

Southeastern Arizona Contractors Association



Construction News & Views

www.saca-az.org

May-June 2017

A Message from your President



In this message I would like to share with our members what I learned by attending the Sierra Vista Economic Outlook Luncheon. Unfortunately the most positive news is that our economy has flat lined, we are at the bottom. The good news is that there is only up to go from here, which is what economists are predicting.

In a report given by Dr. Robert Carreira, Chief Economist at Center for Economic Research Cochise College, he states on a national level in 2016 the national economy added 2.2 million jobs for job growth of 1.6 percent (down from 1.9% in 2015). The national unemployment rate in January 2017 was 4.8 percent (down from 5.3 in 2015). Cochise County lost 100 jobs in 2016 for an annual growth rate of negative 0.3%. All of these jobs lost were in the government sector, which declined by 0.9 percent. Cochise County's annual unemployment in 2016 was 6.4% (down from 7.4 percent in 2015). Sierra Vista's annual unemployment rate in 2016 was 5.3% (down from 6.4% in 2015).

Carreira noted that the decline in unemployment was due to unemployed workers leaving the area to find work. This is an issue now and will continue to be an issue as local companies grow. They will not be able to find qualified employees to fill positions needed. Hiring at entry level positions and training new employees will be crucial to business growth in our area.

That being said, in times like this it is extremely important to support local business to help boost our economy. SACA will continue its mission to improve the quality of representation for the construction industry by promoting local contractors with continued support of its members. Thank you for your continued support.

Ben Carter

Thank you!

SACA's 2016 Stats:

Training offered at no or low cost to members included:

- OSHA 10
- Estimating Class
- Legal Seminar
- OSHA Recordkeeping update
- CPR Class

SACA supported these charities:

- Buena Project Graduation
- Tombstone Project Graduation
- Lori's Place
- Good Neighbor Alliance
- Special Olympics

SACA Scholarships Recipient:

- Tiffany Robles

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2017 SACA

Board of Directors

Ben Carter, President

Golf Classic Chair

Tait Wilcox, Vice-President

Safety Committee Chair

Robbie Cain, Secretary

Membership Co-Chair

Mike Rutherford, Treasurer

ROC Advisory Committee Council

Colleen Faherty, Director

Social Media Chair

Jimmy Ruby, Director

Robin Dodson, Director

Membership Co-Chair

Bill Goethe, Director

Damon Trejo, Director

Virtual Plan Room

(for SACA members only)

Visit www.saca-az.org

for more information or

call (520)458-0488

SACA Calendar of Events

May 17, 2017 - General Membership Meeting

Patrick Call

June 21, 2017 - General Membership Meeting

Becky Nutt and John Drew

July 19, 2017 - General Membership Meeting

Industrial Commission of AZ Chairman – Dale Schultz

ADOSH Director – Bill Warren

Assistant Director – Jessie Atencio

Membership Meetings are held 11:30 A.M. to 1 P.M.

at Pueblo del Sol Country Club.

Cost is \$16. A buffet-style lunch will be provided.

Try your luck with our 50/50 raffle.

Please, **RSVP** by registering for this event online at:

www.saca-az.org or by calling 520.458.0488

Payment is not required to register. Credit card payments are available through the SACA website. Cash, check or credit card accepted on day of event.

Government Meetings

Cochise County Board of Supervisors	Every Tues, 10am	County Buildings, Bisbee
Sierra Vista City Council	2nd & 4th Th, 5pm	City Hall, 2nd Floor
Benson City Council	2nd & 4th Mon, 7pm	City Hall
Bisbee City Council	1st & 3rd Tues, 7 pm	City Hall
Willcox City Council	1st & 3rd Mon, 7pm	City Hall





- RULEMAKING -

B-2/KB-2 license classification dollar limit set to increase

On June 11, 2017, the total dollar limit for B-2 and KB-2 licensees' commercial projects will increase to \$2,000,000.

In Dec. 2016, the Arizona Registrar of Contractors began rulemaking to increase the dollar limit for the B-2 General Small Commercial Contractor contracting license classification projects to not exceed \$2,000,000; currently the limit is \$750,000.

The final rulemaking was approved by the Governor's Regulatory Review Council in April, published in the Secretary of State's Register today, and can be viewed online (http://apps.azsos.gov/public_services/register/2017/18/06_final.pdf).

For KB-2 Dual Residential and Small Commercial Contractors, this rulemaking increases your commercial project limit to \$2,000,000. The B- Residential side of your license continues to not have a dollar limit.

Thanks,
Jim Knupp
Legislative Liaison, AZ ROC

~ Prop. 206: More Provisions to Affect Businesses ~

Within the scope of keeping its members and the business community empowered by knowledge, SACA organized an in depth presentation with the help of **Tibor Nagy Jr.**, an attorney with unmatched employment law experience from the law firm of Ogletree Deakins. The topic for the April GMM was a less publicized and more ambiguous aspect of Prop. 206. Starting July 1st employers are required to keep track of paid time off (PTO) and paid sick time (PST). As an attentive audience seemed to hold its collective breath, Mr. Nagy outlined detailed aspects and listed definitions. At times, audience members bristled, voicing comments and clarifications and showing eagerness to become compliant with the law. The "interesting" part is that the Industrial Commission of Arizona (ICA) is still working on unaddressed sections of this new law. With a clear and concise demeanor, Mr. Nagy expanded on aspects such a "cashing out" option, provisions for "unforeseeable" leave and used scenarios to shine lights on complexities within the law. Many participants had questions, some could be answered, but others are left in limbo while waiting for updates from the ICA. The burden of the requirements for employers' record keeping come into effect in spite of needed clarification. Businesses affected should make a point to visit the ICA website and stay in touch with the lawmakers who can carry and voice their concerns.



Attorney Tibor Nagy and Ben Carter



May 6th, 2017

SACA Home Show & Business Expo



Sulphur Springs Valley Electric Cooperative, Inc.
A Touchstone Energy® Cooperative



Arizona Comfort Systems

Cemex hosting WaterWise

Central Arizona Block

Cochise College Construction Dept.

Corium 21 Aloe Vera

Ecospas.com

Grasshopper Landscaping

Guild Mortgage

Heliocol Solar/SunSplash

Honor Flight SAZ

Mountain View AC & Heating

Nova Home Loans

One Hour AC & Heating

Rainy Day Gutters

Reliant Capitol, LLC

Renewal by Andersen

Sierra Vista Builders Supply

Sleep Number

Solar Solutions AZ

Southwest Desert Images

SSVEC

The Solar Store

Truly Nolen

University Pest Control





SAFER IS BETTER!

**CONGRATULATIONS
TO ALL
2017 GRADUATES!**



A weekly Thought published by www.r2rmarkets.com

Not All Customers Are Right...For You. It has been said that to be successful in business you must operate under the premise "the customer is always right." **The truth is that the customer may be "right" for one business owner, but may not be a "good fit" for you!**

When a customer calls you, **it's your job to listen to their needs. Once you have heard what they are looking for, you can decide whether to provide a solution to their needs with your expertise.** This is the perfect time for you to evaluate if this customer is the right fit for your company, or should be referred to another source - saving both you and your customer time.

Treat this initial conversation like you would a job interview. **Be aware of "red flags" that signal a customer may not be a good fit for what you provide.** Here are three of the most common customer characteristics that should set off warnings immediately:

Freeloader. You and your team spend the time gathering detailed information based on what the customer has told you they need and in return, the customer focuses only on the lowest price. The "freeloader" has little respect for the expertise, skills, and value of what you offer - walk away.

Negative Talker. We have all met a customer who enjoys sharing negative stories about every business that they have ever worked with. Negative talk signals a person that may be a difficult customer and impossible to please. Rather than taking a risk of being their next story, graciously side-step the opportunity and wish them the best.

Complex Communicator. Poor communication can cause both parties to become frustrated. When conversations between you and your customer become difficult or awkward, the first thing you need to do is to step back and determine if it's something that you or your team are doing wrong. If the answer is "no", it may be something as simple as a conflict in personality, and would be best to refer to another source

Sometimes the thought of turning a customer away seems like self-sabotage, but you must keep in mind that in the long run, a "poor fit" customer can drain your resources and de-value your brand and reputation. Look out for warning signs and know that it's okay to say "no" to a potential customer.

Attention SACA Members!

This is YOUR newsletter!

If you have news or a story that you would like to share about your business, please contact the SACA office.



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Southeastern Arizona Contractors Association

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SACA's General Membership Meetings are held on the 3rd Wednesday of each month

CALL BEFORE YOU DIG Arizona 811

SACA Board grows to nine volunteers members.



Robin Dodson "worked with an incredible team and had the privilege of developing amazing customer relationships with area contractors". She left the Cemex team in December 2016 and that has given her time to volunteer as SACA's board member. Robin hit the floor running and helped the Home Show Committee, then joined Larry Saunders for the Scholarship Committee in its reviews of candidates for the 2017-18 SACA Annual Scholarship. Robin has invaluable experience which she will draw from in every aspect of her support of SACA's mission.

Bill's is the classic story of the overnight success! Great headline, but not really true. Bill started Mr. Fix It as a small handyman company while attending Cochise College, studying in the Building Construction Technology (BCT) program. "Mr Fix It is based on the principle of giving back to the community and owes its success to a culture of team work and professionalism exemplified by its employees". Lately, **Bill Goethe** received awards from the Sierra Vista Area Chamber of Commerce and SACA and has been mentioned in the local paper for all his involvement in the community.



Damon Trejo of Grasshopper Landscaping has over 20 years experience in lawn/yard care, stays up-to-date by taking continuing education classes, he is a licensed contractor, Certified Applicator to spray herbicides and added Certified Arborist credentials. You see vehicles bearing the Grasshopper Landscaping names all over the County and you can hear his voice in his ads on the radio. It's hard to find a picture of Damon without his family. He and wife Marie are a team that runs a business and more importantly that makes family time a priority.

Southeastern Arizona Contractors Membership List

Antelope Run Electric, Inc.
(520)803-0922

Arizona Comfort Systems
(520)266-1981
www.Azcomfort.com

Artistic Roofing Systems LLC
(520)458-6781
www.roofingcompanysierravista.com

B & D Lumber and Hardware
(520)459-8223
www.bdlumberhardware.net

Bedrock Concrete, Inc
(520)378-6086
www.bedrockarizona.com

Berg's Heating & Air Conditioning
520-378-9333
www.bergshvac.com

Castle & Cooke of Arizona, Inc.
(520)378-9344
www.castlecookearizona.com

Cemex Materials South, LLC
(520)249-6585
www.cemexusa.com

City of Sierra Vista
(520)458-5775
www.sierravistaaz.gov

Clark Information Systems
(520)458-0293
www.clarkinfosys.com

Cochise College
(520)515-4509 / 800-966-7943
www.cochise.edu

Cochise County
(520)432-9440
www.cochise.az.gov

Creative Pools and Spas
(520)508-6051
www.creativepoolsaz.com

Crest Insurance Group
(520)458-1655
www.crestins.com

Dana Kepner Company
(520)624-7180
www.DanaKepner.com

Discovery Building Companies, Inc.
(520)560-1010
Builders~Realtors~Consultants

El Dorado Benson, LLC
602-955-2424
www.eldoradoholdings.net

Empire Homes, Inc.
(520)455-5506
www.empirehomes-az.com

Gilbert Technical Services
(520)458-5730
www.gilberttechnicalservices.com

Grasshopper Landscaping
(520)720-5022 / (877)720-5022
www.grasshopper-landscaping.com

Greater SV Chamber Of Commerce
(520)458-6940
www.sierravistachamber.org

Guild Mortgage Company
(520)227-5484
www.guildmortgage.com

Habitat for Humanity
(520)458-0016
www.habitatsvaz.org

Harvey Plumbing Inc.
(520)-378-3154
www.harveyplumbing.com

Hudbay Rosemont Project
(520)495-3504 / (520)878-6858
www.hudbayminerals.com

Isacson Homes, LLC
(520)559-0288
www.iqconstruction.biz

KE&G Construction, Inc.
(520)458-9594
www.kegtus.com

Michaels Military Housing
(520)452-0029
www.themichaelsorg.com

Mountain View AC & Heating LLC
(520)-803-8884
www.mountainviewac.com

Mr. Fix It of Sierra Vista, LLC
(520)227-8194
www.mrfixitsv.com

MW Morrissey Construction
(520)589-2723
www.mwmorrissey.com

Net Zero Solar
(520)207-4053
www.netzerosolar.net

Perrill Construction
(520)378-9467
www.perrillconstruction.com

Pioneer Title Agency
(520)459-4592
www.pioneertitleagency.com

R.L. Workman Homes
(520)458-0771
www.rlworkmanhomes.com

Rutherford Diversified Industries
(520)458-8761
www.rutherforddiversified.com

San Pedro Plumbing
(520)378-4696

Sierra Remodeling
(520)459-3164
www.sierraremodeling.com

Sierra Vista Builders Supply
(520)459-3263

Sierra Vista Electric, Inc.
(520)458-7196
www.sierravistaelectricaz.com

Sierra Vista Herald
(520)458-9440
www.svherald.com

Sierra Vista Tile, Inc.
(520)378-0841
www.sierravistatile.com

Southern AZ Home Builders Assoc.
(520)795-5114
www.sahba.org

Southwest Desert Images
(520)803-0063
www.southwestdesert.com

Southwest Gas Corp
(520)452-4103
Www.swgas.com

Southwest Home and Hearth
(520)378-3008
www.southwesthomeandhearth.com

Stan Greer Millworks
(520)378-9311
www.stangreer.com

Stan's Fence Company, Inc.
(520)456-2650
www.stansfenceaz.com

Sulphur Springs Valley Electric
(520)515-3470
www.ssvect.org

Sun Drywall & Stucco Inc.
(520)378-2384

Truly Nolen Pest Control
(520)458-5095
www.trulynolen.com

Vast Real Estate Solutions
(520)624-9400
www.vasttucson.com

Weatherguard Metal Construction
(520)378-3221 / (800)678-3853
www.wgmetal.com

Western Technologies
(520)458-0364
www.wt-us.com

*Members of SACA have invested their resources to support the local construction industry.
Please honor them by giving them priority when choosing business partners.*