood. With a dad who worked in highway construction, Dan Flesher was captivated by the industry at a very young age. He would operate construction equipment (with the help of the real operator) and imagine building roads and other things. Watching his dad at work made a big impression. “It was not hard to fall in love with the construction industry,” stated Flesher, the Contractors Association of West Virginia’s 2014-2015 President. “My first memory of a construction project was a highway job close to Kenna. My dad was project engineer for the highway department,” Flesher recalled. “I was out picking what I thought were roots out of the field which turned out to be poison ivy. My hands swelled up. It was quite an experience.”

Flesher’s father, Bill, was a project engineer in 1959 on an interstate project with the State Road Commission, the predecessor to the West Virginia Division of Highways.

“He rose through the ranks as construction engineer and then went on to be District 3 Engineer. He moved on in 1969 to become a partner with Bob Troy in State Construction, Inc., a paving contractor in Huntington and past president of the CAWV. Eventually, he moved on to be city engineer and water department superintendent for the City of Parkersburg,” Flesher related.

Flesher was exposed to the full process of building state roads at an early age. He saw firsthand the many processes of construction, which later helped to develop the skills and experience as a contractor and project manager.

“My first ride on an airplane was with CAWV member Bennie Snyder from Greenbrier County,” Flesher recounted. “That must have been around 1960. He was working on an interstate project. That’s back when one of the first things you did was put down enough grade to land an airplane. We landed right on the project.”

Flesher worked every summer on highway construction jobs during his time at Parkersburg High School and throughout his college years.

“My first paid job was during high school. I worked for a local farmer, Bob Matheny, on his farm. He also built houses and liked my work ethic,” recalled Flesher. “Before long I was installing water and gas piping, electrical wiring and drywall. I was the only person tall enough to nail the top nails in drywall without a stool.”

During his summers at West Virginia University, he was a worker in a survey party on a job outside of Parkersburg on Route 50, for Greer Brothers and Young out of London, Kentucky. By the time he finished there he was party chief. Between his junior and se-

CAWV President Dan Flesher pushed the “Hard at Work” license plate campaign over the 300 mark by purchasing a CAWV plate for his employees’ vehicles, in addition to putting the plate on Trimble Engineers & Constructors’ fleet of vehicles. The CA 300 plate is on his Corvette.

Daniel B. Flesher
Trimble Engineers and Constructors, Inc.
Morgantown, WV

2014-2015 CAWV President Dan Flesher
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nior year he began work as a laborer for Ben Tom Corporation of Columbus, Ohio on an Interstate 77 project.

Flesher graduated from WVU in 1973 with a Bachelor of Science degree in civil engineering. His best job offer upon graduation, he remembered, was with the Ben Tom Corporation as a labor foreman on a project in Florida. He decided it was best to utilize his degree and go to work elsewhere.

Returning to West Virginia played a major part in his decision to take a position with CAWV member firm Alpha Associates, Inc., an architectural and engineering firm in Morgantown that specialized in ski lift operations, work that he continues with today. While at Alpha, he earned a masters degree in civil engineering and received his P.E. license.

“Alpha Associates initiated my involvement with the ski industry in ski area/lift construction. I was even sent out on expense account to learn to ski,” Flesher quipped. “Since this introduction, I’ve been involved in ski construction projects such as a ski lift at Winterplace and slopes, lifts and snowmaking systems at Snowshoe Resort.”

His company constructed the Shay’s Revenge slope at Snowshoe and have installed snowmaking systems. One system in particular consisted of 37,000 feet of large diameter welded steel piping that was installed in one summer. Flesher has had a long term relationship with AIG as a loss control expert since 1974.

In 1978 Flesher began working for Hobet Mining and Construction in Charleston. It was with his association with Hobet that he met Bill Trimble, his future partner and mentor.

“Bill Trimble was vice president of Hobet Mining and Construction and hired me as a project manager,” Flesher explained.

Some of the more notable projects included Hobet's Corridor G complex near Danville and a preparation plant and unit train loadout on the Mingo and Logan county line. Flesher noted this is where he met Jim Ahern, Ahern and Associates, for the first time. Ahern was working for CAWV member firm G.E. Ray Construction Company, South Charleston, the subcontractor on the job. Projects also included an $18 million barge loadout facility in Catlettsburg, KY, which Flesher describes as “not a bad size job in the late 1970s.”

“Following acquisition by Ashland Coal, Bill decided to take early retirement in 1982. I joined him in forming Trimble Engineers and Constructors, Inc. in 1982, although I was not seriously involved until 1988,” Flesher recalled.

After Hobet, Flesher began working for Virginia Power in 1983 as a construction manager on a pumped storage hydroelectric power plant project in Bath County, Virginia. The Bath Coun-
ty Pumped Storage Station, which went into operation in 1985, is known as the “largest battery in the world”. Upon completion of the Virginia Power project, Flesher went back to Alpha Associates in 1985 as the Executive Vice President. He decided to go full time with Trimble Engineers and Constructors in 1988.

Projects for Trimble started out as small maintenance projects in the coal industry, according to Flesher. Since then, the company has worked on a wide variety of jobs, including coal preparation plants, materials handling systems, bridges, sewer/water plants, ski lifts, ski slopes, snow making systems and some building construction, such as the Shavers Fork Fire Station and Slide Run maintenance and operations building at Snowshoe.

“The biggest change Trimble Engineers and Constructors, Inc. has seen is that we’ve contracted larger projects and we reach out to larger geographic areas. We reach out to these areas because the work isn’t available in West Virginia,” Flesher confirms. “The corollary of that is that we are able to take West Virginia labor with us due to the unemployment in this state, particularly in the construction industry.

“Our most challenging undertaking was probably three jobs we did in Texas. The jobs themselves were a challenge because of the logistics,” he said. “Trimble’s biggest job right now is a petroleum coke handling system in Enid, Oklahoma.”

Trimble Engineers and Constructors, Inc. has completed projects in Indiana, Illinois, Ohio, Nebraska, New York, Kentucky, Texas, Oklahoma, Iowa, North Carolina, Virginia, Pennsylvania, and Kansas. According to Flesher, it’s because of the relationships they’ve built with the engineering firms and
general contractors that they are able to continue to expand to other states.

"It's a matter of doing good work for who you are working with or for," declared Flesher.

"Trimble has been focused primarily in sewer/water treatment and coal-related construction," Flesher noted. "In the future, we're reaching out into other heavy industrial construction due to the lack of work that's currently available."

In 1995, Flesher became the president of Trimble Engineers and Constructors, Inc.

"Bill retired in 1995 and lives in Little Creek, NC. He is active with several great grandchildren and turned 88 on August 15th," said Flesher. "He is doing great."

Flesher resides in Morgantown with his wife Doris and has three children and three grandchildren.

"One of my favorite memories was meeting Doris when I crashed a party at her apartment on Friday, the 13th of December in 1974," Flesher recalled. "We will celebrate our 40th anniversary this month. Her support has been critical in all areas of my life."

Nathan, the oldest son, found that his work with Trimble during his breaks in college tying rebar and doing iron work on coal facilities dramatically increased his credibility as a consultant to the mining industry. Nathan graduated high school in 1996, received BS in civil engineering and a master's in mechanical engineering from the University of Virginia. He then went on to Stanford University where he earned a doctoral degree in mechanical engineering. He has since then worked for McKinsey and Company in San Francisco, California, where he resides with his wife, Donna and daughter Lila, 4, and son, Brooks Daniel, 2 months.

Flesher's daughter and middle child, Elizabeth Flesher Stanley, graduated from the Washington College of Law, American University in Washington, DC, and is currently an Assistant Attorney General for the Attorney General of Arizona. She resides in Phoenix with her husband Ben and their daughter Azalea, 7 months.

Matt, the youngest son, is currently working with Trimble in project management and estimating. He is also a skilled operator and ironworker. He resides in Morgantown with his wife, Krista, who is a nurse at Ruby Memorial Hospital.

Flesher served as the CAWV 2014-2015 President and spent his time focusing on industry legislation and promotion of the association and the construction industry. He was particularly supportive of the CAWV "Hard at Work" license plates campaign. Flesher outfitted Trimble's entire fleet of work vehicles with the CAWV license plate, but he didn't stop there.

"I wanted to make every effort to get the CAWV image out there by putting plates on our vehicles. We put plates on our employees' vehicles, my personal vehicle and even my mother's car," Flesher laughed. "The CAWV currently has 325 "Hard at Work" license plates on the roads today. The CAWV
Public Relations Committee has set a goal of 1,000 “Hard at Work” license plates on the roads promoting the construction industry.”

As CAWV President, the Morgantown contractor said he really enjoyed the Congressional Fly-In this year. This was the 27th year of the annual event in Washington, D.C.

“We actually had the opportunity to meet with all of our senators and congressmen, which hasn’t happened in many years,” he commented. “It was good to meet with West Virginia’s new congressional delegation and share with them our industry’s goals and objectives. They will represent our state well.

“It was an interesting and challenging year with the change in the political landscape, both state and national, and the lack of infrastructure funding and decline in construction employment. We are adjusting to the changes of the industry and I feel good about it,” Flesher remarked.

Flesher explained that one of the most positive aspects of the CAWV isn’t just the networking, but the building of friendships.

“I find that this is the only organization I’ve been involved in where two competing contractors can remain civil with one another and will actually help each other out. I can lose a job to another CAWV member firm and then end up loaning a piece of equipment to the winning firm. There is a lifetime of friendship in the association.”

Flesher believes that we all stand on the shoulders of who came before us. He attests that his success was thanks to a number of mentors in the construction industry, including Bill Richie, a Ravenswood contractor who served three terms as Commissioner of the West Virginia Division of Highways, and CAWV Past Presidents, Robert O. Orders, Orders Construction Company, Bob Troy, State Construction, Inc., and Charlie Neighborgall, The Neighborgall Construction Company.

“I met Charlie going to the CAWV Midyear Meeting in St. Thomas in 1989,” recalled Flesher. “He introduced himself on the plane. He must have thought we had that contractors look about us. That’s what’s great about this association. It’s a tight knit organization where you build relationships of a lifetime.”

As outgoing president, Flesher recommends that the association make effort to bring more young people into the industry.

“We need to get young contractors more involved in projects and in the CAWV, not just the guys that are on their way out the door,” he quipped.

“The CAWV has done a remarkable job at keep up the pace with the construction industry. For example, the state of
the art conference room, education, webinars, and technology,” Flesher stated. “The photo of our coal prep plant project at Caretta in McDowell County was taken from a drone. That is just a glimpse of the technology that’s available in the construction business.” At the end of his presidency, Flesher is grateful for the ability to deliver lasting construction projects that impact the quality of life of the individuals and families of West Virginia. He plans to spend more time with his grandchildren and to continue to be active in his hobbies which include scuba diving, skiing and building. He is also active in his church and local Boy Scouts.

Flesher’s latest venture is building his new house at the top of Cupp Run at Snowshoe.

“I must express great thanks to my family for their support while I was concentrating on work.”

CAWV’s 2015-2016 President Dan Cooperrider, president of Old Castle Materials, Mid-Atlantic Division, Dunbar, thanked the outgoing president and praised him for this service to the association.

“There has been a lot of transition in our industry and our state recently,” he said. “Through all the transition and the political change, Dan has been the rock in keeping our committees and our staff engaged and moving in the right direction. He did a great job leading our association this past year,” the new president commented.
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It is great to be here with great hard working people,” Senate Bill President Bill Cole said during the General Business Session at this year’s CAWV Annual Meeting, held July 9-12 at The Greenbrier. Cole, a fifth generation businessman from Mercer County, became Senate President when Republicans in November took control of both houses of the West Virginia Legislature, the first time in over 80 years. He said he is glad that there is a two party system now in West Virginia.

“It doesn’t make any difference which party is in control,” the president stated. “One group making all the shots for 83 years is not good. You’re the living statistic. The construction industry is on the front line with unemployment. Your people are hurting,” he noted.

First appointed to the House of Delegates in 2010 by Gov. Joe Manchin, he was elected to the Senate in 2012.

“So many things are wrong but they can be fixed,” Senator Cole told members. “It’s daunting but from a business prism, the state is a business and we can fix it. We rolled up our sleeves on January 15 and went to work. We were hard at work setting up West Virginia to be a good place to do business.”

The new Senate leader discussed the over 15 tort bills passed this session, including one dealing with joint and several liability, an issue the CAWV has promoted for a number of years.

“Even with the changes, we are only moving West Virginia from being an outlier on these issues to now putting West Virginia in the middle of the pack. I wish we could do things immediately but some things we will have to build up to,” he said.

Some of the issues addressed changed how West Virginia is perceived.

“We took politics out of judgeships by making the election of judges non-partisan,” the president stated. “There will be one election in May so they don’t have to raise money for primary and general elections.” Legislators also eliminated straight ticket voting but a few things are left to work on, including education.

“West Virginia investment in education is 7th in the country but we test 46 to 47 in the country,” Senator Cole lamented. “We can no longer accept this.” There are 42 states that have charter schools but legislation creating them in West Virginia was defeated.

Not getting much debate this session was highway and bridge funding but the Senate president said that was about to change.

“There was good conversation this week with Governor Tomblin and House Speaker Tim Armstead,” he said. “Highways are not free and it’s a difficult situation but we’re going to work it out. We know how critical it is.”

He said a few things were done this session, including passing a bill to audit the West Virginia Division of Highways to look for efficiencies, shifting money to do additional paving and refinancing road bonds that saves about $24 million over ten years. The West Virginia Legislature also plans to push Congress to develop a long-term federal highway bill.

The Senate President said he has a good working relationship with Speaker Armstead (who was scheduled to speak at the General Business Session but had to cancel due to flooding in Charleston the night before) as well Democratic senators.

“When the Republicans came to power, we decided we could have just become another one-party, one-time legislature. But the voters said we need to do something so we took a bipartisan approach to issues,” the president stated. “I’m truly proud we mostly had bipartisan effort by bringing all sides to the table. Washington has made ‘compromise’ a dirty word. That has what made this country great – it’s
about getting something done, something accomplished.”

The Senate President previously announced his run for governor.

“We’re on a great path legislatively but, at the end of the day, you can’t legislate good government. Legislators can’t do this. It has to the chief executive who needs a business view and will put good people in place to bore down on solving problems,” he commented. “None of you here today can be happy with what’s going on in your business. We can’t have West Virginia number one in construction unemployment in the nation.”

The automobile dealer, who employs about 500 people in his various businesses, said West Virginia needs to “get back to basics” to give kids an opportunity to stay in West Virginia.

“For kids to stay here, we have to create opportunity.” He said as governor he would tackle the growing prescription drug abuse problem among youth. “We have to create hope that there will be a job for them.”

A CAWV member recommended the state create a jobs bank with a clearinghouse for former West Virginians who want to return. “That’s an excellent idea,” the Senate leader stated.

He also said West Virginia is the state with the highest per capita spending on government, something President Cole said would be top priority in his administration. He also gave CAWV members an overview of the Tax Reform Committee, which is looking at ways to overhaul the state’s tax system.

“You might ask why I chose as my theme, ‘AGC Today for a Better Tomorrow,’” said Chuck Greco, CEO of Linbeck Group, LLC headquartered in Houston, Texas. “I selected it for a number of reasons, mostly because contractors like you are fighting for a number of issues that will affect the future of our industry.”

The new president outlined goals he’s established for AGC of America, including workforce development to provide well trained, motivated employees, a permanent fix to the federal highway trust fund, tax reform that applies to individual ratepayers which includes many construction firms, prohibiting reverse auctioning on construction projects and keeping regulatory burdens at a minimum.

“Regulators in Washington don’t have a clue what it takes to operate a construction firm today,” said President Greco. “A good example is the proposal to prohibit coal fly ash from being used in construction. Everything in Texas revolves around fly ash, particularly concrete. AGC was at the forefront, along with West Virginia’s Representative David McKinley (R-WV), to make sure U.S. EPA did not declare fly ash a hazardous substance. The same thing applies to other regulations such as diesel fumes emission and federal hiring quotas. The AGC Board of Directors continually reviews and decides where AGC needs to be in the future to meet the needs of our members today.”

A priority of AGC of America is tax reform. AGC supports lowering the federal tax burden on individuals, construction companies, and other business as a means of promoting investment, business development, and business expansion. AGC’s leader stated the tax code should strengthen the economy and provide businesses relief from burdensome and confusing tax rules and regulations.

“Reauthorization of a long-term federal highway bill continues to be a top AGC priority.

“We have got to stop passing short-term fixes and get a permanent, fully
CAWV Past Presidents John Casto and John Strickland greet one another at the Thursday night reception.

Dan Flesher and Dan Cooperrider thanked Senate President Bill Cole for speaking at this year’s Annual Meeting.

Brant Moorhead, Lynn Flink, Paityn Moorehead and Kristen and Kris Tawney enjoyed the Early Bird Reception.

Members were treated to a culinary demonstration of The Greenbrier’s famous recipes.

Lucas, Megan and Charlie McCulla enjoyed the Welcome Night Reception.

Beth, Skylar and Sydney Radford are all smiles during this year’s Annual Meeting.

Ryan and Micha Nehlen, Charlotte Michael and Tim Critchfield attend this year’s meeting.

Brant Moorhead, Lynn Flink, Paityn Moorehead and Kristen and Kris Tawney enjoyed the Early Bird Reception.

Members were treated to a culinary demonstration of The Greenbrier’s famous recipes.

Dave and Peggy Heeter joined John Coe during the Welcome Night Reception.

Andy Teeter, Karen Greenfield and CAWV Past President Lee Snyder catch up during the Welcome Night Reception.

Matt, Drew, John, Grady and Danielle Mairn were happy to attend the Annual Meeting.

Willie and Shannon Crane enjoyed this year’s Annual Meeting at The Greenbrier.

Julie and Eric Ramey take time to pose during the Welcome Night Reception.

Doug Meeks and Scott Pierson had a laugh during the Welcome Night Reception.

Derick, Tanner, Katie and Grace Foster were happy to participate in this year’s Annual Meeting.

Dan and Bethany Painter joined Cathy, Dan and Emily Cooperrider and Mark Pleasants during the Welcome Night Reception.

Dan Flesher and Dan Cooperrider thanked Senate President Bill Cole for speaking at this year’s Annual Meeting.
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funding highway bill,” the president stated. “The lack of political urgency is insane. We will continue to fight on our members’ behalf to secure a six-year highway bill. We have built coalitions wherever possible to get Congress to respond to this urgent need.”

Another goal of AGC is to strengthen ties between generations by cultivating young members into the construction industry. “We need to get young people involved as leaders in our industry,” the president commented.

President Greco also urged CAWV members to get involved with AGC on the national level.

“I encourage everyone to volunteer for a committee, participate in webinars and to attend the annual convention which will be held in March in San Antonio,” he said. “I appreciate everyone for your involvement in AGC of America.”

West Virginia Department of Transportation Secretary Paul Mattox Jr., P.E., was the guest speaker at the CAWV Highway/Heavy Division meeting. He announced a shift in resources from the small bridge program to the resurfacing program, necessitated due to the state’s current road conditions. The secretary explained that state DOT’s are held accountable under the congressional Drive Act to meet pavement and bridge performance standards. According to Secretary Mattox, state bridges are not bad at only 1.5 points below national standards.

“Our pavements are horrible at 14 points below the benchline,” the secretary told members. “We will have to redirect funding to paving and pavement preservation.” He estimated that funding for pavements will increase from 20 percent to 36 percent of the preservation budget. Highway members asked about continuing funding for expansion projects at the expense of small bridges projects. The secretary discussed state and federal funding challenges, including the need for another short-term fix for the expiring federal transportation bill.

Secretary Mattox said he has met with Governor Earl Ray Tomblin and legislative leaders to discuss the results of the Blue Ribbon Commission on Highways, which identified an additional funding need of $750 million for system preservation and $380 million per year for expansion – a total of $1.13 billion in additional annual funding.

“I believe the bare minimum need per year in additional revenue is $400 million,” he said. The commission’s Revenue Committee identified about $419 million in options for additional funding. The final report recommended proposals that generated $129 million.

The West Virginia Legislature passed a bill to conduct a performance audit of the WVDOH to determine efficiencies and cost cutting measures.

“A firm has not yet been selected to conduct the audit,” said the secretary, who also serves as highways commissioner. “I would expect the firm would contact contractors to learn about innovative contracting methods, increased competition in areas, changes in specifications and enhancements in
John and Julia Rainero enjoyed this year’s Annual Meeting.

Wesley Burke, Bruce Meeks, Carl Belt, Brad Wiseman and Dave Madden catch up during the meeting.

James and Tripp Dailey, Hannah Cobb, and Nate and Nicki Dailey were all smiles during the reception.

Paxton Gordon and Roger Thomas tackled the Meadows Course for this year’s golf tournament.

Lee Cooperrider shakes hands to start off this year’s golf tournament.

Mark Farris and Dave Madden take time to pose for a photo at the start of the tournament.

Lee Trevino, The Greenbrier’s golf Pro Emeritus, kick started the Annual Meeting golf tournament.

Bruce Meeker and Wesley Burke are all smiles prior to hitting the golf course.

From left to right: Steve Humphreys, Bob Brookover, Lee Trevino, Sean Mayberry, Jim Tressell and Peter Schiesser.

Patrice and Rick Johnson enjoy this year’s President’s Reception.

Steve and Debby Phagan joined Dave and Debbie Simpson at the President’s Reception.

Wesley Burke, Kevin Radford and Shannon Hapuarachy enjoy the weather during this year’s President’s Reception.

Matt, Krista, Doris and Dan Flesher pose for a family photo during the reception.

AGC of America President Chuck Greco, Linbeck Group, LLC, and wife, Brenda, attended the CAWV Annual Meeting.
New CAWV member Christian Wells and wife, Kristen, attend their first Annual Meeting.

Josh Booth and Steve Humphreys catch up during the President’s Reception.

Jamie and Cathleen Ridgeway join Adam and Christine Feathers and Matt and Carrie Bourne at The Greenbrier.

Doug, Preston, Melinda and John Logan Taylor at this year’s Annual Meeting.

Hannah Bailes, C.R. and Beth Neighborgall, Suzanne and Dave Ferguson, and Patty, Bo and Chip Sweetney.

Doug and Shawna Meeks joined Leah and John Gabhart at the President’s Reception.

From left to right: Diane and Joe Mattlin, Katheryn and Leo Vecello, Tina and Andy Jenkins, Rob and Jill Williams, and Deanna and Matt Farley.

Trap tournament winners included (left to right) Sumith Hapuarachy, Lucille Saunders, Rod Hunter, Sutton Radford and Griffin Madden.

ARTBA Past Chairman and Transportation Development Foundation Chairman Leo Vecello and wife, Kathryn.

Todd Dohnal, Brad Coleman, Brian Hahn, Todd Mortimer, Pete Morita and Randy Hall of Anderson Equipment Company and Kobelco Construction Machinery, Premier Sponsors at this year’s meeting.

Dan, Cathy and Emily Cooperrider, Mark Pleasants, Bethany and Mark Painter, Jennifer Cooperrider and Cormac Cosgrove.

Mike and Kim Davis and Claire and Laura McCutcheon pose for a photo during the reception.

Hank, Rainey, Katie and Mitch Rainero are happy to attend the President’s Reception.

Jason Hunter, Steve Diehl, Matt Powell and Bruce Dunlap catch up at the reception.

Golf tournament winners (L to R): Wesely Burke, Brad Coleman, Nate Orders, John Farley, Pete Morita, Paul Hardesty, Lee Cooperrider, Gene Thompson and Mike Gianni.
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contract administration and procurement methods.”

The secretary noted that highway revenues came in over the Governor’s Fiscal Year 2015 estimates. Actual collections for 2015 came in about $8 million over Fiscal Year 2014 actual figures. Another $24 million was made available over a ten year period by refinancing outstanding highway bonds. Secretary Mattox discussed the use of Public Private Partnerships (P3) on the Coalfields Expressway and Route 35 – at $174.4 million the largest ever contract awarded by the WVDOH. The next P3 project will be a 7.5 mile segment on Corridor H from Kerens to the U.S. 219/4 connector. Other P3 projects in the six-year plan, according to the commissioner, include the $125 million Wellsburg Bridge and 5.5 miles of U.S. Route 340 in the Eastern Panhandle.

Secretary Mattox also explained his desire to use the P3 process for replacing older county maintenance facilities.

“We are currently spending $15 million a year and we need to get into better facilities sooner,” he said. “We are probably looking for developers, not contractors, to build county headquarters, maintenance facilities, salt sheds and other facilities in nine counties that would lease the facilities back to us over an extended time period.”

The secretary provided insight into several different WVDOH funding ideas that have been floated by different individuals and groups.

“While people are hesitant to raise taxes and fees, proposals are being discussed on how to raise additional funding,” he said. Some of the suggestions include:

- Giving county roads back to the counties would save the WVDOH approximately $40 million annually. There are 36,000 miles of roads in the current state system, including 24,000 miles of county roads. This would make the state responsible for only 12,000 miles and would eliminate the need for additional taxes or fees. However, the counties would need to raise revenues to address their highway maintenance needs.

- Tolling – One idea is to issue $1 billion in bonds and repay using tolls from the West Virginia Turnpike. This would require increasing the current toll rates.

- Adding additional toll roads. Potential candidates include I-64 widening at Nitro; U.S. Route 522 in Morgan County; and WV Route 9 from Martinsburg to Berkeley Springs.

- Look at other states that have raised motor fuel taxes or increased the state sales tax and dedicate it to highways.

- West Virginia is one of a few states that tax gasoline and diesel fuel at the same rate. The federal motor fuel tax differentiates between gas and diesel, as do other states; and

- Increase fees associated with Division of Motor Vehicles, which have not been raised in years.

The Highway/Heavy Division had a number of other items on its agenda, including updates on West Virginians for Better Transportation, the recent TRIP survey of West Virginia’s roads and bridges and reports by the various subcommittees of the Joint Cooperative Committee. John Boyle, president of Mountaineer Contractors, Inc., Kingwood, was reelected division chairman.

The CAWV Building Division met and Building Division Chairman Jamie Ridgeway, March-Westin Company, Morgantown, reported that CAWV task forces have been busy working on industry issues over the past several months. Chairman Ridgeway, who also serves as chairman of the CAWV / School Building Authority of West Virginia (SBA) Task Force, reported that the SBA has asked for public comments on several changes to their policy and procedures manual. Members of the CAWV Building Division have received copies of the new policy changes and have commented that there are several items in the new policy that could have unintended consequences for both architects and contractors. The CAWV will submit comments developed by CAWV Building Division members to the SBA before the comment period deadline.

Members also discussed the new West Virginia State Purchasing Division rule that went into effect on July 1 concerning change orders. The new rule, which forbids work to be done for a change order before the change order is fully approved, came about because of a legislative audit. The Legislative Auditor found that West Virginia State Code does not allow payment for a change order where the work has
been completed prior to the approval of the change order.

The issue has also caused the state Purchasing Division to make changes in the AIA 201-2007 Supplemental Conditions to address the new change order rule. The new AIA 201-2007, dated July 1, 2015, has started appearing in state projects. In a meeting with state Purchasing Division officials, they stated that the intent of the new supplemental condition changes was to address just the change order issue and not to affect other parts of the contract. Several members expressed concern over some of the language that was changed and believe that it may impact projects beyond just the change order process.

The CAWV will continue to meet with State Purchasing and the Governor’s Office to work on the issue to come up with a solution, both short term and long term, to allow contractors to continue work on a project when a change order is issued.

Building Division members discussed several other industry issues that will be placed on the agenda of the next CAWV Joint Architects Committee Meeting. James W. Dailey III, W. Harley Miller Contractors, Inc., Martinsburg, was elected chairman of the Building Division.

Tim Spradling, president of Benchmark Construction Company, Hurricane, was elected as Utility Division Chairman at the Utility Division meeting during the CAWV Annual Meeting. Division members were brought up-to-date on activities of the West Virginia Infrastructure and Jobs Development Council and the Water Development Authority by Division Director Mike Gianni, The James White Construction Company, Weirton. The group discussed the current status of prevailing wage and implications to the industry over all. CAWV Vice President Scott Pierson noted that change orders have become a difficult issue with many agencies and that other divisions were experiencing the same issues.

AGC National President Chuck Greco urged CAWV Utility Division members to participate in the AGC Utility Infrastructure Conference which will be held in Louisville, Kentucky from September 28-October 1, 2015. Several other industry issues were discussed during the meeting and those issues will be placed on the agenda of the next CAWV Joint Utility Committee meeting.

Nearly 400 members, guests and children attended this year’s meeting, one of the largest attended meetings in recent years. The meeting began with a reception at the Golf Club on Thursday followed by the CAWV Board of Directors meeting on Friday in which a number of industry issues were discussed.

Lee Trevino, The Greenbrier’s new Golf Pro Emeritus, welcomed members to the golf tournament and started the shotgun tournament. There were also fishing and trap tournaments with awards being presented at the President’s Banquet.

Outgoing CAWV President Dan Flesher thanked members for their hard work throughout the year to advance the CAWV’s agenda. President Flesher also encouraged members to get a CAWV “Hard at Work” license plate for their personal vehicle and company fleets.

“Outgoing President Dan Flesher thanked members for their hard work throughout the year to advance the CAWV’s agenda.

“The Public Relations Committee has set a goal of having 1,000 CAWV license plates traveling West Virginia’s roads. The plates are unique and attractive and they will spread the word that contractors are “hard at work” building a better West Virginia.” There are currently over 325 plates on members’ vehicles.

CAWV’s 2015-2016 President Dan Cooperrider, president of Old Castle Materials, Mid-Atlantic Division, Dunbar, thanked the outgoing president and praised him for this service to the association.

“There has been a lot of transition in our industry and our state recently,” he said. “Through all the transition and the political change, Dan has been the rock in keeping our committees and our staff engaged and moving in the right direction. He did a great job leading our association this past year,” the new president commented.

Incoming President Dan Cooperrider outlined his goals and objectives as the new CAWV leader.
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When is it Time to Outsource Fleet Management?

A company’s fleet is a vital part of its business, and the dependability of that fleet is critical to how a company can reliably carry out its day-to-day activities. To stay healthy, fleet vehicles need routine maintenance, proper management and timely cycling. However, maintaining a fleet of any size often requires valuable time and resources. If not cared for properly, an aging or poorly maintained fleet can severely limit a company’s ability to be successful.

Outsourcing fleet management can be a smart choice for some companies, but it isn’t the best fit for all business needs and situations. Here are a few things to consider before deciding whether to own or outsource fleet management to a professional.

Finances and Cash Flow

Many businesses that own and finance their fleet tap into their bank line of credit to acquire vehicles. For businesses with significant financial capital and lines of credit, this approach may not be an issue. However, other businesses may find this significantly restricts financial resources that could be better spent elsewhere.

By acquiring vehicles through a professional fleet management company that will own the vehicles, a separate line of credit may be established. This approach allows the business to leave its line of credit open for other opportunities and needs that require capital. In addition, fleet management companies often have flexible leasing arrangements, which can lessen the amount of debt on a company’s balance sheet as compared to traditional loans. This can reduce financial risk, improve the cost of capital and increase the value of the business overall.

Size of the Fleet

Every fleet and business situation is different. In general, fleets with 25 or more vehicles benefit the most from engaging with a professional fleet management company, as fleets of this size start to have opportunities to improve efficiencies and lower the overall cost of ownership.

Engaging with a fleet management company can help a business determine a custom solution based on the many variables that are unique to its industry.
situation—desired budget. After an analysis of an existing fleet, a business may find that there are ways to adjust their fleet composition and save money. For example, a fleet management professional may recommend a plan that includes downsizing the fleet, creating a pool of shared vehicles or changing the type of vehicles to optimize overall fleet utilization.

Maintenance and Upkeep

It’s a great feeling to completely own a vehicle, but it’s also no secret that older, high-mileage vehicles can be more trouble than they are worth. Vehicles that are past their prime may prove more expensive in terms of higher and more frequent maintenance and fuel costs, as well as opportunity costs due to lost productivity.

Businesses across the country are also starting to be more mindful of the impact their fleets have on the environment, and their customers are too. Newer, more fuel-efficient vehicles have better fuel economy and lower emissions than older vehicles that have accumulated wear and tear. Unfortunately, keeping a fleet fresh by replacing vehicles every few years can be a major capital expense. A fleet management company can help businesses manage that cost and give them peace of mind that their fleet is well-maintained and cost-efficient. Full-service fleet management companies can also provide a series of other services that may be needed, including routine and regular maintenance, vehicle registration and use reporting, licensing and registration, insurance and fuel cards that automatically monitor fuel purchases and miles for each vehicle.

Remarketing

In addition to purchasing and maintaining vehicles, businesses need to manage when and how vehicles are sold. Most businesses likely don’t have relationships with dealers and auction channels, so they may not be getting the best deal when selling their vehicles.

A fleet management company can ensure that vehicles are replaced after they have reached the optimum point in their lifecycle, as well as help achieve maximum resale value. Due to the nature of their business, fleet management companies are often remarketing experts as well. A proper cycling and remarketing program considers many factors, including time of year, mileage, vehicle type, age, maintenance history and the current used vehicle market.

The Final Choice

In the right situation, outsourcing fleet programs can free up time and financial resources, while offering businesses new, well-maintained vehicles that use cleaner vehicle technology. A fleet management company can be a full-service resource for ensuring that every dollar spent to buy, operate and replace vehicles over a period of time results in the best economic solution for their customers.

Anthony MacDonald is the Director of Fleet Management for Enterprise Holdings in West Virginia. Enterprise Fleet Management is a privately-held, full-service fleet management business for companies, government agencies and organizations with medium-sized fleets.

By Tony MacDonald

Enterprise Fleet Management helped promote the CAWV “Hard at Work” West Virginia license plate at this year’s West Virginia Construction and Design EXPO. Members can obtain the plates on their fleet of vehicles to show their support for the construction industry.
The CAWV’s award-winning campaign, “Hard at Work”, is a strategic communication plan designed to promote the construction industry. CAWV members have embraced the “Hard at Work” logo in their organizations with signs and banners, and have also incorporated the logo in their company letterhead, on their vehicles and in their advertising.

Members have been hanging signs and banners on job sites across West Virginia to help promote their company and the construction industry. Since 2000, CAWV members have placed over 250 signs and banners across the state. “Hard at Work” banners are intended to raise the visibility of contractors while showing pride in the industry. A top priority of the campaign is to improve public perception of the industry, in turn, leading to renewed interest in construction as a career. All CAWV members are encouraged to become involved in the association’s “Hard at Work” campaign.

Any member that is using the “Hard at Work” logo in their operation is invited to e-mail a photo for inclusion in future issues of WVCN or on the CAWV website. To order a sign, banner, or request a CAWV logo, contact Cassidy Webb at (304) 342-1166 or cwebb@cawv.org.
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CONSTRUCTION BRIEFS

Change the streetscape and it changes the mindscape. Someone said that to Charles Holley when the Old Main Corridor Project existed only on paper. More than a decade later the project - which aims to provide a better link between Marshall University and downtown Huntington on 4th Avenue through improved lighting, new sidewalks, plantings and paved streets - has spanned most of Holley’s career as executive director of the city of Huntington Department of Development and Planning. The final plan for the Old Main Corridor Project was unveiled in 2008. It included lighting similar to that on 3rd Avenue, a reduction of 4th Avenue to two lanes with left turn lanes at intersections, the construction of bicycle lanes, and refurbishing and widening sidewalks. Construction on Phase I began in 2008 and consisted mostly of altering sidewalks and driving lanes between 8th and 10th streets. Phase II construction improving sidewalks and landscaping between 14th and 16th streets began in 2010. Phase III involved doing more of the same between 13th and 14th streets and was completed in 2012 at a cost of $500,000 using stimulus money and a Transportation Enhancement Grant. Contractor on the project is C.J. Hughes Construction Co. of Huntington...

At the end of August, more than 1,300 beds were filled by WVU students — from freshman to seniors — at the university's newest residential complex, University Park. The $90 million, seven-acre complex is a public-private partnership between the university and University Park at Evansdale LLC. The LLC was responsible for the construction and development costs, and the university will manage the complex as on-campus residential housing. And after the university pays it off, the two entities will enter into a profit-sharing agreement. The complex is broken down into three parts: Residence halls, apartments and retail space, which will be over-looking a large artificial turf courtyard. Contractor on the project is March-Westin Company, Inc. of Morgantown...

Unless there’s a bureaucratic miracle, Charleston’s proposed bike lanes along Kanawha Boulevard West won’t be built this year. Instead, city officials are now eyeing the spring of 2016 for construction to begin. The 1.8-mile bike lanes have been caught up in red tape for months, and City Manager David Molgaard said the soonest the city could bid out the project is in the fall — right as asphalt plants begin to close for the year. Currently, the city is waiting on final construction drawings from TRC Engineers, Inc. of Charleston, the company that designed the bike lanes. Once that’s completed in the next few weeks, the city will forward the drawings...
to the state Division of Highways and ultimately the Federal Highway Administration for approval. Once those agencies give the “OK,” the bike lanes can go out for bid. It could take about six weeks for the entire bid process to be completed...

- Representatives from the City of Kingwood, West Virginia Division of Highways, Region VI Planning & Development Council and Chapman Technical Group of St. Albans toured parts of downtown Kingwood to get design ideas for the upgrading of sidewalks and handicapped accessible ramps. The tour was for phase one of a three-phase project grant received by the City of Kingwood from the Transportation Alternatives Program (TAP). Sidewalks will not be widened, but some of the lamp posts may be removed in order to obtain the recommended ADA sidewalk width. Decisions on that won’t be made until after the design phase and plans are approved...

- The preliminary plan for Procter & Gamble’s $500 million manufacturing plant have been submitted to the Berkeley County Planning Commission. The plans propose building in two phases on a 458-acre site in the Tabler Station Industrial Park. The detailed plans that were submitted are for 2.9 million square feet of manufacturing, office and distribution space, Berkeley County Planner Steve Thomas said. The sketch plan submitted earlier this year came in at their maximum anticipated build out. Changes under the sketch plans can be made without going through that process if those changes do not exceed the 4.8 million square foot threshold or add to traffic and other variables. The county received around $140,000 in plan review fees for the plan, Thomas said. They’ve also authorized unlimited overtime for staff to make sure the work on the more than 200-page plan from P&G does not interfere with other projects. The company hopes to get their grading permit in October to begin construction in the late fall or early winter...

- Construction on phase one of the $8 million Elkhorn Water Project is nearing completion. Phase one of the project will serve approximately 240 families in the Mayberry, Switchback and Elkhorn communities. Some of the previous water lines and plants along U.S. Route 52 in McDowell County pre-date World War II. According to McDowell Public Service District Executive Director Mavis Brewster, crews are preparing to pull bacterial samples to test the new tank and water line. Brewster said funding has not yet been secured for phase two of the project. Phase two of the project would start in the Upland community and continue into the towns of Northfork and Keystone. Engineer on the project is E.L. Robinson Engineering Co. of Charleston. Contractor is Famco, Inc. of Huntington...

- Heavy rains this summer created more problems for the state Division of Highways and contractors working for Appalachian Power along U.S. Route 60 at Cedar Grove in eastern Kanawha County. The rain loosened more material which slid into the roadway which closed for days. Work to stabilize the 100 to 200-foot section of the steep bank alongside the road continued to be a complicated process. Walker said Appalachian Power’s contractor made progress in reopening an old service road the company built above the cliff in 2011. The slide originated further up the mountain, but the road has enabled them to get heavy equipment into the area further up the mountain. Contractor on the project was Central Contracting, Inc. of St. Albans...

- West Virginia American Water Company got a chance to showcase $3 million in upgrades to its...
Huntington Water Treatment Plant. In a rare opportunity to tour the plant, guests from throughout the community took a look inside and learned a bit about how water is pumped in from the Ohio River, processed into clean drinking water, and pumped out to 39,270 customers in the region. The Huntington Water Treatment Plant is West Virginia American Water’s oldest plant, having originally opened in 1886. It has expanded through the years, the newest portion being a grit removal system that opened this year which is the first of its kind in the nation that has been installed in a water treatment facility...

- Princeton based companies Eastern Vault Company, Inc. and American Block Company, Inc. were purchased in July, led by a group of investors which included Cornerstone Capital Partners and PNC Mezzanine Capital. Eastern Vault and American Block are manufacturers of concrete block products, including beams used in bridge construction, precast manhole, box culverts, vaults, open topped drains and other infrastructure products. Bill Calfee founded the companies and after 45 years, enlisted Global Growth Partners to secure “the right buyers” for EVCO and ABCO...

- As people flock to the Wave Pool in Hurricane on another hot day, they can rest assured about their favorite swimming hole’s future – it’s one step closer to getting a new lease on life. Officials want to make sure people can come here to cool off for many years to come and have hired an engineering firm to put a new liner in the pool. Terradon Corporation of Nitro has been chosen to hire the contractors and oversee the work of putting a liner in the pool. Last spring, commissioners earmarked $450,000 for the project. The Wave Pool is part of a tax increment financing district, meaning the county commission has set aside a portion of tax money into a “savings account” for projects such as infrastructure improvements and upgrades...

- Clean drinking water is expected to flow in early 2016 to several hundred additional families in McDowell County. Contractors are making positive progress on the new $12.2 million Big Sandy to Roderfield water project, which should be completed early next year. The project has the potential to serve
500 families, and more than 350 customers are already signed up for county water, McDowell County Public Service District Administrator Mavis Brewster said. The project involves a doubling of the pumping capacity of the existing Coalwood water plant, the addition of a back-up generator so that water service will continue in the event of a power outage, and improvements to related water lines. The project also includes funding for an office expansion and the construction of a new conference room for the PSD building in Coalwood. Brewster said the PSD is celebrating its 25th year of operation of providing clean drinking water to families across McDowell County.

Stafford Consultants, Inc. of Princeton is the engineer on the project. Contractors include Pipe Plus, Inc. of Nitro and Famco, Inc. of Huntington…

- West Virginia Department of Transportation officials are using a new technique in Kanawha County to fix a segment of road that is in dire need of repair. Carrie Bly, spokesperson for the Department of Transportation, said crews are installing pre-fabricated slabs of concrete along a section of U.S. 60 in Charleston, just off of Interstate 64/77 Exit 97. The $2 million contract, which was awarded to St. Albans-based Orders Construction Company, calls for the resurfacing of the two-lane concrete road, which was left with deep potholes this spring. Instead of removing the old concrete and pouring in new concrete, the contractors are bringing in ready-made pieces of road by truck that are installed like pieces of a puzzle. Bly said the concrete for the road is being cast locally by Foster Supply, Inc., Scott Depot. Crews are working at night to minimize interruption to traffic patterns. She said precast concrete has never been used for a highway project in West Virginia. Highway officials are using it as a pilot project to evaluate the use of precast concrete in future highway resurfacing projects…

- Changes will soon be coming to the state Capitol Complex grounds, with the awarding of a $3.04 million contract to enhance security around the Governor’s Mansion and to convert two parking lots next to the Culture Center into a bus turnaround. State officials met with representatives of Wise-man Construction of Charleston, the successful winning bidder for the project. Once a notice to proceed is signed, Wiseman will have 120 days to complete the work. Enhancing security around the Governor’s Mansion has been an issue for years. In 2009, the state took bids to build a tall, 960-foot-long wrought-iron fence around the mansion and extending on to the mansion driveway entrance on Greenbrier Street, but the project was abandoned after a public outcry. The new contract also includes construction of a security fence around the mansion, but one that architects said should preserve the park-like atmosphere of the Capitol grounds…

- A coal company store off McDowell County’s Route 52 started decaying after mines closed down, but now it’s heading toward new life as a museum detailing life in a coal company store. Located just outside the town of Kimball, the former store was constructed by David E. Houston, local historian, author and playwright Jean Battlo said. The company store was a hub for life in the coalfields. Battlo led the way to an adjoining room. Here, miners could come through a side entrance and up to the big iron gates in front of the counter. It looks like the counter of an old-fashioned post office, but even larger. Miners received their pay there and took care of other personal business. Battlo also pointed out the big walk-in safe that is still in place. Work continues on the exterior. Terry Stillwell of Swope Construction, Bluefield, said a subcontractor cleaned the brick walls. The project started before Christmas 2014, but the effort
had to halt due to bad weather. Now finishing touches on the exterior are underway. A new concrete ramp and other features will offer handicap accessibility...

- About 500 elementary students in Huntington will move into a new building at the start of calendar year 2016. Their new school, the Explorer Academy, is a consolidation of Peyton and Geneva-Kent elementaries. The school will be in the remodeled building that formerly housed Beverly Hills Middle School, which was replaced by the new Huntington East Middle School building halfway through the 2013-14 school year. Designer on the project is ZMM Architects and Engineers of Charleston. Contractor is Geiger Brothers, Inc. of Jackson, OH...

- Bids were accepted for wastewater treatment plant improvements in Williamstown. Low bidder on the project was C.J. Hughes Construction Company for $209,222...

- West Virginia’s new 20,000 sq. ft. art museum opened after six years of planning, fundraising and construction. The museum is located on the Evansdale campus and connected to the existing Art Education Center. The university says two exhibition galleries totaling 5,400 square feet will house more than 3,000 works of art. Contractor was March-Westin Company, Inc. of Morgantown...

- U.S. Senators Shelley Moore Capito (R-WV) and Joe Manchin (D-WV) announced more than $614,000 in federal funding from the U.S. Department of Transportation’s (DOT) Federal Aviation Administration for infrastructure improvements at the Upshur County Regional Airport. “Maintaining our regional airports and transportation infrastructure is important to West Virginia’s economy,” said Senator Capito. “Not only do we have an obligation to ensure West Virginians and visitors can safely and conveniently travel to and from our state, but we must also continue making improvements that will attract more businesses and jobs. These funds will benefit Upshur County and the entire Mountain State.”

“Having safe and reliable infrastructure and equipment at our airports helps us attract business opportunities that drive economic development while keeping travelers safe,” Senator Manchin said. “I am committed to making West Virginia a more competitive place to work and do business, and I am truly pleased that the Upshur County Regional Airport will have the opportunity to make vital infrastructure improvements with these funds.”  

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