



BENCHMARKS

2017 YEAR IN REVIEW







Dale A. Mykyte

Dale A. Mykyte, chief executive officer of Pe Ben USA in Houston, Texas. His term as DCA president concluded at the association's 2018 annual convention in February in Dana Point, California, where Jay P. Osborn, President Distribution & Transmission of Primoris Services Corporation assumed the DCA presidency.

2017: Focus on the Future

Dale Mykyte, President and Owner of Pe Ben USA, Inc. in Houston, Texas, gave a strong focus to future workforce development during his tenure as the 2017 DCA President.

"Our top two priorities have been related to workforce and the operator qualification (OQ) portability," Mykyte says. "The workforce issue will be a big area of focus at our annual convention, because it's so critical to our industry, and DCA is really stepping up our efforts to address this issue."

DCA teamed up in 2017 with organizations such as SkillsUSA, which has about 400,000 kids involved across the United States, to reach more young people and make them aware of the career opportunities available in the pipeline industry. SkillsUSA's goal is to help fill the gap that was left behind when schools took shop and industrial arts out of the classroom. This partnership led to Mike Rowe, a big supporter of SkillsUSA, being opening keynote speaker for the DCA convention.

Mykyte explains, "One of the things that's really been hurting our industry is that there are so many people telling kids they have to go to college. We're not saying college is bad, but not everybody needs to take on \$60,000 of debt to go and have an arts degree. It's not for everybody, and we have to focus on letting the kids know that our industry exists and that they can get out of high school and make a good living without taking on all of that college debt. This is a big effort, a big focus for DCA going forward."

Mykyte himself is living proof. After graduating high school in rural Alberta, Canada, he worked as a laborer, a rig hand, an apprentice electrician, and even did a stint in banking before joining oilfield trucking company Kaps Transport as a sales rep in 1980. He joined Pe Ben in 1988 and eventually worked his way up to become the owner of its U.S. operations in 2006.

Looking forward to 2018, Mykyte sees a growing economy with a lot of new residential and business development. "I see a lot of construction work ahead in the distribution sector for rehabilitation of existing pipelines, and new regulatory mandates are likely to make rehabilitation of existing infrastructure a huge growth market."

The future is not without challenges, however. "I think we are all concerned about the amount of misinformation that's going out to the public about pipeline construction. I look to Canada and the TransMountain Pipeline as a recent example. That pipeline is older than me. They've been pumping oil through there since 1953 and nobody even knew it was there. Now they want to twin it and increase the capacity. That is the beauty of the pipeline industry - you don't know we're there. That is, until someone spreads misleading information about it."

The best solution, Mykyte suggests, is to make greater efforts to spread factual information about the pipeline industry to the general public. "It's frustrating when highly educated friends make comments and I say, 'Do you know that's not real? That you don't have the correct information?' And I explain it to them, and they just shrug. When people believe something to be true, then it is. It's always been the nature of our industry to just keep our mouths shut, our noses down and go to work. We can't do that anymore. We have to keep making an effort to put out the real information."

Since the 2016 election, Mykyte has observed a positive change in the business climate in Washington. "When Mr. Trump came in, all of a sudden we had work back on our doorstep, so it's been good for our industry and good for my company, and we're here to take advantage of it. The previous administration did everything in its power to shut us down from any type of new pipeline construction. A new administration gets in, and we build the (Dakota Access) DAPL pipeline and the Rover pipeline."

"Companies like ours are putting people to work and feeding families," Mykyte says. "We peaked out at almost 600 employees last year. We invested in more trucks or trailers, and that means the truck manufacturers and the tire manufacturers who supply them are hiring more people. The people we purchase supplies and diesel fuel from are feeding their families. It's not hard to see how this spreads out to benefit the whole economy."

A handwritten signature in black ink that reads "Dale Mykyte". The signature is fluid and cursive, written in a professional style.

DCA MISSION

Quality contractors and associates working together to deliver superior value to the natural gas and the underground utility industry.

DCA ADVOCACY PROGRAM

In 2012, DCA initiated a federal advocacy program to advance the interests of the association in the halls of Congress and before federal regulatory agencies. DCA engaged the services of Wyman Associates, a government relations firm based in Falls Church, Virginia, to establish an ongoing presence on Capitol Hill and in front of several administrative branch agencies. The association's Government Relations Committee works to expand gas distribution construction markets through existing and pending energy legislation, regulatory actions addressing pipeline safety, and initiatives to prevent underground facility damage during excavation activities. DCA is now an active member of several coalitions and working groups, including:

■ Energy Equipment Infrastructure Alliance (EEIA)

EEIA consists of construction organizations and the business community working together to support federal and state legislation that promotes and facilitates the extraction, development, and transportation of shale gas and other energy sources. EEIA efforts include natural gas pipeline permitting reform, streamlining liquefied natural gas (LNG) exports, and policy surrounding energy production on federal land. In 2015, EEIA played a key role in successfully overturning the ban on crude oil exports.

■ Construction Industry Safety Coalition (CISC)

The CISC comprises 25 trade associations representing virtually every construction trade, task, and activity, including small, medium, and large contractors; general contractors; subcontractors; union and non-union contractors. The coalition works collectively to encourage sound legislative and regulatory policy, overseen by the U.S. Occupational Safety and Health Administration (OSHA), on issues with intricacies unique to the construction industry. The CISC is at the forefront of continued efforts to overturn OSHA's final rule on crystalline silica exposure.

■ Pipeline and Hazardous Materials Safety Administration (PHMSA) Damage Prevention Working Group

A government and industry forum that meets periodically to discuss damage prevention initiatives issued by the PHMSA and the Common Ground Alliance (CGA).

■ PHMSA Damage Prevention State Grant Review Team

Consisting of state pipeline inspectors, representatives of the gas and hazardous liquid pipeline industries, excavators, and public interest organizations, the review team meets annually to evaluate, discuss, and provide feedback to PHMSA on state damage prevention grant applications submitted by applicants.

■ Common Ground Alliance

The CGA is a community of all stakeholders in underground facility damage prevention, including operators of gas and hazardous liquid pipelines, water, electric, telecommunications and other utility systems, excavators, facility locators, one-call systems, and federal, state, and local government representatives. Collectively, the CGA promotes shared responsibility in damage prevention through development of best practices, increased communication, and utilization of effective technologies. DCA representatives are now serving on CGA's Best Practices Committee and Stakeholder Advocacy Committee.



DCA Online: www.dcaweb.org

The DCA website is a state-of-the-art tool that gives access to DCA publications, members, and facts with the click of a mouse. It provides members with password protected access to news, toolbox talks, committee updates, and association newsletters, as well as wage rates for the Laborers' International Union of N.A. (LIUNA), the International Union of Operating Engineers (IUOE), and the United Association (UA). The website offers nonmembers information about the association and its members, and helpful links to a host of websites of relevance to the distribution construction industry.

Benchmarks

The 2017 edition of DCA Benchmarks offers a concise and meaningful look into DCA's current operations, leadership, and organizational outlook, as well as its future initiatives. If you have any questions about DCA or its activities, please contact us at 972.680.0261 or info@dcaweb.org. We look forward to hearing from you.

Acknowledgements

DCA would like to acknowledge the tireless efforts of its volunteers and leaders. Without the expertise, resources, and talents of those who support DCA, the accomplishments and activities that occurred in 2017 would not have been possible. We are excited about 2018 and look forward to working with you to make it another year of progress and achievement.



DCA News

DCA News is a bi-monthly publication that keeps members up to date on the latest in industry and regulatory news. Topics include legislation and government regulations, association activities and meetings, industry issues, and safety updates. *DCA News* also provides a forum for company and personnel news.



DCA e-News

DCA members are also informed of late-breaking industry news, regulatory matters, equipment developments, and upcoming meeting information through the monthly *DCA e-News*. This digital publication brings the latest industry news to DCA members through direct links to informational resources.



DCA Directory

DCA, through our industry partner, Gulf Publishing, publishes a nationwide membership directory each year that lists all companies, with their officers and specialties. The directory, a “Who’s Who” in utility construction, is distributed to members, prospective members, utility companies, equipment manufacturers, vendors, suppliers, labor representatives and government officials.



DCA-Dale R. Michels Endowed Scholarship

DCA founded the DCA-Dale R. Michels Endowed Scholarship in 1998 to encourage students considering careers in construction. Over the years, the annual distribution has grown from \$5,000 to \$15,000. For the 2017-2018 academic year and beyond, the amount distributed to deserving candidates will be based on a portion of the association's auction and investment income proceeds and is estimated to be over \$98,000.

DCA-Curtis H. Allen Scholarship

The Curtis H. Allen Scholarship was created by Bentonite Performance Minerals (BPM) in honor of the late Curtis H. Allen. BPM contributes \$2,500 annually to the fund, an amount matched by DCA. For the 2017-2018 academic year and beyond, the amount distributed to deserving candidates will be based on a portion of the association's auction and investment income proceeds and is estimated to be \$28,000.



DCA-Lyons' Grant Program

The DCA-Lyons' Grant Program honors the memory of DCA past president and honorary member Bob Lyons, who was known for his commitment to community service, education, charitable causes, and the association. Bob was instrumental in establishing the DCA annual auction in 1991, which to date has raised almost \$5 million for the scholarship program, Safety Congress, and association administrative expenses. The grant program was established by Jan Lyons, Bob's widow and a strong supporter of DCA, with a five-year pledge of \$25,000 from the Lyons Family Foundation. While there are no specific grant requirements, it is expected that candidates be strong emerging and/or established community leaders recognized for their personal service and advocacy. Grants are directed to individuals or organizations that do not receive significant financial assistance from governmental or large charitable groups. In Bob's words, "It's all about those that have been blessed with the understanding of what it is to give back." An additional \$5,000 from the auction is added annually to the fund. Grants totaling \$23,000 were provided to employees of DCA member companies that were impacted by Hurricane Harvey.



James R. Upton Scholarship

In memory of DCA former managing director James R. Upton, the DCA Board of Directors annually distributes \$3,000 to provide scholarship opportunities for students of the Cherokee Nation in Tahlequah, Oklahoma. Two annual scholarships are awarded to graduates of Sequoyah High School in Tahlequah. The recipients are selected by and based on criteria established by the Cherokee Nation.

Safety Director of the Year Award

The Safety Director of the Year Award recognizes the achievements of a safety director whose initiatives and programs have enhanced the overall safety program of a member's company. Award recipients also participate in DCA's Safety Congress. The annual award includes a \$1,000 cash prize. The 2016 recipient was Chris Moulden of ARB Inc.



Safety Person of the Year Award

The Safety Person of the Year Award is given to an individual who has gone beyond the call of duty in any area of company service. It can be a lifesaving event, monetary savings to the company, etc. The recipient can be employed at any level in the company and will receive a plaque and a \$1,000 cash prize. The 2016 recipient was Charles Arnold of Southeast Directional Drilling.



Arthur T. Everham Safety Award

The Arthur T. Everham Safety Award, named in honor of an industry safety pioneer and DCA past president, is presented every year at the annual convention to companies with exemplary safety records and practices in various categories. For 2017, the categories were: those who complete less than 199,000 man-hours of distribution construction per year; those who complete more than 200,000 man-hours but less than 599,000 man-hours; those who complete over 600,000 man-hours but less than 1.3 million man-hours, and those who complete over 1.3 million man-hours. Judging criteria include: the number of OSHA lost workday cases, number of OSHA restricted duty days, number of first-aid cases, number of fatalities, the presence of a documented safety program, the use of a drug-testing program, and the company's Experience Modification Rate. The 2017 Everham Safety Award recipients are:



Under 199,999 hours (a tie)
Mid America Underground
Aurora, Illinois

TekRock Trenching
Georgetown, Texas

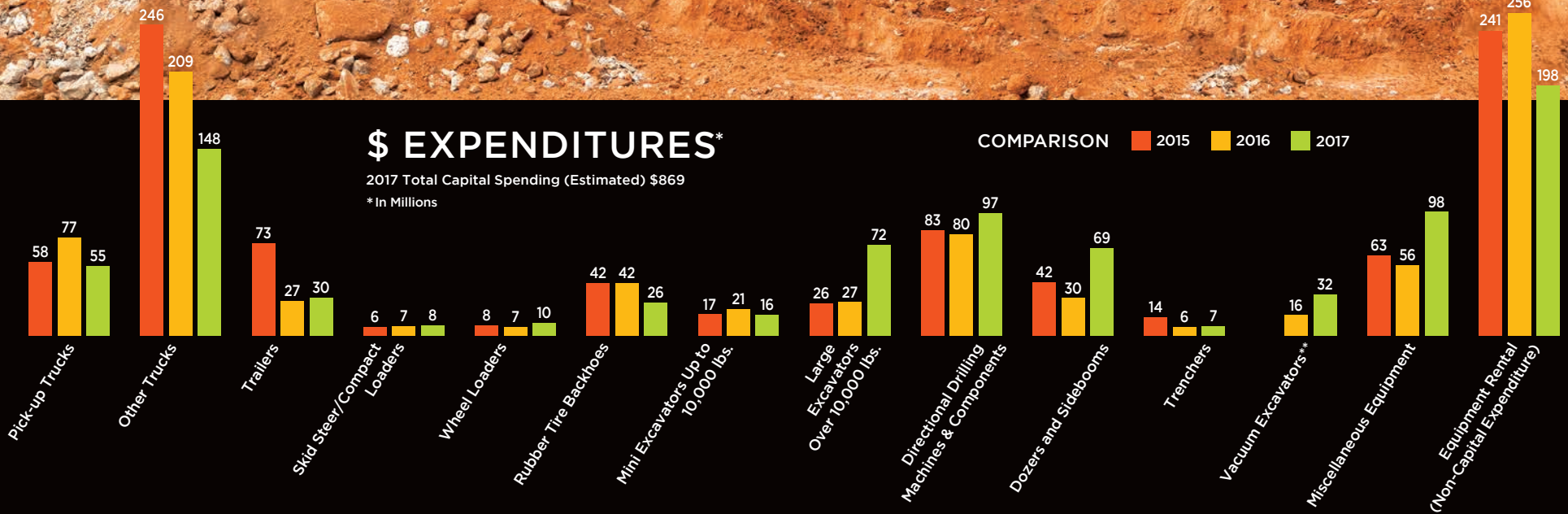
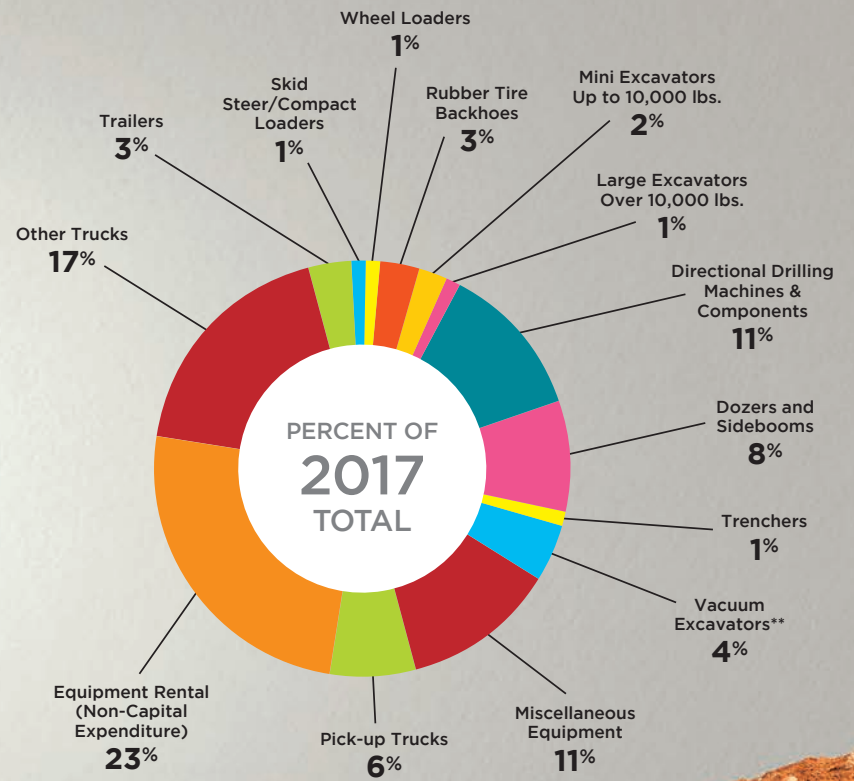
200,000 to 599,000 hours
Hypower, Inc.
Ft. Lauderdale, Florida

600,000 to 1,300,000 hours
Blackeagle Energy Services
Berthoud, Colorado

Over 1,300,000 hours
Q3 Contracting
Little Canada, Minnesota

From its inception in 1961, the Distribution Contractors Association has been committed to progress. This year, as in years past, DCA members will lead the way in the use of the latest technologies, equipment and safety issues. DCA members remain at the cutting edge of a constantly changing and vibrant industry.

EQUIPMENT SURVEY



Each year, the DCA holds major meetings to discuss issues vital to the association and the industry, as well as smaller committee meetings throughout the year.

ANNUAL CONVENTION

(FEBRUARY OR MARCH)

The Annual Convention is held in a warm weather location in the US or internationally and is designed for members and their spouses/guests. At this annual meeting of the membership, DCA holds elections for the Board of Directors. A key feature of the convention is the annual auction, which has grown over the years and is the primary fundraiser for the operations of the DCA. The week-long event is supported through the generous sponsorship of our associate members and features first-rate speakers at business sessions, networking events, and local activities. Recipients of the scholarships and the Arthur T. Everham Safety Award are announced at the convention. The final board meeting of the outgoing president and the first board meeting of the new president are held at the convention. A Leadership Council meeting is held, as are meetings of the committees. The general meeting of the membership is the DCA Town Hall, where leadership provides an update on association proceedings and where the members can dialog with leadership. The 2018 Annual Convention was February 25 – March 2 at the Monarch Beach Resort, Dana Point, California. **The 2019 Annual Convention will be March 4-9 at the Grand Hyatt Baha Mar, Nassau, The Bahamas.**

MID YEAR MEETING

(JULY)

The Mid Year Meeting has grown over the years from a summer board meeting to a family networking event with business session speakers, committee meetings, a board meeting, and a leadership council meeting, as well as the DCA Town Hall. Each year many activities are planned with DCA member families in mind. The 2017 Mid Year Meeting was July 19-23 at the Fairmont Chateau Frontenac, Quebec City, Canada. **The 2018 Mid Year Meeting will be held July 18-21 at the Tenaya Lodge, Fish Camp, California.**

SAFETY CONGRESS

(MARCH OR APRIL)

DCA's Annual Safety Congress is becoming a “must-attend” event for safety professionals each year. The two-day event attracts safety professionals from across the country and industry to discuss different challenges and problems utility contractors face, from creative training ideas to managing a safety culture within your company. The Safety Director of the Year and the Safety Person of the Year are awarded at the Congress. **The 2018 Safety Congress was March 26-28, at Hotel Monteleone in New Orleans, Louisiana.**

DCA & AGA UTILITY CONTRACTOR WORKSHOP

(APRIL)

Now in its fourth year, the DCA and AGA partner to produce a workshop aimed at increasing communication and cooperation between gas distribution utilities and the contractors who work for them. The 2016 event attracted some 130 attendees representing gas utilities, contractors, manufacturers, labor unions, industry experts, and federal government officials. The 2017 DCA & AGA Workshop was held April 17-19 at the Four Seasons in Chicago, Illinois. **The 2018 DCA & AGA Workshop will be held April 11-13, also at the Four Seasons Hotel in Chicago.**

FALL MEETING

(OCTOBER OR NOVEMBER)

The Fall Meeting is a members-only event with a board meeting, leadership council meeting, committee meetings, and a networking social event. The Executive Finance Committee meets at this event to review the operations of the staff. The 2017 Fall Meeting was held October 23-25 at the Four Seasons Hotel in Houston, Texas. **The 2018 Fall Meeting will be held October 24-26 at the Loews Minneapolis Hotel, Minneapolis, Minnesota.**

\$586,268

Total Contributions

**LiUNA/DCA
Cooperation Trust**

LiUNA!

A joint labor-management cooperative trust was established in December 1990, under the provisions of the Taft-Hartley Act, between DCA and the Laborers' International Union of North America to:

- Improve communications
- Expand work opportunities
- Promote safe, efficient work conditions
- Sponsor seminars, conferences, and meetings concerning the industry
- Facilitate a network for the exchange of information
- Resolve problems
- Advance mutual interests relating to the industry

Governing the trust is a Board of Trustees appointed from labor and management. The executive vice president of DCA serves as executive director of the trust, and trustee meetings are conducted on a regular basis. The LiUNA Cooperation Trust of DCA provides financial support to the Association for use in publications, the annual convention, and industry relations.

*Annual financial audits are prepared by Teague Marquess & Associates, PC, Dallas, Texas.

\$592,108

Total Contributions

**National Distribution Pipeline
Industry Communications
& Productivity Fund
(NDPIC & PF)**



DCA and the United Association reached an agreement in November 1990 to establish a joint labor-management cooperative trust to:

- Improve communications and the collective bargaining relationship between labor and management
- Study ways of eliminating potential problems that reduce competitiveness and inhibit the economic development of the distribution pipeline industry
- Engage in public relations and public education programs
- Research and develop programs to improve the distribution pipeline industry

The executive vice president of DCA serves as executive director of the trust to govern the fund. The NDPIC & PF provides funding for DCA publications, the annual convention, and industry relations. Gary A. Pasternak, Pasternak Associates, PC, Dallas, Texas, is the administrator of trust collections.

*Annual financial audits are prepared by Teague Marquess & Associates, PC, Dallas, Texas.

\$134,363

Total Contributions

**Distribution Contractors
Industry Advancement
Fund**



The DCA and the International Union of Operating Engineers reached an agreement in June 1999 to establish an industry advancement fund. The fund is designed to advance the interests of the distribution construction industry by:

- Establishing good public relations and market development
- Engaging in public relations and public education programs
- Negotiating fair and equitable collective bargaining agreements with representatives of employees engaged in the industry
- Encouraging and developing industry safety standards
- Providing educational opportunities for those engaged in, or connected with, the industry
- Encouraging the use of union contractors for the construction of all distribution pipelines
- Improving communications between labor and management

*Annual financial audits are prepared by Teague Marquess & Associates, PC, Dallas, Texas.

DCA 2017 FINANCIALS

| | 2017 | 2016 |
|--|--------------------|--------------------|
| Revenue: | | |
| Meetings: | | |
| Convention Registration | \$469,065 | \$464,115 |
| Convention Sponsorship | 221,750 | 243,160 |
| Mid Year Registration | 224,570 | 178,575 |
| Fall Meeting & DCA/AGA Workshop Registration | 208,520 | 155,995 |
| Safety Congress Registration | 49,150 | 39,150 |
| Total Meetings | \$1,173,055 | \$1,080,995 |
| Member Dues: | | |
| Contractor Member | \$148,500 | \$142,833 |
| Less: Contributions Credit | (28,795) | (27,320) |
| Associate Member | 99,687 | 98,313 |
| Total Member Dues | \$219,392 | \$213,826 |
| DCA Auction*: | \$896,744 | \$888,493 |
| Other Income: | | |
| I.U.O.E. Industry Fund | \$9,089 | \$8,947 |
| Management Fees | 131,475 | 129,641 |
| Grants | 1,000,000 | 900,000 |
| Net Unrealized Gain (Loss) On Investments | 250,887 | 35,336 |
| Interest | 75,520 | 59,144 |
| Total Other Income | \$1,466,971 | \$1,133,068 |
| Total Revenue | \$3,756,162 | \$3,316,382 |
| Expense: | | |
| Convention | \$1,116,002 | \$1,114,254 |
| Mid Year Meeting | \$254,698 | \$242,868 |
| Fall Meeting & DCA/AGA Workshop | \$200,286 | \$157,963 |
| Safety Congress | 40,380 | 37,838 |
| General & Administrative | 1,168,162 | 1,107,071 |
| Scholarships | 105,600 | 118,900 |
| Special Projects | 184,961 | 149,194 |
| Loss on Disposal of Equipment | - | 487 |
| Total Expense | \$3,070,089 | \$2,928,575 |
| Excess Revenue Over Expense | \$686,073 | \$387,807 |
| Assets: | \$4,269,069 | \$3,533,196 |
| Liabilities: | \$1,031,518 | \$981,718 |
| Member Equity: | \$3,237,551 | \$2,551,478 |

*Auction Income Supplements annual Meeting Sponsorship

Annual financial audit prepared by Teague Marquess & Associates, PC, Dallas, Texas. Fiscal year runs January 1 to December 31.



LEADERSHIP

DCA LEADERSHIP STRUCTURE

Distribution Contractors Association is a membership based trade organization with a Board of Directors, Leadership Council, Standing Committees, Working Committees and Special Committees comprised of grants and trusts that plan, execute and manage its business.

BOARD OF DIRECTORS

The affairs and management of the Association shall be conducted by the Board of Directors composed of:

- Ten (10) Contractor Members (elected by Contractor Members)
- Immediate Past President
- Past President Director (appointed by the Past Presidents)
- Director at Large (appointed by the Nominating Committee)
- Two (2) Associate Member Directors (elected by Associate Members)
- Executive Vice President (serves as Chief Operating Officer)

LEADERSHIP COUNCIL

The Leadership Council is made up of the elected chairs and vice chairs of each of the committees, the President and Vice President of the Board, and the Executive Vice President. The purpose of the Leadership Council is to coordinate the strategic direction of the DCA as directed by the Board of Directors. Each committee chair and vice chair will lead their committees in the tactical implementation of the strategic plan.

WORKING COMMITTEES

The Working Committees of DCA are committees that meet several times a year and whose mission is to work on initiatives to improve the operations and membership value of the organization. They are the following:

- Government Relations Committee
- Horizontal Directional Drilling (HDD) Committee
- Membership Committee
- Safety/Risk Management Committee
- Workforce Development Committee

STANDING COMMITTEES

The Standing Committees of DCA are committees that meet as needed for a specific purpose and not an ongoing project. They are:

- Convention Planning Committee
- Associate Member Nominating Committee
- Recognition Committee
- Strategic Planning Committee
- Executive Committee
- Executive Finance Committee
- Contractor Member Nominating Committee

SPECIAL COMMITTEES

Special committees oversee the scholarships, grants, and trusts, including:

- DCA-Dale R. Michels Endowed Scholarship
- DCA-Curtis H. Allen Scholarship
- DCA-Lyons' Family Grant
- James R. Upton Scholarship

TRUSTS AND FUNDS

- LMCT/DCA Trust - Laborers' International Union of N.A. (LIUNA)
- National Distribution Pipeline Industry Communications and Productivity Fund (NDPIC&PF) - United Association (UA)
- DCA Advancement Fund - International Union of Operating Engineers (IUOE)
- Laborers - Employers Benefit Plan Collection Trust (LEBPCT)
- IUOE National Training Fund

LABOR COMMITTEE

The Labor Committee serves DCA in negotiating collective bargaining agreements with the three labor unions: UA, LiUNA, and IUOE. The committee serves independently of the Board of Directors and does not report to the Board or leadership of DCA.



DCA MEMBERSHIP

All members can participate in DCA Committees by contributing and discussing ideas in a collaborative forum. All members provide timely payment of membership dues and contribute to the association's finances through sponsorship of events, labor trusts, auction proceeds and support of the association events.

CONTRACTOR MEMBERS

Any contracting firm engaged in the construction and maintenance of distribution pipelines and underground utilities that has established a reputation for skill, integrity, and responsibility, may apply for Contractor Membership in the Association.

ASSOCIATE MEMBERS

Any individual, firm or corporation engaged in the business of manufacturing or selling equipment, materials, supplies, insurance, or other services for the construction or maintenance of gas distribution and other pipelines, horizontal directional drilling and underground utilities may apply for Associate Membership.

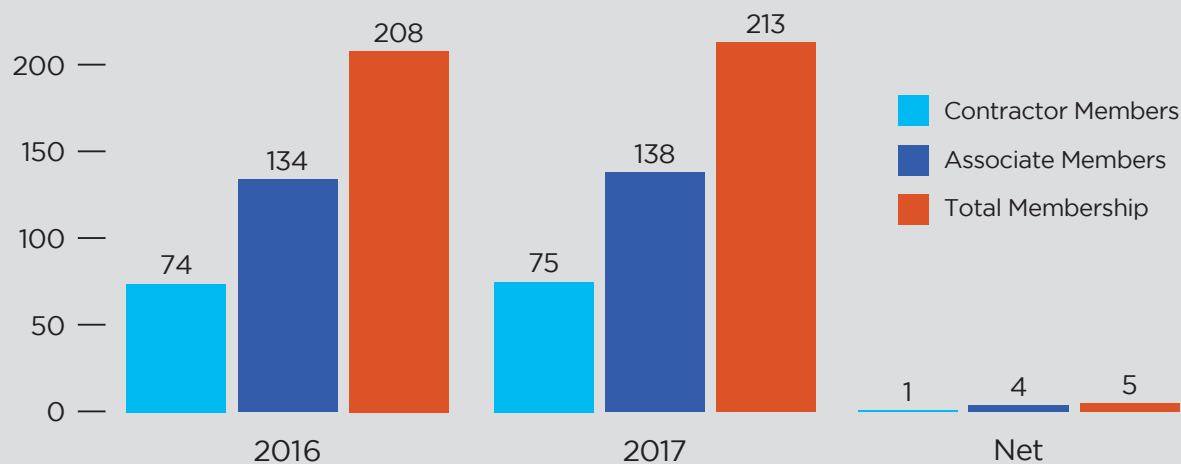
INDUSTRY MEMBERS

An individual who is retired from a member company, regularly employed as a consultant, an employee, officer, director, or elected official of any corporation or governmental unit engaged in the distribution industry, and not deemed eligible for Contractor or Associate membership by the Board of Directors, can apply. An Industry Member may also be a widow/widower of a deceased member or a current or former officer or employee of affiliated associations as selected by the Board of Directors. The Board of Directors may establish or change the procedure to be followed in approving such applications.

HONORARY MEMBERS

Individuals that have performed distinguished service for the DCA or the distribution construction industry are eligible for nomination and election as an Honorary Member. Nominees must receive a three-fourths majority vote of the Board of Directors. Directors who are the current representatives of the same company as the nominated individual or corporation shall recuse themselves from the voting on that Honorary Member nominee. Honorary Members and their spouse/guest shall be exempt from meeting registration fees at Association meetings.

2017 MEMBERSHIP SUMMARY



■ HDD

LEADERSHIP

2017 Chair - Jon Heinen, Right Turn Supply
 2017 Vice Chair - Dan Carson, Carson Corporation

MISSION STATEMENT

To promote the use and education of Horizontal Directional Drilling as a viable, safe and environmentally friendly construction method. This will be accomplished by supporting safety and environmental training, technical development, and good practices guidelines that sustain professional productive contractors.

2017 ACHIEVEMENTS:

- David Case, CEO of InRock (IR), presented an outline of the correlation between energy company stock price and inadvertent return occurrences to the HDD committee at the fall meeting.
- DCA presented a panel on HDD Technology and advancements in the industry at the Underground Construction Technology (UCT) show. The event was very well attended and was standing room only.
- Represented the committee in panel discussions on operator qualification, changes in worksite procedure, contractor oversight, and first and second party damage prevention at Utility Contractor workshop with the AGA.
- Represented the DCA during International Construction & Utility Equipment Exposition (ICUEE) via classroom presentation in cooperation with Sanders Resources.

2018 GOALS AND OBJECTIVES:

- Assist Government Relations committee on cross bore initiative and disposal issues.
- Organize representatives from HDD Committee to join in DC fly-ins.
- Promotion of new products to increase DCA HDD members' awareness of mapping and data management technologies and locating technologies.
- Secure time slot for panel discussion to help assure a successful DCA & AGA workshop.
- Recruit and transition new leadership to lead the HDD committee.

■ SAFETY/RISK MANAGEMENT

LEADERSHIP

2017 Chair - Kevin Parker, Mears Group
 2017 Vice Chair - Dana Heieie, Southeast Directional Drilling

MISSION STATEMENT

Review safety related information provided by DCA members/associates and hold open discussions at meetings on safe job-site practices. Oversee the Arthur T. Everham Safety Award, assist with the Safety Director and Safety Person of the Year Awards, and the annual Safety Congress.

2017 ACHIEVEMENTS:

- Arthur T. Everham Safety Award:
- Maintained the four categories for the Arthur T. Everham Safety Award
 - Participation increased from 44 companies in 2016 to 47 companies in 2017
 - Awarded the Safety Director and Safety Person of the Year Awards at the DCA Safety Congress
 - Oversaw the annual Safety Congress, which had record attendance

2018 GOALS:

- Continue promoting DCA Safety Congress to new and existing members/associates
- Continue lobbying with Eben Wyman, Washington D.C. representative, in efforts to push for the OQ Integrity Coalition
- Continue promoting the Arthur T. Everham award with higher participation from members
- Continue promoting submission of safety statistics with higher participation from members

■ WORKFORCE DEVELOPMENT

LEADERSHIP

2017 Chairman - Loren Brace, InfraSource
 2017 Vice Chairman - Grant Gochenauer, Great Western Services (Utility Line Services)
 2017 Vice Chairman - Randy Rupp, Ditch Witch

VISION

To identify the needed resources, develop a support structure, and provide leadership that will lead to a sustainable work force for the future.

MISSION STATEMENT

To develop, coordinate and implement strategies to support the growth of the expanding work force needs with in the industry. This will be done through the promotion of our industry as a career by using the vast knowledge and leadership of the DCA membership and promoting the coordination with other industry professionals and national organization.

2017 ACHIEVEMENTS:

- Jason Dorsey, Center for Generational Kinetics, spoke at the convention in Maui on appealing to the Gen Y and Z group. He has presented to DCA a proposal on conducting some industry specific surveys on how to attract the younger generation to our industry through recruiting and branding.
- SkillsUSA - SkillsUSA is a national organization dedicated to developing a skilled workforce by preparing students for mechanically oriented jobs straight out of high school. They have more than 400,000 students in their programs through chapters in all 50 states.
- Center for Energy Workforce Development (CEWD) - DCA has joined CEWD as a charter member and currently the only contractor association in the organization. Additionally, Rob Darden and Vivek Aurora have been asked to serve on the board. This will allow our members to be able to join and take advantage of the resources they have available. CEWD was founded by the energy utility associations to help member companies work together on workforce solutions. They have a robust website with a lot of tools available to members as well as state consortia that meet regularly and help local companies with workforce initiatives.
- Mike Rowe - The "Dirty Jobs" guy has agreed to be a keynote speaker at our Annual Convention in Dana Point, California. Mike has a passion for promoting skilled professions. He works closely with SkillsUSA and speaks at their convention every year, in addition to appearing on TV and Facebook. His reach is widespread and influential, especially with the younger generations.

2018 GOALS:

- In coordination with Jason Dorsey and the Center for Generational Kinetics, DCA will host a Workforce Summit in May to present his findings to an audience that includes executives, marketing, and HR personnel from member companies. We will invite an audience that can discuss the issues in working sessions and implement them back at home.
- SkillsUSA has offered DCA an opportunity to present at their Annual Conference in Louisville in June. DCA members will work through the SkillsUSA local and regional chapters to engage, mentor, and sponsor the students who are potential employees.
- DCA will continue to work with CEWD. Most of their focus has been on electrical and utilities, but they held a series of contractor meetings and will be holding monthly conference calls. We need to encourage DCA contractors to become members of CEWD and engaged in the process, especially at the state level where their consortia do the work.
- Through CEWD, participate in the creation of a study to accurately determine contractor workforce demand.

MEMBERSHIP

LEADERSHIP

2017 Co-Chair – Woody Ferrell,
Komatsu North America
2017 Co-Chair – Dustin Mykyte, Pe Ben USA

MISSION STATEMENT

Actively solicit and evaluate potential DCA Contractor and Associate members and make recommendations on member programs and awards.

2017 ACHIEVEMENTS:

Membership:

- Maintained DCA membership
 - Contractor Membership – (2015) 69 / (2016) 74 / (2017) 75
 - Associate Membership – (2015) 132 / (2016) 134 / (2017) 138
- Pipeline Construction Segment is maintaining its high level of strength in the current economy and will grow and strengthen over the next four years.
- DCA Members Participation
 - Mid Year Meeting attendance 2015 = 196
2016 = 237 2017 = 228
 - Fall – Board Meeting attendance 2015 = 130
2016 = 117 2017 = 126
 - Annual Convention attendance 2015 = 426
2016 = 455 2017 = 486
 - Annual Convention Auction results 2015 = \$879,500 2016 = \$899,700 2017 = \$927,388

Equipment Survey Results and Participation:

- 2016 Results = \$864 million
- Participation – 56%
- 2017 Results = \$870 million
- Participation – 55%

2018 GOALS AND OBJECTIVES:

- Encourage Associate and Contractor members to attend business breakouts during the Annual and Mid Year Meetings
- Seek out new members within the oil and gas pipeline segment to join the DCA

2018 INITIATIVES:

- Increase member levels
- Continue to show value to our membership
- Increase participation/attendance of Contractor members at all meetings
- Make concerted effort to attract more Contractor members

GOVERNMENT RELATIONS

LEADERSHIP

2017 Co-Chair – Steve Dockendorf, NPL Construction Co.
2017 Co-Chair – Dave Wisniewski, Vermeer Corporation

MISSION STATEMENT

Target specific regulatory and legislative items and report their findings through the legislative watch section of the DCA News and DCA website. Present to the board those issues we believe our members would benefit from through advocacy for or against.

2017 ACHIEVEMENTS:

- Took a lead role in a new, multi-industry effort to promote pipeline safety management systems (SMS), a comprehensive approach to safety that requires “buy-in” from senior management, increased safety awareness from all levels of personnel, and a commitment to strive for continuous improvement. This new effort will include participation from other contractor organizations, as well as from AGA, the American Petroleum Institute (API), and the Interstate Natural Gas Association of America (INGAA). Pipeline SMS is a focus of key personnel at PHMSA.
- Joined the ranks of the Energy Access Group (EAG), a coalition of organizations involved in natural gas energy development and transportation. EAG works on a range of projects to demonstrate the benefits that come with oil and gas infrastructure.
- Participated in lobbying efforts on behalf of the Family Business Coalition (FBC) to include significant progress in efforts to repeal the federal estate tax (“death tax”).
- Lobbied for successful passage in the House of Representatives of the Promoting Interagency Coordination for Review of Natural Gas Pipeline Act (HR 2910). This bill expands the authority of the Federal Energy Regulatory Commission (FERC) to act as the lead agency for coordinating federal authorizations and environmental reviews under the National Environmental Policy Act with respect to authorizing natural gas pipeline projects.
- Encouraged introduction of the Coordinating Interagency Review of Natural Gas Infrastructure Act of 2017 (S1844), reflecting the first “stand-alone” bill to address gas pipeline permitting review in the Senate since DCA significantly expanded its federal government relations program in 2012.
- Participated in efforts to mitigate harmful effects of U.S. Department of Transportation (DOT) “Hours-of-Service” regulations overseen by the Federal Motor Carriers Safety Administration (FMCSA), including new requirements for many commercial drivers to install and train in the use of electronic logging devices.
- Promoted a PHMSA study of damage prevention tech-

nologies and practices included in the last pipeline safety reauthorization legislation.

- Increased DCA participation on several committees of the CGA, including the Best Practices Committee, Technology Committee, and Stakeholder Advocacy Committee.
- Continued to promote DCA’s Cross Bore Initiative to raise awareness about the enduring problem of cross bores by implementing a multi-tiered ground game to reduce the probability and often disastrous consequences.
- Co-hosted fourth annual Utility Contractor Workshop with AGA. Workshop included panel discussions on operator qualification, construction workforce development, concerns about the Gold Shovel Standard, and construction technology and training issues.
- Participated in semi-annual meetings of PHMSA Pipeline Advisory Committee meetings and provided comment on PHMSA regulatory initiatives that impact the gas distribution construction industry.
- Participated in ongoing activities of the Energy Equipment and Infrastructure Alliance (EEIA) by helping establish rebuttals to pipeline protesters in local town halls, hearings, or meetings of local zoning officials.
- Continued participation in legal challenge of OSHA’s proposed regulation on crystalline silica as a member of the CISC.
- Conducted hundreds of Hill visits on legislation regarding a range of issues related to pipeline safety, energy policy, infrastructure investment, and tax policy.

2018 GOALS:

- Bolster effective relationships with staff on House and Senate committees of interest in the 115th Congress and within several agencies of the Trump administration.
- Lead the construction industry in the new and increasingly high-profile effort to promote pipeline SMS programs within the pipeline industry.
- Hold more successful Washington “fly-in” events to educate new staff on issues of importance to the gas distribution construction industry.
- Conduct another successful DCA/AGA workshop with increased participation by gas utilities.
- Expand awareness of the DCA cross bore initiative at industry events.
- Assist DCA’s OQ Integrity coalition in completing a final written product, obtain buy-in from natural gas operators and government officials, and help initiate a pilot program to test the task force’s concepts aimed at improving OQ programs across the country.

- Coordinate effective “Contractor Perspective” panel at 2018 CGA EXPO.
- Reengage the National Association of Regulatory Utility Commissioners (NARUC) to adopt a safety resolution regarding cross bore mitigation.
- Persuade PHMSA to issue an advisory bulletin on cross bore safety and the need for municipal membership in state one-call programs.
- Encourage passage of comprehensive energy package pending in 115th Congress that includes provisions providing for robust energy development and transportation as well as significant reform to the pipeline permitting process.
- Continue to push for legislation that would eliminate regulatory requirements on the gas distribution construction industry.
- Block any legislative or regulatory attempts to obstruct or impede horizontal directional drilling practices used in utility construction.
- Continue to support efforts to mitigate OSHA’s crystalline silica rule.
- Support efforts to prevent implementation of the Environmental Protection Agency’s (EPA) “Waters of the United States” rulemaking.
- Support several legislative items in pending infrastructure legislation that would streamline pipeline permitting requirements, lift the state volume cap subject to private activity bonds that fund water infrastructure improvement projects, and otherwise promote public-private partnerships for a range of projects.
- Continue to strengthen DCA’s relationships with government and industry organizations of interest to the association’s legislative and regulatory agenda.
- Assist ongoing EEIA efforts to rebut shortsighted opposition to gas pipeline projects.



CONTRACTOR MEMBERS

Accu-Bore Directional Drilling
 AGI Construction Inc.
 Alex E. Paris Contracting Co., Inc.
 Alvah Contractors, Inc.
 Appalachian Pipeline Contractors
 LLP
 ARB, Inc.
 Atlas Trenchless, LLC
 Blackeagle Energy Services
 Bond Brothers, Inc.
 Brotherton Pipeline, Inc.
 Carson Corporation
 D.R.S. Enterprises, Inc.
 Discovery Hydrovac, LLC
 Ellingson Trenchless
 Gabe's Construction Co., Inc.
 Global Underground Corp.

Griffin Dewatering
 H & H Enterprises
 H.L. Chapman Pipeline Construction
 Inc.
 Henkels & McCoy, Inc.
 Hypower Inc.
 InfraSource LLC
 InfraSource Services LLC
 InterCon Construction, Inc.
 INTREN LLC
 J. F. Kiely Construction Co.
 K. R. Swerdfeger Construction, Inc.
 KS Energy Services LLC
 Laney Directional Drilling Co.
 Loy Clark Pipeline Co.
 MasTec North America, Inc.
 Maxx HDD LLC

Meade
 Mears Group, Inc.
 Mersino Dewatering, Inc.
 Michels Corporation
 Mid America Underground
 Midwestern Contractors
 Miller Pipeline
 Minnesota Limited LLC
 MP Technologies LLC
 Nash Brothers Construction Co., Inc.
 Network Infrastructure, Inc.
 Niels Fugal Sons Company
 Northern Clearing Inc.
 NPL Construction Co.
 NuLine Utility Services LLC
 Otis Eastern Service LLC
 Oz Directional Drilling LLC

Patterson & Wilder Construction
 Co., Inc.
 Pe Ben USA, Inc.
 Pedero Pipe Support Systems USA
 LLP
 Pretec Directional Drilling LLC
 Price Gregory International Inc.
 Primoris Services Corporation
 Q3 Contracting, Inc.
 R. L. Coolsaet Construction Co.
 RBS International Inc.
 RLA Utilities
 Roberts Pipeline, Inc.
 SiteWise, LLC
 Snelson Companies, Inc.
 Southeast Connections LLC
 Southeast Directional Drilling

Team Fishel
 TekRock Trenching LLC
 The Hallen Construction Co., Inc.
 The HDD Company, Inc.
 Turner Underground Installation,
 Inc.
 Underground Construction Co., Inc.
 Utility Line Services, Inc.
 Welded Construction, L.P.
 Western Utility LLC
 Wildcat Construction Co. Inc.
 Wolverine Pipeline Transport Ltd.

ASSOCIATE MEMBERS

3M
 ABI, Inc.
 Aclipsa Mobile Video Solutions LLC
 American Augers, Inc.
 Baroid Industrial Drilling Products
 BEG Group LLC
 Bentonite Performance Minerals
 LLC
 Brandt Industries Ltd.
 Bridgewell Mats
 Brierley Associates, LLC
 Brooks Tractor Inc.
 Buckeye Mats
 Case Construction Equipment
 Caterpillar, Inc.
 Century Products, Inc.
 CETCO
 Challenger Services
 Charter Plastics, Inc.
 Cleveland Brothers Equipment Co.,
 Inc.
 Cobb Strecker Dunphy &
 Zimmermann Inc.
 Cobbs Allen
 Consolidated Pipe & Supply Co., Inc.
 Continuum Capital
 CRC Evans Pipeline International,
 Inc.
 Cross Country Infrastructure
 Services
 Darby Equipment Company

Derrick Equipment Co.
 d'Escoto, Inc.
 Digital Control Incorporated
 Ditch Witch
 Ditch Witch Mid-States
 Ditch Witch Midwest
 Ditch Witch of Minnesota
 Ditch Witch Southwest
 Ditch Witch West
 Doosan Bobcat
 Drilling Mud Direct & Freight Direct
 ENERGY Worldnet, Inc.
 EPIC Insurance Brokers &
 Consultants
 Express 4x4 Truck Rental
 Fabick Cat
 FMI Corporation
 GF Central Plastics
 Groebner
 Groff Tractor & Equipment, Inc.
 HammerHead
 HDD Broker, Inc.
 Herrenknecht Tunnelling Systems
 USA, Inc.
 Hobart Brothers Co.
 Holly Pipe Corp.
 Horizontal Technology, Inc.
 Hunting Trenchless
 Illinois Truck & Equipment
 Industrial Training Services, Inc.

INROCK Drilling Systems, Inc.
 ISCO Industries
 J. T. Miller LLC
 JAN X-Ray Services, Inc.
 JESCO, Inc.
 Jet - Lube, Inc.
 John Deere Construction & Forestry
 Division
 Jones Companies
 Kayden Industries (USA) Inc.
 Kirby-Smith Machinery, Inc.
 Komatsu America Corp.
 LaValley Industries
 Lone Star Investments Corp.
 Magnolia River
 McElroy Manufacturing, Inc.
 McLaughlin Group
 Melfred Borzall, Inc.
 M-I SWACO
 Midwestern Manufacturing
 Company
 Miller Electric Mfg. Co.
 Morain Sales & Services, Inc.
 Murphy Tractor & Equipment Co.,
 Inc.
 National Transportation
 Consultants, Inc.
 National Trench Safety
 Newman Tractor LLC
 Ohio CAT
 Pipeline Inspection Co.

PipeLine Machinery International,
 LP
 Pipeline Pigging Products, Inc.
 Pipeline Plastics, LLC
 Pipeline Supply Company
 Pro - Tec Equipment
 PSS Industrial Group
 Rabine Group
 RAMVAC Vacuum Excavators by
 Sewer Equipment
 RCE Equipment Solutions
 RDO - Vermeer
 RDO Equipment Co.
 Reed Manufacturing Co., Inc.
 Right Turn Supply
 Ring-O-Matic
 Ritchie Bros. Auctioneers
 Rockford Rigging, Inc.
 Rockland Manufacturing
 Roland Machinery Co.
 Rudd Equipment Company
 Savant Technologies LLC
 Sharewell HDD, LLC
 Signature Systems Group
 SlimDril International, Inc.
 Specialty Polymer Coatings Inc.
 Sterling Lumber Co.
 Strad Energy Services
 Subsite Electronics
 Sunbelt Rentals Inc.

T T Technologies, Inc.
 Terramac
 The Lincoln Electric Company
 The Toro Company
 Thomasson Company
 Transwest
 Tulsa Rig Iron, Inc.
 United Rentals Trench Safety
 Upsco, Inc.
 Utilimarc
 Vacmasters and Barone, Inc.
 Vac-Tron Equipment, LLC
 Vacuworx LLC
 Vermeer - Wisconsin, Inc.
 Vermeer Corporation
 Vermeer Heartland
 Vermeer Mid Atlantic LLC
 Vermeer Midwest, Inc.
 Vermeer North Atlantic
 Vermeer Northeast
 Vermeer Northwest Sales & Service,
 Inc.
 Vermeer of Indiana, Inc.
 Vermeer of Michigan, Inc.
 Vermeer Texas - Louisiana
 Volvo Construction Equipment
 Weiler Abrasives Group
 Western Supplies, Inc.
 Worldwide Machinery / WIPS
 Wyo-Ben, Inc.

Executive Vice President Letter

The pattern of growth for DCA and the gas distribution industry continued in 2017 as DCA had a busy and excellent year. As our membership and participation increased, our committees remained active and engaged, and worked hard to promote the association and best practices in the industry. DCA continued to push forward on two key initiatives, both related to the growing need for a skilled workforce: Operator Qualification (OQ) and workforce development.

Progress on OQ Integrity

For the past two years, DCA has been working closely with national and regional gas associations, OQ service providers, and industry experts to enhance the integrity of the OQ process. What began as an effort to bring portability to OQ evolved into an effort to develop and promote a more consistent and standardized OQ process. We expect this to produce several positive results associated with the credibility and validity of the individual pipeline worker's OQ credentials. From the beginning, the OQ Coalition has worked to identify and build on a wide range of elements that will serve as the backbone for an OQ Integrity Program. These elements are driven by expectations of both operators and regulators. The consistency of the OQ process must be pursued through enhanced training, knowledge testing, and performance evaluations with an auditable validation of program effectiveness.

In April 2017, DCA published the first draft of an integrity document that went to key committees within American Gas Association (AGA), American Public Gas Association (APGA), Southern Gas Association (SGA), Northeast Gas Association (NGA), Midwest Energy Association (MEA), and Western Energy Institute (WEI) as well as American Petroleum Institute (API), the state regulators through National Association of Pipeline Safety Representatives (NAPSA), and Pipeline and Hazardous Materials Safety Administration (PHMSA). Feedback from these key stakeholders will determine the next steps in this effort being led by DCA.

New Allies in Building the Future Workforce

On the workforce front, DCA began partnerships with several key groups and individuals that are focusing on workforce issues. One was author and acclaimed generational keynote speaker Jason Dorsey. Jason will speak at the convention in Maui about how to attract the younger generations, specifically 18-30

years old, to the gas distribution industry, and how to brand our industry and member websites to appeal to these workers. The results will be presented at our first Workforce Summit in May 2018.

Another new partner is SkillsUSA - a national organization dedicated to developing a skilled workforce by preparing students for mechanically oriented jobs straight out of high school. They have more than 400,000 students in their programs through chapters in all 50 states. DCA is working with their executives to develop an underground construction/pipeline curriculum in their stable of programs. DCA will also be participating in SkillsUSA's National Leadership Conference in June 2018.

2017 also saw DCA form a relationship with the Center for Energy Workforce Development (CEWD). CEWD was founded by AGA, Edison Electric Institute, National Rural Electric Cooperative Association, the Nuclear Energy Institute, and the American Public Power Association to help member companies of these associations work together on workforce solutions. They have a robust website with many tools available to members, as well as state consortia that meet regularly and assist local companies with workforce initiatives. The piece that was missing from their effort was the contractor. DCA became a charter member in 2017 as the only contractor association in CEWD. This membership will allow our members to join and take advantage of the resources they have available.

Finally, DCA is working with Mike Rowe - the "Dirty Jobs" guy. Mike has a passion for promoting skilled professions and will be speaking at the 2018 DCA Convention in Dana Point, CA. He works closely with SkillsUSA and speaks at their convention every year and appears on TV and Facebook. His reach is widespread and influential, especially with the younger generations.

DCA's growth over the past few years has been astonishing to see. The dedication and energy of our membership demonstrates the tremendous pride of our contractors and associates in their profession and their determination to guarantee its future for the long term. As DCA moves forward into 2018 with new initiatives and partners by our side, the future looks bright indeed.



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