

# THE FLOW

## Upcoming Events

### May 12th

**Jacksonville Jumbo Shrimp  
Buffet at 6:00 pm  
Game starts at 7:05 pm**

### May 17th

**NUCA Wins Webinar  
See additional info on  
Page 12**

### May 23rd to 25th

**NUCA Washington Summit**

### May 26th

**Next Man Up  
Heavy Equipment  
Ring Power**

## MAY 2022

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## 2022 OFFICERS & BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

#### **President**

Mike Kivlin, John Woody, Inc.

#### **President-Elect**

Tim Gaddis, Vallencourt Construction

#### **Vice President I**

Caleb Hurlbert, A.J. Johns, Inc.

#### **Vice President II**

Paul Gilsdorf

#### **Secretary/Treasurer**

Rob Pinkston, Ferguson Waterworks

#### **General Counsel**

Tony Zebouni, Lindell, Farson & Zebouni

#### **Past President**

Marty Adams, TB Landmark

### BOARD OF DIRECTORS

Kirk Blomgren, Petticoat-Schmitt Civil

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Wesley Cook, Florida Roads Contracting

Joe Geiger, Cemex

Billy Hood, J. B. Coxwell Contracting

Valinda Krynicki, United Rentals

Christian Lake, Lindell, Farson & Zebouni

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Chance Leonard, ECS Florida

Rick Parker, Forterra Pipe & Precast

Barry Watson, Fortiline Waterworks

Chris Wilson, Martin Marietta Materials

Jon Woodall, John Woody, Inc.

**Linda Daniels  
& Associates, LLC**

Linda Daniels, CCIM

Licensed Real Estate Broker  
100 Center Creek Road  
Suite 102  
Saint Augustine, Florida 32084

Cell: 904-304-7222  
ldaniels@lindadaniels.com  
www.lindadaniels.com  
Fax: 888-343-8018

### PRESIDENT'S MESSAGE

Dear Friends,

Howdy Everyone! The year continues to roll along with its ups and downs. Things are still crazy, but they've seemed to level off a little bit. Keep working hard, know that NUCA is here to help, and we'll get through anything and everything together. As always, thank you to our monthly sponsors! Without you, this great organization would not exist.

Once again, y'all made this years golf tournament one of the bests that we've ever had! A huge thank you to all of our sponsors, attendees, the golf committee and Kathy for all of your hard work! Registration is open for the NUCA of North Florida scholarship offerings. These scholarships directly benefit members of NUCA of North Florida and are available to anybody entering college or a trade school, and anybody already in college or trade school if they are the child of anybody that is an employee with one of our members. **DON'T MISS YOUR OPPORTUNITY FOR FREE MONEY!!!**

Thirsty Thursdays are back again, and our annual trip to watch the Jumbo Shrimp is booked for Thursday, May 12<sup>th</sup>! Come on out and enjoy some balk park food, good baseball, and fellowship! NUCA National's Washington Summit will be held on May 23<sup>rd</sup>-25<sup>th</sup>. If you are able, try to attend and get a feel for politics at the national level. Remember, this year is an election year and things will get very interesting at all levels of government. Support the NUCA National PAC and participate in the Bidding for Benjamins program offered by NUCA of Florida to put your money to work and help us "make friends" across the political system. Summer is right around the corner, and that means the NUCA of Florida Annual Conference is back! We will be heading to the Opal Grand in Delray Beach on July 21<sup>st</sup>-23<sup>rd</sup>. Registration and the room block are open, so come join us as we tackle some major issues that we all face as an industry and enjoy some good company too! Last, but not least, the NUCA of North Florida Annual Fishing Tournament will be held on August 27<sup>th</sup>. Come on out and help me celebrate my birthday by catching a boat load of fish!

As always, please continue to support our members and associates. If there is anything I can do to help you out, please do not hesitate to give me a call.

Sincerely,  
**Mike**

Mike Kivlin

## 2022 NUCA of North Florida

### Monthly Sponsors

### Diamond Sponsor

United Rentals  
Trench Safety  
Fortiline Waterworks  
Sunbelt Rentals

### Platinum Sponsors

Beard Equipment Company

### Gold Sponsor

Alta Equipment Company  
Forterra Pipe & Precast  
Nimnicht Chervolet

### Silver Sponsor

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

## CALENDAR OF EVENTS

May 10th

Board of Directors Meeting  
Zoom

May 12th

Jacksonville Jumbo  
Shrimp Night

May 17th

NUCA Wins Webinar

May 23rd to 25th

NUCA Washington Summit

July 14th

Scholarship Night  
Maggiano's

July 21-23rd

NUCA of Florida Conference  
Opal Grand  
Delray Beach

August 27th

Fishing Touranment

# The Law and Your Business

## ***The Law and Your Business – Your protection under the Business Judgement Rule*** ***Tony Zebouni, General Counsel, NUCA North Florida***

Whether managing your company or serving on NUCA's Board of Directors or that of other Associations, it is important to know and appreciate your potential liability or immunity under Florida law. If you are a sole practitioner and are doing business as an individual, you run the risk of being held personally liable of any negligent act.

In Florida, the "business judgment rule" has been codified by statute for corporations, limited liability companies, and not-for-profit corporations. The rule protects officers and directors from judicial review of their acts, if business judgments are made in good faith based on reasonable business knowledge. A director or officer is generally not personally liable for monetary damages to the corporation or any other person for any statement, vote, decision to take or not to take action, or any failure to take any action, as a director. A manager in a manager-managed limited liability company or a member in a member-managed limited liability company is generally not personally liable for monetary damages to the limited liability company, its members, or any other person for any statement, vote, decision, or failure to act regarding management or policy decisions extending business-judgment deference to nonprofit officers and directors.

Florida statutes protect officers and directors and render them immune from liability under most circumstances, absent a showing of bad faith, self-dealing, or a violation of criminal law. A Florida Court stated "bad faith" implies the conscious doing of a wrong because of dishonest purpose and requires a person to act affirmatively with furtive (acting in a stealthy manner) design or ill will. In that case, "bad faith" would contemplate actual knowledge on the part of the director of any improper scheme and a failure to act on such knowledge".

Florida courts have extended business-judgment deference to common interest associations, i.e., NUCA Board of Directors, uniformly shielding "a condominium association's decision if that decision is within the scope of the association's authority and is reasonable, that is, not arbitrary, capricious, or in bad faith from judicial review. Unfortunately, the issue of what is "reasonable" often requires a judicial determination. ***New Horizons Condominium Association v. Harding***

## **GOLF TOURNAMENT HIGHLIGHTS**

One had once again for our golf tournament. We had a full field of 144 golfers and 19 vendor showcase participants. Thank you to everyone who came out and golfed or sponsored our event. See list of sponsors on page 9. More photos on pages 10.

**1st Place Team McGriff Insurance Score:  
47**

**2nd Place Team Florida Roads Team #2  
Score: 48**



### **Contest Winners**

**Longest Drive #2**

**Closest to the Pin #5**

**Longest Putt**

**Skirts for Steak**

**Liquor Raffle**

**Austin Burton**

**John Brendal**

**Jim Gannon**

**Scott Mason**

**Scott Mason**



## **WELCOME NEW MEMBER**

Please join us in welcoming Sunstate Equipment who recently joined our association.

**Sunstate Equipment LLC**

**Business: Equipment Rental & Sales**

**Contacts: Adarsh Persaud, Branch Manager**

**Jon Frits, Trench Branch Manager**

**668 Suemac Road, Jacksonville, FL 32254**

**Adarsh's Cell: 407-633-7951**

**Adarsh's email:**

**[Adarsh.persaud@sunstateequip.com](mailto:Adarsh.persaud@sunstateequip.com)**

**Jon's Cell: 904-902-9030**

**Jon's email: [Jon.fritz@sunstateequip.com](mailto:Jon.fritz@sunstateequip.com)**

**Website: [www.sunstateequip.com](http://www.sunstateequip.com)**





#### **New Trenchless Technology Manual Released**

Trenchless technology continues to expand at a very rapid rate, as more contractors recognize the efficiency and cost-savings that can be recognized in its usage. To help more of its members understand trenchless tech, the National Utility Contractors Association (NUCA) released this month its updated "Trenchless Construction and New Installation Methods" manual. The 148-page, full-color illustrated manual carefully addresses and explains the most common trenchless installation methods. This manual was written by construction industry experts, describing both the contractors' and manufacturers' perspective with the goal to educate and guide others in choosing the best subsurface method to completing a project. The new manual is available exclusively from NUCA, and can be ordered online for US\$99.95 plus shipping. More here: [www.nuca.com/trenchlessmanual](http://www.nuca.com/trenchlessmanual)

#### **Help NUCA Reach 100 New Members During National Signing Day, May 12**

Each of us know the outstanding value a NUCA membership provides, and how the many benefits and services of membership more than equal the cost of our membership investment. In our industry, it is now considered a poor business decision to NOT be a member of NUCA. We also likely know a contractor or supplier that isn't a NUCA member. On May 12th, NUCA is asking each member to join us in helping connect more industry companies to the value and voice a NUCA membership provides during our first-ever National Signing Day. Be a NUCA champion and help grow your association by 100 new NUCA members signed up on May 12th! You can participate individually or as part of your chapter's National Signing Day effort. More details are coming, but let's get excited about May 12th and how a bigger NUCA will help all members!

#### **Get Ready For Trench Safety Stand Down Week - June 20-24, 2022**

June 20-24, 2022 is the sixth annual Trench Safety Stand Down (TSSD). This is your company's opportunity to talk directly to your employees and others about excavation safety. Companies can conduct a stand-down by taking a break to conduct a toolbox talk or other safety activity to draw attention to the specific hazards related to working in and around trenches/excavations. We hope each NUCA member will participate in our TSSD and June's "Trench Safety Month"! For more information and TSSD materials, [go here](#).

#### **NUCA's Train-the-Trainer: A New Look, A New Course, Aug. 23-26**

NUCA's Safety, Education & Training Dept. is pleased to announce that the venerable NUCA Train-the-Trainer (TTT) course has a fresh new look and a new focus. The updated Train-the-Trainer course emphasizes building instructors and teaching them the concepts of being an effective instructor while focusing on teaching the core NUCA Competent Person and NUCA Confined Space Courses. The 2022 TTT course will be offered in Coppell, Texas, on Aug. 23-26. If you would like to attend this course, be a NUCA Certified Instructor, or refresh your skills and training, please contact NUCA's training director Mike Flowers at [mike@nuca.com](mailto:mike@nuca.com).

#### **Your Investment in NUCA Delivers Many Benefits: Webinar-on-Demand**

Are you a new member of NUCA? Or as a long-time member you're seeking a refresher on all the many benefits your annual NUCA membership investment delivers to you and your employees? Our membership department recently held a quick webinar on the growing number of benefits NUCA offers to each member, including some you may not know about. We invite you to watch our quick NUCA membership overview to make sure you're getting the most for your business. [Click here](#) to watch our YouTube video.

# SAFETY NEWS

By Jeff Blomgren  
Safety Director at Petticoat-Schmitt Civil Contractors

## **Recognizing Value**

When we think about the business we are in, we need to ask ourselves, what is our most valuable asset? There's a trucking company that has a saying on the side of their truck trailers, "Our most valuable asset is up in front". I think that's a perfect way to advertise the trucking companies' appreciation for their employees. When we think about the word appreciation, we need to understand the impact of it's meaning. It means to recognize a person's full worth and the impact that person has. Recognizing a crew for their part in making the workplace safe or keeping it clean and orderly, or performing work that is done efficiently and then for exceeding goals or expectations are good reasons to show appreciation. Many times, a monetary reward, while welcome, isn't as effective as being appreciative of the skills and abilities necessary to complete a task effectively. As safety professionals, we get a lot of credit for a good safety record. However, as safety people our real job is to facilitate the process. The real credit goes to the people who are doing the work. They make the day to day, minute to minute decisions to either work safely or to take short cuts or put a fellow worker into a dangerous situation or accept a hazardous condition. The credit goes to where the work is being performed. Our job is to provide the tools and training necessary to equip them to do their jobs safely and to return to their families. There is more to creating a positive work environment than tools, equipment, and training. It's also appreciation and doesn't cost a dime.





**Platinum Sponsor—Beard Equipment Company**

**Vendor Showcase Participants**

Advanced Drainage Systems	Forterra Pipe & Precast
All Pro Asphalt, Inc.	Fortiline Waterworks
Alta Construction Equipment, LLC	Holland Pump Company
Beard Equipment Company	Linder Industrial Machinery
Bobcat of Jacksonville	MWI Pump Rental
Cecil W. Powell & Company	Oldcastle Infrastructure
Company Wrench	Sunbelt Rentals
Duval Asphalt Products	United Rentals Trench Safety
Ferguson Waterworks, Inc	Vermeer Southeast
Florida Pumping Solutions, Inc..	

**Event Sponsors**

American Ductile Iron Pipe	Trophy Sponsor
C & B Piping	Lunch Sponsor
Core & Main	Beverage Cart Sponsor
Florida Roads Contracting	Longest Drive
J.B. Coxwell Contracting, Inc.	Lunch Sponsor
John Woody, Inc.	Lunch Sponsor
Martin Marietta Materials	Beverage Cart Sponsor
McGriff Insurance Services	Dinner Sponsor
Ring Power Corporation	Dinner Sponsor
Ritchie Bros Auctioneers, Inc.	Dinner Sponsor
USI Insurance Services, LLC	Closest to the Pin

**Green Sponsors**

A.J. Johns, Inc.	EquipmentShare
Acme Barricades, Inc.	Fortiline Waterworks
Beard Equipment Company	Gate Fuel Service, Inc.
C & B Piping	J.B. Coxwell Contracting, Inc.
Case Power & Equipment	John Woody, Inc.
County Materials Corporation	Sunbelt Rentals
D. Armstrong Contracting	United Rentals Trench Safety
ECS Florida, LLC	Vulcan Materials Company





## GOLF PHOTOS





## JUNE IS TRENCH SAFETY MONTH!

# Safety Training and Protective Systems Save Lives



## Trench Safety Stand Down Week | June 20–24, 2022

*Make plans for your company to participate in this year's NUCA Trench Safety Stand Down Week. Being a part of our popular 6th annual TSSD Week will help educate your employees on trenching hazards at the jobsite.*

OSHA's National Emphasis Program on Trenching and Excavation is a high agency priority. NUCA and OSHA have teamed up again this year for our annual trench safety program. More than 22,000 employees on 2,200 jobsites from 340 companies participated in the 2021 TSSD.

Every company or organization that holds a TSSD will receive a certificate of participation, as well as hard-hat stickers for every employee who participated. Recognition will also be given in NUCA publications. Please plan for your company to be a part of this vital industry safety event this year.



*Also sponsored by NUCA's Safety Ambassadors Club*

Alex E. Paris Contracting  
Atlas Excavating  
Barber Utilities  
Case Construction Equipment  
Caterpillar, Inc.  
Cemen Tech, Inc.  
Core & Main  
CNA  
Ditch Witch  
Efficiency Production  
Ferguson Waterworks  
Greg Strudwick & Associates  
HCSS  
HRP Construction  
Hymax by Krausz

John Deere  
Johnson Bros.  
Komatsu America Corp.  
L.G. Roloff Construction  
McLaughlin Boring Systems  
National Trench Safety  
Oxford Plastics USA  
Petticoat-Schmitt Civil Contractors  
Safety Management Services  
Sunstate Equipment Co.  
Team Fishel  
United Rentals  
Xylem  
Wacker Neuson Corp.

For more details and TSSD materials: [nuca.com/tssd](https://nuca.com/tssd) #TSSD22 #TrenchSafetyMonth



## Workplace Incident Notification System

Join us for this demonstration of NUCA WINS, the app created as the solution to defend CONTRACTORS against unwarranted claims, typically pursued by utilities and opportunistic bill collectors.

With NUCA-WINS you can document all types of jobsite incidents, including injury, utility strike, property damage and vehicular. NUCA-WINS eliminates paperwork, reduces the risk and cost of incidents, and defends against fraudulent claims. As current subscribers can attest - just one mitigated damage or injury claim pays for the entire cost of NUCA-WINS for the year.

Webinar Attendees will be eligible for an exclusive NUCA North Florida Pricing Offer.

When: May 17, 2022 at 11:00 AM Eastern Time (US and Canada)

Register in advance for this meeting:

<https://us02web.zoom.us/join/register/tZYsfuyorjktHd3p7PoE4a59aBSENH5HdBVR>

After registering, you will receive a confirmation email containing the Zoom meeting access link.

If you have questions about NUCA-WINS please contact:

Kathy Blackman - Executive Director at [nucanf@gmail.com](mailto:nucanf@gmail.com)

Jim Messina, Compatica - Chief Marketing Officer at [jim@compatica.com](mailto:jim@compatica.com)





# 2022

Annual Conference

**July 21-23, 2022**

Opal Grand | Delray Beach

*Registration Now Open*

[Click Here](#)



# 2022

## Annual Conference

**July 21-23, 2022**  
Opal Grand | Delray Beach

Join us at the Opal Grand Oceanfront Resort July 21-23, 2022, for the NUCA of Florida Annual Conference. Sponsorship of the event offers an exceptional opportunity to collaborate and discuss innovative ideas. Conference attendees include company decision-makers-Presidents, CEO's, General Managers, Safety Directors, Project Managers, Supervisors, Engineers-as well as manufacturers, distributors and dealers involved in water, sewer, gas, cable and telephone installations achieved through open excavation or trenchless technology. Network in a relaxed, casual setting throughout the conference, whether its poolside, beachside, or dockside. Showcase your company and its products as a Conference Exhibitor-an excellent, cost-effective way to market your products and services to industry decision-makers and increase your company's visibility. Register today online at [www.nucaflorida.org](http://www.nucaflorida.org).

### \$7,500 - DINNER SPONSOR

- 2 conference registrations
- Exclusive Wi-fi password
- Opportunity to speak at Keynote Breakfast
- One reserved table at the Saturday night dinner
- Logo on sponsor signage throughout event
- Live company introduction at Keynote Breakfast and Saturday night dinner
- Premier Booth at Contractor's Day
- Prominent logo displayed throughout conference events/brochure
- Your firm's profile included in the conference program (\*deadlines apply)
- Company logo displayed on "Sponsor Page" in the NUCA of Florida *Ditchmen*
- Sponsor ribbon added to name tag
- Company logo displayed on NUCA of Florida website as a "Platinum" Sponsor
- Company's logo on pull-up banner provided by NUCA of Florida
- Sponsor signage at conference and included in conference brochure
- One-year ad placement in *Ditchmen* magazine

### \$5,000 - PLATINUM

- One reserved table at the Saturday night dinner
- One full registration at the conference
- Logo on sponsor signage throughout event
- Live company introduction at Keynote Breakfast and Saturday night dinner
- Premier Booth at Contractor's Day
- Prominent logo displayed throughout conference events/brochure
- Profile of your firm included in the conference program (\*deadlines apply)
- Company logo displayed on "Sponsor Page" in the NUCA of Florida *Ditchmen*
- Sponsor ribbon added to name tag
- Company logo displayed on NUCA of Florida website as a "Platinum" Sponsor
- Company's logo on pull-up banner provided by NUCA of Florida
- Sponsor signage at conference and included in conference brochure
- Ad placement in *Ditchmen* Magazine for 4 months

### \$3,500 - DIAMOND

- Logo on sponsor signage throughout event
- Live company introduction at Keynote Breakfast and Saturday Dinner
- Prime booth location at discounted rate at Contractor's Day
- Prominent logo displayed throughout conference events/brochure
- Profile of your firm included in the conference program (\*deadlines apply)
- Company logo displayed on "Sponsor Page" in the NUCA of Florida *Ditchmen*
- Sponsor ribbon added to name tag
- Company logo displayed on NUCA of Florida website
- Company's logo on pull-up banner provided by NUCA of Florida
- Sponsor signage at conference and included in conference brochure



**\$2,500 - GOLD**

- Profile of your firm included in the conference program (\*deadlines apply)
- Company logo displayed on
- "Sponsor Page" in the NUCA of Florida Ditchmen
- Sponsor ribbon added to name tag
- Company logo displayed on NUCA of Florida website
- Company's logo on pull-up banner provided by NUCA of Florida
- Sponsor signage at conference and included in conference brochure

**\$1,500 - SILVER**

- Company logo displayed on "Sponsors Page" in the NUCA of Florida Ditchmen
- Sponsor ribbon added to name tag
- Company logo displayed on NUCA of Florida website
- Company's logo on pull-up banner provided by NUCA of Florida
- Sponsor signage at conference events and included in conference brochure

**\$1,000 - BRONZE**

- Company's logo on pull-up banner provided by NUCA of Florida
- Sponsor signage at conference and included in conference brochure
- Company logo displayed on "Sponsors Page" in the NUCA of Florida Ditchmen

**\$500 - COPPER**

- Sponsor signage at conference and included in conference brochure
- Company logo displayed on "Sponsors Page" in the NUCA of Florida Ditchmen

**\$250 - FRIEND OF NUCA**

- Sponsor signage at conference and included in conference brochure
- Company name displayed on "Sponsors Page" in the NUCA of Florida Ditchmen

**EXHIBITOR**

**\$600 – Exhibitor Booth only, including one booth attendant;**

**\$250 – additional booth attendant**

- One 8' Table with tablecloth, chair(s) and wastebasket
- Company name listed on the NUCA of Florida Website
- Company listing throughout conference events/brochure
- VIP Reception held in Exhibitor area
- Company name displayed on "Sponsors Page" in the NUCA of Florida Ditchmen

Name \_\_\_\_\_

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

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**SPONSOR/EXHIBITOR LEVEL**

- ☐ \$7,500 - Dinner Sponsor
- ☐ \$5,000 - Platinum
- ☐ \$3,500 - Diamond
- ☐ \$2,500 - Gold

- ☐ \$1,500 - Silver
- ☐ \$1,200 - President's Luncheon
- ☐ \$1,000 - Bronze
- ☐ \$500 - Copper

- ☐ \$250 - Friend of NUCA
- ☐ \$600 - Exhibitor Booth
- ☐ \$250 - Additional Booth Attendant

x \_\_\_\_ (number of attendants)

INVITATION TO  
Construction contractors, inspectors, planners,  
designers and developers  
**MUDDY WATER BLUES**  
**2022 Field Day and Technology Transfer Workshop**  
**May 26 – Jacksonville, FL**

Please join the **2022 MUDDY WATER BLUES** Field Day Technology Transfer Workshop!

Demonstrations from vendors/suppliers of erosion and sediment control products will showcase the latest BMPs available. This will be a hands-on installation experience for all attendees.

Enjoy **free lunch** and interacting with industry experts regarding your projects and problems in the field of erosion and sediment control on your job sites.

**WHEN:** May 26, 2022 from 8:30 AM – 4:00 PM

**WHERE:** JB Coxwell, 6741 Lloyd Road West, Jacksonville, FL

**WHAT:** Florida Muddy Water Blues Field Day and Technology Transfer Workshop is an interactive day of environmental Best Management Practices (BMPs) with demonstrations, and industry experts

**WHY:** This workshop is designed to help contractors, inspectors, planners, designers and developers learn about effective erosion control, sediment transport and sedimentation BMPs resulting in improved water quality before and after construction activities.

**QUESTIONS:** Contact Hal Lunsford – Lunsford Environmental at 850/765-3228 or email him at [lunsfordenvironmental@gmail.com](mailto:lunsfordenvironmental@gmail.com)



J.B. COXWELL CONTRACTING  
INCORPORATED

**LUNSFORD ENVIRONMENTAL**







**It's An Election Year.  
Washington Beckons  
To Our Industry.**

**May 23–25, 2022**

We're not sitting on our laurels, after our industry's historic success with last year's \$1.2 trillion infrastructure bill.

This year's Washington Summit opens up the next chapter of this bill: **Implementation.**

We've got four important Summit goals ahead:

- **Implementing the Infrastructure Investment and Jobs Act:** Five Years Of Funding
- **Workforce / Labor:** Finding Our New Employees / H-2B Visa Reforms / Project Labor Agreements
- **Private Activity Bonds (PAB):** Unlocking Private Finance for Infrastructure
- **Lead-Pipe Replacement:** Delivering The Resources To Finish The Job

**WeDigAmerica.org | #NUCASummit**

Come to Washington, D.C. this spring and meet in-person with your lawmakers for our annual Washington Summit. Last year's success proved your advocacy works. Let's keep the momentum on Congress, especially during this crucial election year.

Registration and hotel information:  
**WeDigAmerica.org**



*Digging America's Future*



# NEW MEMBER SPOTLIGHT



Sterling Seacrest Pritchard

Officially We're An  
Insurance Broker.  
But We're Really  
Something **More.**

Atlanta | Birmingham | Savannah | Columbus | Tampa | Little Rock

Sterling Seacrest Pritchard is one of the largest privately held Risk Management and Insurance brokerage firms in the U.S. We work in partnership with our clients and community to provide services, solutions, and support customized to today's dynamic marketplace.

## We're Local With a **Global** Reach

We collaborate with industry leaders to provide the best solutions to help your organization proactively manage risk, develop workplace safety programs, reduce claims, and achieve your goals.



## We're About **Possibilities** ... Not Just Policies.

This distinction makes us unique in our space. We've devoted our practice to pulling risk management and insurance out of the darkness and into the light through education and advocacy with an unexpectedly pleasant experience.

Relationship Based and Client **Focused**

Global Market **Access**

**Experienced** Professionals

Industry Leading **Technology**

**Exceptional** Resources

Unwavering **Integrity** and Ethics

**Independent** and Employee Owned

Our Values

Strategic | Teamwork | Accountable | Resilient | Selfless

## Here for You

- Exposure Analysis
- Program Development & Auditing Services
- Insurance Summary
- Professional Consultation
- Workers Compensation Experience Modifier
- Insurance Certificates

## Get in Contact



**Hunter DeWitt**  
Client Advisor  
O: 941-400-5507  
E: [hdewitt@sspins.com](mailto:hdewitt@sspins.com)

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# MAY FEATURED SPONSOR

**ALTA** EQUIPMENT  
COMPANY

**THE TOTAL  
SOLUTION  
DEALER**



**YOUR PARTNER IN SUCCESS**



**FROM EARTHMOVING MACHINERY TO COMPACT EQUIPMENT** and so much more. Alta Equipment Company has the right tools for any job. With a full selection of available attachments, as well, find the functionality and capabilities in our rental inventory.

- **COMPLETE LINEUP OF RENTAL EQUIPMENT**
- **USED EQUIPMENT**
- **NEW EQUIPMENT**
- **PARTS & SERVICE**

**CONTACT US TO LEARN MORE**

## 8 FLORIDA LOCATIONS

Miami - 305-477-2442  
Orlando - 407-850-9614  
Davie - 954-581-4744  
Ft. Myers - 239-481-8554

Tampa - 813-630-0077  
Lake City - 386-758-7444  
Jacksonville - 904-737-6000  
Tallahassee - coming soon

**ALTA** EQUIPMENT  
COMPANY  
[ALTAEQUIPMENT.COM](http://ALTAEQUIPMENT.COM)