

# THE FLOW

## Upcoming Events

July 14th  
**Board of Directors Meeting**

July 14th  
**Scholarship Night**  
**Aloft, Tapestry Park**

August 10th  
**Executive Committee**

August 21st  
**Fishing Tournament**  
**NEFMA**  
**St. Augustine**  
**Forms on pages 9 & 10**



## JULY 2021

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## 2021 OFFICERS & BOARD OF DIRECTORS

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## PRESIDENT'S MESSAGE

Hello Members,

The dog days of summer are here. Whether you are working, fishing, golfing, or just out enjoying the Florida sunshine remember to stay hydrated. H2O makes our business go round.

Speaking of H2O, Senate Bill 64 is currently on the Governor's desk waiting for a signature. He is expected to sign this bill. This bill will eliminate the surface discharge of reuse water. Every utility in Florida would be required to have this in place by January 1<sup>st</sup> of 2032. This equates to more work for our industry. Treatment plants will need to be modified and there will be more purple pipe run throughout neighborhoods. The future of our work looks bright.

We recently held a "Next Man Up" class on June 10<sup>th</sup>. This was a line and grade class. It went well and we received good feedback on the information we presented. We are currently looking at doing a Lien Law 'Lunch and Learn' in August. Once we get the details worked out for this class Kathy will send out an email on how to sign up.

We had a successful Trench Safety Stand Down program this month. Thank you to all that participated. Our industry goal is to work hard and send everyone home safely every day. No days off for safety.

Lastly, remember to sign up for the Annual Fishing Tournament in August. Spots are still available for sponsorships as well.

Stay Safe and God Bless,

*Marty*

Marty Adams

[madams@tbandmark.com](mailto:madams@tbandmark.com)

Everything will change. Nothing will stay the same. Be ready!!

Unknown

## 2021 NUCA of North Florida

### Monthly Sponsors

#### Diamond Sponsor

United Rentals  
Trench Safety

Fortiline Waterworks

#### Platinum Sponsors

Beard Equipment Company

#### Gold Sponsor

Alta Equipment Company  
Forterra Pipe & Precast

#### Silver Sponsor

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ECS Florida, LLC  
Gate Fuel Service  
John Woody, Inc.  
Lippes & Bryan  
Petticoat-Schmitt Civil  
Contractors  
Ring Power Corporation

## CALENDAR OF EVENTS

August 10th

Executive Committee Meeting

August 21st

Fishing Tournament

September 14th

Safety Director's Forum  
Executive Committee Meeting

September 16th

Board of Directors &  
General Membership Meeting

September 23rd

NUCA of Florida  
Board Meeting

September 24th

President's Cup Golf  
PGA National Resort & Spa  
Palm Beach Gardens

November 2nd

Sporting Clay Challenge

# The Law and Your Business

## *The Law and Your Business - Understanding Demands for Assurances* *Christian Lake, Esq., Lindell Farson & Zebouni*

Demanding assurances during the course of work performed pursuant to a contract is nothing new under the law. However, a clear understanding of when demanding assurances is permitted is crucial to ensure that you do not unintentionally breach your contract and open your business up to legal liability as a result.

Recently, in *24 Hr Air Serv. V. Hosanna Cmty. Baptist Church*, a Florida Court decided a case involving a contractor working on smoke detectors and an HVAC system for a church. Near the beginning of the contractor's work, the church's ceiling nearly caved in while the contractor's workers were present. After the church told the contractor that it had repaired the ceiling, the contractor demanded additional proof of the ceiling repairs and refused to return to work until such proof was provided due to safety concerns. The church did not provide any proof of said repairs and instead sued the contractor and sought damages incurred by the church in retaining another contractor to complete the contemplated HVAC and smoke detector repairs.

The court ruled in favor of the church and held that the contract between the contractor and the church did not allow the contractor to seek assurances and refuse to conduct any further work until those assurances were provided. While the contractor argued that it had remained ready to complete its work under the contract and that it had never abandoned the job, the Court held that the act of conditioning its continued work on an assurance that is not specifically addressed in the contract was a breach of contract by the contractor that immediately entitled the church to relief. Thus, even though the contractor appeared to have demanded proof of the ceiling repair in order to ensure the safety of its employees, the court still held that the demand and refusal to return to work was a breach of contract by the contractor and the church was awarded damages as a result.

Applying this case to your business, it is important to review your contracts carefully before demanding that the other party to the contract provide you any assurances. Plenty of contracts specifically allow the parties to seek assurances on things such as the ability to make payments or the willingness of either party to fully perform its obligations under the contract. If a contract has such a clause, a demand for the assurance addressed in the contract is perfectly acceptable. In fact, the refusal of the other party to provide that assurance in that instance would likely constitute a breach of contract by that party.

However, if your contract does not address demanding assurances or if the contract does not address the type of assurance you believe you need before continuing to perform your obligations under the contract, making a demand for an assurance could serve as a breach of contract that could open your business up to legal liability.



## BACK TO THE JUMBO SHRIMP

We sold over 280 tickets for our Night at the Jacksonville Jumbo Shrimp. We hosted a dinner buffet at Intuition catered by Grill Billy's before we headed to the game.

We had a beautiful night but unfortunately the Jumbo Shrimp lost to the Durham Bulls with a score of 1 to 9.





## JUMBO SHRIMP PHOTOS







### **A Win: House Committee Passes NUCA-Supported Water Infrastructure Bill**

Recognizing that repairing water infrastructure requires resources, a key House committee passed on June 9th NUCA-priority legislation on a 42-25 vote. The House Transportation & Infrastructure Committee is voting on its \$547 billion five-year version of the surface transportation bill this week, along with the NUCA-supported Water Quality Protection and Job Creation Act (H.R. 1915). This water infrastructure bill will provide \$40 billion in funding to the Clean Water SRF, doubling what was provided for in the last authorization bill. Both bills were top issues pushed for by NUCA members during the May 26th Washington Summit. H.R. 1915 now goes to the full House for a vote, but could wind up being wrapped into a larger infrastructure bill. Read more about the House markup [here](#).

### **Senate Committee Passes Important Surface Transportation Bill**

As if on cue for NUCA's Summit, the Senate's Environment and Public Works Committee passed on a unanimous vote May 26 the five-year, \$303.5 billion surface transportation legislation, increasing previous authorization levels by about 34%. This NUCA-supported bill, titled "Surface Transportation Reauthorization Act of 2021," now heads to the full Senate for a vote. This bill may become part of the larger infrastructure package promised by Democratic leadership. It is good news that this bill is moving with bipartisan support, as it must be signed into law by Sept. 30, 2021. NUCA will keep members informed as to its progress through Congress this summer. Read more [here](#).

### **NUCA's 2021 Washington Summit a Resounding Success!**

NUCA's May 26th Washington Summit hit the message home for 95 lawmaker's offices: Our infrastructure is America's foundation for economic success. Through the hard work of our Chapters, NUCA's virtual advocacy event attendees took to their computers to urge their House lawmakers to pass the landmark S. 914 bill delivering \$40 billion in funding to the two drinking water State Revolving Funds. Our attendees also urged lawmakers to increase broadband infrastructure funding and pass legislation by Sept. 30 to reauthorize the nation's surface transportation law. NUCA kindly thanks Summit attendees for their time to make a huge difference in our advocacy program. You can watch the Summit's opening session and remarks by top House Committee chairmen at [www.WeDigAmerica.com](http://www.WeDigAmerica.com).

### **Save the Date: Fall Washington Summit, November 1-3, 2021**

NUCA leadership recognizes the significant importance of this year in Congress for infrastructure funding topics, especially for certain bills we've been advocating for over the last 20 years. Please mark your calendar for November 1-3 to be part of NUCA's first in-person visits to your lawmakers' offices on Capitol Hill in Washington, D.C.

The momentum we've built in Congress for water, wastewater, and broadband issues will only grow over the summer--and we need you to help seal the deal. Held in conjunction with the NUCA fall Board of Directors meeting and Chapter Development Conference, the fall 2021 Washington Summit promises to be one of the most exciting ones held in many years. We will release more details about the event in the following weeks, including hotel location and registration fees.

### **Arizona Utility Contractors Association Rejoins NUCA**

Our NUCA Chapter presence across America continues to expand with this happy news from the Grand Canyon State: The Arizona Utility Contractors Association (AZUCA) leadership unanimously voted to rejoin NUCA National as the affiliated state chapter. "We are very excited to welcome back Arizona utility construction members to NUCA. Working together will help both our organizations give more back to the industry and improve our membership services," said NUCA CEO Doug Carlson. AZUCA members will automatically become NUCA members with full National benefits. A celebration for this newest NUCA Chapter will take place at the Summer Golf Tournament, to be held July 10 in Flagstaff, Arizona. Read more [here](#).

### **Sign Up For NUCA's Muster Advocacy Program**

With infrastructure the hot topic in Congress this spring, make sure you sign up to NUCA's Muster legislative action alert service. It's easy to do, and we'll then alert you by email to upcoming infrastructure legislation that you can help promote and support. We've even completed a pre-written letter that you can send to your federal lawmakers with a click of your mouse. Sign up today to make your company part of getting America back to work! Sign up [here](#).

### **Expanded NUCA Advantage Member Benefits Program Introduced**

Our association's popular benefits program is expanding to help address our members' many employee workforce and business needs. The expanded program, announced at our 2021 Convention and now online at [www.NUCAAdvantage.com](http://www.NUCAAdvantage.com), will include not only include the online portal to an expanded healthcare benefits options but payroll, wellness, compliance, benefits administration, online learning, OSHA logs, and include a wealth of free benefits available only to NUCA members. You can learn more about the program by watching our April 2021 NUCA Advantage webinar, which is available at [NUCA.com](http://NUCA.com).

# SAFETY NEWS

By Jeff Blomgren  
Safety Director at Petticoat-Schmitt Civil Contractors

Independence Day AKA July 4<sup>th</sup>  
Achieving Health and Happiness

The historical significance of Independence Day cannot be rewritten. The freedom of the colonies from British rule was no small task and the lives spent in gaining that independence can't be ignored. Today we celebrate this National holiday with all the exuberance it deserves. Boating, picnics, bands, parades, fireworks and families making their finest dishes for consumption by hungry celebrants. In fact, summer is the time for vacations, travel, beaches and pools. Hiking, trail riding, outdoor sports like baseball, surfing, fishing, volleyball and soccer fill our summers with activities that help us to enjoy the country that was founded 245 years ago. So what's the safety message here? The message is, play and celebration contain inherent hazards that we need to be aware of.

17 children drown in swimming pools each year in the U.S. on the 4<sup>th</sup> of July. On the 4<sup>th</sup> of July there are 2,473 highway deaths that occur each year in the U.S. There are 7,100 fireworks related injuries each year on the 4<sup>th</sup> of July. Boating accidents have been on the increase each year. There were 1007 boating accidents and 119 deaths on the 4<sup>th</sup> of July making the 4<sup>th</sup> of July the most dangerous boating month of the year. One in six people will suffer some source of food poisoning during the summer and the 4<sup>th</sup> of July tops the list. Heat related issues are a distinct reality during the summer months. Heat related deaths occur each year during the summer months. So what do we do? Stay inside and hide from all the fun things that bring us joy? Absolutely not!

With careful planning and following the guidelines of safety for each of the things listed above, and the other things that we enjoy, can help us to have an accident and incident free summer. Watch the kids around water. Don't drink and drive whether it's a boat or a vehicle. Wear a life jacket. 80% of drownings occur when a life jacket was not worn. Fireworks are dangerous. Leave it to the professionals. Heat related incidents can be reduced by learning how to deal with heat related issues. The USDA has some great hints for preparing food for summer meals. Following these simple steps will help ensure a safe and happy summer for all of us. Relax, have fun, enjoy the time off we all work so hard for, but, do it safely.







**Northeast Florida Marlin Association**  
**3030 Harbor Drive, St. Augustine**  
**August 21, 2021**

Cast-off: 7:00 – 8:00 a.m.                      Back to Dock: 3:30 p.m.  
B.Y.O.B. (Bring Your Own Boat)

Cost per Angler: \$125 Includes Meal & Beverages (after Weigh-in)  
\*Each Angler will also receive a Commemorative T-shirt & Door Prize Entry ticket at weigh-in

**Kid's 13 & under fish for free with an adult registration**

**PRIZE STRUCTURE:** First, Second and third place prizes will be awarded for the heaviest legal fish in each of the following categories: Kingfish, spotted sea trout, redfish, flounder and all other species. There will also be a prize for the redfish with the most spots on one side, a prize for the woman weighing in the heaviest legal fish and a kid's prize (13 & under) for the heaviest legal fish.

\*\*\*\*\*  
SPONSORSHIP IS A VERY IMPORTANT PART OF THE TOURNAMENT'S SUCCESS! If you are interested in being a TOURNAMENT SPONSOR, please check off one of the levels of participation.

- ☐ \$125 Single Angler with Meal/Drink Complimentary T-shirts .  
☐ \$ 30 Spectator with Meal and Beverages only

**~TOURNAMENT SPONSOR LEVELS INCLUDING ANGLERS~**

- ☐ \$350 TWO (2) Anglers with Meal/Drink & Company Logo on T-shirt, Complimentary T-shirts.\*  
☐ \$650 FOUR (4) Anglers with Meals/Drinks & Company Logo on T-Shirt, and Complimentary T-shirts.\*

**~TOURNAMENT SPONSOR LEVELS NO ANGLERS~**

- |   |   |
|---|---|
| <input type="checkbox"/> \$500 Dinner Sponsor (limited to four spots)     | <input type="checkbox"/> \$300 Door Prize Sponsor         |
| <input type="checkbox"/> \$300 Registration Sponsor (Limited to one spot) | <input type="checkbox"/> \$300 Trophy Sponsor (Limit one) |
| <input type="checkbox"/> \$300 Kid's Prize Sponsor (limited to one spot)  |   |

(See Sponsorship form for details as to what is included with your sponsorship)

Company Name: \_\_\_\_\_ Your Name: \_\_\_\_\_  
Phone: \_\_\_\_\_

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Reservations for Fishing Tournament need to be made by Friday, 8/6. List all those who will be fishing or attending:

#1 \_\_\_\_\_ #2 \_\_\_\_\_  
#3 \_\_\_\_\_ #4 \_\_\_\_\_

**Send your Entry/Payment to:**

NUCANF, PO BOX 16810, JACKSONVILLE, FL 32245 or email to [nucanf@gmail.com](mailto:nucanf@gmail.com)



## 2021 NUCANF Fishing Tournament Sponsorship Opportunities

### **\$1,000 Raffle Sponsor (Limit one)**

**~~sold~~** Your company name will be prominently displayed on a sign at the event; your company logo will appear on the T-shirt and you will be acknowledged at the awards dinner that evening and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary full page ad will also appear in the October or November 2021 Flow Newsletter.

### **\$500 Grand Prize Sponsor (limited to one spot)**

**~~sold~~** Your company name will be prominently displayed on a sign at the event; your company logo will appear on the T-shirt and you will be acknowledged at the awards dinner that evening and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary 1/2 page ad will also appear in the October or November 2021 Flow Newsletter. You may also have a vendor display at the awards dinner.

### **\$500 Dinner Sponsor (limited to four spots)**

Same benefits as grand prize sponsor.

### **~~sold~~ \$500 Weigh-in Sponsor (limited to one spot)**

Same benefits as door prize sponsor.

### **\$300 Door Prize Sponsor**

Your company name will be prominently displayed on a sign at the event; your company logo will appear on the T-shirt and you will be acknowledged at the awards dinner that evening and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary 1/4 page ad will also appear in the October or November 2021 Flow Newsletter.

### **\$300 Registration Sponsor (Limited to one spot)**

Same benefits as door prize sponsor.

### **\$300 Trophy Sponsor (Limit one)**

Same benefits as door prize sponsor

### **\$300 Kid's Prize Sponsor (limited to one spot)**

Same benefits as door prize sponsor

Company Name: \_\_\_\_\_ Your Name: \_\_\_\_\_

Payment: \_\_\_\_\_ Check (NUCANF) \_\_\_\_\_ Bill my account \_\_\_\_\_ Charge credit card\*

Visa/MC/AX: \_\_\_\_\_ Exp Date: \_\_\_\_\_ V-Code: \_\_\_\_\_

Billing Zip Code \_\_\_\_\_

(The V-Code is the last three digits in the signature strip on the back of the credit card (Visa/Mastercard) or the digits on the front on the card for American Express.

Name on card: \_\_\_\_\_

**\*A 5% processing fee will be added to all credit card charges.**

**Return with payment to: NUCANF, PO Box 16810, Jacksonville, FL 32245**



# **The Construction Insurance Market - Cyber Coverage**

**By Lyle Hoffman**

**Commercial Insurance Broker, Insurance Office of America**

## **FAQ: It's Time to Start Thinking of Cyber Coverage**

Cyber crime is the fastest growing crime in the world. Every 40 seconds, a United States business loses access to their files because of ransomware. Globally, ransomware attacks are estimated to cost 6 Trillion in 2021. Below are some common questions and points in relation to the most common form of cyber crime: Ransomware.

### **What exactly is Ransomware?**

- Ransomware is a type of malware (malicious software) that denies users and system administrators access to files or entire networks. Once the malware infects systems, threat actors will send a ransom note typically demanding payment in Bitcoin.

### **Who is being attacked?**

- 43% of cyber attacks target small businesses. The top industries in North America are below (2019 stats):
  1. Government – 15.4%
  2. Manufacturing – 13.9%
  3. Construction – 13.2%
  4. Utilities – 11.1%

### **What is the average cost of a ransomware attack?**

- The average extortion demand has risen from \$5,000 in 2018 to over \$100,000 in 2020.
- The cost of business interruption experience because of an attack is generally much higher than the extortion demand. It is tough to estimate a cost as different businesses vary in size and function but the average in 2020 was \$283,000.
- Incident response costs are generally much lower, but keep in mind forensic experts and data breach attorneys generally charge between \$350-\$500 and hour.

### **My current insurance package includes cyber liability. I should be good right?**

- Short answer: Probably not. While many general liability packages include some sort of cyber coverage, not all cyber policies are created equal. The “add on” policies generally lack the coverage types and limits that would be necessary in the event of an attack.

### **What does a cyber policy cover and what is the premium?**

- A good cyber policy would cover the extortion costs, business interruption, incident costs, system damage costs, 3<sup>rd</sup> party liability (lose someone else's info/money), and various defense costs.
- Example Premium: A 10m in revenue per year utility contractor paid \$3,000,000 for \$1,000,000 of coverage per year.

**Final thoughts:** With cyber crimes continuing to climb and the affordability of good cyber coverage in the marketplace, obtaining cyber coverage should truly be a no brainer.

#### **Citations**

- Purplesec.us – “2021 Ransomware Statistics, Data, & Trends”
- Evolve MGA – “Ransomware & Funds Transfer Fraud”

## **TRENCH SAFETY STAND DOWN WEEK**

I hope your company had the opportunity to take some time last week to observe Trench Safety Stand Down week. Our chapter kicked off the week with our Safety Director's Forum held on June 14th at the Northeast Florida Safety Council. Valinda Krynicki and Lance Damon from United Rentals Trench Safety were on hand to talk about Trench Safety as well as provide some materials to be handed out during TSSD. Brad Martin, Sunshine 811 also provided some giveaways and will be providing neck gators. Our main speaker was Nolan Houser, one of the Assistant Area Directors (AAD's) located in the OSHA Jacksonville Area Office. Thank you to United Rentals Trench Safety for providing lunch for all attendees.

Members on hand shared their plans for TSSD week. Our next Safety Director's Forum will be held on September 14th. You do not need to be a Safety Director to attend.

Please be sure to go to the NUCA website ([nuca.com/tssd](http://nuca.com/tssd)) to submit your form. NUCA will send hard hat stickers to all who participated.

Our last TSSD reached 32,000 participants from more than 200 organizations across 3,500 jobsites. We hope to increase participation this year. Let's keep our people safe in the trenches!



**Nolan Houser, OSHA**



**Brad Martin, Sunshine 811**



**Valinda Krynicki  
United Rentals**





## **TRENCH SAFETY STAND DOWN PHOTOS**



**Petticoat-Schmitt Civil**



**Vallencourt Construction**



**A.J. Johns, Inc.**





# NUCA Advantage Is Now More Than Just Great Healthcare Options

Our Expanded NUCA Member Benefits Program Includes A Full Spectrum Of Solutions



## NUCA Advantage Now Includes:

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Healthcare | Dental | Vision | Life & Disability Plan Comparisons | Plan Administration

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### PROPERTY & CASUALTY OPTIONS

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### WELLNESS PROGRAMS

Tailor-made Wellness Programs | Biometric Screenings | Health Risk Assessments

### BENEFITS COMPLIANCE SOLUTIONS

Online resources to help your company meet your compliance obligations

Taking care of your employees just got easier and more cost-effective with the new and expanded NUCA Advantage benefits program, administered by Faison Group.

From HR compliance to employee communications, and into healthcare plans that provide great coverage for your employees, NUCA Advantage is a full spectrum of employee benefit solutions that give you the flexibility to work with your local insurance agencies and brokerage firms.

To find out more or to set up your NUCA member account, visit [NUCAAdvantage.com](http://NUCAAdvantage.com).

Please contact NUCA's Meredith Leutbecker for more information about your many new NUCA Advantage benefits.

Phone: 703.358.9300 | Email: [meredith@nuca.com](mailto:meredith@nuca.com)

## New No-Cost NUCA Advantage Benefits

NUCA Advantage now includes the resources to help you manage compliance, administration, training, and employee benefits—and they're free!

- 150+ Industry Training Courses
- OSHA Logs: Tracking & Reporting
- HR Consultation Hotline
- HR Reporting & Compliance Apps
- Paperless Benefits Administration App
- HR Content Library
- Required Employee Notices

[NUCAAdvantage.com](http://NUCAAdvantage.com)





# NUCA Advantage Member Health Plan!

Officially Launching End of Year

Act now for a special early entry opportunity  
and unleash your savings!



**Get a No Obligation Quote**  
**954.701.3276**

[Or Click Here To Get Started](#)



## **NO Applications**

No individual applications or health data  
required to get started - Get Your Quote  
Today!



## **Perfect for Mid-Large Companies**

We are currently quoting groups of 20  
enrolled and up ! Reduce your benefits  
spend **25-40%** while improving your  
benefit offerings.



## **Are you a Broker?**

Contact us now - we'll work with you to get  
the perfect quote for your group!



## **Open Access Plans**

Open access health plans require no  
referrals. Visit any hospital, any provider,  
any facility, any lab - no restrictions!



## **Member Contracts for Big Savings**

Direct contracts with vendors offer BIG  
SAVINGS. We have the plans that fit your  
business - Open Access RBP, Hybrid RBP,  
PPO (Aetna, Cigna, United, PHCS), Dual  
Option, and More!

## **Contact Us:**

**Wayne Faison**  
NUCA Advantage Member Representative



954.701.3276



[nuca@nucaadvantage.com](mailto:nuca@nucaadvantage.com)



[www.nucaadvantage.com](http://www.nucaadvantage.com)

## NUCA OF NORTH FLORIDA WELCOMES NEW MEMBERS

Please join us in welcoming the following members who recently joined our association.

### **McVAC Environmental Services, Inc.**

Contact: Mike Jones, Business Development

481 Grand Avenue

New Haven, CT 06513

Phone: 402-763-0567

Website: [mcvacenv.com](http://mcvacenv.com)

Email: [Mjones@mcvacenv.com](mailto:Mjones@mcvacenv.com)

Business: Dewatering, Geotechnical Engineering, HAZMAT  
Clean-up, Pneumatic & Hydro Excavation and Environmental  
Clean-up.



### **Armorock Polymer Concrete Structures**

Contact: Jared Johnson

PO Box 60006

Boulder City, NV 89006

Phone: 407-755-7416

Website: [armorock.com](http://armorock.com)

Email: [jjohnston@armorock.com](mailto:jjohnston@armorock.com)

Business: Manhole Rehabilitation, Sewer/Water





## JULY FEATURED SPONSOR



A. J. JOHNS, INC.  
—CONTRACTOR—

3225 ANNISTON ROAD • JACKSONVILLE, FL 32246 - 3696 • 904-641-2055

A.J. Johns, Inc. is a Jacksonville based complete site development contractor. We began in the local industry in April of 1970. In the beginning we only provided utility needs to our clients, but in 1983 we expanded our services to include all scopes of a complete site development contractor to better serve our clients, both public and private.

Our company founder, Mr. AJ Johns is a long-time respected leader in the Jacksonville business community. Our goals and mission at A.J. Johns, Inc. have remained consistent over the past 50 years. We strive to provide a turnkey approach to many types of developments.

A.J. Johns, Inc. has the leadership, trained and dedicated staff who continue to evolve in order to meet the needs of our clients. We strive to create strong and understanding relationships with our clients, engineers, vendors, and subcontractors through communication, teamwork and most importantly, a positive attitude. We have a reputation for delivering quality and cost-effective services and we are fully committed to exceeding the expectations of our clients. Building new relationships and strengthening long term acquaintances is key to both past and future success.

At A.J. Johns, Inc. our employees receive continuous training to keep them abreast of our ever-changing industry. Internal job training and employee development brings an added plus to the efficiency of our organization.

Our industry has faced many ups and downs over the years, but the most important assets to any company is its employees. We continue to invest in the future of our industry by creating new avenues to increase employment in our industry. All of our futures dwell in the minds of the coming generations. We must show them through example that the construction industry provides a pathway to a successful and a fulfilling future. We must invest in the future of our industry by instilling the morals and knowledge of what made us who we are today.