

Austin

CONSTRUCTION NEWS

The Industry's Newspaper



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## Head in the cloud



Vincil Bishop says establishing Highland Contracting Services as a paperless, cloud-based business made it successful despite the pandemic.

**H**ighland Contracting Services may have been started in the middle of an uncertain pandemic, but actually the timing could not have been better. **Vincil Bishop** and his business partner **Jason Ake** were pondering starting a concrete or construction company. Meanwhile, Bishop's cousin, **Bronson Cole**, was considering whether he should invest his concrete industry experience into another job or start his own business.

"It was the perfect alignment of the stars," Bishop says. "We got together and formed Highland Contracting Services on August 1 and it took off from there. We specialize in flatwork and driveways, stonework and masonry, foundation, stick framing, concrete work of any type, and pre-engineered metal buildings."

Bishop's interest in construction, rooted in childhood, inspired Highland's creation. The son of a scenic carpenter for Memphis' Orpheum Theatre, Bishop grew up maintaining his family's rental properties. Although he explored a software engineering career, building was too much in his blood. In fact, the company's utilization of Bishop's tech and construction backgrounds has helped it succeed during what should have been an uncertain first year.

"We're not off-the-chart innovative, but we're definitely the new generation of businesses in the construction industry," Bishop says. "Because of my software engineering background and experience in cloud technologies, we started the business paperless. We don't have baggage

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## A welcome site



Flintrock Commercial's new Austin office allows more space for work and play, including employee "Hawaiian Shirt and Margarita" Fridays.

**F**lintrock Commercial's new Austin office is just two miles away from its former Metric Blvd. location. However, it's as close as one can get to the work environment company leadership wanted for their valued team.

Dubbed "Flintrock World Headquarters," the space at 3007 Longhorn Blvd. Ste. 103 offers a stylish – and much needed – space to accommodate the general contractor's rapid growth.

"Because we've expanded so much this year – we've gone from about \$8 million to \$30 million, and we have about \$100 million in backlog for the next year – we've just exploded," explains Project Manager **Dylan Edwards**. "We wanted to have a bigger space and build it out the way our employees and clients could appreciate –

and show off some of our work. "It allowed us to do what we do better," Edwards adds. "We have a lot of negotiated work – meaning we don't have to bid against other contractors, our clients come to us and we work together to find them the perfect architect or help them lease the space – so it enabled us to do full service. When our clients come in, we're able to help them with some of our strategic partners and get them in front of architects, brokers and consultants. We can all collaborate in this unique space that we built."

The long, narrow space boasts an open-office feel, with exposed ductwork, 15ft. black painted deck extending through the corridors, encompassed by

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## Good times overhead

**T**here are a lot of good things happening right now for **TNT Crane & Rigging, Inc.** – one of the largest O & M crane service providers in North America. March marks the one-year anniversary of the opening of TNT's Austin branch. "We are staffing that location as we speak," says **Johnny Johnson**, TNT Crane & Rigging Branch Manager. "We are doing a real estate hunt to find a nice big yard up there that can handle the growth we anticipate happening in the Austin market."

Just over two years ago, TNT moved its San Antonio location to I-10 and Trainer Hale Rd. in Marion, just outside of San Antonio. "It was a bit more advantageous for us. It was a bigger yard and more conducive for cranes. It's a good location to hit all points – north, south, east or west – and service the market much better than we were able to before. The San Antonio branch is doing very well. We support a diversified end-market blend from power to commercial



TNT Crane & Rigging Inc. Branch Manager  
Johnny Johnson – San Antonio & Austin

to oil field. There's lots of growth. I think as Texas opens back up and things become more 'normalized,' I'm more and more optimistic about the next two years."

The San Antonio and Austin markets, which Johnson runs, is in close proximity to TNT's Dallas, Corpus, Midland and Houston markets. This allows for an incredible amount of flexibility and available resources from the neighboring branches and vice versa. "When they call and say, 'Hey Johnny, we need a crawler or a RT, or we need these cranes here,' I can get them there and get them there quickly based on my schedule," Johnson says.

In addition to Texas, TNT Crane & Rigging provides services to customers in Louisiana, Oklahoma, Kansas and Nebraska. They are the parent company to four companies located in key markets across North America. Southway Crane & Rigging supports the Southeastern part of the United States – Georgia, South Carolina, Alabama, Florida and Tennessee. RMS Cranes, headquartered in Denver, serves customers in the Rocky Mountains from Montana and North Dakota down to New Mexico. And finally, Stampede Crane & Rigging and Eagle

*continued on Page 14*





# Game Changer News

## GROW with US



3G Drywall is hiring. Individuals who seek opportunity and additional responsibility are recognized and rewarded. Go to our website [www.3gdrywall.com](http://www.3gdrywall.com) click join our team and apply now.

## Employee Benefits of 3G

1. Pay– Our pay rate is comparable to anyone. Good Evaluations = Pay Raises.
2. Safety-3G has not had any reportable events.
3. Anniversary– employee gets a \$100 gift card per year they are with 3G, and 3G swag.
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5. Foreman Trip– The foreman relax for a weekend at Picoso Ranch.
6. Office staff trip– Annual trip for office staff and spouses.
7. Family Christmas Party– 3G families play at different venues. Employees are entered in a raffle to win tools, TVs and gifts. We also have a end of year award ceremony.
8. Holiday Pay– There are 8 paid holidays.
9. Vacation– Vacation time is offered after 6 months of work.
10. 401K– 3G matches 100% of 3% and 50% up to 6%
11. Dental, Vision, Medical insurance is offered.



3G is hosting THE BEST OF THE BEST Competition. Office staff will draft the 3G field workers for a drywall and ceiling competition.

When: September 2021 (TBD)

Where: 3G Headquarters 316 CR 266 Bertram, TX 78605

There will be a cookout, bounce house, face painting, and more.

GLS MediaPro will be present to conduct staff interviews, film the competition, and celebration.

**SPONSORSHIP:** If you are interested in helping sponsor this event. Call or text 737-215-0868. Your can be anonymous or have your company name on t-shirts, banners, be featured on our media page. Food donations are also accepted.

## Upcoming Projects

BIG Projects have been verbally awarded! Stay tuned for next newsletter.



These guys earned their 3G Letter Jackets.

Front row left to right: Carlos Rivera Adelfino Castelan, Stephen Rodriquez, Roswell Vargas, Midwel Degracia Pitti

Back row left to right: Noe Mondragon, Odin Vargas, Francisco Sanchez, Jesus Reyes, Juan Ruiz, Eliacer Jaimes

## WORKSPACE



Gurley Reality, LLC is looking for commercial tenants. We are located at 4450 Highway 29 Bertram, TX. The location is conveniently located just past the Williamson County line in Burnet County off of Highway 29. There are warehouses with 14' ft. roll up bay doors and offices. Couple of buildings have phase 3 electric. Call or text 737-215-0868 to see what is available.

## Employee Milestones

### May

Horacio Barrios– 2 years

Miguel Perez Contreras– 2 years

### June

Juan Maldonado— 2 years

## 3G Swag Shop is Open

3G has hats, shirts, hoodies and more for sale. Go to [www.3gdrywall.com/shop](http://www.3gdrywall.com/shop).



## Industry FOLKS



**Amelia Harlow-Leggett**  
**CM-BIM**  
Business Development  
**Turner Construction**  
Austin, TX

Amelia Harlow-Leggett fondly recalls the summer of her 15th year, installing plugs and switches on job sites for her dad's small electrical contracting company. Working within the camaraderie of the foremen and general contractors – all close friends of her dad – made a positive impression on her. Driving construction trucks and trailers to the job sites on her learner's permit added to the fun.

For all of the good memories she formed from the experience, working in construction wasn't her original career plan. Possessing a strong left-brain bent, Harlow-Leggett earned a bachelor's degree in Mechanical Engineering and Mathematics from Southern Methodist University in 2010. However, an ill-fitting college internship in civil engineering and the 2008 economic decline nudged her to revisit her commercial construction roots.

Turner Construction welcomed her as a Field Engineer in 2010, and she has since steadily grown her role in the company, ascending to Project Manager, Business Development and Division Manager-Special Projects.

"My whole career has been at Turner," she says. "I wear two hats at Turner right now. One is business development; I am out in the market connecting with our design partners, consultants, clients. I'm also responsible for our commercial interiors division: pursuits, estimating, team and execution – all of it on the interiors side."

Her life outside of work is equally full and rewarding. She and her husband Perry, a fellow mechanical engineering grad whom she met at SMU, enjoy raising their nearly 2-year-old son. She is also mommy to her "furry child," Oliver, a Brittany who is a popular fixture at Turner's Austin office.

Motherhood has inspired her to become involved in the issues shaping her child's life and her community.

"Recently, with my little guy, and with the growth in my hometown, I am becoming more involved with the Liberty Hill Education Foundation. I also am on several different subcommittees and groups in Urban Land Institute (ULI); I'm in the Young Leaders Development Mentorship Program, Women's Leadership Initiative, and am also in the ULI local member council."

Harlow-Leggett may have returned to commercial construction, but instead of driving trucks and trailers with a learner's permit, she's flying a Piper Cherokee 235 using her pilot's license.

"I share the plane with my dad. My favorite thing to do is to hop in the plane and fly the family down to Port A; my folks have a tiny cabin in Ruidoso, so we fly out there. My family also exposed me to scuba diving, so we go down to Cozumel once a year to go diving."

Harlow-Leggett is currently designing a house to move into in Liberty Hill, where she was raised and where her extended family still lives. One thing is for sure: The home's plugs and switches will be good to go. –mjm



Arch friends



Arch-Con Corporation's Austin team recently enjoyed their first team lunch, basking in the April sunshine. -mjm

Raise, not replace!



Equipment, material and training company HMI Company celebrated Earth Day by training its new team in Austin how to save concrete from landfills. -mjm

Two brothers, one path



L-R: Brothers Rich Trepanier and Robert Trepanier, co-founders and co-owners of Gage Multifamily Services LLC, are of like minds in business and in life.

It's rare that twin brothers **Robert Trepanier** and **Rich Trepanier**, co-founders and equal owners of **Gage Multifamily Services LLC**, don't share a like mindset, both in life and in business.

"We're 44 now, and we've been together since Day 1," Robert says. "More times than not, we know what the other person's thinking and the reactions. He knows how I want to handle things, and I know how he wants to handle things. It's very infrequently that we're not on the same wavelength".

The Detroit-raised siblings both earned business degrees and moved to St. Louis, MO, where they worked a stint in the corporate world before buying and renovating multifamily real estate.

"It started off as rental properties for income purposes. Then, we quit our daytime jobs and decided to start our own small business," Robert says. "We purchased homes in St. Louis directly from the city and completed historic renovations. Renovation is where our experience started."

The 2008 economic decline forced the Trepaniers to take jobs at an Austin-based multifamily general contractor. After accepting separate jobs at similar

companies, they reunited and formed Gage Multifamily Services LLC in 2014.

"We are strictly focused on multifamily renovation," Robert says. "The day we started the company, we knew what we were good at in the past and what we would be good at in the future. We've never targeted anything else; it's always been multifamily."

Each brother brings their own strengths to the company.

"Rich is good at selling the projects, and I'm good at producing the projects," Robert says.

With 21 full-time team members (including their social-media-whiz sister, Jeanne Trepanier), the brothers plan to stay the same course, together.

"Rich and I are pretty much serial entrepreneurs. We want to grow the company. We're essentially Texas and Waco-to-San Antonio focused. We want to turn Gage Multifamily Services into a less regional company in the state of Texas, but a state-wide company and then further from there. That's the goal."

Gage Multifamily Services LLC is in Austin and San Antonio. -mjm



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**Neal Zinser**  
**Owner**  
**Hamilton Creek**  
**Companies LLC**  
**Burnet, TX**

Neal Zinser’s introduction to construction began early one morning in his eighth-grade year, thanks to a beloved (but not to be messed with) Type A uncle. The early-bird-gets-the-worm attitude has stuck with Zinser, who started his overhead door supply and install business, Hamilton Creek Companies, in Minnesota. When he moved down to Texas, Zinser brought both the work ethic and the company with him and has enjoyed steady success.

**Share about your background.**

I’m originally from Texas. I joined the United States Air Force right out of high school and went to San Antonio for basic, and onto Carswell Air Force (Strategic Air Command) base for the next three-and-a-half years; that’s where I spent all of my term. I was able to see the prototype of the F-16 fighter to come out and was privileged enough to be a part of our nation’s military.

**How were you introduced to construction?**

I have an uncle in Burnet, TX who was a construction person; he owned a lumberyard, built, owned and managed rental properties and has done commercial work. He was much bigger than I was when I was in eighth grade. He was a Type-A personality. When he shows up at your bedroom and wakes you up out of bed and says it’s time to go to work, you don’t argue, you get up and get dressed! He was a good mentor.

During my Air Force years, I went to Tarrant County Junior College and got some basics out of the way – architectural drafting, estimating, and such like that. I left the Air Force in 1979 and moved from Texas to Minnesota in 1980 and started at the University of Minnesota in 1981. I did architectural training there, and went to a trade school after, just down the street from the university.

Trade school was a great experience for me. I recommend it to anyone wanting

great knowledge about an industry you have interest in.

**When did you begin your professional career in construction?**

I’ve been in the construction industry since 1971. I started out in a lumberyard capacity and onto a construction capacity for single family and multi-residential homes. I still assist those who seek affordable housing.

**How did your company, Hamilton Creek, come about?**

Hamilton Creek, the name, is the creek that runs through my hometown. I started Hamilton Creek Companies in 1984 in the Twin Cities of Minnesota; I have the same company name there as I do here.

I’m a licensed homebuilder, licensed real estate agent, and have land developments, multi-residential, single family homesites in Minnesota. I’ve worked with landowners, developed their land and put new houses on it, and built housing for respirator- and wheel-chair-dependent patients.

I’ve been part of the National Association of homebuilders in the Twin Cities, a former member of the Minneapolis Builders Exchange, a non-profit trade association providing members with construction project leads, bidding documents and opportunities to network within the construction industry.

In 1984, I was with AGD, a Mpls. Division 8 supplier and installation entity for residential and commercial overhead doors (garage doors) in 1994, with Overhead Door Corporation working as a commercial estimator/salesperson; I was part of one of the corporation’s ribbon stores in MN. I was invited to be part of their corporate national sales department in 1995. I’ve been in the industry for 37 years.

**What does Hamilton Creek Companies provide for its customers?**

Hamilton Creek Companies is a Division 8 supplier and installation entity for commercial builders, owners of commercial properties and buildings throughout Greater Central Texas (Travis County and the adjacent counties). A general description of what our company can supply and install is:

- 08 3610 - Commercial Overhead Doors
- 08 3618 - Residential Garage Doors
- 08 3620 - Vertical Lift Doors

We also have a residential department for homebuilders.

We’re competitively priced and our installations are performed by industry-trained professionals. Our associates focus on customer service and performing the task per industry standards. We treat people with a great deal of respect. Our customers call on us and use us for our experience and our warranty on products and service.

**What advice would you have for someone wanting to start in the industry?**



Hamilton Creek Companies LLC’s Neal Zinser

The key to this industry is field experience. Start in the field, or at least spend some time there.

An estimator may know the numbers, but our labor force continues to educate our staff to the unknown situations that every job has from time to time. Our labor force is an important and integral part of our company. We encourage our sales and estimating staff to get their hands dirty, sweat a bit and get to know those who are out in the field doing the work. You can’t estimate or sell well if you don’t have that knowledge. Good communication between our inside/outside staff is key to our success. Continuing education is key for anybody, regardless of age.

**What are your challenges in this industry?**

One of our challenges is lack of good specification writers on behalf of our architects, engineers and commercial builders. We’ve encountered many issues in which the specifications are misleading, and the product and services needed by these entities don’t match the plans and written instructions that we receive.

Another challenge is the lack of loyalty to the competitive quote. The commercial contractor needs to honor the quote provided by the subcontractor and the entity providing the most competitive specification and plan compliant quote. This causes other entities to pay close attention to the needs and wants of the eventual owner of the property being built or remodeled – apples for apples.

Labor is a huge issue for Central Texas and all of the area. Finding, training and retaining personnel is difficult. Our labor forces deserve to make a livable income; we do all we can to make that happen.

**What are your hobbies? Interests? Collections?**

When you’re self-employed, do you have time for hobbies?

I do lots of home improvement projects, assist those I can and work really hard at it. I like helping people; it’s exciting and satisfying for me. There’s no better joy than putting a smile on a person’s face for doing something on their behalf.

**Are you the type of person who will work until his last breath, or do you have plans to retire or to pass on the business?**

The next generation is always on a person’s mind, to have someone eventually continue with the business is key.

You’re only as old as you feel. I like what I do. Eventually, the business will be passed on.

**I understand you have a teenage grandson. Are you going to channel your uncle and stand over your grandson’s bed and say it’s time to get to work?**

I haven’t had to do that; he and I work well together.

**What are your plans for Hamilton Creek?**

We’re growing. We are new construction-oriented in every way. The associates that we have are great professionals. We’re invited to quote on many commercial projects throughout the area. Adding more personnel to assist with that growing need is essential. We have gotten our name out, and folks recognize us for our compliance to their wishes and that of their customers.

*Overhead door supply and installation business Hamilton Creek Companies LLC is in Burnet, TX. –mjm*

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## Expanding a footprint



H&E Equipment Services

**H**& E Equipment Services, one of the largest rental equipment companies in the nation was founded in 1961. The company celebrates 50 years in business with the opening of a new facility in Longview, TX, bringing the number of H&E branches in the state of Texas to 22.

Located at 5028 W Loop 281 South in Longview, TX, the 8,200sf facility sits on 2.3 acres with a fully fenced yard area, offices, parts warehouse, and a repair shop with five service bays. It is capable of servicing a variety of construction and general industrial equipment for customers in northeast Texas.

The new branch will concentrate in rental of aerial lifts, telescopic forklifts, earthmoving machinery, compaction equipment, generators, compressors, and more and represents the following manufacturers: Allmand, Atlas Copco, Blue Diamond, Bomag, Case, Club Car, Doosan, Gehl, Generac Mobile, Genie, Hamm, Hy-Brid Lifts, JCB, JLG, John Deere, Kubota, Ledwell, Lincoln Electric, LayMor, Link-Belt Excavators, MEC, Miller,

Multiquip, Okada, Polaris, Skyjack, Sky-Trak, Sullair, Sullivan-Palatek, Takeuchi, Towmaster Trailers, Wacker Neuson, Yanmar, and others.

Sitting between Tyler and Marshall, TX, the two largest cities in the region, the Longview facility is strategically located to service multiple markets in East Texas. "It extends the reach between our existing branches in the growing markets of Dallas and Shreveport," says Branch Manager **Trey Austin**. "By working in tandem with our other H&E facilities, we've created significant operational efficiencies that will enable us to expand our local customer base as well as deliver even better support to our current customers."

The facility provides expanded new and used equipment sales, parts availability within 24 hours for most items, a large equipment rental fleet, in-shop and mobile service repairs, training, and other value-added services.

*H&E Equipment Services is a provider of heavy construction equipment. -cmw*

## A new tile in town

**R**ound Rock just became more s-tile-ish! On Apr. 9, **iTile** hosted a grand opening for its new 12,000sf showroom with over 600 tile and natural stone displays. Located at 120 Sundance Parkway #200, the Round Rock location is iTile's third; the company has a store in Houston and another in Webster.

President **Margarito Espinoza** and his wife **Claudett** welcomed guests to a two-hour cocktail party followed by a ribbon cutting.

"We are beyond grateful and excited to finally have the store open," Claudett says. "We had such a grand opening! More than what we could have ever wished for."-mjm



Rosalio Espinosa Sr., Margarito Espinoza



Business partners Luis Rodriguez, Victor Alvarado, Margarito Espinoza, and Rosalio "Chalin" Espinosa

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# Construction & demo recycling

What do you know about Austin's construction and recycling ordinance? The City of Austin's Construction and Demolition (C&D) Recycling Ordinance, which went into effect in 2016, requires general contractors who manage building and demolition projects to divert materials from landfills.

**Austin Resource Recovery** has identified and answered questions that contractors may be concerned about.

### Which projects are affected?

- 1. **Construction projects:** Building permits for more than 5,000 square feet of new, added, or remodeled floor area.
- 2. **Commercial demolition projects:** Commercial and multifamily demolition projects of all sizes.

### What are general contractors required to do?

- 1. Reuse or recycle construction and demolition debris. Contractors must do at least one of the following:
  - Divert at least 50% of the construction project debris from the landfill.
  - Dispose of no more than 2.5 pounds of material per square foot of floor area in the landfill.
- 2. Submit an online Construction Recycling Report. A Construction Recycling Report is due when a contractor requests a final building inspection. This report shows how many tons of construction debris was reused, recycled, and land-filled during the project. Contractors can combine information from several affected permits into one report.

Tip: Licensed haulers and facilities receiving the construction debris can provide you with the tonnage information



needed to complete the report.

### Are there exemptions?

The ordinance exempts special waste and hazardous material, including those containing asbestos and lead. Contractors need to dispose of those materials by following appropriate local and state regulations.

### What if I can't meet the requirements?

Projects that do not meet the recycling requirements due to the type of materials discarded or other obstacles can request a waiver through the online reporting system. Contractors must show they made a reasonable effort to meet the ordinance requirements.

### Why does the City of Austin require construction and demolition recycling or reuse?

Over 7.5 million tons of construction and demolition materials were landfilled in Texas in 2019, according to the Texas Commission on Environmental Quality (TCEQ). These materials accounted for over 21 percent of the total waste sent to landfills across the state.

The City of Austin is working to reach Zero Waste by 2040, which means keeping at least 90 percent of discarded materials out of the landfill. The ordinance supports Zero Waste by requiring contractors to reuse or recycle materials from local projects. These actions provide several environmental and economic benefits while extending the lifespan of local landfills.

Learn more about the ordinance, find a licensed hauler, or submit a Construction Recycling Report at [austintexas.gov/cd](http://austintexas.gov/cd). Email [ARRcommercialrecycling@austintexas.gov](mailto:ARRcommercialrecycling@austintexas.gov) with questions. -cmw

# The Resource Guide

Associations & Education ★ General Contractors ★ Subcontractors ★ Service Providers ★ Subcontractors ★ Supplies ★ Truck & Equip Dealers

### Service Providers

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# ACCOUNTING



## Understanding the makings of a \$2 Trillion infrastructure project

**Joe Brusuelas**, RSM Chief Economist  
**RSM US LLP**  
San Antonio, TX

The latest report card on the nation’s infrastructure from the American Society of Civil Engineers confirms what just about everyone already knows: It’s old, it’s broken and it doesn’t work anymore.

To address this gap, the Biden administration has proposed spending roughly \$2 trillion over the next decade. Among the initiatives are \$621 billion for roads, bridges and highways; \$480 billion to facilitate manufacturing growth and research; and \$213 billion for housing infrastructure. The rest would go to projects including productivity-enhancing investment in technological infrastructure and resilient environmental infrastructure, as well as expanding access to home care.

It was of little surprise that the ASCE communicated the need for an ambitious effort to align America’s national infrastructure with its economic and social needs. In 2019, the United States spent only 2.5% of gross domestic product on infrastructure, down from 4.2% in the 1930s. This implies a shortfall of close to \$3.7 trillion over the next decade.

The economics of Biden’s plan are straightforward. A project that modernizes the national infrastructure means increased jobs, productivity and growth, all of which will result in a meaningful increase in the living standards for Americans.

In our estimation, a \$2 trillion infrastructure project would result in an additional \$6.1 trillion in economic activity over the next decade, result in an improvement in gross domestic product of 0.4% per year and add 3.2 million jobs over 10 years.

In addition, with the term structure of real interest rates likely to be negative over the next year or two, now is the time to act boldly and with intent.

Understanding what such an ambitious infrastructure project entails is almost as challenging as figuring out how to pay for it. Since nothing of this scale has been attempted since the Eisenhower administration of the 1950s, such a project may require explanation.

From our vantage point, a modern-day effort to improve America’s infrastructure will create the conditions for an acceleration and transformation toward the digital future of the American economy.

The foundation of that effort will likely revolve around the concept of what might be called I<sup>2</sup>R. We would define I<sup>2</sup>R in three parts.

### First component: Big I

The first part would be what we refer to as “Big I,” or the repair, rehabilitation or construction of traditional infrastructure projects like roads, bridges, ports, waterways, water delivery, sewers, rail, public transit, public aviation and public sector ventilation systems at schools.

These are the big, time-consuming and expensive projects that underscore everyday life. The federal government has done these before, financing and building the national highway system, the transcontinental railroad, Hoover Dam and the Erie Canal. These are the public projects that the private sector neither has the financial depth to finance or build on its own.

### Second component: Little i

The second part is what we would refer to as “Little i,” or the critical infrastructure of the digital economy. This includes 5G, broadband, electric charging stations, public health and other infrastructure to support the use of data analytics, internet of things, artificial intelligence and machine learning to push the outer

boundaries of productivity that can lift living standards.

This will require innovative public-private partnerships to extend broadband and 5G connectivity to every corner of the U.S. economy. The need for this and its importance in the new economy became particularly apparent during the pandemic when so many people could not go to school or work because of lack of broadband.

### Third component: R

The third component of any infrastructure program will revolve around “R,” or making critical infrastructure resilient. Electrical grids need to be brought up to code to withstand current and future shocks associated with climate change, and to ensure that geostrategic competition and conflict do not result in widespread disruptions.

The recent near-catastrophic collapse of the Texas energy grid because of a significant winter storm or the Solar-Winds cyberattack that compromised private and public sector assets should serve as a clarion call that the status quo is not sustainable. These needs demand to be addressed before the cost of doing so becomes prohibitive.

### How to pay for this?

The first and most understandable question is how to pay for this. The Biden administration has proposed increasing the corporate tax rate to 28% from 21%, but that already faces uncertain prospects in the Senate.

We think that the optimal path would be to provide seed capital for a national infrastructure bank and then use the broad and deep American capital markets to leverage that to meet those needs.

The optimal path would be for Congress to provide seed capital for a national infrastructure bank.

Under this approach, Congress would provide \$400 billion in seed capital next year, which the national infrastructure bank would then leverage up over the next 10 years to modernize I<sup>2</sup>R so it aligns with where the economy is heading and could achieve \$4 trillion in net infrastructure investment. The national infrastructure bank could then take proceeds from the issuance of bonds to reinvest back into the development and innovation around future projects.

This would be a legacy project that solves the issue of infrastructure once and for all. Given that the approach makes so much sense, it is also equally clear that it will probably not be done.

What is more likely is a suboptimal approach that involves a mix of tax increases. What those tax hikes end up being is anyone’s guess. Beyond the increase in the corporate tax rate, a host of proposals have been floated, including an increase in the gasoline tax, user fees for roads, higher individual tax rates and a carbon capture tax.

President Biden proposed during his campaign an increase in the marginal tax rate on those who earn above \$400,000 annually from 37% to 39.6%, while simultaneously capping itemized deductions for individuals in that bracket at 28%. He has also proposed increasing the corporate tax rate from 21% to 28%.

continued next page 8

# INSURANCE



## What, Me Worry? Subsidence/Earth Movement

**Douglas Lynch**, Senior Vice President  
**Brookstone Insurance Group**  
Addison, TX

Last month we spoke about the most harmful in the insurance industry the CG 2294. “My **number 2 pick is Subsidence Earth Movement**. DO YOU remember MAD Magazine, and Alfred E. Neuman (appearing on the covers since the 1950s accompanied by “What me Worry?”) GCs need worry!

**As with any exclusion or situation, there is a reason for its beginnings. The Texas construction defect ordeal, starting in California, and making its way to Texas, was responsible for this exclusionary attachment to home builders’ Commercial General Liability policies. Initially, the exclusion only applied to completed operations property damage and was limited to subsidence caused by foundation failures. Evolution is a severe and complete exclusion. Earth Movement (see below actual wording... I used italics to demonstrate the absolute, vague, all-encompassing verbiage) THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.**

### AMENDATORY ENDORSEMENT EARTH MOVEMENT EXCLUSION

This endorsement modifies insurance provided under CGL COVERAGE FORM LIABILITY COVERAGE FORM (Note: See italics)

This insurance **does not apply** to any “bodily injury” or any “property damage”, that is **directly or indirectly caused by, involves, or is in any way connected or related to any** movement of earth, whether naturally **occurring or due to** Movement **man-made or other artificial causes**. **MOVEMENT includes, but is not limited to** settlement, cracking, contraction, compaction, compression, consolidation, subsidence, shrinking, expansion, heaving, swelling, caving-in, erosion, vibration, shock, earthquake, landslide, mudflow, wind-driven, freezing, thawing **or any other movement of earth, regardless of the cause.**

Earth **includes, but is not limited to any** dirt, soil, terrain, mud, silt, sediment, clay, rock, sand, fill material **or any other substances** or materials contained therein.

**WHAT ME WORRY?** Since the exclusionary language is so broad, AND VAGUE, it is difficult to find coverage. Most companies have extended the subsidence exclusion into an **“absolute earth movement exclusion”** and no longer limit it to property damage or completed ops.

**Then, exactly What is Subsidence / Earth Movement?** The definition of excluded earth movement in the CGL exclusions included **shifting, expanding, rising, contracting, and sinking of earth, which can be combined with water or not. It is not just Earth. Here are the categories of earth movement by definition :**

- 1. Rising:** If the soil beneath your home bulges, heaves, or rises, it will cause damage to the house and its foundation. Too much water in the soil can cause it to expand.
- 2. Expansion:** This is included as an additional exclusion because rising earth is not broad enough. They are similar; however, the rejection of the policy exclusion raises questions about the policy’s intent to exclude earth movement damages.
- 3. Shifting:** This covers the potential lateral movements that will also cause massive damage to your home.
- 4. Contracting:** Similar to earth contracting, but this seeks to broaden its exclusions, leaving no room for potential coverage.
- 5. Sinking –Excessive moisture in the soil can also cause it to expand is called sinking if the ground under your home settles and can result in erosion due to poor compaction or water when your home was built.**

Excluded earth movement includes each direction where the earth can move and cause damage, which is not covered by an Earth movement also excludes other phenomenon, such as sinkhole, subsidence, landslide, earthquake, erosion, movement that results from improper compaction, mudflow, site selection, and others.

Let’s ask Alfred E. Neuman What is the most common source of concern OF FEAR AMONG GCs?

1) There is **no coverage for bodily injury resulting from a trench the denigration on an ongoing job.**

2) Because the **exclusionary language is so broad, it can apply to a wide range of situations....** Virtually countless scenarios fit the exclusion.

3) Any **bodily injury or property damage caused by “earth movement” is not covered.**

4) This exclusion may be, and likely is, included **in the policy of subcontractors.**

What about **Transfer of Risk?**

Transfer of Risk via signed sub-contractor **by your subs, so you will be covered there...correct? Not as easy as one would think. The most important concept for a general contractor is risk transfer, which involves tendering claims downstream to the responsible party. Unfortunately, a good part of the subs’ policies will also have the subsidence exclusion this is a no go. All of the responsibility falls back on the GC, and there is no available coverage. Since it is likely excluded from most of the sub’s GL, it renders the principle of Transfer of Risk ....not likely.**

**Can anything be done?**

- Discuss with your agent and verify by a 3rd party.
- Ask for a policy without this exclusion as there may be a buy-back options.
- Question everything with a relentless nature. Some options do not exclude this (proof being **my customers do not have this exclusion in any of their policies.**

The main components of a comprehensive insurance program for any business, and especially contracting operations, begins with Commercial General Liability (CGL) insurance.

This type of policy **generally provides** coverage in the event of bodily injury and/or property damage liability claims arising out of premises or products liability, and ongoing or completed operations exposures.

While this type of policies **name infers that it provides very broad (general) coverage**, it does not cover everything and, often potentially include materially damaging exclusions and coverage limitations especially in a hardening market that we are now in - and often to the dismay of unsuspecting insureds who may rely on their agent to secure proper coverage to fit their specific operations.

**Final Thoughts — Earth movement is an inescapable risk that faces all home builders and homeowners.** Never assume the information you received is correct. Read your policy carefully. Then, call your agent and question it. Ask your insurance company about buying back some of the excluded coverages if you are concerned about insufficient coverage.

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Next month: Continuous and Progressive exclusion which few agents understand and even fewer prospective customers.



# LEGAL



## Construction Contract Setoffs and the Texas Construction Trust Fund Act

**Thomas R. Treviño**, Associate  
**Peckar & Abramson, P.C.**  
Austin, TX

It is common for the same project owners, general contractors, and subcontractors to work with each other across multiple projects. When all goes well, everyone gets paid. But what happens when one project goes smoothly, and another is riddled with claims? This article provides an overview of contractual setoff provisions, the Construction Trust Fund Act, and the inherent conflict between the two.

### “Why would I pay you? You owe me.”

A setoff clause, sometimes referred to as a cross-offset provision, permits an upstream party to withhold funds from its downstream contractor or subcontractor on one project if they’ve defaulted on another project. These setoff rights, created by contract, are designed to mitigate damages for upstream parties. Contractors and owners negotiate this language into their contracts and subcontracts to protect themselves from losses when contracting with the same party on multiple jobs. As the United States Supreme Court has noted, setoff provisions avoid the absurdity of making A pay B when B owes A. *Citizens Bank of Md. v. Strumpf*, 516 U.S. 16, 18 (1995).

Typically, the party due to pay more (the buyer) seeks to include a contractual setoff provision to broaden their rights and protect against damages; the seller, on the other hand, generally attempts to negotiate setoff provisions out of a contract to entrench their payment rights. Setoff rights may generally be used as a self-help remedy or as a defense or counterclaim in a legal dispute.

Most states have long allowed parties the freedom to negotiate setoff provisions to protect from mutual debts. While setoff rights seem intuitive, there are external factors in every jurisdiction that may limit or bar a contractor’s right of setoff.

### “But you owe me! It’s the law.”

Many contractors are familiar with mechanisms like liens, bond claims, and prompt-pay statutes that protect the rights of (sub)contractors and service providers to payment for work performed. Several states (Texas, included) have created an additional protection to shield construction parties from non-payment.

The Texas Construction Trust Fund Act, codified in Chapter 162 of the Texas Property Code, provides that payments “made to a contractor or subcontractor... for the improvement of specific real property in this state” are held in trust for beneficiaries in the construction chain. The Texas legislature passed this Act specifically to protect unpaid subcontractors and materialmen when owners/contractors refuse payment. The Act imposes a fiduciary responsibility on upstream parties to ensure that downstream parties are paid for their completed work.

The Act extends fiduciary responsibility (meaning the heightened responsibility of a trustee) and potential liability to owners, officers, and directors in their individual capacity to the extent they control and disperse the funds. This means that traditional corporate entity protections and company bankruptcy may not be available to an individual

acting in this capacity. More importantly, however, violations of the Act can also give rise to criminal liability with penalties and jail time. These penalties are severe and obviously problematic for owners, officers, and directors of companies who direct and control these funds.

To protect yourself and your company from these types of penalties, contractors and owners must keep comprehensive accounting of all funds received for a project and timely pay subcontractors and subcontractors should not rely solely on this Act as a safe-harbor means of payment protection. Owners, contractors, and subcontractors must be diligent in understanding their liabilities and obligations under this Act.

### So, who gets paid?

While a contractor may believe a setoff provision provides an unfettered right for withholding payment from a subcontractor who is in default on a separate project, it is not that simple. Even when a subcontract includes a setoff provision, state laws, federal regulations, and the contract language must be considered before offsetting any payments.

As more tribunals consider these questions, it is increasingly clear that states with construction trust fund statutes effectively limit or bar a contractor’s right to offset—some more than others. States like Colorado have permitted certain setoff rights when the payment amount is disputed *in good faith*. See Colo. Rev. Stat. Ann. § 38-22-127 (West). In some states, courts have interpreted trust fund statutes to effectively bar setoff provisions altogether. Meanwhile, Texas courts have not issued definitive guidance on the interplay between setoff provisions and the Act.

Given the differences and uncertainties in the law on setoffs and the interplay between contract provisions and trust-fund statutes from one jurisdiction to another, it is important that parties take time to understand their payment rights and obligations in the jurisdiction where they perform work. Where Texas law applies, to protect yourself from civil (and possibly criminal) liability, it is prudent to understand your payment obligations under the Texas Construction Trust Fund Act and recognize that setoff provisions may no longer be enforceable or sufficient to guarantee payment.

*Thomas R. Treviño is an associate in the Austin office of Peckar & Abramson, P.C. He concentrates his practice on commercial construction litigation and dispute resolution and may be reached at: [ttrevino@pecklaw.com](mailto:ttrevino@pecklaw.com).*

# OSHA



## OSHA Inspections

**Joann Natarajan**  
Compliance Assistance Specialist  
**OSHA**  
Austin, TX

OSHA has jurisdiction over approximately 7 million worksites. The agency seeks to focus its inspection resources on the most hazardous workplaces in the following order of priority:

**1. Imminent danger situations** hazards that could cause death or serious physical harm receive top priority.

**2. Severe injuries and illnesses** employers must report work-related fatalities within 8 hours, and work-related inpatient hospitalizations, amputations, or losses of an eye within 24 hours.

**3. Worker Complaints** allegations of hazards or violations also receive a high priority. Employees may request anonymity when they file complaints.

**4. Referrals** of hazards from other federal, state or local agencies, individuals, organizations or the media receive consideration for inspection.

**5. Targeted inspections** inspections aimed at specific high-hazard industries or individual workplaces that have experienced high rates of injuries and illnesses also receive priority.

**6. Follow-up inspections** checks for correction of violations cited during previous inspections are conducted by the agency in certain circumstances.

### Phone/Fax Investigations

OSHA evaluates all complaints it receives based on their severity. For lower-priority hazards, with permission of a complainant, OSHA may telephone the employer to describe hazards, following up with a fax providing details on the hazards. The employer must investigate and respond in writing within five working days. If the response is adequate and the complainant is satisfied with the response, OSHA generally will not conduct an on-site inspection.

### ON-SITE INSPECTIONS

#### Preparation

Prior to conducting an inspection, OSHA compliance officers research the inspection history of a worksite, and review the operations and processes in use.

### Presentation of credentials

An on-site inspection begins with the presentation of the compliance officer’s credentials.

### Opening Conference

The compliance officer will explain why OSHA selected the workplace for inspection and describe the scope of the inspection, walkaround procedures, employee representation and employee interviews. The employer then selects a representative to accompany the compliance officer during the inspection. An authorized representative of the employees also has the right to accompany an inspector. The compliance officer will consult privately with employees during the inspection.

### Walkaround

Following the opening conference, the compliance officer and the representatives will walk through the portions of the workplace covered by the inspection. The compliance officer will also review worksite injury and illness records and the posting of the official OSHA poster.

During the walkaround, compliance officers may point out some apparent violations. Compliance officers try to minimize work interruptions during the inspection and will keep confidential any trade secrets observed.

### Closing Conference

After the walkaround, the compliance officer holds a closing conference with the employer and the employee representatives to discuss the findings. The compliance officer discusses employer rights including an informal conference with OSHA or contesting citations and proposed penalties. The compliance officer also discusses consultation services and employee rights.

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512-374-0271 x232

### continued from Page 7 — RSM US LLP

It is equally clear that the Biden administration is somewhat hamstrung by a campaign promise not to raise taxes on anyone earning less than \$400,000.

Whatever the case, it is critical that policymakers take advantage of the negative real rate environment. Following the shock of the pandemic, the Federal Reserve implemented a series of policies that have resulted in extremely low interest rates.

This presents the opportunity for long-term investment at negative inflation-adjusted interest rates. That is, the cost of newly issued debt will be paid in deflated dollars, resulting in investments that actually pay for themselves.

### Is this politically doable?

Just as difficult as financing the project

will be garnering political support in a U.S. Senate that is controlled by Democrats under a 50-50 split. Joe Manchin, Democrat of West Virginia, is thought to be the swing vote, and has indicated support for increasing the corporate tax rate to 25%.

Moreover, without any significant GOP support, Democrats will need to use budget reconciliation to move this legislation, which suggests that they will have to raise substantial revenue to meet the requirements under the Byrd Rule that governs reconciliation.

This implies that if revenues are raised to meet the requirements under reconciliation, then it would result in a drag on overall economic growth in 2022 and 2023.





# The Great Outdoors



## The Struggles with Fishing Post Freeze

by Capt. Steve Schultz

Sponsored by:

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Well, it seems mother nature is hanging on to winter just a little bit longer than expected. For the month of April, we are seeing cool mornings with north winds more than expected. Foggy and hazy days have been the norm for most of the month with few sunny days in between. I'm usually pretty upbeat. However, these grey gloomy days depress me. I'm ready to fish on some hot summer days.

Since my last article, we started seeing some fish moving in different areas of the bay system. Black drum and redfish have been our main targets with clients while we try and give speckled trout a breakthrough the 1st spawning period. It's very apparent that trout were hit the hardest during the freeze. Some days we see little activity on trout, and other days we don't even see one in the boat. For the most part most of the guides have been catch and release on trout until we see what comes in from the gulf with our spring tides. Every year, during April and

May, we see a bait migration come through the Landcut via the Port Mansfield jetties. Behind this migration will be an influx of speckled trout, reds, skipjack etc... These specks are very noticeable because of their yellow mouths and strong stout bodies. Also, Texas Parks and Wildlife (TP&W) usually preform their gill net survey during April, so hopefully they will give us some insight to what kind of numbers we have in our bay system. Also, for those of you they have not heard the changes in the trout regulations, here's what TP&W has imposed. The current statewide speckled trout regulations are a five fish daily bag limit and 15-25 inch slot limit with the ability to keep one fish over 25 inches long. The temporary Laguna Madre regulations will drop the daily bag to three fish and the slot limit to 17-23 inches. The Laguna Madre regulations will affect inshore waters South of the JFK Causeway, including adjacent beachfronts from Packery Channel, down to the Rio Grande.

My outlook for May finds me fishing more for redfish than for trout. Many of you know that for the 23 years that I have been guiding, I have primarily been a trout fisherman. Trout fishing in my opinion is far more exciting and somewhat challenging. Redfish in my box usually came by accident of luck except in the fall where we would target them more frequently. Ever since the freeze, I have been trying to hone my redfish skills and think outside the box, so if you have a trip booked with me or are planning to book one in the near future, don't be surprised if you see a box of menhaden or sardines in the floor of my boat.

My fishing calendar is getting full fairly quickly, so don't hesitate in booking your next fishing outing. Here are some dates in the next couple of months I'd like to fill. May 3<sup>rd</sup> and 18<sup>th</sup>, June 22<sup>nd</sup> and 28<sup>th</sup> and July 12, 16 and 19.

To schedule your next bay fishing trip or hunting trip give Capt. Steve Schultz a call at 361-813-3716 or e-mail me at SteveSchultzOutdoors@gmail.com. Follow me on Facebook and Instagram: @Steve\_Schultz\_Outdoors.

Good Luck and Good Fishing.



John Houston and Roland Garcia teamed up on a couple of drag burners. John fought his jack caravel for 25 minutes before getting to the boat.

Photos:  
John Houston and Roland Garcia teamed up on a couple of drag burners.



Roland Garcia's red was not as fisty but was still a hand full on our light tackle. Both gentlemen were on an outing with Steve Schultz Outdoors.



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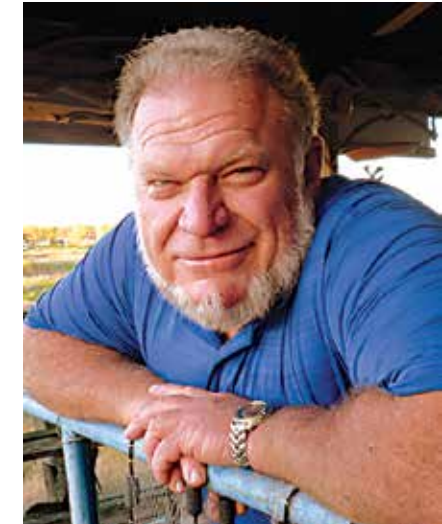
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## Ken Milam’s Fishing Line

Since 1981, Ken Milam has been guiding fishing trips for striped bass on Lake Buchanan in the Texas Hill Country. You can hear Ken on the radio as follows:  
The Great Outdoors: 5-8 am Saturday on 1300, The Zone, Austin and  
The Great Outdoors: 5-7 am Saturday on 1200 WOAI San Antonio  
The Sunday Sportsman: 6-8 am Sunday on 1300, The Zone, Austin  
All on iHeart Radio



## Blown Away!

Enough already! What a windy spring we are having this year! If a cold front is on the way, the wind blows for all its worth from the south in a big rush to meet it. Once the cold front arrives, it blows like mad from the north like its trying to send all that stolen wind back home!

Right now it sounds like a jumbo jet is about to land on the roof. I look out to the beach to check on a newly hatched bunch of goslings, just in time to see a gust of wind swoosh one of the babies from under momma goose’s sheltering wing and send it tumbling. Welcome to spring in Texas little guy!

Wind is truly a force that we all must learn to adapt to. If you wash your car today, the wind will happily coat it in oak pollen by drive time in the morning. What you tied down for a south wind to-

day will be rattling at the end of its tether or just plain gone when the north wind hits. If it tries to rain, the wind will blow it around until it finally evaporates or worse still, storm wind tosses it around until it forms lumpy destructive hail. It makes us have to decide what to drive, haul and work on because it definitely stirs us up!

For charter fishermen the wind is a mixed blessing. A light moderate wind is just what we need to catch fish. A mean high wind makes us cancel trips that people have been waiting weeks to go on. We hate to disappoint, and it costs us lost income, but we hate it worse if we end up facing downtime to get bow rails and t-tops rewelded and transducers and trolling motor brackets repaired, not to mention that people can get hurt too.

When your guide tells you that you need to reschedule your trip due to wind, he is not challenging how tough you are. He’s telling you that you won’t be able to reel a fish while you are holding onto the bow rail to stay in the boat!

Maybe the most trying wind of all is the “wait and see” wind. If the weather forecasts are calling for conflicting weather outcomes, sometimes it is best to just keep in touch with your guide until near trip time so we can see what kind of day we end up with. There are days you can catch fish like crazy just before a wind shift. There are also days when no fish will be caught because a front has driven the

pressure too high for the fish to want to feed. It is all about the timing.

The best thing to do is trust your fishing guide and take his advice. He wants to go fishing too. He wants you to take home a good mess of fish, some nice pictures and lots of good memories.

For now, just tie your hat on your head and wait for it to pass! Then it will get hot!



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Casting call

The Austin Chapter of the Associated General Contractors' (AGC) Construction Leadership Council (CLC) hosted its Bay Fishing Tournament Mar. 26-28. Held at Seadrift, TX's Bayflats Lodge, the weekend kicked off with a post-check-in dinner on Friday and an early Saturday morning wakeup call. After a day of fishing on the San Antonio Bay, participants enjoyed a dinner and awards ceremony, where fillet knives were awarded for 1st, 2nd and 3rd place stringers, as well as in the "Biggest Redfish," "Biggest Trout," and "Most Redfish Spots"

Winners:

1st Place: Bartlett Cocke General Contractors






2nd Place: Alterman

3rd Place: Jay-Reese Contractors

Biggest Redfish: Ryan Companies

Biggest Trout: Jay-Reese Contractors

Most Redfish Spots: Brightview Landscaping



1st Place: Bartlett Cocke General Contractors


Biggest Redfish: Ryan Companies

Biggest Trout: Jay-Reese Contractors

Most Redfish Spots: Brightview Landscaping

CLC Steering Committee Members

Building Brothers



In April, general contractor **Lott Brothers Construction Company** broke ground on its new Round Rock office. The family-owned company currently has an Austin location. –mjm



Association Calendar

Content submitted by Associations to Construction News

**ABC**  
**Associated Builders & Contractors**  
**May 19:** Membership Mingle, Abels on the Lake, 3825 Lake Austin Blvd., 4-6pm. For info, contact Jodi Bunyard at 512-719-5263 or email [jbunyard@abccentraltexas.org](mailto:jbunyard@abccentraltexas.org)

**ACEA**  
**Greater Austin Contractors & Engineers Assn.**  
**May 10:** Spring Swing Golf Tournament, Falconhead Golf Club, 15201 Falconhead Blvd., 11am Registration, 1pm Tee Time.  
**May 13:** Monthly Membership Luncheon, Norris Conference Center, 2525 W. Anderson Ln. #365, 11:30am-1pm. \$35 Member, \$40 On-site Member, \$50 Non-member. For info, call Silvia Pendleton at 512-893-7067

**AGC**  
**Associated General Contractors**  
**May 1:** CLC Community Service Event, Central Texas Food Bank Warehouse, 6500 Metropolis Dr.  
**May 6:** AGC Networking Happy Hour #2, Lustre Pearl South (Outdoor Venue), 10400 Manchaca Rd., 5:30-7:30pm.  
**May 13:** Austin AGC Golf, Plum Creek Golf Course, 4301 Benner Rd., Kyle, TX, 8am Tee Time, \$1000 Team w/ Hole Sponsorship, \$800 Team, \$200 Individual Player.  
**May 24:** Lunch & Learn, AGC Offices, 609 S. Lamar Blvd., 11:30am, \$10 per person. For info, contact Toni Osberry at 512-442-7887

**ASCE**  
**American Society of Civil Engineers**  
**May 11:** System Redundancy of Steel Twin Tub Girder Bridges Webinar.  
**May 25:** Survey Technical Data for Utility PS&E and Agreement Webinar. For more info, go to [www.texasce.org](http://www.texasce.org) or contact Jenni Peters at 512-910-2272 or [jpeters@texasce.org](mailto:jpeters@texasce.org)

**CTSA**  
**Central Texas Subcontractors Assn.**  
**May 7:** 2021 Golf Tournament, Star Ranch Golf Course, 2500 FM 685, Hutto, TX 12pm Check-in/lunch, 1:30pm Shotgun Start, \$125 per golfer.  
**May 11:** Lunch Membership Meeting, Location To Be Determined. 11:30am-1pm.  
**May 18:** Happy Hour Networking, For info,

email Wendy Lambert at [wendy@ctsaonline.org](mailto:wendy@ctsaonline.org) or go to [www.ctsaonline.org](http://www.ctsaonline.org)

**CENTEX IEC**  
**Central Texas Chapter Independent Electrical Contractors**  
**May 3:** Power Drive 18 Golf Outing, Star Ranch Golf Course, 2500 FM 685, Hutto, TX. \$600 Per Team, \$200 Individual Player. For info, contact David Johnson at 512-832-1333 or email [djohnson@centexiec.com](mailto:djohnson@centexiec.com).

**I-LinCP**  
**Institute for Leadership in Capital Projects**  
**May 14:** I-LinCP Forum Virtual Event. For more info, contact Carla Bingaman at 512-263-5521 or email [Carla.bingama@i-lincp.org](mailto:Carla.bingama@i-lincp.org)

**NAWIC**  
**National Assn. of Women in Construction**  
**May 5:** Derby Day NEF Fundraiser, Cherry Coatings, 1911 S. Bell Blvd., Cedar Park, TX, 5:30am-8pm, GMT-5. For more info, contact Danielle Dlugosh at 225-274-6122 or email [ddlugosh@henselphelps.com](mailto:ddlugosh@henselphelps.com)

**SEAot**  
**Structural Engineers Assn. of Texas**  
**May 27:** Virtual Chapter Meeting. For more info, call 512-301-2744

**TGA**  
**Texas Glass Assn.**  
**May 19:** TGA Jerry Wright Memorial Golf Tournament, SilverHorn Golf Club of Texas, 1100 W. Bitters, San Antonio, TX. Registration 12pm., Shotgun Start 1:30pm., \$115 Member, \$135 Non-member.  
**May 20-21:** Glass TEXpo™ '21, Henry B. Gonzalez Convention Center, For more info, visit [www.texasglass.org](http://www.texasglass.org)

**TXAPA**  
**Texas Asphalt Pavement Association**  
**May 3-19:** TXAPA Inspector Asphalt Ed Prog.  
**May 4-20:** TXAPA Inspector Asphalt Ed Prog.  
**May 5-6:** TxDOT Letting  
**May 13:** TXAPA Live: The Importance of Smooth, Quiet Pavement  
**May 20:** TXAPA Live: TxDOT's Ride Spec.: Correct Application & Construction Tips  
**May 27:** TXAPA Live: Asphalt's Pavement Fundamentals 1 Placement Operations

ON THE SPOT

What would be a good On The Spot question to ask our readers?

If a question were to be asked of you, would it be about business or would it be about leisure?

**Neal Zinser,**  
**Hamilton Creek Companies**

What is your spirit animal?  
**Sylvia Martinez,**  
**Flintrock Commercial**

What number am I thinking of?  
**Chris Suter,**  
**Trimbuilt Construction Inc.**

When looking for service in the construction industry, what are you looking for?  
**Garry P. Talavera,**  
**I&D Plastering and Masonry, Inc.**

Where are you today?  
**Jim Medrano,**  
**Viking Fence Co. Inc.**

What is your favorite bagel flavor?  
**Shelby Hoffman,**  
**Gage Multifamily Services**

Personally I like to travel. What is your favorite place to travel to outside of the United States?  
**Evan Lafosse,**  
**Pflugerville Signs Signarama**

What are you doing about ESG (Environmental Social & Governance)?  
**Jeff Huggins, Boling Roofs**

Who is going to Super Bowl LVI?  
**Tony Zarate,**  
**PHC Construction Inc.**

Since COVID, how are your budgets being affected? Are you seeing normal estimating costs? Are budgets coming in higher or lower than normal?

**Caleb Hudson,**  
**Datum Commercial Contracting**

If you were in a new business right now, how would you advertise? I personally

would say that *Construction News* is a good way go forward with that.

**Robert Case,**  
**Rock Solid USA**

Are you a dog or cat person?  
**Dylan Edwards,**  
**Flintrock Commercial**

What are you seeing in the way of new development? Construction companies? Architectural firms? Designs?

**Misty Baker,**  
**Pyramid ATX Construction**

You have been given an elephant. You can't get rid of it. What would you do?

**Rebekah Luellen,**  
**360 Metal Roofing Supply**

If you did not have to work doing whatever it is that you are doing, what is it that you would do?

**Vincil Bishop,**  
**Highland Contracting Services**

What is the truth?  
**Raunel Tejada,**  
**Built On The Rock Industries**

If you had a chance to start all over and follow a different career path, what would it be?

**Neil West,**  
**Greystar Real Estate Partners**

What is a place you want to go that is on your bucket list?

**Erika Passailaigue,**  
**Datum Engineers**

Where would you live remotely for a year, no strings attached?

**Amelia Harlow-Leggett,**  
**Turner Construction Company**

If you could be a movie character from your favorite movie, who would you be and why?

**Rob Trepanier,**  
**Gage Multifamily Services**

Submitted to Construction News

Round-Up

**IE2 Construction Inc.** announces the following new hires and promotions in its Austin office:

**Cameron Thompson** joined the company as an Estimator/Project Manager for IE2's Healthcare division. Thompson's experience ranges from industrial environments to large-scale hospitals and healthcare developments. Thompson was educated at Texas A&M University. -mjm



**Kenny Ames** joined IE2 as Senior Project Manager/Division Lead for the Interiors and Austinopolitan departments. Ames has more than 30 years of experience managing office, retail and restaurant projects across the state. -mjm



**Daniel Carl** has joined IE2's executive team as VP Preconstruction & Business Development. Carl plans to expand the firm's reach and oversee strategy and management of IE2's preconstruction, marketing, and business development teams. -mjm



**Shane Thompson** joined IE2 as Senior Project Manager. Thompson brings 20 years of experience to his new role, in which he will oversee IE2's commercial construction projects in the Austin market. -mjm



**Chris Czichos** has been promoted from Senior Project Manager to VP of Construction for the firm's Multifamily division. Czichos has an architecture and development background and more than 25 years of experience. -mjm



**TDIndustries** announces **Laura Gautreau** will assume the Vice President role for the company's Austin business. Gautreau, who has spent more than 28 years at TDIndustries, will play a key role in navigating new growth opportunities for construction and services. Gautreau has served in a multitude of roles for TDIndustries and has led projects across the country with her extensive construction and management experience. -mjm




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## Route recruit



Team Greystar

**N**eil West, Senior Director of Construction at **Greystar Real Estate Partners**, remembers the day he learned that a 26-year-old family friend was diagnosed with multiple sclerosis, a central nervous system disease. He sprung to action; with Greystar being a developer and general contractor, West knew he could find plenty of big-hearted industry members to ride in Bike MS, the world's largest fundraising bike series. The first year in 2011, eight riders joined West. Now, 30 to 50 riders are in Team Greystar.

"From Day 1, we had participation from our construction group, as well as our development team. The biggest challenge was to get our construction guys to wear Spandex!" West jokes. "It's evolved into great support from our partners from a sponsorship standpoint."

Riding as part of Team Greystar in this year's Bike MS: Texas MS 150 on May 1 is **Erika Passailaigue**, Principal, Business Development at **Datum Engineers**. She has raised over \$2000 for MS from her participation in the ride.

"Neil had sent out an email asking for team members. We were working with Greystar on a couple of projects and were on the outreach list for them. I got back into cycling about four years ago, so I have been wanting to do this race for a while and this was the perfect opportunity to ride."

The task of riding one of the 75- to 100-mile MS 150 routes, however, can be daunting, whether someone has participated for 10 years like West or never, like Passailaigue.

"I do rides, just for exercise, honestly, and for fun," she says. "I was a little nervous about it, so I signed up for an event that I did recently in Lafayette. I did do a 60-mile day, so I feel pretty confident I

can make this ride too."

"I usually do my best to get a few spin classes in May and get a few 15- to 20-mile rides in, but for this ride, I've done two 25-minute spin classes and put air in my tires this past week to make sure they hold," West says. "It's one of those things that I tell everybody because that's the challenge in getting folks to participate in this. I encourage everybody to train, but at the same time, I remind everyone one that the break point is every 8 to 12 miles."

Whether participants can bike the entire route or not, a vehicle can meet riders at break points and drive them close to the finish line, so that everyone feels they have helped win in the fight against MS.

Team Greystar is helping to win that fight; to date, its riders have raised over \$750,000 for the MS Society since 2011.

*Developer and general contractor Greystar Real Estate Partners and Datum Engineers are both in Austin. -mjm*



First-time MS150 rider Erika Passailaigue of Datum Engineers

### continued from Page 1 — Highland Contracting Services

weight that older businesses struggling to convert to a paperless cloud configuration have. We use cloud technologies to connect all of our staff, who are scattered around the Central Texas area and out of state. That allows us to compete in peculiar ways. We're only paying for what we use. It allows us to have a responsive staff that only works for us part time, and their hours can go up or down, depending on demand. Right off the bat, being paperless and cloud-oriented means we have a strong back-office team that supports our field service delivery team, but we don't yet have the six figure higher tag that goes along with it."

Bishop says the company's reliance on technology means COVID has not impacted the business.

"We had a protocol for how we wanted to deal with things," Bishop says. "We want to quote people without visiting them, just to get the conversa-

tion started, because it's cheaper, and it works perfectly with COVID. We got heavy into asking people to send us pictures and we have our cloud team, so we're able to burn through estimates in the background and send out bids electronically. We take all of our contract signatures electronically. It's worked pretty well."

Bishop says the first year of the business has exceeded his expectations.

"I just thought I was going to help my cousin out and roll my estimates out but, really quickly, that got out of hand! Fortunately, we were able to take advantage of things that we were familiar with doing and ways to get fractional employees. It evolved where we use software development tools to manage work. It's hugely rewarding to put a process and team in place for how we're going to do it and to watch it work and grow."

*Highland Contracting Services is in Austin. -mjm*

### continued from Page 1 — Flintrock Commercial

two collaborative conference rooms, and offices with acoustical ceilings throughout. Polished concrete floors accent the corridors, highlighted with area-defining silver Schluter strips and are accented by dark commercial-grade LVT flooring which separates work and play areas. Black door frames and hardware complete the modern, industrial vibe, while a generous use of glass walls encourages communication and collaboration.

"Extremely positive" is how Edwards describes both employee and client reaction to the space, which inspires pretty much everyone who enters it.

"Clients are pulling from that and using it as inspiration for their work. And, this space has given us a newfound spirit, because everyone in the industry is so busy and working so hard. It's kind of given us life every day that we walk in. It's refreshing."

It's especially satisfying for Edwards, who designed the new office with input from his team members.

"We designed the whole space from architectural floor plans and pulled inspiration from past projects, from architects that we've worked with to buildings that we've built," he says. "Everyone has their piece inside of it; we all collaborated to pick functionality and even finishes of each space. I was given a lot of control

to come up with the original designs, but everyone did have their say, because they have been doing this a lot longer than I have. I've been in the business five years, so I definitely needed the input from some of the senior members!"

Edwards was especially excited to be designing for people close to him.

"That was probably the most rewarding part, and the most fun, just knowing that every little thing matters and considering how it is going to impact your fellow employees," he says.

The space is perfect for hosting philanthropies Flintrock supports, including Make-A-Wish and Heroes Night Out for Veterans, and fun employee gatherings.

"We wanted to give everybody, when they walk in the door here, a chance to be proud to work here, want to bring people in and have subcontractors and architects into the space. We want this to be a hub, the center point for people to meet and collaborate. We're coming out of COVID now and starting to get back to normal, day-to-day life, while still being safe. Instead of doing a Zoom call, we want people to know that, if they want to come, let's throw some darts at the wall and talk about some ideas. Let's all get together and have that fun space to do it."

*General contractor Flintrock Commercial is in Austin. -mjm*

### continued from Page 1 — TNT Crane & Rigging, Inc.

West Cranes in Western Canada serves as a platform for TNT's anticipated future growth in Canada. "We have over 40 branches and almost 700 cranes throughout the United States and Western Canada," Johnson adds.

"Crane rental is one of the most unique trades there is because there's not one single industry, during any given time, that doesn't need us," continues Johnson. "That store over there, they are going to need to set an A/C up there sooner or later. That building behind it, those light towers, sooner or later they are going to need to change the cell towers or lights and they'll need a crane."

"There is so much happening right now and diversification is the key. I think the team that we have assembled in San Antonio and Austin is phenomenal. We realize we are a customer service company. We just happen to use cranes to perform that customer service. The salesmen get us the first job. The crane that rolls out and arrives on site and the team that builds the crane to reach 400 feet in the air and the operators and riggers that complete the lift, all done safely to our customers' expectations and requirements, gets us the second job. It's all customer service, safety, efficiency – all those

things the customer wants to see."

One of the biggest things going on with TNT is the culture change that began in 2014. TNT President **Kregg Lunsford** and CEO **Mike Appling** recognized that they needed to change the status quo culture - that incidents and injuries are part of the job. They implemented the Incident and Injury-Free® (IIF) Safety Approach which places the highest value on people: employees, their families and co-workers, which results in a cohesive and caring team environment for delivering results safely. "It's about building a good team, staying engaged with them and being there when they need you. The communication and our culture at TNT is phenomenal. Operations was tasked with establishing and rebuilding relationships with our teams and changing our culture in support of making sure everybody goes home each day the same way they started it. Every morning, our team members are addressed - 'I see you are here physically, are you here mentally?' Everybody has distractions in life and if we can help team member out with those distractions, it makes it better, happier culture for all. Team before self." -cmw

## Fit for king cake



At **Pape-Dawson Engineers Inc.**, birthdays are king, baby! Every month, the company holds celebrations in each of its offices to acknowledge their employees' special days. To honor April birthdays at the Austin office, the company celebrated with Mardi-Gras-themed miniature king cakes. -mjm



# Safety in the trenches



National Trench Safety

In 2003, **Ronald Chilton** founded **National Trench Safety (NTS)**. Since then, he has led the NTS business as President and CEO providing mission-critical safety solutions to over 4,000 customers looking for premier trench shoring products and solutions for complex, highly engineered projects.

**Trench Plate Rental Co. (TPRC)**, founded in 1979, provides a wide range of trench safety solutions including slide rail systems, trench boxes, aluminum shores as well as trench plates, and traffic control equipment. TPRC which is led by President and Chief Executive Officer, **Phil Mason**, focuses predominantly on the infrastructure-related end-markets.

Together, NTS and TPRC recognize that their market has been changing and have announced they have entered into a definitive agreement to merge. The new consolidated business will forge forward as National Trench Safety. "NTS is a great brand. It tells people what we do and where we do it. Our customers are growing and becoming more national," says Mason. "These customers need a trench safety solutions provider that can bring exceptional trench safety expertise to their job-sites on a coast to coast basis."

Majority-owned by Tailwind Capital, the combined company will operate under

the National Trench Safety brand and will be led by Mason as president and CEO. "We have more than 70 locations across the lower 48 states. At NTS we are always looking for ways to grow and better serve our customers. In fact, at the beginning of March we welcomed Support of Excavation (SOE) into our company. At NTS we think national and act local. The merger will allow the combined company to better serve our customers on a national scale with enhanced fleet, improved service capabilities, and expanded footprint."

TPRC Chairman and Tailwind Operating Executive, **Bruce Dressel**, noted, "Over the last 18 years, Ron Chilton has built a nationally-renowned trench safety solutions platform with a stellar reputation. We are pleased to partner with the NTS team and look forward to driving long-term sustainable growth via new greenfields and additional M&A. We believe that the combined platform will allow us to better serve our customers and will provide exciting opportunities for our employees. I look forward to welcoming Ron to our board, where his deep industry knowledge and strategic insight will help further define our growth aspirations."

*National Trench Safety is a national provider of trench shoring and safety solutions.* -cmw



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## Golfing at Falconhead



Members of the Home Builders Association (HBA) enjoyed a beautiful day in the sun as they gathered for HBA's Spring Golf Tournament. The event was held at Falcon Head Golf Club. **Johnson Development** – **Justin Phillips**, **Danny Rushing**, **John Roseberry** and **Steven Siers** were the winners of the tournament. -cmw

# Happy Mother's Day





**SUNDAY, MAY 9**





P • R • O • J • E • C • T

Butler Pitch & Putt

After dreaming of a useable green space for Austin’s citizens, locals Douglas and Winston Kinser officially opened golf venue Butler Pitch & Putt on June 1, 1950. Generations of golfers have since flocked to the venue at 201 Lee Barton Drive, resulting in eventual wear on the 1500sf facility.

**Trinity Constructors** was tapped to renovate and build an addition to the historic venue. Trinity’s Project Executive **Austin Taras** and CEO **Justin Blackburn**, with Client Entity/POC in Charge **Patrick Jeffers** of New Waterloo, were tasked with conservatively updating Butler Pitch and Putt without erasing what visitors have enjoyed.

“When Trinity took over last November, the site still had the original building looking onto the three-par golf course. In fact, it was still upheld by the original wood framing from 1949,” Taras says. “The goal was to keep the original structure intact as much as possible, while giving it a slight ‘modern’ touch to the interior and exterior.”

Due to site’s age, several challenges faced the team during construction. The venue was built on the grounds of the Butler Brick Company, which was founded in 1873. During excavation of the site, original bricks were unearthed. Bricks weren’t the only finding: Asbestos had to be remediated during interior demo of the original structure, along with

Construction challenges included asbestos and plumbing removal.



Trinity Constructors renovated and added to Austin’s 71-year-old golfing venue, Butler Pitch & Putt.

the removal of decades of underground plumbing. Framing also proved to be an obstacle.

“What do we replace, and what do we keep intact for safety of future pedestrians?” Taras reflects. “When all is said and done and with the approval of structural/building engineers, it was approved to keep the original exterior wall framing intact, with only small portions of the wood studs to be replaced, followed by new lumber framing for the new wall added for retail in the existing structure.”

“The renovation included two steel trellises overlooking the course in which the soft ground and multiple unleveled areas created obstacles during erection,” he adds. “Furthermore, the winter storm of February added more tasks, as a total of 20 drilled pier cavities filled with rain/ice in turn, causing the evacuation performed to be almost obsolete. These piers were drilled precisely over the course of a month and we were now faced with just two weeks to re-drill to proper elevations, reset rebar and formwork and get all concrete/steel post in place to ensure the project suffered no additional setbacks.”

Honoring the client’s request that the historic venue be updated in a subtle manner was crucial.

“He wanted the courses loyal golfers to embrace and not forget the beloved site many generations have come to experience,” he says. “The new addition was to be the new storage and restroom area to match the original

clubhouse. The original structure had two bathrooms, but that was removed to allow for a larger retail area. This addition was framed of CMU brick, with adjoining sidewalks to connect the two structures. It also would serve as the power source for future food trucks that are on a wait list to frequent the park. The new structure rises above the original by two feet, allowing it to be visible as soon as you drive onto Lee Barton Drive. This was intended to match the existing clubhouse, and to not give the persona of a ‘new’ build.”

The goal was open the course by the Masters Golf Tournament in April.

“Being this project had three separate building permits, it was a very intense close out totaling in 12 COA inspections within a 24-hour period,” he says. “But, they opened, and not a parking spot free. The Masters tournament was broadcast live for all to see by the date we promised our client.”

“All in all, this project will always hold a special place in our team’s heart. Besides the history and following this local hotspot holds, it was built for a wonderful client and for the dedicated golfers that arrive at dawn every day and stay ‘til dusk.”

*Commercial builder Trinity Constructors is in Pflugerville. –mjm*

Trinity Constructors  
Austin, TX

Trinity Constructors honored the client’s request to match new work with the venue’s historical character.

7951 Shoal Creek Blvd.



Built on the Rock Industries framed the interior and exterior of an office building on Shoal Creek Blvd.



Despite delays caused by other contractors and a snowstorm, the project will be completed on time.



The BOTRI team used metal framing, batt insulation and drywall on the four-story structure.

As a minority business founded in 2006, **Built on the Rock Industries LLC (BOTRI)** has dedicated a better part of its 15-year history in helping to build not only the Austin metropolitan area, but its neighboring cities as well, such as San Antonio, Houston, and Dallas. Though their services vary, BOTRI specializes in metal framing, drywall installation, batt insulation, and acoustical ceiling installation.

One of BOTRI’s current projects is an office building located at 7951 Shoal Creek Blvd. in Austin. The team is skillfully framing the interior and exterior, solidifying the foundation of the building both inside and out. The framing process is especially important in order to apply sheathing to the exterior. This is usually where BOTRI’s expertise ends, as they hold true to their name and leave the exterior ready for the next master of trade.

The process of building differs on design, but it is through the teamwork of everyone in the field and BOTRI’s work ethic to do things right the first time, that they can walk away from each job done with pride and little conflict, ready to take on the next.

**Raunel Tejeda**, President and Owner of BOTRI, says the client was one of the first general contractors he ever worked with as a subcontractor. In the past 14 years, Tejeda says BOTRI has “done a lot of office buildings for them and a lot of retail as well.”

Last November, BOTRI started on this four-story new build, which boasts about 14,000sf per floor. Using metal framing, batt insulation, and drywall, Tejeda and his team worked toward their May deadline.

Despite their steady progress, the team did face a few challenges, such as delays caused by other contractors and a snowstorm. Also, the team discovered

horizontal reveals as opposed to the usual vertical reveals they encounter. Despite the obstacles, Tejeda says it has “turned out nice.”

“Every new project that we get is unique for us, even though we are always doing the same work,” he says. “Just the fact that there is a new build for us is unique and we always want to perform our best work and we keep perfecting our trade.

With the project near completion, Tejeda looks forward to pleasing the client with future projects.

“I hope so! That’s the plan,” he says with a chuckle.

*Built on the Rock Industries is in Round Rock. –mjm*

Built on the Rock Industries  
Austin, TX



# S • H • O • W • C • A • S • E

## ACC Highland South Parking Garage

Austin Community College has transformed a once struggling shopping mall in Austin into Austin Community College (ACC) Highland. With unparalleled sustainability and adaptive re-purposing, ACC Highland is now the college’s largest campus.

With parking at a premium on the expanding campus, **SpawGlass**, as construction manager-at-risk, and design partner BGK Architects were brought on board to deliver a 2,385-space parking garage on just three acres.

A nod to ACC District’s dedication to environmental protection, the excavation for the foundation of the garage included a 1-million-gallon underground cistern for rainwater harvesting. This included digging 15 feet down to reach the depth of the cistern, excavating a further two feet to then fill it back in, and installing underground pipes to carry rainwater from the rooftops of all adjacent buildings through a series of filters into the cistern and then irrigation lines to distribute the harvested rainwater across the site’s landscaping and a nearby park. The garage was then built on top of the cistern with access hatches providing the only indication that anything lies beneath its first level.

Throughout construction, the project team utilized 4D scheduling, the combination of a traditional schedule with 3D image modeling to create a sequence that simulates the planned construction.



ACC Highland South Parking Garage aerial view

4D scheduling helped the team pre-plan the pour sequence of the building frame and coordinate it with the formwork, rebar and post-tension activities. When the location of the expansion joints complicated the structure, 4D scheduling allowed the team to effectively communicate the challenges and opportunities.

In 23 months, throughout rain, cold, the scorching heat of two Texas summers and the pandemic, more than 4.8 million pounds of rebar, 300,000 feet of conduit and 1.7 million feet of post-tension

cables were placed; and more than 35,000 cubic yards of concrete were poured. The 60-pour elevated deck cycle met the original baseline durations of 22 weeks for Phase I and 30 weeks for Phase II, an impressive achievement that speaks volumes for the team’s use of lean practices and collaboration with consultants and subcontractors.

“The two phases ran concurrently, separated into the northern and southern sections at the expansion joint,” said Senior Project Manager **James Harden**. “For three months, the jobsite had tower cranes erected on both sections of the garage to perform work simultaneously and meet the milestones of the schedule.” To ensure the timeliness of completion and guarantee the availability of resources for both phases of the project, the SpawGlass team pre-planned with the formwork contractor and managed all of the labor trades daily.

Ultimately, the ACC Highland South Parking Garage serves as more than just a structure for parked vehicles. While the utility of the garage is evident, the sustainable features and artistically designed exterior are a testament to the concept that a structure can exist to do more than serve a functional purpose.

*SpawGlass is a commercial and civil construction service provider. -cmw*

SpawGlass  
San Antonio, TX



ACC Highland South Parking Garage – bike parking



ACC Highland South Parking Garage exterior

## Hellas Construction Headquarters

Hellas Construction, the nation’s largest integrated sports contractor, serves millions of students and dozens of professional sports teams with stadiums, fields, tennis courts and more. When Hellas wanted to expand its footprint with a new headquarters in Cedar Park’s Presidio mixed-use development, the company turned to Central Texas general contractor and construction management firm **American Constructors** to oversee the build.

The choice made sense: as a locally-owned and -operated firm, American Constructors had already built its own headquarters – Cedar Park’s first Class A office space – in the Presidio development, and also would be Hella’s new neighbor.

Designed by Haddon+Cowan Architects, the three-story, 34,821sf office building is an impressive addition to Cedar Park’s rapidly expanding business district. Located at 12000 W. Parmer Ln., the building boasts custom finishes and modern spaces that prioritize employee well-being.

Highlights include a 570sf gym, a training center for employee education, private telephone rooms, a mothers room, a cantina, and multiple employee gathering spaces. At the entrance area, a display case is ready to showcase company awards and honors. The third-story houses C-suite offices and the two-story atrium features a custom-built staircase. Even the bathrooms are customized with H-shaped tile, a nod to Hella’s namesake.



American Constructors oversaw building of Hellas Construction’s new Cedar Park headquarters.



The 34,821sf office building boasts custom finishes and modern spaces that prioritize well-being.

The building is tilt-up, site-cast concrete construction, a method American Constructors has perfected in projects throughout Central Texas. Utilizing the tilt-up construction was a key advantage to meeting the overall schedule while simultaneously allowing the Hellas team time to meticulously make decisions on the interior layout and select the premium finish materials.

The American Constructors team included Project Manager Mitch Hayward, Superintendent Nick Goss, and Project Director/Senior Preconstruction Manager Grant Hutton.

Construction began in March 2020, and with increased health and safety precautions, the project was successfully delivered on-time a year later despite the pandemic and the February winter storm. The Hellas team moved into its new headquarters in April.

“It was an honor to work with Hellas Construction and bring their vision to life,” says Hutton. “We’re grateful to Hellas leadership for putting their trust in American Constructors to deliver a first-class office space that will serve their team for decades to come.”

*American Constructors is in Cedar Park. -mjm*

Photos by Brian Mihealsick

American Constructors  
Cedar Park, TX



# Industry FOLKS

**Shane Campbell**  
Sales and Marketing  
**Green Knight Metal Roofing**  
Austin, TX



Shane Campbell discovered his love for construction early on, when as a boy he would help his dad, carrying tools and assisting on home projects. He continued through high school, when he worked as a construction helper for a small remodeler. He then worked for the retail home improvement market, starting with construction management side and then transitioning to sale management and general management.

Campbell graduated from Victory University with a bachelor's degree in Administration/Marketing and earned an MBA from the University of Notre Dame's Mendoza College of Business. For nearly four years, he has served as Senior Sales and Marketing Leader for Green Knight Metal Roofing. Along the way, he has held every position imaginable for some of the nation's largest home improvement contractors.

All of that knowledge has come in handy, now that he hosts "Knightly Advice Home Improvement Show" on KLBJ 590AM. His first episode of Austin's only live and local home improvement show aired Apr. 24. As listeners tune in live at 6am or via podcast, Campbell dispenses wisdom about roofs, foundations and all home improvement-related questions in between. A weekly DIY segment will also be featured.

"The radio station approached us with an opportunity and said that there was a void in the market, that nobody was talking about home improvements and asked if we would be interested in being a part of it. I drew the short straw,

and it ended up being me!" he says. "Part of it is that I have a passion for it."

Campbell sat down with his adult daughter and discussed the show's structure. He considered the how-to calls he received from her and others in his daily life.

"I didn't want it to be a 40-minute commercial of bringing in sponsors and have them talk about their products," he says. "I wanted to put out good information. The people that come on the show have to have worked in the industry, not just selling. I want people who have worked with their hands and know what they're doing. It's like *This Old House*, but for radio and for the Austin market."

Campbell doesn't have a showbiz background but is fortunate to be able to bounce ideas off of his creative-type family and friends.

"What I didn't realize is coming up with the amount of content that is needed wasn't the hard part – in fact, it's editing out stuff," he says. "Instead, it's the technical side – pushing buttons and staying on time – that's the difficult part of it."

Campbell, who is receiving positive feedback on his new gig, has advice for anyone interested in doing the same.

"Don't try to sell anything," he says. "Just do the right thing and help people and the business side of it will take care of itself." –mjm

## JOB SIGHT



**Freedom Solar** installers L-R: **Louis Edwards, Erich Torres, Cody Jones, Daniel Zwiener** and **Luis Lopez** install solar panels at the Davenport 360 project. White Construction is the general contractor for the project. -cmw

## Safety first, last and always



The **Lasco Acoustics, Drywall, Plaster & Stone's** Austin Foundations of Safety Leadership class recently met to focus on maintaining high safety expectations. – mjm

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# Shrimping out of COVID

**R**ock Solid USA hosted a shrimp boil Apr. 1 at their facility in Buda with over 200 people in attendance. The event was sponsored by Blue Book and had 30 exhibitors from San Antonio and Austin participating in the event.

“We are so excited. We have had a great turn out,” says **Robert Case**, Rock Solid USA owner and president. “As a decorative concrete company, we are involved with polished concrete, terrazzo, MMA, urethanes and epoxies. We decided that branding is important, especially coming out of a COVID cycle. Having 30 exhibitors and this great turnout is a big deal. This is great!” -cmw

Robert Case, Rock Solid USA President and Owner ➤





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