How the construction industry is reacting to President-elect Trump

By Emily Peiffer, constructiondive.com

Donald Trump's development experience and infrastructure proposals have thrust construction into the spotlight, and industry insiders are largely optimistic about the next administration.

The post-election frenzy has started to settle, as President-elect Donald Trump prepares his transition team in advance of Inauguration Day. While Trump's win came as a surprise to many analysts and pollsters, Americans are now turning their attention to how his policy proposals will impact their lives.

The construction industry has found itself in a rare position, as Trump's win thrust it into the spotlight. His development experience and $1 trillion infrastructure proposal has resonated with construction companies and their investors. And, after we published a survey in the days following the election asking readers whether they were satisfied with the election results for their business, Trump's plans seemed to have struck a chord with them as well.

Industry reaction

Trump's team said his infrastructure program would be largely funded through private investment, with tax credits going to investors willing to put up an equity stake in revenue-generating projects. Although industry experts have questioned the funding sources and feasibility of his proposal, construction and engineering stocks soared last week following Trump's win.

Trump's promises to cut back on regulations and reduce the corporate tax rate have also garnered favor among construction business groups.

Brian Turmail, senior executive director of public affairs for the Associated General Contractors of America, said the election results demonstrated that Americans want a change in Washington, as they are "fed up with the growth of the regulatory state" and "tired of policies that discourage job creation."

The Associated Builders and Contractors said in a statement, "With his background in real estate and development, Trump is very familiar with the obstacles to economic growth ABC members face."

The homebuilding side of the industry has also expressed optimism regarding the incoming president. Jim Tobin, chief lobbyist at the National Association of Home Builders, told Construction Dive last week, "Our membership felt very strongly that Donald Trump was going to win. Talking to a lot of them across the country over the last months, his message was resonating outside the Beltway."

Continued on Page 9
Greetings!

Moving into fall our organization has grown from 392 members from June 2015 to 409 members as of November 18, 2016 with a positive 104% net retained membership. Our 2017 PCEA National Convention host Alva Gaskin, Jr. from the CSRA Chapter has done an impressive job of planning our 43rd Annual PCEA National Convention at the Myrtle Beach Marriott Resort & Spa at Grand Dunes in Myrtle Beach SC from May 3 – 7 2017. There will six different seminars, games to participate in during the convention, great events and an unusual reverse raffle. Make plans to attend this great convention!

Efforts are underway to establish PCEA chapters in new markets; Tampa Bay, FL and Atlanta, GA as well as to re-charter the Piedmont Greenville, SC Chapter. Continuing the growth of PCEA through education, building relationships and ethics are the building blocks for our continuing growth. Take pride in being a member of this great organization and make the call to invite fellow construction business contacts to your monthly membership meetings.

With the Holiday’s nearly upon us, I wish all of you and your families the best wishes and Happy Holidays!

Sincerely,
Glenn Hessee

Charlotte to invest more than $1 million in workforce development program

The City of Charlotte, through its Neighborhood & Business Services Department, will invest more than $1 million in a workforce development program targeting “job training in high-demand industries, including construction”, according to Charlotte Business Journal.

The investment is intended to address labor market shortages and “increase job opportunities among those with barriers to employment” through “career-related training in residential and commercial construction, highway-related construction, fiber optics, and broadband training. Program participants will have access to career centers and other services throughout the program, including mentoring and coaching.”

A partnership with Goodwill Industries of the Southern Piedmont and the Urban League of Central Carolinas, the program intends to place participants into related career paths such as full-time employment, pre-apprenticeships and apprenticeships once training is completed.

Corporate advisory councils specializing in specific training areas “will advise on curriculum, build rapport with participants and be potential employers,” reports the paper.
Inside the White House
Office of the Curator, The White House, whitehouse.gov

HISTORY

Our first president, George Washington, selected the site for the White House in 1791. The cornerstone was laid in 1792 and a competition design submitted by Irish-born architect James Hoban was chosen. After eight years of construction, President John Adams and his wife, Abigail, moved into the unfinished house in 1800. During the War of 1812, the British set fire to the President’s House in 1814. James Hoban was appointed to rebuild the house, and President James Monroe moved into the building in 1817. During Monroe’s administration, the South Portico was constructed in 1824, and Andrew Jackson oversaw the addition of the North Portico in 1829. During the late 19th century, various proposals were made to significantly expand the President’s House or to build an entirely new house for the president, but these plans were never realized.

In 1902, President Theodore Roosevelt began a major renovation of the White House, including the relocation of the president’s offices from the Second Floor of the Residence to the newly constructed temporary Executive Office Building (now known as the West Wing). The Roosevelt renovation was planned and carried out by the famous New York architectural firm McKim, Mead and White. Roosevelt’s successor, President William Howard Taft, had the Oval Office constructed within an enlarged office wing.

Less than fifty years after the Roosevelt renovation, the White House was showing signs of serious structural weakness. President Harry S. Truman began a renovation of the building in which everything but the outer walls were dismantled. The reconstruction was overseen by architect Lorenzo Winslow, and the Truman family moved back into the White House in 1952.

Every president since John Adams has occupied the White House, and the history of this building extends far beyond the construction of its walls. From the Ground Floor Corridor rooms, transformed from their early use as service areas, to the State Floor rooms, where countless leaders and dignitaries have been entertained, the White House is both the home of the President of the United States and his family, and a museum of American history. The White House is a place where history continues to unfold.

White House Trivia

There are 132 rooms, 35 bathrooms, and 6 levels in the Residence. There are also 412 doors, 147 windows, 28 fireplaces, 8 staircases, and 3 elevators.

At various times in history, the White House has been known as the “President’s Palace,” the “President’s House,” and the “Executive Mansion.” President Theodore Roosevelt officially gave the White House its current name in 1901.

Presidential Firsts while in office... President James Polk (1845-49) was the first President to have his photograph taken... President Theodore Roosevelt (1901-09) was not only the first President to ride in an automobile, but also the first President to travel outside the country when he visited Panama... President Franklin Roosevelt (1933-45) was the first President to ride in an airplane.

The White House kitchen is able to serve dinner to as many as 140 guests and hors d’oeuvres to more than 1,000. The White House requires 570 gallons of paint to cover its outside surface.

Highlights for this year’s White House holiday décor

The Gift of the Holidays

The White House is getting into the Christmas spirit. First lady Michelle Obama unveiled the 2016 Christmas decorations Tuesday afternoon.

Rooms throughout the White House are decorated along the tour route that members of the public can take throughout the holiday season.

“The Gift of the Holidays” is the theme of this year’s decorations.

Military families were recently welcomed to see the holiday décor. Children were given the chance to make crafts and treats with White House executive chef Cris Comerford, White House executive pastry chef Susan Morrison and White House chief floral designer Hedieh Ghaffarian.
Sponsorships Available for the

PCEA NATIONAL INAUGURAL REVERSE RAFFLE!!

We expect to sell a maximum of 250 tickets at $100 each, and, if all tickets are sold, the winning ticket holder will receive $10,000. The first ticket drawn will receive their $100 back, with other prizes awarded at intervals during the drawing at the PCEA National Convention in Myrtle Beach, SC. If fewer than 250 tickets are sold, the grand prize may be adjusted accordingly. The WINNING TICKET will be drawn at the PCEA National Convention Awards Banquet. You do not need to be present to win.

We are currently looking for a sponsor (or sponsors) interested in helping to cover the costs associated with the raffle. We anticipate the costs to run approximately $5,000.00.

Get your sponsor commitment in early to secure your ad space on the back side of the souvenir ticket! Reserve your ticket online at www.pcea.org or complete and return the form.

Other raffle sponsor benefits include:

- Recognition as the Inaugural Reverse Raffle Title Sponsor
- Your Corporate Logo on ALL Convention literature and conference signage immediately
- Listing in the National PCEA Newsletter and Convention Program
- Sponsor of the Convention Showcase and Free Vendor Table
- Special recognition at the Past Presidents Reception and at the Awards Banquet
- Breakfast with the National Board of Directors and Chapter Officers Saturday morning
- Opportunity to provide promotional items to be distributed in the registration packets
- Complimentary admittance for 2 to the Past Presidents Reception on Friday Evening
- Complimentary admittance for 2 to the Awards Banquet on Saturday Evening
- Complimentary 2 room/nights stay at the Myrtle Beach Marriott Resort during the convention

For questions or additional information, please contact Alva Gaskin, Jr. at (706) 364-1982 or adgj@knology.net
PCEA Convention Inaugural Reverse Raffle Ticket Application

The Professional Construction Estimator’s Association of America is pleased to announce the Inaugural Reverse Raffle to benefit the Association and the 2017 National Convention, to be held May 3-7, 2017. To explain how a reverse raffle works, the last ticket drawn is the grand prize winner. We expect to sell a maximum of 250 tickets at $100 each, and, if all tickets are sold, the winning ticket holder will receive $10,000. The first ticket drawn will receive their $100 back, with other prizes awarded at intervals during the drawing. If fewer than 250 tickets are sold, the grand prize may be adjusted accordingly.

You do not have to be present to win. You do not have to be a PCEA member to participate. If you are a PCEA member, we encourage you to join us in Myrtle Beach for the drawings to be held during our National Convention May 3-7, 2017 at the Myrtle Beach Resort and Spa.

If you are interested in participating, please fill out the information requested in this application – online or in print – and submit with your remittance to:

PCEA National Office, P. O. Box 680336, Charlotte, NC 28216-0336.
Phone 877-521-7232 – email pcea@pcea.org
Tickets may also be purchased on line at www.pcea.org

NAME _____________________________________________________________

ADDRESS __________________________________________________________

PHONE ______________ EMAIL _______________________________________

NUMBER OF TICKETS REQUESTED_____ AT $100 EACH = $______________

PAYMENT METHOD __________________________________________________

Tickets will be mailed to you at the address above no later than April 26, 2017.

Any income taxes will be the responsibility of the winner.

PCEA is a 501 c6 not-for-profit association. Payments should not be considered a charitable contribution.

Thank you for your support of PCEA, and Good Luck!

For a complete set of raffle rules, visit www.pcea.org/event-2394845

OFFICE USE: Date received_______ Ticket number _____Date mailed__________
Welcome New Members
Appalachian State University Student Chapter
Allen, William
Bailey, Christian
Behm, Jeff
Bowers, Caleb
Branch, Caleb
Brehm, Daniel
Britt, Noah
Brown, Austin
Brown, Zachary
Cashion, Anna
Connor, Fuller
Conrad, Simon
Cotton, Austin
Davis, Josh
Davis, Nathaniel
Dennis, Sam
Flannery, Evan
Gates, Amelia
Gispo William
Gragg Trevor
Greaves, Joel
Griggs, Robert
Hammil, Ben
Harley, Dylan
Griggs, Robert
Hammil, Ben
Harley, Dylan
Hixson, JT
Howard, Philip
Kelly, Brantley
Ladato, Anthony
Layton, Hunter
Lewis, Andrew
Lockany, Aaron
McGee, Robbie
Meagher, Colin
O'Donnell, Zac
Pittenhauser, John
Rickard, Ben
Scheffer, Tim
Shelnutt, David
Shettino, Rachel
Small, Rachel
Winchester, Tanner
Winecoff, Austin
Wynne, Tate
Charlotte Chapter
Botzemayer, Dave
Dickerman, Steven
Eldridge, Russell
Harrington, Mark
Miller, Steven
Murphy, Sean
Reed, Jessica
Willis, John
Mullendore, Will
Rivers, Daniel
Orlando Chapter
Benton, Cornelius
Fierle, Jeff
Gabiga, Courtney
Hall, Jason
McCullough, Alex
Mimler, Herb
Mizell, Chris
Patterson, Doug
Rushlo, Shane
Taylor, Nick

EDitors Notes

PCEA NATIONAL CONVENTION
Mark your calendars and plan to join us in Myrtle Beach, May 3-7, 2017 for the 43rd Annual PCEA National Convention! Alva Gas-kin and his committee in the CSRA Chapter have been working for months to make this a convention not to forget!

IMPORTANT DEADLINES
National Officer Nominations 2/1/17
Rudy Barnes Award Nominations 3/1/17
Ted G. Wilson Scholarship Application Deadline 3/15/17
Bill Helms Award Entries 4/3/17

HEALTH AND HAPPINESS
Deepest condolences are ex- tended to Catawba Valley Chapter member, Tony Eckard, and his family. Tony’s father, Brady B. Eckard, passed away on October 21st.

Thank You to Our Sponsor

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Scope AR and Caterpillar Deliver First Augmented Reality-Based Remote Support Platform for Heavy Equipment

prnewswire.com

SAN FRANCISCO and PEORIA, Ill., Nov. 9, 2016 /PRNewswire/ -- Scope AR, the creator of the first-ever true augmented reality smart instructions and live support video calling solutions, today announced a license with Caterpillar Inc., the world’s leading manufacturer of construction and mining equipment, to provide an augmented reality-based live support video calling platform built specifically for the unique remote assistance needs of industries using heavy machinery. A first-of-its kind partnership, Scope AR and Caterpillar are delivering the unprecedented ability for the Caterpillar dealer network to leverage the benefits of augmented reality (AR) for live support in repairing, troubleshooting a problem or conducting maintenance on equipment.

"This is about delivering an entirely new, interactive interface for remote workers to more effectively and efficiently communicate with experts in real-time, wherever they are," said Scott Montgomerie, CEO and co-founder of Scope AR. "With machinery and equipment becoming increasingly complex, we are excited to partner with Caterpillar to provide the technology tools they need to share expert knowledge more quickly and deliver the remote support needed to get equipment back up and running faster."

A first-of-its kind partnership, Scope AR and Caterpillar deliver first augmented reality-based remote support platform for heavy industry.

"At Caterpillar, we are always looking for innovative ways to enhance our customers’ operations and experience with using our equipment," said Lonny Johnson, senior engineering project team leader at Caterpillar.

"Through our partnership with Scope AR, our operators and dealers now have access to a superior level of remote support that will dramatically improve comprehension and reduce downtime costs at millions of job sites across the globe."

The new platform is based upon Scope AR’s Remote AR technology – an augmented reality-based remote assistance application – and will include advanced features specific to the industries surrounding Cat products. The platform combines augmented reality with live video streaming, voice, live annotation, screen sharing and white-boarding to simulate the effectiveness of having the expert looking over your shoulder guiding you on what to do step-by-step.

About Scope AR

Augmented reality (AR) company Scope AR is the creator of the first-ever true AR smart instructions and live support video calling solutions – WorkLink and Remote AR. The company provides the industry’s most comprehensive set of tools to allow users to become their own experts, learning to assemble, repair or troubleshoot problems wherever they are. Whether training, performing complex fieldwork or remote tasks, or any number of assisted activities across vertical industries including industrial equipment manufacturing, aerospace, construction, utilities, oil and gas, automotive, consumer applications and more, Scope AR provides robust solutions for in-field support and performance tracking. The company’s partners and users include Epson, Boeing, Toyota, Lockheed Martin, Honeywell and Sealed Air, among others. The company was founded in 2011 and is based in San Francisco with offices in Edmonton, Canada.

For more information go to www.scopear.com.

About Caterpillar

For 91 years, Caterpillar Inc. has been making sustainable progress possible and driving positive change on every continent. Customers turn to Caterpillar to help them develop infrastructure, energy and natural resource assets. With 2015 sales and revenues of $47.011 billion, Caterpillar is the world’s leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. The company principally operates through its three product segments - Construction Industries, Resource Industries and Energy & Transportation - and also provides financing and related services through its Financial Products segment. For more information, visit caterpillar.com.

To connect with us on social media, visit caterpillar.com/social-media.
Data released recently by the Associated General Contractors of America (AGCA) shows construction employment conditions varied widely by area between September 2015 and September 2016 with Orlando-Kissimmee-Sanford reporting 12,500 jobs, an increase in 20 percent and one of the largest percentage increases recorded. This was second only to Denver-Aurora-Lakewood, Colo., which added the most construction jobs – 13,400 jobs, representing a 14 percent increase for the area.

AGCA reported that “contractors in many areas struggled to find qualified workers while others contended with shrinking public budgets for infrastructure, according to a new analysis of federal employment data.” The association says the data demonstrates the need to “enact career and technical education reforms along with infrastructure funding.”

Ken Simonson, the association’s chief economist noted construction employment increased in 358 areas, declined in 74 and remained steady in 58. Those who noted increases include Phoenix-Mesa-Scottsdale, Ariz. (9,600 jobs, 10 percent); Anaheim-Santa Ana-Irvine, Calif. (9,200 jobs, 10 percent); and Sacramento-Roseville-Arden-Arcade, Calif. (8,500 jobs, 16 percent).

“Overall, the employment picture for construction workers is positive—the number of metro areas adding construction jobs in the past year was more than triple the number that lost jobs. But contractors in many of the metros with stagnant or shrinking headcounts might have hired more workers if there were enough with construction skills. Meanwhile, public projects are dwindling in many areas because of sluggish federal and state spending,” Simonson was reported as saying.

Job losses were reported in Los Angeles-Long Beach-Glendale, Calif.; New Orleans-Metairie, La.; Houston-The Woodlands-Sugar Land, Texas; Bloomington, Ill.; Anniston-Oxford-Jacksonville, Ala.; and Decatur, Ill.

To deal with what it calls “spotty construction employment gains”, the association is urging Congress “to complete action this month on reforming and boosting funding for career and technical education that would enable more young people to acquire the skills for jobs in construction and other hard-to-fill occupations, and to pass a water resources development bill.”
How the construction industry is reacting to President-Elect Trump (Continued from front page)

We surveyed our readers to find out whether they were satisfied with the result of the election for their business. A majority of respondents (62%) said they were satisfied, while fewer (38%) said they were not satisfied.

These figures contradict the results of a previous Construction Dive survey in August, after each major party selected its candidate for the general election. In that survey, 51% of readers said they believed Democratic candidate Hillary Clinton would be better for the construction industry, while 46% chose Trump, and 3% chose "Other." At the point of the August survey, Trump hadn’t released as many details about his infrastructure proposal and other plans for the economy.

Our survey last week also asked readers which issue they considered most important for the Trump administration to succeed in implementing. Boosting infrastructure spending drew the most support (40%), followed by reducing government regulations on businesses (36%), championing technical education to bring more workers into the industry (18%) and enacting housing policy reform to improve homeownership rates (6%).

The fact that increased infrastructure investment snagged the top spot wasn’t a surprise, as construction groups have consistently called on government at all levels to find funding solutions for crucial transportation projects.

Survey respondent comments

We also asked readers to let us know why they were satisfied — or not — with the election results. Several cited Trump’s business experience and said they believe the economy will grow under his administration. “Hopefully government will get out of the way and stop imposing burdensome policies and regulations on small and large businesses alike,” one respondent wrote.

Another respondent said they were satisfied “because I am in the highway construction business,” as Trump’s infrastructure plan — if passed — could be a boon for business.

Other survey respondents expressed concern about the incoming president. One person wrote, “As Trump only serves his personal interests, it makes him capricious and unpredictable .... dangerous for any industry where unpredictability is rife and a stable backdrop is desperately needed.”

Others pointed to his immigration proposals as potentially detrimental to an industry that relies heavily on immigrant labor. "He wants to deport our workforce," one respondent said.

As is the case with any candidate, transitioning campaign promises to actual legislation is a difficult task. The coming months will offer a better look into the feasibility of Trump’s proposals, and their potential impact on construction companies.
December or January because this year the University is on vacation for almost two months! When we return from the holidays, the chapter plans on taking a field trip to either the new Atlanta Braves stadium or some local construction sites in Boone. The beginning of the New Year will also possibly feature someone from Carolina Timberworks, as they do many high quality timber framed homes and could teach us a number of new things.

We hope everyone has a great holiday season and our next meeting will be in February, so please be sure to stop by our meeting if you happen to be up near Appalachian State. We would love for you to sit in on our meetings and be critical and ask lots of questions that we could never think of.

Sincerely,
ASU PCEA Officers

(Soon to be) Piedmont Chapter
Greetings Everyone! I hope everyone is having a lovely fall season preparing for the feasts to be had in the upcoming months. The New Year will be here before you know it, which means the Greenville Piedmont Chapter will be up and running before long!

I have been researching people and companies creating a list of potential members and researching venues to host our monthly meeting. Things are slowly coming together, but hopefully the chapter will be fully loaded before the New Year! If you know of any folks that may work for a company here in Greenville, or know anyone that knows anyone, please let me know. Also, if you have any pointers on how to gather folks, sound inviting, or just any tips in general, I’ll be glad to take them!

I hope you all have a great Thanksgiving, Christmas and New Year’s! Be sure to eat plenty, but don’t forget about those who are less fortunate. Stay in good cheer for I’ll see you next year!

Kristen Clarke
Soon-to-be Piedmont Chapter

Charlotte Chapter
Hello fellow estimators,
This time of the year is always very exciting and busy for Chapter One. September 19th we had our annual PCEA Fall Golf Classic. This is one of our signature scholarship fundraiser events for chapter one. We had perfect weather, great sponsors and about 70 golfers.

During the month of September Lee Edwards was presented with the Charlotte Chapter 2015-2016 Estimator of the Year and Stephanie Kegley was presented with the 2014-2015 Estimator of the Year award. Special thanks to the Board of Directors and Chapter members for their support in continuing to honor their fellow members.

One of our student chapter members encouraged our topic of the month in October by visiting the Triad Chapter meeting this summer. The speaker from United Laboratories (UL) had a great speech and discussion, including a vast amount of questions at the end. As with all of our speakers, we line them up for our members and guest benefit, and an interactive Q and A always puts an exclamation point on the success of the event.

The Chapter enjoyed our 2nd annual Deep Fired Turkey Thanksgiving type feast as well as bourbon and cigar pairings. We had a great time celebrating the holiday with colleagues, friends and family. We had doors prizes and gag gifts to keep the party fun and eventful.

Charlotte Chapter President, Lee Edwards ®, pictured with National Vice President, Rob Bauer attends the Orlando Chapter Steak on the Lake
Please check out our website for more great events and fellowship opportunities. We hope you can visit our Chapter soon.

With kind regards,
Stephanie Kegley
Messer Construction Co.
Charlotte National Director

Central Savannah River Area
Chapter


Yes. I had a stint put in my left ventricle on Tuesday, October 25th. I was dismissed on Wednesday morning in time for our CSRA Chapter Board Meeting and stops by a jobsite and sub’s office. That Saturday, Debbie and I set up as a vendor at a craft festival, and I did not miss the Clemson/Syracuse game the next Saturday, nor, unfortunately, the Clemson/Pitt game last Saturday. But I do not recommend this procedure unless you have a broken heart—a clogged tube—a deficient pumper—a worn out hose.

Our September 8th membership meeting was centered around planning our golf tournament and discussing the national convention work.

Two of our CSRA Chapter members attended the Columbia Chapter Stew in the Woods at the PASCOS Lodge outside the South Carolina capital. We were delighted to meet and talk with potential members as well as hurricane displaced travelers, all while sampling boiled oysters and a low country boil.

Our annual membership drive/bowling tournament was held Tuesday evening, October 27th, and was attended by 10 member & guest enthusiasts.

October 13th found us again planning the last minute items for the golf tournament and the scholarship raffle at our monthly membership meeting.

Our 2nd Annual James Hutto Memorial Scholarship Golf Tournament was held on October 19th, at the Jones Creek Golf Club, and saw 19 four-somes tee off in a shotgun start to create another great fund raiser. Our annual scholarship raffle generated the sale of 1,744 tickets, with Jonathan Newman of Evans, GA, winning $872 cash.

On November 10th, Bill Hill, founder of Focused Business Growth, spoke with us about increasing sales and focusing more on our businesses. Alva Gaskin presented an educational moment about the rise in suicide in the construction industry.

We encourage everyone to plan now to attend the convention May 3-7 at the Marriott at Grande Dunes in Myrtle Beach, SC. We also welcome guests and construction professionals to our membership meetings, still held on the 2nd Thursday of each month at 11:45 AM, at The Augusta Country Club on Milledge Road, in Augusta, Georgia.

Respectfully submitted,
Alva D. Gaskin, Jr., National Director

Columbia Chapter
Our September meeting was held at the Longhorn Steakhouse where our guest Alva Gaskin talked with us about the 2017 National Convention plans. The October meeting was our Annual Stew in the Woods and was held at a new “Hunting Cabin” location that we hope to make our new home every year. Steamed oysters and Beaufort Stew cooked by yours truly were enjoyed by all. Due to Hurricane Matthew (no pun intended) our Annual Golf Tournament was moved to November 4th at the Columbia Country Club for a windy but great day of golfing.

Our November meeting was held again at the Longhorn Steakhouse. Jack Ellenberg of the South Carolina Ports Authority was our speaker and he enlightened us on the role of the Ports Authority in the SC economy, current facilities and plans for expansion and the proposed Jasper County port complex.

We are planning our Annual Christmas Social at The Palmetto Club in downtown Columbia and would like to wish everyone one a Happy Thanksgiving, Merry Christmas and Happy New Year from the PCEA Columbia Chapter!

As always everyone is welcome to come see us if you are in the area on the 2nd Thursday, at the Longhorn Steakhouse on Gervais Street in the Congaree Vista section of Downtown Columbia.

Respectfully Submitted,
Matt Solomon
National Director, PCEA Columbia Chapter

Orlando Chapter
Greetings from Sunny Florida!

We have had a great couple of months since we last met as a National Board. Our programs have included a successful outdoor members meeting and some great guest speakers. The Orlando Chapter has some great events coming soon. We are currently at 120 members.

Lee and his lovely wife from Charlotte Chapter joined us for our Steak on the Lake event. Steak on the lake was a huge success as we had over 150 people show up, and steaks and drinks were enjoyed by all.

Our October membership meeting was a presentation from Mr. Brad Friel, Director of Planning, Greater Orlando Aviation Authority. Mr. Friel gave an in-depth update on the multitude of projects coming forward at the Orlando International Airport.

On election night we held a Cigar Social at Miller’s Field House for members to come “Commiserate or Celebrate!” On November 14th we held our Randy Welch Memorial Golf Tournament at Reunion Resort on the Tom Watson course. The winning team otherwise known as the biggest liars shot a 55. 17 under par at a course that is a torture chamber! Our business meeting was called to order as we ate our lunch after the tournament, and prizes were raffled off.

We are looking forward to our holiday party on December 1st which will be held at Ember in Orlando downtown next to Fire Station 1. Our next regular mem-
Chapter Reports (Continued from page 11)

coming in March. Our Social
On September 9th, we held our Kenneth M. Houston Me-

morial Golf Tournament. With a good turnout on a beautiful late summer day. Our winners this year were Will Clayton, Randall Williams, Greg Padgett, and Shawn Pennell. We are still tallying the earnings and will report when complete.

October was a hard month. We had to change speakers late in the game and that hurt our registration for our monthly meeting. We ended up canceling our October meeting due to low registration numbers.

November Highlights
November was one of our better meetings. We had a great speaker in Andy Wells, North Carolina State Senator and local development business owner. Andy spoke on some State level political topics and what it is like to act as a State Senator and also a local developer.

Our regular chapter meetings are held on the second Thursday of each month, at Market on Main in Hickory, NC. Come join us when you get the chance.
Respectfully Submitted,
William S. Clayton
National Director, Catawba Valley Chapter

Hampton Roads Chapter
As we begin our 31st year in PCEA, Greetings to all from Southeastern Virginia. Following our "no meeting" summer season, we got our year started with three interesting and informative programs.

Our September 14th meeting speaker was Thomas Clemens from the Hampton Economic Development Alliance. I was surprised to learn that the Hampton Roads region has not yet performed at the level the area could and should have achieved over the last 10 years. We have not yet returned to employment levels seen before the recession. He pointed out some reasons for our slow recovery and offered several measures to improve our performance and what we need to do to stimulate a more favorable prosperity path.

Our October 12th speaker was Mr. Stanley J. Dutko, the area Director for the Norfolk, VA Office for Federal OSHA. He has a very impressive resume in workplace management and safety on the Federal level. This is very important to our construction economy with a very large presence of military facilities including the largest Naval Base in the world.

On November 9th, our speaker was Mr. Daniel Wilborn, a Procurement Manager for the Hampton Roads District of the Virginia Department of Transportation (VDOT). Mr. Wilborn has spent the past 13 years working as an advocate for Small, Women, and Minority (SWaM) businesses. He enjoys helping SWaM and other small businesses become active and productive members of the Commonwealth of Virginia vendor pool and the benefits we all receive as a result of their success.

Our program list for 2016-17 is nearly full through the end of our program season. We have an excellent chapter board under the leadership of Gorge Hughes. We are in the process of membership retention and getting folks to our monthly meetings. Several of our meetings have had single digit attendance. We are working on improving this issue.

Due to our low participation, we have moved our meetings to the Olive Garden Restaurant on the Ring Road of Greenbrier Mall in Virginia Beach.

I admit, we are off to a somewhat slow start but, we still look forward to a successful 31st year of PCEA in Hampton Roads.

If you find yourself in the Virginia Beach area on the second Wednesday (Christmas Party - Dec. 14th), please join us. You are always welcome.

Respectfully submitted,
Taylor R. Wyant
National Director
PCEA Hampton Roads Chapter

The Orlando Chapter Steak on the Lake draws another big crowd

No one at this event left hungry!

Be sure to reserve your reverse raffle tickets! See pages 4 & 5 for details.
2017 PCEA National Convention
Sponsorship Levels and Construction Showcase

Premier Title Sponsorship - $5,000 (1 available)

- Your Corporate Logo on ALL Convention literature and conference signage immediately
- Listing in the National PCEA Newsletter and Convention Program
- Sponsor of the Convention Showcase and Free Vendor Table
- Special recognition at the Past Presidents Reception and at the Awards Banquet
- Breakfast with the National Board of Directors and Chapter Officers Saturday morning
- Opportunity to provide promotional items to be distributed in the registration packets
- Complimentary admittance for 2 to the Past Presidents Reception on Friday Evening
- Complimentary admittance for 2 to the Awards Banquet on Saturday Evening
- Complimentary 2 room/nights stay at the Myrtle Beach Marriott Resort during the convention

Awards Banquet & Passing of the Gavel Sponsorship - $2,500 (2 available)

- Your Corporate Logo on ALL Convention literature and conference signage immediately
- Listing in the National PCEA Newsletter and Convention Program
- Sponsor of the Awards Banquet on Saturday Evening and Special Recognition at the Banquet
- Free Vendor Table at the Convention Showcase
- Breakfast with the National Board of Directors and Chapter Officers Saturday morning
- Opportunity to provide promotional items to be distributed in the registration packets
- Complimentary admittance for 2 to the Awards Banquet on Saturday Evening
- Complimentary 1 room/night stay at the Myrtle Beach Marriott Resort during the convention

National Past Presidents’ Reception Sponsorship - $2,000 (2 available)

- Your Corporate Logo on ALL Convention literature and conference signage immediately
- Listing in the National PCEA Newsletter and Convention Program
- Free Vendor Table at the Convention Showcase
- Special recognition at the National Past Presidents’ Reception on Friday Evening
- Breakfast with the National Board of Directors and Chapter Officers Saturday morning
- Opportunity to provide promotional items to be distributed in the registration packets
- Complimentary admittance for 2 to the National Past Presidents’ Reception Friday Evening
- Complimentary 1 room/night stay at the Myrtle Beach Marriott Resort during the convention
Breakfast and Business Meeting Sponsorship - $2000 (2 available)

Your Corporate Logo on ALL Convention literature and conference signage immediately
Listing in the National PCEA Newsletter and Convention Program
Free Vendor Table at the Convention Showcase
Special recognition at the Breakfast and Business Meeting on Saturday Morning
Breakfast with the National Board of Directors and Chapter Officers Saturday morning
Opportunity to provide promotional items to be distributed in the registration packets
Complimentary admittance for 2 to the National Past Presidents’ Reception Friday Evening
Complimentary 1 room/night stay at the Myrtle Beach Marriott Resort during the convention

Convention Hospitality Suite Sponsorship - $1,500 (2 available)

Your Corporate Logo on ALL Convention literature and conference signage immediately
Listing in the National PCEA Newsletter and Convention Program
Special recognition in the Hospitality Suite for the duration of the convention
Recognition at the Convention Registration Table
Opportunity to provide promotional items to be distributed in the registration packets
Recognition at the Awards Banquet on Saturday Evening

Non-Member Only Sponsorship - $1,500 (unlimited availability)

Your Corporate Logo on ALL Convention literature and conference signage immediately
Listing in the National PCEA Newsletter and Convention Program
Opportunity to provide promotional items to be distributed in the registration packets
Free Convention Registration ($400 Value)

Member Only Sponsorship - $1,000 (unlimited availability)

Your Corporate Logo on ALL Convention literature and conference signage immediately
Listing in the National PCEA Newsletter and Convention Program
Opportunity to provide promotional items to be distributed in the registration packets
Free Convention Registration ($400 Value)

Convention Golf Tournament Sponsorship - $1,000 (1 available)

Your Corporate Logo on ALL Convention literature and conference signage immediately
Listing in the National PCEA Newsletter and Convention Program
Opportunity to provide promotional items to be distributed in the registration packets
Opportunity to provide promotional items to be distributed to tournament golfers
Special recognition at the Golf Tournament that you are the Sponsor
Recognition at the Awards Banquet on Saturday Evening
2017 PCEA National Convention Sponsorship Levels (Continued)

PCEA Convention Partner Sponsorship - $750 (unlimited availability)
  - Your Corporate Logo on ALL Convention literature and conference signage immediately
  - Listing in the National PCEA Newsletter and Convention Program
  - Opportunity to provide promotional items to be distributed in the registration packets
  - Recognition at the Convention Registration Table
  - Recognition at the Awards Banquet on Saturday Evening

Registration Gift Bag Sponsor - $600 (1 available)
  - Your Corporate Logo on ALL convention literature and Gift Bags distributed at Registration
  - Listing in the National PCEA Newsletter and Convention Program
  - Recognition at the Awards Banquet on Saturday Evening
  - Opportunity to provide promotional items to be distributed in the registration/gift bags
  - Recognition at the Convention Registration Table
  - Provide 50 Gift Bags for distribution to all convention attendees

Convention Tee-shirt Sponsor - $600 (1 available)
  - Your Corporate Logo on ALL convention literature and Tee Shirts distributed to Attendees
  - Listing in the National PCEA Newsletter and Convention Program
  - Recognition at the Awards Banquet on Saturday Evening
  - Opportunity to provide additional promotional items to be distributed in the registration/gift bags
  - Recognition at the Convention Registration Table

Convention Nametag Sponsor - $400 (1 available)
  - Your Corporate Logo on ALL convention nametags distributed to Attendees
  - Listing in the National PCEA Newsletter and Convention Program
  - Recognition at the Awards Banquet on Saturday Evening
  - Opportunity to provide additional promotional items to be distributed in the registration/gift bags
  - Recognition at the Convention Registration Table

Construction Showcase Vendor - $100 (limited availability)
  - Listing in the National PCEA Newsletter and Convention Program
  - Vendor Table at the Convention Construction Showcase on Friday
  - Opportunity to provide promotional items to be distributed in the registration packets
  - Recognition at the Convention Registration Table

Any member, non-member, or business is invited and encouraged to provide advertising and promotional items for distribution in registration/gift bags to all convention attendees. Please provide at least 100 items for distribution.
2017 PCEA National Convention
Sponsorship Registration

To become a sponsor of the 43rd Annual PCEA National Convention, please complete the following:

Company Name:_________________________________________________________
Primary Contact:____________________________ Title:________________________
Mailing Address:_________________________________________________________
City:________________________________ State:_________ Zip Code:____________
Email address:___________________________________________________________
Will you or a Company Representative be attending the Convention? Yes____ No____
If yes, please provide name(s) of attendees:

Please forward your company logo in .jpeg (.jpg) format to pcea@pcea.org

SPONSORSHIP OPTIONS:

_____ Premier Title Sponsorship (1 Available) $5,000.00
_____ Awards Banquet & Passing of the Gavel Sponsorship (2 Available) $2,500.00
_____ National Past Presidents’ Reception Sponsorship (2 Available) $2,000.00
_____ Breakfast and Business Meeting Sponsorship (2 Available) $2,000.00
_____ Convention Hospitality Suite Sponsorship (2 Available) $1,500.00
_____ Non-Member Only Sponsorship (Unlimited Availability) $1,500.00
_____ Member Only Sponsorship (Unlimited Availability) $1,000.00
_____ Convention Golf Tournament Sponsorship (1 Available) $1,000.00
_____ PCEA Convention Partner Sponsorship (Unlimited Availability) $ 750.00
_____ Registration Gift Bag Sponsor (1 Available) $ 600.00
_____ Convention Tee-Shirt Sponsor (1 Available) $ 600.00
_____ Convention Nametag Sponsor (1 Available) $ 400.00
_____ Construction Showcase Vendor (Limited Availability) $ 100.00

TOTAL DUE

PAYMENT OPTIONS: (Please Select)

_____ My check payable to PCEA National is enclosed
(Please remit to PCEA National Office, PO Box 680336, Charlotte, NC 28216)

_____ Please charge my credit card (Visa/MasterCard/American Express)
Name: ____________________________________________ Exp. Date: _____________
Card Number: ___________________________________ Security Code: ________
Signature: _______________________________________
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