

THE FLOW

**May 2025
INSIDE THIS
EDITION**

NUCA OF NORTH FLORIDA, INC.



Upcoming Events

May 8th - Jumbo Shrimp; Get Your Tickets Now!!!

May 13th-14th- Washington D.C. Summit

May 20th - Young Professional Quarterly Networking Event; Wicked Barley

June 3rd -Next Man Up; JB Coxwell

June 16th - 20th - Trench Safety Stand Down Week

July 10th - Scholarship Night/State of the Union; St Johns Golf & Country

July 17th - July 19th - NUCA Florida Conference; Ocean Reef

August TBD - Annual Fishing Tournament; Location TBD

November 4th- Annual Clay Shoot; Jacksonville Clay Target Sports

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NUCA
REPRESENTING UTILITY & EXCAVATION CONTRACTORS
NORTH FLORIDA

Presidents Message

Dear Friends and NUCA Members

I hope everyone had a joyful Easter as spring begins to give way to the start of Summer, and we are beginning to feel the heat starting to rise. We are also very busy as an organization with many things going on.

The legislative days in Tallahassee, on April 1, were successful as our delegation was able to meet with many of our local representatives and express our concerns and approvals of the legislation that is currently working its way through the state house. One of the highlighted pieces of legislation we are following is related to the lien law changes that are being proposed. Our featured legislation for the session was to change the law to allow utility contractors to have the same abilities as Contractor V to install the fire line riser into the building 1 foot above the finished floor. This legislation does not look like it will make it through this session, but we have gained some momentum this term and will push for it again next session. On April 7, we held our annual golf tournament which was a fun day for all involved. Thank you to all our sponsors and vendors for making it another successful event.

Our next man up training on lien laws was scheduled for April 16th, but due to the changes in the laws we decided to postpone the class until June 3rd so we can make sure any changes to the law are included in the class so we can provide the most pertinent and updated information. Tuesday May 8th we will be having our annual night at the Jumbo Shrimp game. This year we will be offering an option to purchase a spot for the pregame meal and social gathering at Intuition Ale Works across from the stadium. The NUCA Washington summit will be held on May 13th and 14th. Trench Safety Stand Down week will be the week of June 16th through the 20th so be on the lookout for more details about this important safety awareness event. Be sure to see this issue of Flow to learn more about these events and remember to add them to your calendar.

Finally, if you have not already heard the news, Doug Carlson, the chief executive officer of NUCA national submitted his resignation to the board of directors at the beginning of April. Doug's leadership and planning has served our organization well and through his strategic planning we are left with a solid succession plan. We thank Doug for his five years of dedicated service. Moving forward Chris Barrett, who has served as NUCA's chief operating officer since 2016, will assume the role of interim chief executive officer until the search is complete for a new candidate to carry our mission forward.

Thank you to all our member organizations for all you do to make NUCA of NF the organization that it is.

Respectfully,

Paul Gilsdorf

Paul Gilsdorf
Senior Project Manager
Haskell
M: 904-210-9477
paul.gilsdorf@haskell.com

2025 OFFICERS & BOARD OF DIRECTORS

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CALENDAR OF EVENTS

Upcoming Events

May 8th

Jumbo Shrimp Game

May 13th-14th

Washington DC Summit

May 20th

**Young Professional Quarterly Net-
working Event**

June 3rd

Next Man Up Training

June 16th - 20th

Trench Safety Stand Down Week

July 10th

**Scholarship Night/State of the
Union**

July 17th - 19th

NUCA Florida Conference

August TBD

**NUCA NF Annual Fishing
Tournament**

November 4th

Annual Clay Shoot

The Law and Your Business

The Law and Your Business- Where to Bring Suit

Tony Zebouni, Lindell & Zebouni, P.A.

In a recent case, the parties contracted for the delivery of software and equipment, and despite buyers furnishing payment from a United States bank account, sellers failed to deliver the goods. The negotiations occurred in Hialeah, Florida, but delivery was to be made in Venezuela. Both sellers were domiciled in Duval County. At the time of negotiations, the buyer had not yet been incorporated. The appeal involved the venue for the litigation and whether the buyer was precluded from bringing an action in any Florida court because they weren't incorporated during negotiations. Buyers sued Sellers for breach of contract, quasi-contract, and tort in a South Florida court.

Venue is controlled by sections 47.011 and 47.051, Florida Statutes (2023). Section 47.011 is the general venue statute, while section 47.051 governs suits against corporations. Because section 47.051 is a specific statute relating to corporations, in the face of conflict, it controls over the general venue statute. Sellers are domiciled in Jacksonville, Florida, which is located in Duval County.

For venue purposes in a contract action, a cause of action accrues where the contract is breached. For venue purposes in a tort action, a cause of action is deemed to accrue where the act creating the right to bring an action occurred.

The alleged injury in this case occurred when sellers wrongfully failed to deliver the software and equipment in Venezuela. In disputes over the failure to deliver goods, Florida courts generally have determined the cause of action accrues at the place of anticipated delivery. In actions for breach of contract concerning delivery of goods, venue lies in the county where the goods are to be delivered. Venue lies in the county where the covenant alleged to be breached was to have been performed.

In ruling on a motion to dismiss for improper venue, unless there is a compelling reason to the contrary, transfer the action is preferred over a dismissal.

A person who has contracted with a company assuming to be incorporated and acting in a corporate capacity cannot, after having received the benefit of the contract, set up as a defense to an action brought by such company that the latter was not legally incorporated, or had no authority to enter into the contract in a corporate capacity. As sellers accepted buyer's payment in Duval County, they are estopped from raising the issue of buyer's capacity. The case was sent to Duval County and the buyers were allowed to prosecute their case.

It is important to consider the venue provision of any contract you sign. Under most circumstances a corporate party is greatly disadvantaged if it is not timely and properly registered to do business in the state.

OSE RAMON MONTENEGRO v. ANTONIO SOCORRO



Industry News and Advocacy

Start Your Day With Rep. Jim Jordan At NUCA's 2025 Washington Summit

At this year's Washington Summit, our "Capitol Hill Day" will kick off with a breakfast briefing featuring U.S. House Chairman Rep. Jim Jordan (R-OH) discussing the current legislative situation in Congress. The new Administration and new Congress are presenting opportunities not seen in several years for permitting reform, new infrastructure resources, tax and business reforms, FY2026 SRF program funding, and other important industry issues. This is the year to come to Washington and introduce your business and your Chapter to your lawmakers--and help out this critical American industry! Your Chapter will arrange your meetings with lawmakers. Our headquarters hotel is once again the convenient Hyatt Regency Washington on Capitol Hill. Register today for our May 13-14, 2025, Summit at [WeDigAmerica.org](https://www.wediga.org).

ASCE Report Card On Water Infrastructure: Needs Improvement

The American Society for Civil Engineers (ASCE) released their quadrennial [report card on America's infrastructure](#), giving the nation an improved grade of C, up from 2021's C-. However, drinking water's dismal grade of C- has not improved since the last report card, nor has wastewater's unchanged grade of D+ and stormwater's D. ASCE's report card remains a very timely reminder to policymakers and the American voter that the only way to build a better America is to deliver more resources for its construction.

Chavez-DeRemer Confirmed As USDOL Secretary

The U.S. Senate on March 10 confirmed former Rep. Lori Chavez-DeRemer to lead the U.S. Department of Labor. Senators voted 67 to 32, with 17 Democrats joining most Republicans to confirm her. During her single term in Congress serving on the House Transportation and Infrastructure Committee, she was one of three Republicans who co-sponsored the Protecting the Right to Organize (PRO) Act, a bill strongly opposed most business organizations, including NUCA." However, Chavez-DeRemer said in her February Senate confirmation hearing her co-sponsorship of this bill "didn't indicate that she would have voted for it," according to *Roll Call*, a leading Congressional publication. *NUCA looks forward to working with the Secretary and her staff over the next several years.*

Anticipating The Impacts: Tariff Webinar Now Available

NUCA's March 2025 webinar, "Tariffs and Infrastructure," is now available on NUCA's YouTube channel. Presented by industry attorney Shawn Farrell with Cohen Seglias, Shawn discusses the Trump Administration's new tariffs and what contractors can do to minimize cost increases. He also examines the innovative use of contracts to reduce the effects of material price increases. Bookmark our channel and [watch the webinar here](#).



Association News

NUCA Choice: Our Industry's Choice For Commercial Insurance Coverage

NUCA Choice delivers to NUCA members commercial insurance options for auto, crime, property, general liability, marine, surety, umbrella and workers' compensation. NUCA Choice is offered in partnership with FCCI Insurance Group and is offered to all NUCA members where FCCI writes business. Members can also consult with FCCI's local risk control team and use the FCCI Risk Solutions Network, a cloud-based platform to help participants stay compliant, manage risks and educate employees to build a safer workforce. To find out more about NUCA Choice and how it can help your bottom line in 2025, go to **NUCAChoice.com** to find a FCCI agent in your area.

Share Your NUCA Testimonial!

Help the NUCA Recruitment & Retention Committee build a library of real-world member endorsements highlighting the importance of being a NUCA member and examples of the value that your affiliation with NUCA has brought to you and your company. Your NUCA testimonial may be shared with your Chapter and used in various promotional materials, including but not limited to websites, social media, brochures, and other marketing materials. Please follow [this link](#) to provide your testimonial online.

Access Your NUCA Member Benefits In One Place

With the new NUCA.com website in place, members now have access to a very user-friendly NUCA Member Dashboard at my.nuca.com. This webpage is where you can update your member profile, manage your NUCA committees, register for NUCA events, access your benefits, and so much more! Individual member benefits are now enhanced to include a travel suite that offers exclusive discounts on car rentals, hotels, and GE products. Plus, members can take advantage of discounts on auto, home, pet, renters, travel, and more! Please log into your NUCA Member Dashboard by visiting my.nuca.com. For questions about logging in or your membership benefits, please contact Lauren Hensley at lauren@nuca.com.

In 2025, Share The Details About Trenchless Tech Efficiency

Are you seeking to know more about horizontal direction drilling, or auger boring, or wish your city's administrators did, too? NUCA's "Trenchless Construction and New Installation Methods" manual can help your estimators, engineers, and project managers recognize that trenchless technology could deliver large cost savings to your excavation projects. The 148-page, full-color illustrated manual carefully addresses and explains the most common trenchless installation methods. This year, buy a copy for your local planning department as a professional gift to introduce their staff to these cost-efficient subsurface construction methods. The manual is available exclusively from NUCA and can be ordered online at **my.nuca.com/online-store/nucastore**.

SAFETY NEWS

By Jeff Blomgren
Chair, NUCA Safety Director's Forum

TRENCH SAFETY

Trench Safety Month is coming up quickly and we will all be concentrating on the safety aspects of trench safety. Some encouraging statistics were reported by OSHA for 2024 (the most recent statistical information) states that there was a 70% reduction in trench related fatalities from 2020 to 2024. OSHA reported 39 trench related fatalities in 2022 compared to 15 in 2023 and 12 in 2024. While these are very encouraging statistics, the loss of life is never encouraging. So far in 2025 there have been 2 trench related fatalities in Maryland and 1 in California and in every incident, proper safety procedures in trench protection were not followed. It makes little sense to circumvent safety procedures when resources, expertise and training is readily available.

"Safety begins from the top!" We have all heard that many times but there are other places where safety begins. Safety begins as the bid is being made up. Building safety into the bid process may constitute a situation where a company may miss a bid because they've gone the extra step to build safety into the estimate. By including trench protection into every excavation over 4 feet deep, we are assuring that we don't ever get to a situation where the excuse for lack of protection as the job is winding up is, "There's no money left in the budget." The next place where safety should be of prime concern is at the worksite. Before the work begins, proper training on trench safety is essential and implementation of safety processes is a front-line responsibility. Profits and productivity should never supersede safety procedures.

When we all work together to emphasize the importance of trench safety, as it relates to our primary function as utility contractors, we should never lose site of the responsibility we have to our employees to provide a safe environment for them to do what they do best.

TRENCH SAFETY MONTH – JUNE, TRENCH SAFETY STAND DOWN –
JUNE 16-20, 2025

Commercial Insurance Insights
Alexis Singleton
Risk Advisor
The Holmes Organisation

Benefits of Implementing a Return-to-Work Program

ℋ

Return-to-work programs are one of the most effective ways to reduce workers' compensation costs and improve your MOD rating. These programs help employees get back to work faster, even if it's in a modified or light-duty capacity, reducing the overall cost of claims.

ℋ

Implementing a return-to-work program also improves employee morale, as injured workers feel more engaged and valued. It sends a clear message that your company is committed to their recovery and well-being, which can help reduce the likelihood of prolonged claims and legal disputes.

ℋ

For contractors looking to manage workers' comp costs, a strong return-to-work program is not just an option—it's a necessity.

NEXT MAN UP TRAINING

“LIEN LAW”

Tuesday, June 3rd, 2025

Please join us for Next Man Up training taught by Anthony Zebouni, Esq. This was rescheduled to Tuesday, June 3rd from 11:30am-1:30pm at JB Coxwell Contracting, 6741 Lloyd Road West, Jacksonville Fl, 32254. This class will provide an overview of the Florida State Statutes as they apply payment protections and what steps can be taken to protect your company. It will cover the difference in the laws as they apply to bonded vs non bonded and public vs private jobs and what your responsibilities are as a general contractor or as a subcontractor of various tiers. Issues related to preliminary matters required to perfect your rights under a claim of lien or bond claim will be explored including what type of notice a company has to provide in order to protect their lien rights or bond protections on a project."

Please RSVP no later than Tuesday, May 20th with your name and company name. Lunch will be served.

**JB COXWELL CONTRACTING
6741 Lloyd Road West
Jacksonville, FL 32254**

2025 Tallahassee Legislative Days



2025 ANNUAL GOLF TOURNAMENT



2025 NUCANF GOLF TOURNAMENT



Platinum Sponsor—Beard Equipment Company

Golf Cart Sponsor—Alta Equipment Company

Vendor Showcase Participants

All Pro Asphalt	Linder Industrial Machinery
Beard Equipment Company	National Trench Safety
Case Power & Equipment	Oldcastle Infrastructure
Cecil W. Powell & Company	Port Consolidated
Company Wrench, LTD	Rinker Materials
Custom Pump & Controls, Inc.	Sunstate Equipment Co. LLC
Equipment Share Advanced Solutions	Synergy Equipment
Florida Pumping Solutions, Inc.	United Rentals Trench Safety
Fortiline Waterworks	Walthall Oil Company
Horizon Pipe LLC	

Event Sponsors

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Ferguson Waterworks, Inc	Closest to Pin
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JB Coxwell Contracting Inc	Longest Drive
Martin Marietta Materials	Beverage Carts
Pipeline Constructors Inc	Dinner Sponsor
Ring Power Corp	Dinner Sponsor
TG Utility Company Inc	Longest Putt Sponsor
Vallencourt Construction Co Inc	Lunch Sponsor

Green Tee Sponsors

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Core & Main	Sunbelt Rentals, Inc.
D. Armstrong Contracting	United Rentals Fluid Solutions
ECS Florida LLC	United Rentals Trench Safety
Gate Fuel Service, Inc.	Vermeer Southeast

**Thank You To All Our Sponsors for Your
Support!
We Could Not Do This Without You!**

2025 Annual Golf Tournament







New Member Spotlight



POWER THROUGH PARTNERSHIP

Construction Solutions For Your Business

To the public, building equals growth. But growth can come at a cost if businesses in the construction industry lack the right insurance coverage. Construction-related companies walk a fine line between regulation and site safety, and a many constituents, from government bodies to community groups and more.

The many entities involved with a construction project expose companies to any number of risks and challenges. AssuredPartners has the construction-specific expertise to identify and can focus on what you do best – build and grow.

Our experienced team of construction specialists provides comprehensive coverage specifically tailored to construction organizations, from general liability insurance to surety bonding. We specialize in:

- ◆ Insurance Management
- ◆ Risk Management Services
- ◆ Personal Services

Our exceptional relationships with insurance and surety underwriters gives you the benefits of a globally connected agency with the local service and responsive attention you deserve.



TANNER BREWER
(904)881-9317
Tanner.Brewer@assuredpartners.com
8659 Baypine Rd. Jacksonville FL, 32256

assuredpartners.com/construction

MEMBER SPOTLIGHT

Petticoat-Schmitt:

Building an Ownership Culture from the Ground Up



Petticoat-Schmitt Civil Contractors isn't just building infrastructure — they're building a legacy of ownership, empowerment, and long-term growth.

Founded in 2007 by Ryan Schmitt, the Jacksonville-based firm was created with a bold vision: to be a people-first company in an industry often driven by profits over people. From day one, Petticoat-Schmitt prioritized its team and culture — values that would later carry them through one of the most challenging chapters in their history.

"My goal was not just to have an ESOP. I wanted to implement and execute the program as best in class, tie it to ownership thinking, and create a great place to work for employees while attracting high-performing new talent looking for something different," said Schmitt. "I wanted everyone to not only be invested as an owner but to think like an owner!"

Ryan Schmitt, CEO, Petticoat-Schmitt

By 2017, the firm had grown to more than 200 employees and was leading complex public works, site development, and water resources projects across the Southeast. But a series of financial setbacks — compounded by project issues and industry turbulence — tested the

company's foundation. Instead of cutting staff, leadership doubled down on their commitment to people and began rebuilding with intention.

That recovery included a complete operational overhaul and the introduction of ELEVATE20™, their proprietary project delivery system designed to improve safety, consistency, and efficiency. It also paved the way for a defining moment in the company's story: the launch of their Employee Stock Ownership Plan (ESOP).

The ESOP formally transitioned Petticoat-Schmitt into an employee-owned firm, ensuring the people who contribute every day also benefit from the company's long-term success. It reinforced the firm's commitment to team development through structured training, career pathways, and leadership mentorship — all designed to help every team member grow alongside the company.

Today, Petticoat-Schmitt is stronger than ever. Their new office and training yard reflect an environment built around people. Their annual "Digger Day" event, supporting the Child Cancer Fund, shows commitment to their community focus. And their ESOP? It's not just a benefit — it's the bedrock of a culture where everyone shows up, takes ownership, and builds something bigger than themselves.



25TH ANNUAL
NUCA FL / ASJMSF 25TH ANNUAL

BASS FISHING TOURNAMENT



SAVE THE DATE
MAY 1-3, 2025

GET READY FOR THE 2025 ANDREW SCOTT JOHNSON MEMORIAL BASS TOURNAMENT MAY 1-3!
THE TOURNAMENT WILL BE HELD IN OKEECHOBEE CITY ON LAKE OKEECHOBEE
WITH THE WEIGH-IN AT SCOTT C. DRIVER PARK.

HOTEL RESERVATIONS:

Hotel reservations may be secured at our NUCA FL discounted rate at Days Inn/
Wyndham by Lake Okeechobee by calling 863-623-4704.

REGISTER NOW

Note: Sponsorships are 100% tax-deductible.





Schedule

May 2025



Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 @ Durham	2 @ Durham 6:35 pm EDT	3 @ Durham 6:35 pm EDT
4 @ Durham 1:05 pm EDT	5	6 vs. Syracuse 7:05 pm EDT	7 vs. Syracuse 12:05 pm EDT	8 vs. Syracuse 7:05 pm EDT		10 vs. Syracuse 6:35 pm EDT
11 vs. Syracuse 3:05 pm EDT	12	13 @ Norfolk 6:35 pm EDT	14 @ Norfolk 6:35 pm EDT			17 @ Norfolk 6:35 pm EDT
18 @ Norfolk 1:05 pm EDT	19	20 vs. Memphis 7:05 pm EDT <i>Purr In The Park III</i>	21 vs. Memphis 7:05 pm EDT	22 vs. Memphis 7:05 pm EDT	23 vs. Memphis 7:05 pm EDT	24 vs. Memphis 6:35 pm EDT

SAVE THE DATE
JUMBO SHRIMP
THURSDAY, MAY 8TH
7:05PM

See Order Form on the Next Page



JACKSONVILLE JUMBO SHRIMP TICKET ORDER FORM

FOOD WILL BE OFFERED AT INTUITION ALE WORKS PRIOR TO THE GAME AT AN ADDITIONAL COST.

Availability at Intuition Ale Works, 929 E. Bay St, for 250 people so order early!

May 8th

Tickets are \$15 per person for the game only or \$35 per person for food AND the game. The game starts at 7:05 pm. Tickets will be emailed to you.

NAME: _____

COMPANY NAME: _____

Cell Phone: _____

Email address: _____

Tickets **GAME** only _____ \$15/ticket

for **Game & Food** _____ \$35 per person

Total Ticket Cost _____

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

Please indicate payment method and an invoice will be sent to the email address above.

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

Please complete and email to jen@nucanf.com by Friday April 25th.

2025

NUCA North Florida Annual Scholarship



Do you have a son or daughter currently in college or ready to start college this Summer or Fall? NUCA of North Florida, Inc. has the following scholarships available:

Mike Allen Scholarship is for any high school Sr., High School graduate, Undergraduate College Student or Graduate Student who is the daughter or son of a NUCA of North Florida member company employee and will be enrolling full or part time in an academic institution of higher education, beginning this summer or fall. Enrollment may be in any curriculum for any number of years. This may be a four-year college or a community college anywhere in the United States. The Mike Allen Scholarship is a \$3,000 one-time award. Special consideration will be given to those pursuing degrees in a construction-related field. You can get an application on our website at www.nucanf.com at the bottom of the home page, click Undergraduate/Graduate Application. Call the NUCANF office at (904) 612-8692 if you have questions. **The application deadline is June 13th, 2025.**

J. Richard Baker is for any high school student or high school graduate who is the daughter or son of a NUCA of North Florida member company employee and will be enrolling full or part time in an academic institution of higher education or trade school (such as Welding, HVAC, Plumbing, Electrical, Mechanical etc.), beginning this summer or fall. Enrollment may be in any curriculum for any number of years. The J. Richard Baker Scholarship is a \$3,000 one-time award. You can get an application on our website at www.nucanf.com at the bottom of the home page, click New College Students/Trade School Application. Call the NUCANF office at (904) 612-8692 if you have questions. **The application deadline is June 13th, 2025.**

NUCA Scholarships Funded by the NUCA Foundation for Education and Research, four scholarships are available ranging from \$1,000 to \$8,000. Any high school senior whose parent or legal guardian is employed by a NUCA member company in good standing at the time of the application deadline may apply. Student employees, including part-time employees, are also eligible. The applicant must be graduating from high school in 2022 and enrolling full time in an accredited two-year or four-year college for his or her freshman year beginning in the fall of 2024. You can get an application on-line at www.nuca.com/scholarships. **The application deadline is May 30th, 2025.**

Andrew Scott Johnson Memorial Scholarship is also available from our state office, NUCA of Florida. Any seniors in high school or any student pursuing an undergraduate degree are eligible. Previous recipients may reapply. This scholarship is available to all NUCANF member firms. 2024 Applications will be available soon at www.nucaflorida.org/about/asjmsf-scholarship/. **The application deadline is May 15th, 2025.**



Trench Safety Stand Down Week

JUNE IS TRENCH SAFETY MONTH!

Safety Training and Protective
Systems Save Lives



June 16–20, 2025

Registration is Open!



*Below Deck
in Ocean Reef*

ANNUAL CONFERENCE

2025

SETTING SAIL JULY 17-19, 2025

OCEAN REEF, KEY LARGO

REGISTRATION

HOTEL RESERVATIONS



NUCA Advantage powered by Memberfy is your one-stop platform for accessing essential business solutions!

Memberfy, NUCA's nationally endorsed employee benefits broker, provides comprehensive coverage options for NUCA members across the country — including medical, dental, vision, and ancillary (worksite) benefits like disability, accident, critical illness, life insurance, and 401(k) programs. We are proud to support NUCA members from coast to coast!

Don't stop at benefits — NUCA Advantage also offers critical business results, such as HR resources and payroll platforms, all designed to help your company grow and thrive.

As your dedicated partner, we're here to help you confidently navigate employee benefits and business solutions, giving you the tools to drive success.

Visit NUCAAdvantage.com or Memberfy.com to explore exclusive, all-in-one benefit packages built to help you attract and retain top talent!



DAMAGE INFORMATION REPORTING TOOL



SCAN TO GET STARTED



- ✓ COLLECT LOCAL CHAPTER DATA
- ✓ TELL NUCA CONTRACTOR STORY
- ✓ IDENTIFY AND SOLVE DAMAGE PREVENTION ISSUES

LEARN MORE

NUCA members please visit <https://bit.ly/4gkZJCg> to
create a NUCA DIRT Tool account

For more information about Damage Prevention and Reporting
Click [HERE](#)