

ASSOCIATED GENERAL CONTRACTORS

SOUTH DAKOTA

**DISCOVER.
INNOVATE.
CONNECT.**



JAN 9-11, 2019



STATE CONVENTION

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& SOCIAL EVENTS
- 10 SEMINARS
& SPEAKERS

SHERATON HOTEL/
CONVENTION CENTER
SIOUX FALLS, SD



WELCOME



JARED GUSSO
SFC CIVIL CONSTRUCTORS
2018 PRESIDENT, AGC OF
SD, HHU CHAPTER

Welcome to the 2019 AGC of South Dakota State Convention in Sioux Falls. On behalf of the Convention Planning Committee and the AGC Staff we look forward to your attendance and participation over the next 3 days. Over the last eight months the committee has been searching for speakers, topics, and entertainment for this event. This year's convention has something for everyone. From our Keynote Speakers, to the breakout sessions, to the new Flash Sessions, a multitude of topics are available for you. Along with the speakers, there are opportunities for networking, social events to attend, and a chance to congratulate all of the award winners. As 2018 closes and a busy year is wrapped up, take some time here at your convention to have some fun and enjoy it.

Thank you for supporting the AGC by your attendance at the 2019 state convention. The AGC staff and convention committee have worked diligently to provide an entertaining line up for this year's convention. I'm confident that this convention will provide numerous learning opportunities for your use in your business. The state AGC convention is a great place to mingle with your peers and get to know other people on a personal basis as well as the business relationships. The strength of the AGC is through the willingness of its members to devote their time to make the construction industry better for everyone. If you are not currently actively volunteering for AGC activities, I encourage you to do so. I'm confident that you will find the experience very rewarding. Please take the time to visit the vendor's booths. Their support is critical to making the state convention a success.



BOB HEIBULT
GUSTAFSON BUILDERS
2018 PRESIDENT, AGC
OF SD, BUILDING
CHAPTER



CHRIS EMME
SUMMIT, INC.
2018 PRESIDENT, SDLICA

Thank you for attending the 2019 State AGC Convention in Sioux Falls. Please help me in thanking the Convention Planning Committee and staff that have put in countless hours in arranging a great line up of informative and fun events for you to enjoy. I hope this convention challenges you to get more involved and to support our industry in facing the challenges we are experiencing. Our strong Safety Training, Workforce Development and Legislative efforts need your support to continue to be successful. I really enjoy the convention, seeing colleagues I haven't seen in a while, learning about our industries challenges and listening to great speakers. I hope you have the same experience.

CONVENTION SCHEDULE



Ticketed Item
See Registration

7:30 AM – 8:30 AM

MSHA ALLIANCE MEETING

8:30 AM – 12:30 PM

PRE-CONVENTION SAFETY TRAINING



“Getting to the Next Level of Safety Performance, are you Willing to Pay the Price?”

Bob McCall

Separate Registration Required!

10:00 AM

REGISTRATION OPENS

10:00 AM – Noon

EXHIBITOR SET UP

Noon – 5:00 PM

EXHIBITS OPEN

12:45 PM - 1:45 PM

SAFETY COMMITTEE MEETING

12:45 PM - 1:45 PM

BC/HHU BOARD JOINT LUNCH

12:45 PM - 1:45 PM

LICA BOARD MEETING

2:00 PM – 3:15 PM

OPENING GENERAL SESSION:



“Welcome” - Mayor Paul Tenhaken

“Resilient Leadership: “Prepare Today to Prevail Tomorrow”

Lt. General Russel L Honore USA (Ret.)

3:15 PM – 3:30 PM

BREAK

3:30 PM – 4:30 PM

AFTERNOON BREAKOUT SESSIONS

“Interacting with the Media”

Rhonda Kemmis - Elite Leadership

or

“Distracted Driving is Not “Worth It!”

Jim Hawthorne - United Fire

CONVENTION SCHEDULE

WEDNESDAY, JANUARY 9, 2019

4:30 PM – 5:30 PM

EXHIBITOR “HAPPY HOUR”

5:30 PM - 11:00 PM

AWARDS & CASINO NIGHT: 

5:30 PM

Social

6:15 PM

Dinner

7:30 PM

Awards Presentation

8:00 PM

Casino Night

THURSDAY, JANUARY 10, 2019

7:00 AM

REGISTRATION OPEN

9:00 AM – 4:00 PM

EXHIBITS OPEN

7:30 – 9:00 AM

PAST PRESIDENTS BREAKFAST: 

7:30 AM

Presentation of Colors & National Anthem

7:35 AM

Breakfast

7:45 AM

Recognition of Past Presidents & Awards

8:00 AM

“Hunting for Unicorns: How to Solve the Skills Gap for Your Construction Business”

Shawn Van Dyke

9:15 AM – 11:00 AM

BC GENERAL BOARD & MEMBERSHIP MEETING

9:15 AM – 11:00 AM

HHU MEMBERSHIP MEETING

9:15 AM – 10:15 AM

SPOUSE/GUEST ACTIVITY: 

“A Kingdom Far Away”

Kari Gusso, Author

10:00 AM – 11:00 AM

LICA MEMBERSHIP MEETING

11:00 AM – 11:15 AM

BREAK

CONVENTION SCHEDULE



Ticketed Item
See Registration

11:15 AM – 12:15 PM

THURSDAY, JANUARY 10, 2019

MID -MORNING BREAKOUT SESSIONS:

“The Culture of Safety: & Risk Acceptance”

Kyle Broesder - Howalt+ McDowell Insurance

or

“Motor Carrier Regulatory Update & Information”

Captain John Broers, South Dakota Highway Patrol

12:30 PM – 2:00 PM

LEADERSHIP LUNCH:

12:45 PM

“National Outlook, Local Outreach”

Eddie Stewart - 2018 AGC of America President

1:00 PM

Active Shooter & Conflict Resolution Training

Nathan Fredrickson, EPI Investigations

2:15 PM – 3:30 PM

HHU BOARD MEETING

2:30 PM – 3:00 PM

HHU AD MEMBERSHIP & BOARD MEETING

3:00 PM – 3:30 PM

JOINT CHAPTERS ASSOCIATE DIVISION MEETING

2:15 PM – 5:00 PM

EXHIBITOR “FLASH SESSIONS”

3:30 PM – 3:45 PM

BREAK

3:45 PM – 4:45 PM

HR ALLIANCE MEETING

5:00 - 10:30 PM

**“INTRODUCTION OF THE OFFICERS” BANQUET
& THE WHITE KEYS:** 

5:00 PM

Social

6:15 PM

Dinner

7:30 PM

Installation of Officers

8:00 PM

The White Keys Band

CONVENTION SCHEDULE



Ticketed Item
See Registration

7:00 AM

REGISTRATION OPEN

7:30 AM – 9:00 AM

CONTINENTAL BREAKFAST

8:00 AM – 8:30 AM

BREAKFAST SPEAKER & WFD PANEL:

“Attracting a Culturally Diverse Workforce”

Mark “Smoky” Heuston, Dakota Provisions

8:30 AM – 10:00 AM

*“Furthering the Partnership with the South
Dakota Tech Schools”*

SD Tech School Representatives & AGC Members

10:15 AM – 11:15 AM

LICA BOARD MEETING

**ENCLOSED WITH THIS BROCHURE IS THE EVENT
REGISTRATION FORM AS WELL AS THE
PRE-CONVENTION SAFETY REGISTRATION FORM!
REGISTER TODAY!!**

**YOU CAN NOW REGISTER ONLINE AT:
WWW.SDAGC.ORG/EVENTS/STATE-CONVENTION
OR
WWW.AGCSDBUILD.ORG**

**IN ADDITION, SPONSORSHIP OPPORTUNITIES ARE
STILL AVAILABLE!**

HOTEL INFORMATION



SHERATON HOTEL - SIOUX FALLS

A BLOCK OF ROOMS HAS BEEN SET ASIDE FOR THIS EVENT.

Please ask for the AGC/LICA Convention discount.

The standard room rate is \$119.99 (excludes suites) and the deadline for reserving these rooms is December 30, 2018.

CALL (605) 367-9695 TO MAKE YOUR RESERVATIONS!

The Sheraton Hotel is Conveniently
Connected to the Sioux Falls
Convention Center

ENTERTAINMENT

WEDNESDAY, JANUARY 9, 2019



EXHIBITOR "HAPPY HOUR"

4:30 PM - 5:30 PM

Mix & Mingle with the vendors who took the time to be present at this year's Convention! Visit each booth, ask questions and give them your full blown attention while enjoying a beverage! Let's show our member companies how thankful we are they are exhibiting at this years event!



ANNUAL AWARDS & CASINO NIGHT

5:30 PM - 11:30 PM

Both AGC Chapters and SDLICA will be recognizing the 2018 award winners! Awards from the HHU Chapter are: Build South Dakota, Good Citizen and Mark Knight Leadership Award. Building Chapter Awards are: Apprentice of the Year, Harlan Meyer Volunteer of the Year & Build America. LICA awards are: Continuous Membership. IN addition, AGC will hand out a number of safety awards. Following the awards ceremony, the nightly entertainment is a casino night!

THURSDAY, JANUARY 10, 2019



PAST PRESIDENTS BREAKFAST

7:30 AM - 9:00 AM

Enjoy breakfast while recognizing all three associations Past President's, HHU's Golden Hard Hat & the SDLICA award recipients. Then listen to the keynote address from Shawn Van Dyke. Van Dyke will discuss how this day and age, successful construction companies can attract and develop their own skilled labor force. He will also discuss what it means for the companies that don't!

& SOCIAL EVENTS

THURSDAY, JANUARY 10, 2019

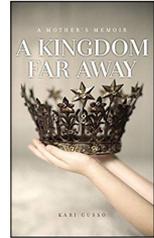
Sign up for this year's Spouse/Guest event for a fantastic day of touring, food, wine, and canvas painting! The FUN begins at 9:15 AM with a presentation from Kari Gusso about her book "A Kingdom Far Away." Following the presentation the bus departs to tour the Sanford Research Center. Following the tour, guests will enjoy brunch at Fernson Brewing following by canvas painting! This event is open to anyone in your office, please see the registration form!

- 9:15 AM - "A Kingdom Far Away" - Kari Gusso
- 10:00 AM - Registration
- 10:15 AM - Bus Departs The Convention Center
- 10:30 AM - Tour of Sanford Research Center
- 11:30 AM - Tour Departs Sanford Research Center
- 11:45 AM - Tour Arrives at Fernson Brewing Company
- 11:45 AM - Brunch from Camille's Catering
- 12:30 PM - Wine & Canvas Painting
- 1:45 PM - Bus Departs Fernson Brewing Company

Join us as we honor our Officers and Directors at the "Introduction of Officers" Banquet. Officers and Directors from both AGC Chapter's as well as SDLICA will be installed during this memorable event.

At the conclusion of the program, attendees will be entertained by "The White Keys" a duo-style band who features songs from the 1960's, 2000's and EVERYTHING in between!

- 5:00 PM - Social
- 6:15 PM - Dinner
- 7:30 PM - Installation of Officers
- 8:00 PM - The White Keys Band



**SPOUSE / GUEST
ACTIVITY**
"BREWS AND
BRUSHES"

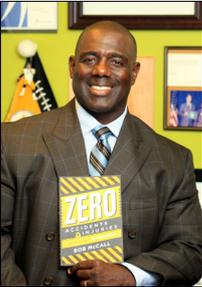
9:15 AM - 2:00 PM



**INTRODUCTION
TO OFFICERS
BANQUET
& THE WHITE KEYS**

5:30 PM - 10:30 PM

WEDNESDAY, JANUARY 9, 2019



BOB MCCALL

8:30 AM - 12:30 PM



PAUL TENHAKEN

Sioux Falls Mayor

2:00 PM - 2:10 PM



**LT. GENERAL
RUSSEL L HONORE
USA (RET.)**

2:15 PM - 3:15 PM

PRE-CONVENTION SAFETY TRAINING

“GETTING TO THE NEXT LEVEL OF SAFETY PERFORMANCE. ARE YOU WILLING TO PAY THE PRICE?”

Bob McCall’s career spans over 33 years in the Utility industry. Join him as he shares four proven and battle tested steps to improving your team’s performance. Bob believes the power is not in safety rules, but in people who are willing to demonstrate passion, commitment, leadership and engagement from the entire team will create a winning culture of top performers. Bob will share how changing expectations for team culture, team members, getting rid of those who don’t measure up and hiring winners will enable any organization to improve their performance thus raising the bar to the next level.”

OPENING GENERAL SESSION:

“WELCOME”

Before being elected Mayor of Sioux Falls, SD, Paul served as the Founder and CEO of Click Rain, a 35-employee marketing technology agency. Under his leadership, the company received numerous awards for their tremendous growth and innovative culture. Prior to founding Click Rain, Paul worked in the marketing field in both healthcare and financial services. Mayor Ten Haken is an entrepreneur, dad, husband, and Sioux Falls’ #1 fan.

RESILIENT LEADERSHIP: “PREPARE TODAY TO PREVAIL TOMORROW”

Drawing from 37 years of military experience, Gen. Honoré brings his bold, no-nonsense leadership approach to businesses and organizations to help them better identify and prepare for the challenges of the future. With an emphasis on the importance of innovation, risk assessment and social entrepreneurship, he provides valuable insight and strategies for the public and private sector to solve a broad array of issues—from jobs and energy to healthcare and technology. He also reveals leadership tactics that optimize efficiency and effectiveness of operations for all sectors and outlines the importance of developing the next generation of problem-solvers.

& SPEAKERS

WEDNESDAY, JANUARY 9, 2019

AFTERNOON BREAKOUTS:

DISTRACTED DRIVING IS NOT “WORTH IT”

We hear about distracted driving accidents almost every day, but driving distracted is no accident. Instead, it's a choice people make when they get behind the wheel. It's time to change our way of thinking. Worth it is a comprehensive educational and awareness program to remind drivers that life is worth it, driving distracted is not. UFG has developed a collection of resources ideal for use by business owners, insurance agents, educators or individuals— anyone interested in helping to turn the tide against distracted driving.



JIM HAWTHORNE
United Fire Group

3:30 - 4:30 PM

“INTERACTING WITH THE MEDIA”

This session provides the necessary background and preparation for participants to be trained in the use and deployment of the Step Back and the positive incentive system processes. This risk competency training is complemented by a field work exercise that utilizes the skills that participants learn in the course. The field work exercise will further deepen their understanding of risk competency and help to solidify the knowledge into the appropriate risk management behaviors. Participants will be utilizing a risk ‘lens’ to disrupt their practices resulting in the development and operationalization of agile risk competency frameworks for all industry verticals.



RHONDA KEMMIS
Elite Leadership

3:30 PM - 4:30 PM

NEW THIS YEAR ...

Don't miss the “Flash Session” presentations Taking place on Thursday Afternoon from 2:15-4:45pm! These 15-minute informative sessions will take place in Exhibit Hall I. See the line-up of topics and presenters on page 15!



THURSDAY, JANUARY 10, 2019



SHAWN VAN DYKE

Construction Business Coach

8:00 AM - 9:00 AM

BREAKFAST KEYNOTE

“HUNTING FOR UNICORNS: HOW TO SOLVE THE SKILLS GAP FOR YOUR CONSTRUCTION BUSINESS”

The skills gap has been growing for decades because younger generations have not been encouraged to pursue a career in the trades. Hiring for skill is like hunting for unicorns - searching for mythical creatures with magical powers. Construction companies must shift from “hiring for skill” to “recruiting for talent” in order to remain relevant in the coming years. Millennials make up the largest portion of the workforce today, and construction companies that will succeed in the future will need to develop recruiting, hiring, and training practices that show these millennials a path and create opportunities along the way. In this keynote address Shawn will discuss how successful construction companies in the next decade can attract and develop their own skilled labor force and what that means for the companies that don't.



KARI GUSSO

Author

9:15 AM - 10:00 AM

SPOUSE/GUEST BREAKOUT

“A KINGDOM FAR AWAY”

Kari Gusso swallowed the hard truth that no could ease her daughter's suffering. No one can help young Lauren conquer her anxiety and depression. No one can fix her tantrums. No one – except Gusso and her husband Jared – can be there to help Lauren face a daily emotional rollercoaster. Lauren was diagnosed with autism, in addition to the anxiety, depression and attention deficit hyperactivity disorder. Attend this session and find out more about why Kari chose to tell her story to the whole world.



CPT. JOHN BROERS

SD Highway Patrol

11:15 AM - 12:15 PM

MID-MORNING BREAKOUT

“MOTOR CARRIER REGULATORY UPDATE & INFORMATION”

Attend this informative session and learn more about the new regulations covering transportation under the Federal Motor Carrier Safety Administration, as well as pertinent legislative updates. Attendees will be able to ask questions and get answers on any state and federal laws governing transportation issues.

& SPEAKERS

THURSDAY, JANUARY 10, 2019

AFTERNOON BREAKOUT

“THE CULTURE OF SAFETY” & “RISK ACCEPTANCE”

In safety, we spend a lot of time on hazard recognition, but is that what is creating your organization's accidents? Your company has a Culture of Safety; it just may not be the one that your company wants. Learn what steps need to be taken by leadership and mid-level supervisors to build a Culture of safety & health within your organization. Learn how your front line employees and management team can work together to drive a long term sustainable Culture of Safety. Learn how this culture can drive your company's employee longevity and draw in the right kind of new employees. Let's stop scaring people safe and create relationships in safety! USA and Blue Collar Radio. Steve speaks to more than 250,000 people a year and influences the lives of millions through his keynote speeches, books, CDs and DVDs.

LEADERSHIP LUNCH

“NATIONAL OUTLOOK, LOCAL OUTREACH”

AGC of America President Eddie Stewart will outline steps the association is taking to address a range of key issues for members and the construction industry. In particular, he will outline steps the association is taking to advocate for more infrastructure funding, push for regulatory reform and address workforce shortages. In addition, he will outline ways members can get more involved in AGC of America activities.

“THE ART OF OBSERVATIONAL ENHANCEMENT: PREPARING FOR AN ACTIVE SHOOTER SCENARIO & DEFUSING WORKPLACE VIOLENCE BEFORE IT ESCALATES”

The Art of Observational Enhancement will reinforce our ability to maintain keen situational awareness of the little details that could potentially become big problems. The Art of Observational Awareness will equip attendees with essential skills to respond to an active shooter scenario as well as how to de-escalate a possible violent altercation in the workplace.



KYLE BROESDER

Safety & Compliance –
Howalt+ McDowell Insurance

11:15 AM - 12:15 PM



EDDIE STEWART

2018 AGCA President

12:45 PM - 1:00 PM



NATHAN FREDRICKSON

EPI Investigations & Risk
Management

1:00 PM - 2:00 PM

SEMINARS & SPEAKERS

FRIDAY, JANUARY 11, 2019



**MARK "SMOKEY"
HEUSTON**

Dakota Provisions

8:00 AM – 8:30 AM

BREAKFAST SPEAKER

**"ATTRACTING A CULTURALLY DIVERSE
WORKFORCE"**

Learn what steps need to be taken by leadership and mid-level supervisors to build a Culture of safety & health within your organization. Learn how your front line employees and management team can work together to drive a long term sustainable Culture of Safety. Learn how this culture can drive your company's employee longevity and draw in the right kind of new employees. Let's stop scaring people safe and create relationships in safety!



SD TECH SCHOOL REPRESENTATIVES & AGC MEMBERS

8:30 AM – 10:00 AM

WORKFORCE DEVELOPMENT PANEL

**"FURTHERING THE PARTNERSHIP WITH THE SOUTH
DAKOTA TECH SCHOOLS"**

Have you ever wondered how your company can get involved with the Tech Schools, what gaps still remain with education and industry, or what the schools are seeing with diversity challenges and how that relates to industry? If so than please attend our panel discussion. Representatives from all four schools will be on hand to have an open and informative discussion with AGC members on how we can continue to work together to grow our states Construction workforce.

**THANK YOU FOR ATTENDING THE 2019
STATE CONVENTION!**

**SAVE THE DATE FOR THE 2020 STATE CONVENTION
TAKING PLACE ON JANUARY 15-17, 2020
AT THE LODGE IN DEADWOOD, SD**

FLASH SESSIONS SCHEDULE



WEDNESDAY, JANUARY 9, 2019

FLASH SESSIONS ARE LOCATED IN EXHIBIT HALL I

2:20 PM - 2:35 PM

“AERIAL LIFT & TELEHANDLER ANNUAL INSPECTIONS”

BIERSCHBACH EQUIPMENT AND SUPPLY - CHAD O'DONNELL

2:40 PM - 2:55 PM

“THINKING AHEAD TO PROTECT YOUR BEHIND”

HOLMES MURPHY - ADDIE SANCHEZ

3:00 PM - 3:15 PM

“GROUP HEALTH ALTERNATIVES & STRATEGIES”

HAHN FINANCIAL GROUP, INC. - MIKE POSPISCHIL

3:20 PM - 3:35 PM

“IDENTIFYING & INVESTIGATION THE WARNING SIGNS OF WORKERS COMP FRAUD”

EPI INVESTIGATIONS - NATE FREDRICKSON

3:40 PM - 3:55 PM

“OIL ANALYSIS”

DIESEL MACHINERY, INC. - DAN HEALY

4:00 PM - 4:15 PM

“ECCO SAFETY LIGHT - WHAT WILL SAVE YOU BIG TIME IN THE END”

WHEELCO - DOUG STOKS

4:20 PM - 4:35 PM

“PERFORMANCE MANAGEMENT SAFETY DASHBOARD”

HOWALT+MCDOWELL INSURANCE - KYLE BROESDER

4:40 PM - 4:55 PM

“HOW DOCUMENT AUTOMOTIVE WILL ENHANCE BUSINESS PROCESS FOR MORE PROFITABILITY”

CENTURY BUSINESS PRODUCTIONS - KYLE RUHLAND

COMMITTEE & STAFF

Jared Gusso
Terry Kelley
Toby Royer
Patty Nohr
Monte Kerzman
Bob Heibult
Randy Hanson
Jim Soukup/Joan Millage
Jon Snedeker
Bryan VanderPol
Jeff Pray
Kyle Ruhland

SFC Civil & Construction
Swift Contractors
TransSource Truck & Equipment
Myrl & Roy's Paving
L.G. Everest
Gustafson Builders
Mills Construction
Soukup Construction
Butler Machinery
VanderPol Dragline
Fischer Rounds & Assoc.
Century Business Products

AGC OF SD HHU/LICA CHAPTER

Toby Crow
Executive Vice President

Lindsay Willits
Director of Marketing
& Member Services

Shelly O'Daniel
Office Manager

AGC OF SD BUILDING CHAPTER

Bryce Healy
Executive Director

Jamie Lambertz
Executive Assistant

SHARED CHAPTER EMPLOYEES

Jim Heaphy
Safety Training Officer

Deb Mortenson
Lobbyist

Michael O'Neal
Director of Safety & Training

