

The Exchange



The Newsletter of The Builders Exchange of Central Ohio • October 20, 2009
 Phone: 614/486-9521 • Fax: 614/486-7620 • bx.org
 Published Weekly by The Daily Reporter.

Don't miss your opportunity to be part of the 2010 Rising Leaders Institute

Applications are now available for the 2010 Rising Leaders Institute.

The Rising Leaders Institute is limited to 25 students on a first come, first serve basis. The past two classes of the program reached capacity quickly so get your application in today!

For more information and application go to bx.org or contact Paula Hammer (ext. 217) at the Exchange.



BX ANNUAL MEETING TO BE HELD NOV. 19

Four BX board candidates presented for approval

The Builders Exchange Board Nominating Committee proudly presents four candidates for approval at the 2009 BX Annual Meeting on Thursday, Nov. 19. Their terms will be for two years on the Exchange Board of Directors, from Jan. 1, 2010 to Dec. 31, 2011.

The Nominating Committee – Gene Belew (Senior Member), Ed Keener (Korda/Nemeth Engineering, Inc.), Ben Sleeper (Bruner Corp.) and Mac Ware (Ware Construction Consulting, Ltd.) – interviewed and endorse the applicants.

The four candidates represent a wealth of service to the Builders Exchange and the community.

Members and guests are invited to attend the BX Annual Meeting on Nov. 19, at the Aladdin Shrine Center. Tickets are \$50 per person or 10 for \$450. To purchase tickets, contact Deb Murphy (ext. 233) or Pam Austin (ext. 222) at the Exchange or register online at bx.org.

117th BX Annual Meeting

Thursday, Nov. 19, 2009

5 to 6:45 p.m. Networking and Hors d'oeuvres

6:45 to 8 p.m. "Celebration of Excellence" audio/visual program

Aladdin Shrine Center, 3850 Stelzer Road

Thank you

to the 2009 Annual Meeting Sponsors

STAPLES Advantage

CGI BENEFIT SOLUTIONS

HEALTH • WEALTH • WISDOM



Brian Dew
Mid-City Electric Co.

Brian Dew is president of Mid-City Electric Co. and has nearly 30 years of industry experience.

He holds a bachelor's degree in business administration and economics and a master's degree in business administration and management from The Ohio State University.

Seeking his second term on the BX Board of Directors, Brian has served on the BX Cornerstone review committee and participated in the Rising Leaders focus group. He has been a task force member of the BX-launched industry initiative "Building an Environment for Success Together" (BEST). Brian has also been active in an Idea Exchange Group and has volunteered as an education program instructor at the Exchange.

He has been a task force member of the BX-launched industry initiative "Building an Environment for Success Together" (BEST). Brian has also been active in an Idea Exchange Group and has volunteered as an education program instructor at the Exchange.

Brian is a member of various industry and community organizations including the National Electrical Contractors Association, Franklinton Board of Trade, American Subcontractors Association, Boy Scouts of America and Mount Carmel Foundation.



Katherine Gatterdam
The Columbus Coal & Lime Co.

Kathy Gatterdam is CEO of the Columbus Coal & Lime Co. and has worked in the industry for nearly 20 years.

She holds dual bachelor's degrees from the University of Michigan and a law degree from Capital University.

Seeking her third term on the BX Board of Directors, Kathy has served as president of the BX Foundation Board. She is an Outreach speaker, has served

as a Craftsmanship Awards judge and a BX Scholarship trustee. She has also been active with the construction internship program co-sponsored by the BX and the OSU Knowlton School of Architecture.

Kathy is involved with community organizations including the Franklinton Historic Society, Columbus Rotary and the St. Catherine of Sienna Choir. In addition, she has served on the American Red Cross E-Team and is a past president of the Franklinton Board of Trade. Kathy was Rotarian of the Year in 2007 and was named to the "Forty under 40" from *Business First*.



Joel Korte
Brickman

Joel Korte is division vice president of Brickman and has been involved in the commercial construction industry for more than 20 years.

A veteran of the U.S. Air Force, he holds an associate's degree in landscape contracting/construction and a bachelor's degree in landscape horticulture from The Ohio State University.

Seeking his fourth term on the BX Board of Directors, Joel has been an Idea Exchange Group facilitator and has served as a BX Scholarship trustee and Craftsmanship Awards judge. He has been a speaker for the BX Outreach Program and has served on the board nominating and Cornerstone review committees.

Joel has received national accreditation as a Certified Landscape Professional, and has won multiple state, local and national awards for landscape craftsmanship. He is past president of the Franklin Park Conservatory board and currently serves as a board member for the Friends of Franklin Park. Joel is also on the advisory board for landscape curriculum at the OSU Agricultural Technical Institute and serves on the Bishop Watterson High School facility planning committee.



Mark Setterlin
R.W. Setterlin Building Co.

Mark Setterlin is executive vice president of R.W. Setterlin Building Co. and has been in the commercial construction industry for nearly 15 years.

He holds a bachelors degree from Denison University.

Seeking his first term on the BX Board of Directors, Mark is a graduate of the inaugural class of the Rising Leaders Institute, served as a BX Scholarship trustee and is an Outreach speaker. He has chaired the

Cornerstone review committee and served on the board nominating committee. Mark has also served on the BX Foundation Board and is an education program instructor at the Exchange.

Mark has served as the corporate chair for the American Diabetes Association's Step Out for Diabetes. He is a member of the Audubon Society and Ohio Wildlife Center, was named to the "Forty under 40" from *Business First* and has received LEED AP certification from the U.S. Green Building Council.

Why do you belong to the Exchange?

For younger members, BX greatest value is meeting wide range of professionals

Why are you a BX member? For our 1,000 member firms, the answers are wide-ranging ... and that's a good thing.

Younger members find the Exchange provides an introduction to a wide range of contacts in a setting that's not an awkward business meeting.

Matt Justus (BBC&M Engineering, Inc.) was encouraged to get involved at the BX early in his career by manager Ron Erb, an Exchange board member.

"As a consultant in the industry, I really appreciate the opportunity the Exchange gives me for social interaction," Justus said. "It can be hard to set up marketing visits, and at BX events I can meet dozens of clients or potential clients."

Justus has volunteered as a BX Community Outreach speaker, visiting local schools to promote careers in construction. A regular participant in activities such as the "Idea Exchange" groups, he was a member of the first class to graduate from the BX Rising Leaders Institute in 2007.

"Matt is an ideal example of really using the association to expand your business relationships," noted Cathy Blackford, executive director. "At our golf outing, open house, annual meeting—there he is, meeting and greeting a whole new group of young members getting involved."

"They are the future leaders of our industry, building their relationships here."

Noting that the Exchange is about to launch its fourth class of the year-long Rising Leaders Institute, Justus understands the importance of his participation.

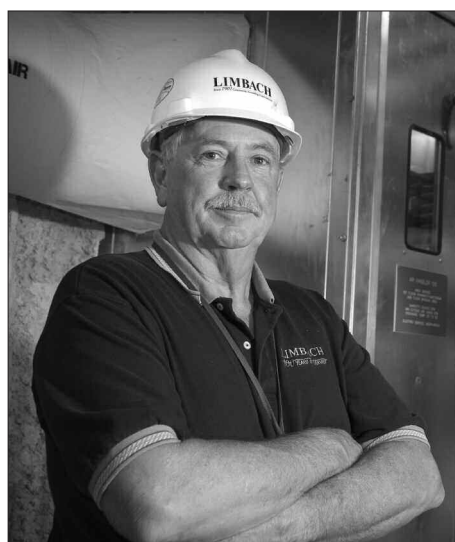
"With this fourth class of 25, we'll have 100-plus young graduates who will be moving forward in our industry. I'm glad to part of this group, knowing we can call on each other for help and ideas."

Why are you a BX member? Share your perspective so other firms might learn about a new way the association can work for them. Contact Blackford at 614-486-9521, ext. 234 or at cblackford@bx.org.



Matt Justus
Project Engineer
BBC&M Engineering, Inc.

2009 BX CRAFTSMANSHIP AWARD RECIPIENT



The Craftsman: David Vicars of Limbach Co., LLC
His Winning Work: Replacement of critical air handling units at Mount Carmel West Hospital

David Vicars led a crew of 12 to replace six critical air handling units at Mount Carmel West Hospital. Vicars was responsible for the sheet metal portion of the installation.

A tight timeline, limited work space, the size of the new and existing equipment and keeping the hospital operational throughout construction all presented challenges on the project.

Vicars and his crew had just two weeks to complete the replacement of each unit. The installation included enclosing the existing structural steel within each new unit's housing.

As each unit was replaced, the system downstream had to remain in service by utilizing a separate, temporary unit located outside the building. Vicars developed the layout for the temporary system that

included ductwork inside the already tight confines of the mechanical room.

Properly staging the new equipment was an instrumental part of ensuring a smooth transition as there was literally no room for error.

A member of Sheet Metal Workers Local 24, Vicars has been employed by Limbach Co. for 22 of his 30 years in the industry.

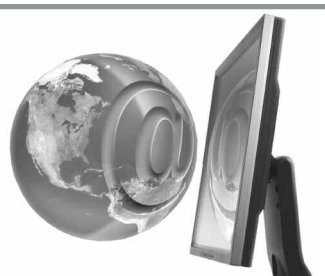
This is Vicars' second Craftsmanship Award. He was also recognized in 2002 for his work at the Groveport Municipal Building.

This year, the Builders Exchange will honor 13 Craftsmanship Award recipients at the BX Annual Meeting on Thursday, Nov. 19, at the Aladdin Shrine Center, 3850 Stelzer Rd.



Visit our website at

BX.ORG



Highlights from next page...

- Employer program - pandemic preparedness
- Drug-free workplace training
- What can you buy for less than \$1?
- Upcoming BX classes
- Tough times don't last - tough branding does
- Bid List

Affordable employer programs about current industry issues

Learn key components for pandemic preparedness

According to the Centers for Disease Control and Prevention website, cdc.gov, Ohio is currently one of 37 states experiencing widespread influenza activity. The site also states that nationwide, visits to doctors for influenza-like-illness are higher than expected for this time of year.

These statistics are not meant to induce panic but to make employers understand there is a real possibility that central Ohio businesses could soon be feeling the impacts of a flu pandemic.

Protecting your workforce and having a plan in place to address the impact a pandemic could have on your company are two topics that will be covered in the upcoming program "Preparing for a Pandemic".

The program will be held on Wednesday, Nov. 4 at the Exchange.

Registration is from 8 to 8:30 with the program running from 8:30 to 9:30 a.m. and the cost to attend is \$25 per person.

The Ohio Health Department's Chief of the Bureau of Infectious Disease Control, Barbara Bradley, RN, MS, will cover the topic of preparedness including:

- The current H1N1 situation
- Personal Preparedness
- Business Preparedness
- Key components of a good plan
- Resources to help your company put a plan in place

Attendees may register on the BX website, or by contacting Melanie Kitchen, (ext. 215) at the Exchange.



Your link to the construction community

Register now for "Sitting with the Experts: Strengthening your Small Business"

Paying attention to basic business fundamentals is more important than ever in today's economy. Basics in finance, banking, insurance, bonding, contracts and other legal issues will all be addressed at the upcoming BX program "Sitting with the Experts: Strengthening your Small Business".

The two-hour session will be held on Tuesday, Oct. 27 at the Exchange. Registration starts at 7 a.m. and the panel presentation is from 7:30 to 9:30 a.m. Cost is \$25 per person.

The program is a rotating roundtable format. Attendees will have the chance to talk informally in small groups with an expert leading the discussion and rotate tables throughout the session.

Participants will hear from experts Bob Biehl, director of assurance and business advisory services at GBQ Partners, Doug Houser, senior vice president at

FirstMerit Bank, Jack Kehl, vice president and surety producer at Willis HRH, Jeff Sondles, assistant vice president at Willis HRH and Stephen Withee, construction law and litigation attorney at Frost Brown Todd LLC.

The experts will cover topics such as:

- obtaining financing
- what to expect of your bank
- surety bonds
- balance sheet structure
- understanding insurance coverage and what you really need
- being prepared for audits
- contract issues
- claims process with liens and bonds

This program is ideal for business owners, along with any manager involved in your company's strategic direction.

Attendees may register on the BX website, or by contacting Melanie Kitchen, (ext. 215) at the Exchange.

UNBELIEVABLY LOW PRICES

What can you buy for less than \$1?

Through the partnership between the BX and Staples Advantage, members can save an average of 20% on Staples' already low-priced office products.

Compare the following prices to what you are currently paying:

- 1 1,000 ct. box of paper clips 79¢
- 1 dz. 1/2" binder clips 29¢
- 1 dz. #2 pencils 55¢
- 1 dz. Ballpoint Stic pens 75¢
- 1 5,000 ct. box of staples 15¢

If you haven't taken advantage of the Staples Advantage program yet, what's stopping you?

BX members may choose to place their orders by internet, phone or fax. With Staples' extensive network of fulfillment centers, you can be assured of next-business-day delivery on orders placed by 4:30 p.m.

For more information – or for a price comparison – contact David Leopold at Staples, 800/344-5476 ext. 222 or david.leopold@staples.com, or contact Michelle Kadisevskis (ext. 219) at the Exchange.



VERIZON WIRELESS

Dedicated to helping you with your wireless communication needs

If you are looking to add more lines, upgrade your current service, our purchase new products, let Verizon help you find a solution for your specific business. Verizon has

dedicated business account executives designated to work with BX members to help you find a solution to best suit your needs. Verizon Wireless has been the exclusive wireless partner for the Builders Exchange for well over a decade, offering service and discounts to employers and their employees. If you currently have five or more business lines, your company and your employees could be eligible for special discounts, while having access to manage your account online! You'll be able to see reports and usage and have access to order phones right from your computer. Simply go to verizonwireless.com to register.

Make sure your business is taking advantage of all the benefits Verizon has to offer. For more information, call your Verizon Wireless representative or contact Rich Colley, manager of business sales, at 614/580-9695 or rich.colley@verizonwireless.com. Check out bx.org to find your business account executive.



Tough times don't last – tough branding does

Will this economic downturn cause your company to fade away in the minds of your customers?

Even with a minimal marketing budget, there is a way to keep your company's name in front of your buyers. An online display ad on the BX website is the place to give your brand a wake-up call through our strong and trusted presence in the commercial construction market.

Take a look at the valuable additional features that will set you apart from other BX members' listings - *for less than a dollar a day*:

- your company logo prominently displayed
- a live link to your company's website
- priority ranking – members with online ads appear first (alphabetically) on the results page of online searches
- customized promotional information about your company's business
- listings of the products and services you offer

Use the BX website to achieve your highest branding expectations for just \$325! (*Ads run through August 31, 2010.*) The BX will even design your ad for you at no additional cost.

Contact Becky Covey (ext. 232) or Sanda' Elkins (ext. 216) at the Exchange to get serious about your marketing in this tough economy.

ONLINE...YOU GOTTA BE THERE.
BX.ORG

DRUG-FREE WORKPLACE POLICY = SAFE WORKPLACE

DFWP training for employees and supervisors

A drug-free workplace program is an essential component of having a safe workplace. This week, the U.S. Department of Labor is staging its annual Drug-Free Work Week, dedicated to communicating the importance of working drug free.

The BX understands the benefits that drug-free workplace programs bring, and offers drug-free workplace training for your employees and supervisors.

The BX is next offering these two-hour training sessions on Thursday, Nov. 5, at the Exchange.

Time: Employee Education 8 to 10 a.m.
Cost: \$35 for BX members
\$50 for nonmembers

Time: Supervisor Training 10:30 a.m. to 12:30 p.m.

Cost: \$55 for BX members
\$75 for nonmembers

Class requirement: Students must submit a copy of their company's DFWP policy prior to the start of the class.

To register, please contact Stacey Kruse (ext. 226) at the BX, or register online at bx.org. To get resources and specific ideas on how your organization can support Drug-Free Work Week, visit the Department of Labor Web site at dol.gov.

To register for any BX course or event, contact the

Builders Exchange of Central Ohio
phone 614/486-9521 • fax 614/486-7620
online at bx.org



BX Safety Training

Use the BX as your safety training resource

- STANDARD FIRST AID/CPR**
Date: Tomorrow, Wednesday, Oct. 21 (Registration and a continental breakfast: 7:30 to 8 a.m.; Program: 8 a.m. to 2:30 p.m.)
Speakers: Sanda Elkins and Kelly Purcell (Builders Exchange)

Fee: \$45 for participants in the BX Workers' Comp Group
\$65 for other BX members
\$95 for nonmembers

Certificates: One in CPR, good for two years, and one in Standard First Aid, good for three years

- CPR CHALLENGE REFRESHER COURSE**
Date: Thursday, Oct. 22 (2 to 4 p.m.)

Speaker: Mary Logan So (Builders Exchange)
Fee: \$35 for participants in the BX Workers' Comp Group
\$45 for other BX members
\$65 for nonmembers
Certificate: One in CPR, good for two years

- SAFETY FOR THE FIELD SUPERVISOR**
Date: Tuesday and Thursday, Oct. 20 and 22; Program: 10:30 a.m. to 1:30 p.m.
Day One Instructors: Randy Pettit (Elford, Inc.), Jim Kaho (The Myron Cornish Co. of Columbus) and Debbie Webb (Ruscilli Construction Co., Inc.)
Day Two Instructor: Brian Basbagill, CSP (Safex)

Fee: \$69 for participants in the BX Workers Comp Group
\$99 for other BX members
\$149 for nonmembers

- SAFETY COUNCIL OF GREATER COLUMBUS – WHAT'S NEW IN PPE? OR UPDATE ON BWC PROGRAMS AND REQUIREMENTS**

Date: Wednesday, Nov. 4 (Registration, networking and a hot breakfast: 7:30 a.m.; Program: 8 to 9:30 a.m.)
Location: The Makoy Center, 5462 Center St., Hilliard, OH 43026

Speakers: Brian Basbagill, CSP (Safex) and Brad Hunt (RiskControl360)
Sponsors: VocWorks and RiskControl360
Fee: Free to SCGC members only
\$35 for nonmembers of the SCGC

Unless otherwise noted, classes are held at the BX, 1175 Dublin Rd. Most courses offer OCILB credit, please call to verify. To register, contact Kelly Purcell, (ext. 223) at the Exchange.



BX Class Notes

Below is a list of upcoming BX education classes. For more information and a complete list of classes offered, visit bx.org.

- FIELD SUPERVISION & JOBSITE MANAGEMENT II***
This advanced-level program is for experienced superintendents looking for management techniques, organizational methods and practical ideas on managing jobsite problems. Prerequisite for this course is the BX program, Field Supervision & Jobsite Management I or at least six months of experience as a field superintendent.
Date: Mondays and Wednesdays, Oct. 26, 28, Nov. 2 and 4 (4:30 to 6:30 p.m.)
Fee: \$229 for members
\$329 for nonmembers

- LEADERSHIP ON THE JOBSITE***
Today's field superintendents and project managers are expected to lead. In this class you

will learn what leadership is and how to apply it to the jobsite.

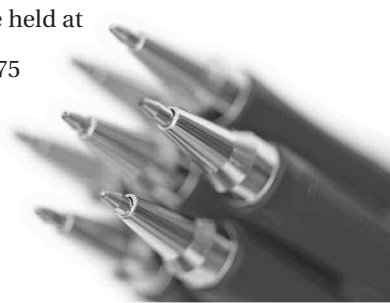
Date: Tuesdays and Thursdays, Nov. 3, 5, 10 and 12 (4:30 to 6:30 p.m.)
Fee: \$229 for members
\$329 for nonmembers

- OCILB LICENSE RENEWAL CLASSES**
The Builders Exchange is offering 10-hour renewal classes for OCILB HVAC and Electrical license holders. The class format allows you to obtain the hours you need to renew your license in one session.
Date: Saturday, Nov. 7 (7:30 a.m. to 6 p.m.)
Fee: \$200 for members per session
\$250 for nonmembers per session

- SCHEDULING II***
This course stresses the importance of organizing data effectively; using various schedules and presentations; practicing different methods of information delivery; learning the pros and cons of computerized scheduling; evaluating what to look for when working with computerized schedules; and understanding how to use the schedule to manage the operations of a jobsite.
Date: Mondays, Nov. 9 and 16 (4:30 to 7:30 p.m.)
Fee: \$229 for members
\$329 for nonmembers

All classes are held at the Builders Exchange, 1175 Dublin Road.

*Denotes classes that are part of the BX Certified Superintendent Program curriculum.



Bid List

Plans and specifications for the following jobs out for bid are now available in the Builders Exchange/Dodge Plan Room for review by BX and Dodge members (*indicates an addendum). The plan room number is 614/486-6575. If calling to inquire about faxing a specific bid, please have the Dodge bin or table number available. A more extensive bid list may be found on the BX website.

OCT 20, 2PM CD * Hamilton – Central Plant Water Piping (Modifications) (200900665330) Est. Cost: \$675,000 (Owner: University of Cincinnati Purchasing Department)
OCT 20, 2PM B#219 Lucas – Owens State Community College Heritage Hall (Renovation) OCT0100028 (200900668290) Est. Cost: \$4,100,000 (Owner: Owens State Community College)
OCT 21, 12AM TBL#7 Lucas – Old

Orchard Elementary School (K-5) (A) Bid Item 1 – Site Work (B) Bid Item 2 – Concrete Paving & Curbs (C) Bid Item 3 – Asphalt (D) Bid Item 4 – Landscaping and Grass (E) Bid Item 5 – General Trades (F) Bid Item 6 – Metal Studs and Drywall (G) Bid Item 7 – Acoustical Ceilings (H) Bid Item 8 – Painting (I) Bid Item 9 – Flooring (J) Bid Item 10 – Fire Protection (K) Bid Item 11 – Plumbing (L) Bid Item 12 –

HVAC (M) Bid Item 13 – Electrical (N) Bid Item 14 – Technology (200900531594) Est. Cost: \$8,121,016 (A) \$478,399 (B) \$136,245 (C) \$125,456 (D) \$119,500 (E) \$3,771,071 (F) \$114,010 (G) \$89,800 (H) \$60,119 (I) \$164,100 (J) \$103,800 (K) \$341,800 (L) \$1,291,200 (M) \$798,700 (N) \$526,816 (Owner: Toledo Public School District)
OCT 21, 3PM CD Lucas – Chilled Water Loop – Indoor Practice Facility Phase 3 010809596 (200900668462) Est. Cost: \$633,000 (Owner: University of Toledo Facilities Management)
OCT 21, 5PM DESK Portage – Campus Research and Academic Expansion NEM090001 (A) Northeastern Ohio Universities Colleges of

Medicine (200900597837) Est. Cost: \$29,850,000 (Owner: State of Ohio Dept of Admin Svcs of Gen Svcs)
NOV 02, 2PM B#203 Franklin – Timberlake Subdivision Wastewater System Improvements (200900649305) Est. Cost: \$1,500,000 (Owner: Franklin County Board of Commissioners)

*** BIDS JUST RECEIVED ***

OCT 21, 1PM B#317 * Franklin – Blacklick Creek Greenway Bike Trail (Phase 7) (200500766827) Est. Cost: \$1,285,000 (Owner: Columbus & Franklin County Metro Park District)
OCT 21, 4PM B#316 Franklin – Nationwide Children's Hospital (Library

Consolidation) ED208147 (200900674210) (Owner: Nationwide Children's Hospital)
OCT 22, 12PM B#207 Lawrence – Union Rome Wastewater Collection System (Rehabilitation) (200900672183) Est. Cost: \$3,650,000 (Owner: Lawrence County Board of Education)
OCT 22, 2PM B#201 Licking – North Elementary School Demolition (200900674929) (Owner: Newark City Schools)
OCT 22, 2PM B#327 Muskingum – Coopermill Road Sanitary Sewer & Lift Station (Improv) (200500849573) Est. Cost: \$1,794,535 (Owner: Muskingum County Board of Commissioners)
OCT 23, 12PM B#325 Tuscarawas – Tuscarawas County Board of MRDD Services Building

(200900572804) (Owner: Tuscarawas Board of Developmental Disabilities)
OCT 28, 3PM B#219 Franklin – South Wellfield Expan Collectors Well Site CW-120 CIP 690359 SA003408 (200900673303) Est. Cost: \$1,933,000 (Owner: City of Columbus Div of Power & Water)
OCT 29, 3PM SHEL E Franklin – Lockbourne Rd Groveport to SR 104 Road/Sanitary Sewer CIP620 (2000085538) Est. Cost: \$7,500,000 (Owner: City of Columbus Office of Support Services)
NOV 03, 2PM B#326 Kenton – Dry Creek WWTP Final Clarifier Modifications C40145 (200900677466) Est. Cost: \$4,470,000 (Owner: Northern Kentucky Sanitation District No 1)