

# BENCHMARKS

2020 YEAR IN REVIEW





**Ben G. Nelson**

Ben G. Nelson, president of Michels Pacific Energy Inc., Santa Clara, California.

## DCA President Nelson Sees Progress Ahead as Covid Concerns Ease

*Ben Nelson's term as president of the Distribution Contractors Association (DCA) began in late February 2020, about a month before the world went on lockdown with the COVID-19 pandemic. With vaccinations underway and restrictions finally easing, Nelson is focusing on his 2021 agenda while helping to shepherd the association through a gradual return to normalcy.*

**Underground Construction (UC):** You got an early start in the contracting business. What led you to follow in your father's footsteps?

**Nelson:** My dad ran a gas distribution contracting company, and just growing up in the family I observed what he did, and it looked like a job that was rewarding to him and an industry that treated him well, so it seemed like a good career option. I always had an aptitude for math and sciences, and it seemed like a good fit, so I went to him and said, 'if you're interested in bringing in family, I'd like to do that.'

**UC:** What are some of the biggest changes you've seen in the industry since your early days on the job?

**Nelson:** The single biggest change has been the growth of safety as a focus of both the contractors and our clients. That's been huge. Back then, they didn't have the emphasis on safety that we do now. Obviously, they wanted to work safely and do the job right, but it's just become so much more of a priority.

Then the growth of HDD and its impact on the gas distribution market - that changed our market quite a bit. Also, the focus on replacement and rehabilitation and that kind of maintenance-type work, which has become the lion's share of what we do now - where that aging infrastructure needs to be upgraded.

**UC:** Back to DCA, one of the biggest changes you've made this year is to combine your major spring and summer events into a single convention in July. How will that work?

**Nelson:** It will have all the business coverage that our conventions would have. But since we're also making

it our summer meeting, school will be out and a lot of people will want to bring their kids, so we're trying to make it very family friendly. We're making it a day shorter and we're putting it in Orlando, so you could come one or two days early or stay late, bring your kids, attend an amusement park or whatever you want to do in the area.

**UC:** Now that your virtual term has ended and your "real" term has begun, do you have any specific priorities for your year as DCA president?

**Nelson:** I did come in with a goal that's important to me, and I talked about this when I first became president last year. As somebody who's been with the DCA for a long time and who had the opportunity to start participating at an early age, I want to help encourage our active DCA members to think more about the people at their businesses who are next in line to represent them at DCA and start getting them exposed to the association.

**UC:** How do you view the outlook for DCA as we work our way out of the pandemic period and look for a return to normalcy?

**Nelson:** I will say that the DCA right now has a good energy to it. It's got great participation; it's grown and evolved. Our government advocacy work, for example, is 100-times better now than it was just 10 years ago, and we're really stepping up our game to get positive messages about oil and gas in front of government leaders.

Our industry is under a lot of pressure from the current administration, and we are working hard on behalf of our membership to keep all the family-wage jobs we provide in our communities. We have challenges ahead, but I'm very optimistic. It's just an exciting and dynamic organization to be a part of.

# 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:

## ■ **Common Ground Alliance (CGA)**

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 and 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.

## ■ **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.

## ■ **Pipeline Construction SMS Coalition**

DCA is leading an industry effort to promote Safety Management Systems (SMS) in the pipeline industry. Pipeline SMS is a cyclical approach to pipeline safety—one that requires buy-in from senior management, top-to-bottom understanding of a company's safety program, and dedication to strive for continuous improvement. SMS is a focus of a number of pipeline operator associations, including the American Gas Association (AGA), American Pipeline Institute (API), Interstate Natural Gas Association of America (INGAA), and the American Public Gas Association (APGA).

## ■ **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; and 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.

## ■ **Construction Industry Drivers Coalition (CIDC)**

The CIDC is an industry coalition for 15 excavation and transportation construction associations working to mitigate impacts of Hours-of-Service (HOS) regulations overseen by the Federal Motor Carriers Safety Administration. Intended to address driver fatigue in the long-haul trucking industry, HOS regulations extend to the construction industry without any measurable safety benefit.

## ■ **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.



### DCA Online: [www.dcaweb.org](http://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 2020 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](mailto: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 2020 would not have been possible. We are excited about 2021 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 Energy Information, 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.

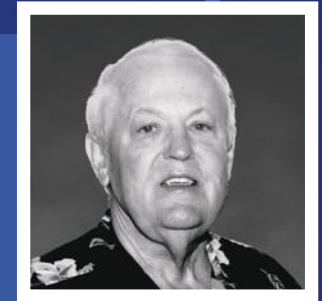


### DCA-Dale R. Michels Endowed Scholarship

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 2021-22 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 \$100,000.

### 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 2021-22 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 \$30,000.



### 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. Judging criteria includes: 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 award is highly coveted as recipients are recognized and honored by competitors. For 2020, the categories awarded are:

#### Under 135,000 Hour Category:

- First Place - (a tie)
  - NuLine Utility Services LLC, Belle Chasse, LA
  - The HDD Company Inc., El Dorado Hills, CA
- Second Place - (a tie)
  - Atlas Trenchless LLC, Rockville, MN
  - Brotherton Pipeline Inc., Gold Hill, OR

#### 136,000 hours to 799,000 hours:

- First Place - AGI Construction, Smithfield, RI
- Second Place - Loy Clark Construction, Tualatin, OR

#### 800,000 Hours to 1.9 Million hours:

- First Place - Hanging H Companies, Burlington, WA
- Second Place - Michels Corporation, Brownsville, WI

#### Over 2 Million Hours:

- First Place - ARB Inc., Lake Forest, CA
- Second Place - Minnesota Limited LLC, Big Lake, MN

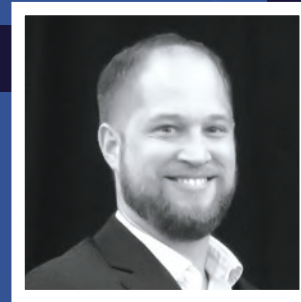


### **James R. Upton Scholarship**

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.

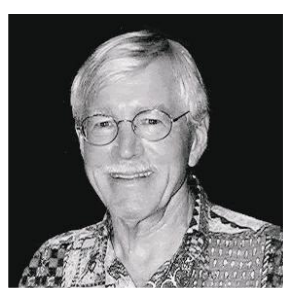
### **Safety Director of the Year Award**

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 2020 recipient was Nate Healy of Michels Utility Services 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 2020 recipients was Rory Folson of ARB Inc.



### **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.

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.

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. Due to the COVID-19 pandemic, DCA meetings in 2020 were canceled or held virtually.

## **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.

## **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.

## **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.

## **DCA & AGA UTILITY CONTRACTOR WORKSHOP**

### **(APRIL)**

The DCA and American Gas Association (AGA) partner to produce a workshop aimed at increasing communication and cooperation between gas distribution utilities and the contractors who work for them. The 2018 event attracted some 130 attendees representing gas utilities, contractors, manufacturers, labor unions, industry experts and federal government officials.

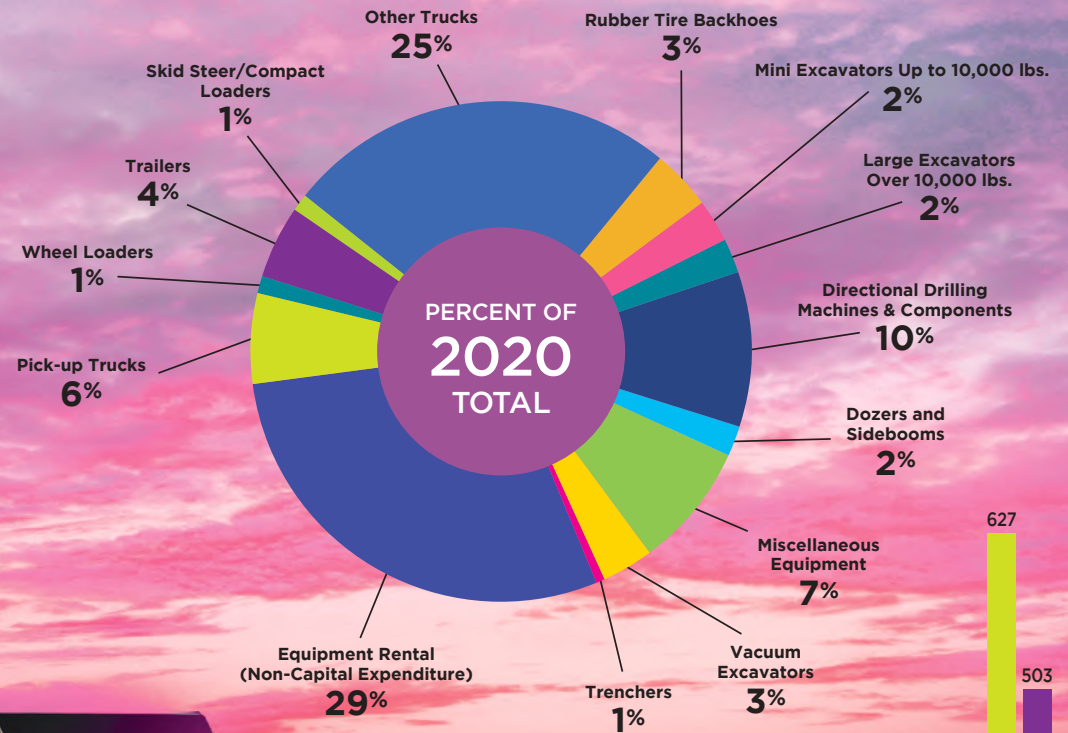
## **FALL MEETING**

### **(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.



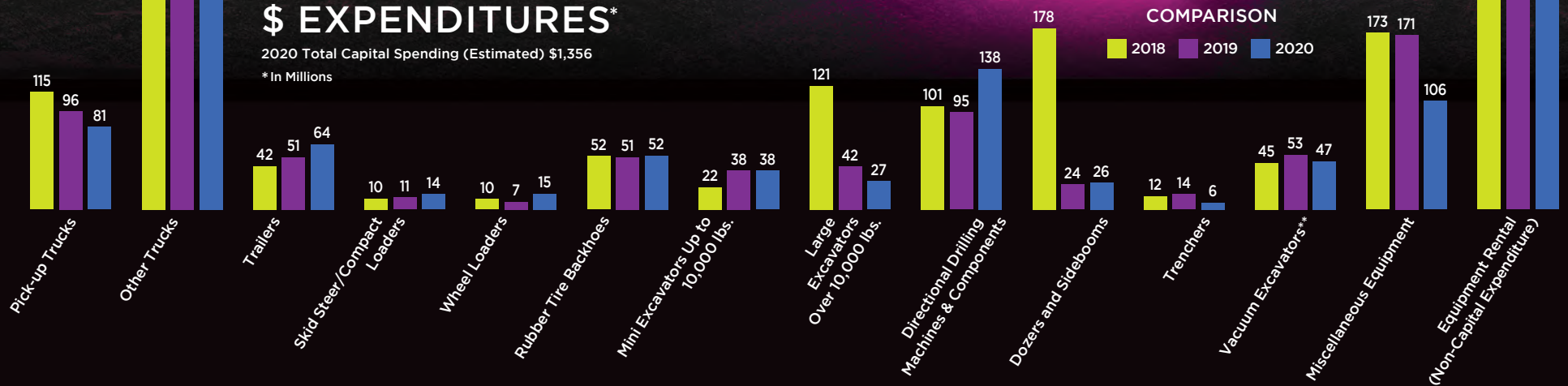
# EQUIPMENT SURVEY



## \$ EXPENDITURES\*

2020 Total Capital Spending (Estimated) \$1,356

\* In Millions



\$788,001

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 AFairchild, PC, Carrollton, TX

\$619,490

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, Cartmell, Pasternak & Associates, PC, Carrollton, Texas, is the administrator of trust collections.

\*Annual financial audits are prepared by AFairchild, PC, Carrollton, TX

\$232,707

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 AFairchild, PC, Carrollton, TX

# DCA 2020 FINANCIALS

	2020	2019
<b>Revenue:</b>		
Meetings:		
Convention Registration	\$751,565	\$698,880
Convention Sponsorship	203,325	247,900
Mid Year Registration**	-	221,875
Other Meetings	-	415,225
<b>Total Meetings</b>	<b>\$954,890</b>	<b>\$1,583,880</b>
Member Dues:		
Contractor Member	\$186,500	\$186,000
Less: Contributions Credit	(36,144)	(33,492)
Associate Member	105,188	104,563
<b>Total Member Dues</b>	<b>\$255,544</b>	<b>\$257,071</b>
<b>DCA Auction*:</b>	<b>\$981,701</b>	<b>\$907,185</b>
Other Income:		
I.U.O.E. Industry Fund	\$10,069	\$10,210
Management Fees	138,713	137,108
Grants	1,325,000	1,292,200
Net Unrealized Gain (Loss) On Investments	293,209	428,818
Interest	75,718	101,088
<b>Total Other Income</b>	<b>\$1,842,709</b>	<b>\$1,969,424</b>
<b>Total Revenue</b>	<b>\$4,034,844</b>	<b>\$4,717,560</b>
<b>Expense:</b>		
Convention	\$1,382,162	\$1,392,771
Mid Year Meeting**	-	\$284,092
Other Meetings	\$42,781	\$447,543
General & Administrative	1,371,430	1,458,758
Scholarships	135,700	144,700
Special Projects	570,150	640,599
Loss on Disposal of Equipment	8,471	9,442
<b>Total Expense</b>	<b>\$3,510,694</b>	<b>\$4,377,905</b>
<b>Excess Revenue Over Expense</b>	<b>\$524,150</b>	<b>\$339,655</b>
<b>Assets:</b>	<b>\$4,498,971</b>	<b>\$4,545,326</b>
<b>Liabilities:</b>	<b>\$673,028</b>	<b>\$1,243,533</b>
<b>Member Equity:</b>	<b>\$3,825,943</b>	<b>\$3,301,793</b>

\*Auction Income Supplements Annual Meeting Sponsorship

\*Annual financial audits are prepared by AFairchild, PC, Carrollton, TX. Fiscal year runs January 1 to December 31.

\*\* 2020 Mid Year Meeting Canceled due to Pandemic

# 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.

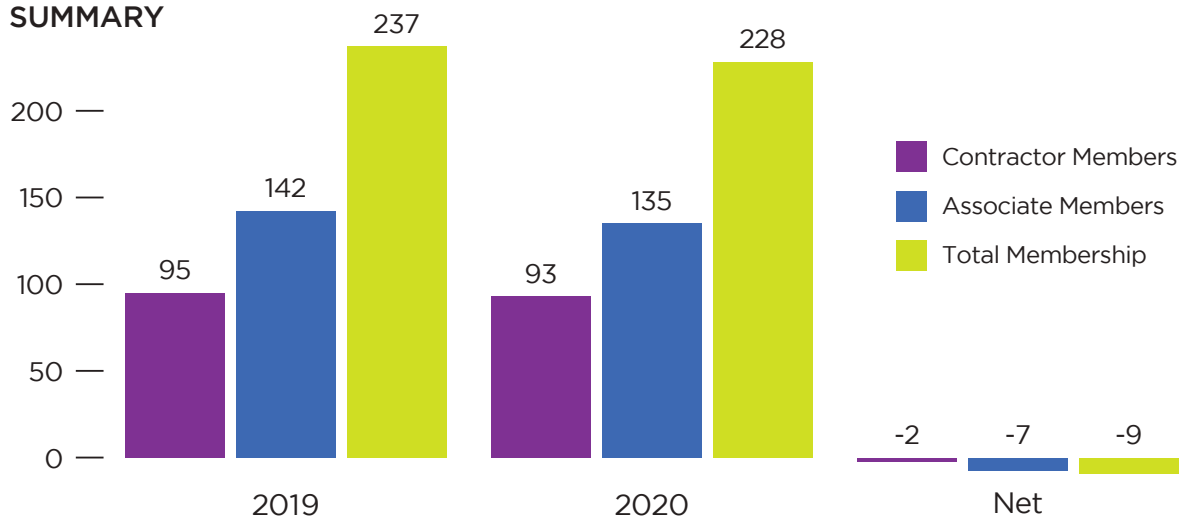
## INDUSTRY MEMBERS

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.

## 2020 MEMBERSHIP SUMMARY



## ■ HDD

### LEADERSHIP

Vice-Chair – Rob Hotz, Laney Group Inc.  
Vice-Chair – Dustin Kraft, Vermeer Corp.

### MISSION STATEMENT

To educate and promote the use of Horizontal Directional Drilling to Contractors, Customers, and Governing Agencies by Sharing Safe, Environmentally Friendly, State of the Art Technology, and Best Practices for underground infrastructure installation worldwide. The HDD committee is also forum to identify, discuss and work toward resolutions of member issues and needs related to trenchless construction.

### 2020 ACHIEVEMENTS:

- Panel discussion on the Mud Study panel that was held at the January UCT.
- Informative member speakers at the 2020 Convention and the Fall Virtual Meeting on HDD related topics.
- Siggj Finnsson, Digital Control – DCI TeraTrak
- Jon Heinen, Right Turn Supply – Things to Consider with Drilling Fluid Best Practices
- Cory Lee, Vermeer MV Solutions – Vacuum Excavator Innovations
- Blaine Easter, Ditch Witch and Randy Rupp, Subsite/HammerHead – HDD update
- Development started of HDD Microsite, through the DCA website that will include, but not limited to 2019 HDD flyer; embedded HDD videos, case histories.

### 2021 GOALS & INITIATIVES:

- Continue to engage in State Agency Educational Meetings and State and Federal Lobbying.
- Evaluate practical and regulatory construction standards/practices of non-gas related industries causing damage to gas distribution infrastructure and promote more stringent trenchless construction requirements for other industries.
- Complete the HDD Microsite on the DCA website.
- Complete Phase 2 of OSU Mud Study.
- Coordinate panel discussion for July UCT that will focus on HDD and gas.

## ■ SAFETY/RISK MANAGEMENT

### LEADERSHIP

Vice-Chair – Dana Heieie, Southeast Directional Drilling  
Vice-Chair – Bill Colson, Pretec Directional Drilling

### MISSION STATEMENT

Review safety related information provided by DCA members/associates and hold open discussions at meetings on safe jobsite 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.

### 2020 ACHIEVEMENTS:

- Arthur T. Everham Safety Award:
- Maintained the 4 categories for the Arthur T. Everham Safety Award.
- Participation remained at about 50% of member contractors from 2019 to 2020.
- The 2019 Benchmarking survey (latest statistics) had 47 participants.
- Awarded the Safety Director and Safety Person of the Year Awards.
- Safety/Risk Management Presentations by:
- Steve Allen of ENERGY Wordnet (EWN) gave the committee attendees an update on the Safety Management Systems (SMS).
- Adam Carr & Jake Clark of Save a Warrior presented on psychological safety.
- Hosted a webinar on Pipeline Safety Management Systems (SMS) for DCA members.

### 2021 GOALS & INITIATIVES:

- Promote the 2021 DCA Safety Congress to new and existing Members / Associates after cancelling the 2020 event due to the pandemic.
- Continue lobbying with Eben Wyman of Wyman Associate in efforts to push for SMS.
- Continue promoting the Arthur T. Everham award with higher participation from members.
- Continue promoting submission of safety statistics with higher participation from members.
- Continue to have high quality speakers that will benefit all attendees.
- Continue growth by fostering safety/risk mitigation within the DCA functions.

## ■ WORKFORCE DEVELOPMENT

### LEADERSHIP

Vice-Chair – Vivek Arora, Mears Group Inc.  
Vice-Chair – Randy Rupp, Ditch Witch

### MISSION STATEMENT

To develop, coordinate and implement a strategy that supports the growth of the resources needed in our industry by promoting the career paths we can provide and partnering with other national and local organizations.

### 2020 ACHIEVEMENTS:

- Involve more people in the Workforce development effort.
- Held several zoom calls with individuals who wanted to contribute to workforce development
- Dave Wisniewski, Vermeer Inc. worked with SkillsUSA to build a playbook explaining how to get involved with SkillsUSA on a state level.
- DCA brought on BuildWitt as a recruiting partner and marketer for pipeline open positions.
- DCA was an active partner with CEWD in their Workforce Summit.
- Several DCA members were speakers on the program.
- Vivek Arora, Pete Fojtik and Rob Darden currently serve on the CEWD Board of Directors
- Development and launch of the DCA microsite: [www.dcaletsgettowork.com](http://www.dcaletsgettowork.com) which has links and educational materials from construction workforce industry leaders.

### 2021 GOALS & INITIATIVES:

- Transition to new committee leadership
- Increase our involvement with SkillsUSA, by partnering with DCA contractor members for state sponsorships of welding competitions
- Expand our work with CEWD on their Workforce Summit 2021 and work to increase participation in CEWD by more DCA members.
- Continue our work in developing Workforce Sub-Teams that focus on: (1) develop 1-2 competitions for SkillsUSA at a local level that can develop into a national competition and (2) market our industry to recruit all generations into the gas infrastructure workforce.

## MEMBERSHIP

### LEADERSHIP

Vice-Chair – Mike Aydt, MP Technologies LLC  
Vice-Chair – Brad Everett, Caterpillar Inc.

### MISSION STATEMENT

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

### 2020 ACHIEVEMENTS:

#### Membership -

- Maintained DCA membership
  - Contractor Membership – (2018) 90/ (2019) 95/ (2020) 93 net -2
  - Associate Membership – (2018) 138 / (2019) 142/ (2020) 135 net -7

#### DCA Members Participation -

- Mid-Year Meeting attendance  
2017 = 228; 2018 = 267; 2019 = 231; (2020 cancelled)
- Fall - Board Meeting attendance  
2018 = 143; 2019 = 180; 2020 (virtual) 75
- Annual Convention attendance  
2018 = 505; 2019 = 613; 2020 = 568
- Annual Convention Auction results  
2018 = \$1,121,055; 2019 = \$972,826; 2020 = \$996,565

#### Equipment Survey Results and Participation -

2018 Results = \$1,825,715,373  
Participation – 55%  
2019 Results = \$1,568,263,882  
Participation – 51 %  
2020 Results = \$1,356,187,634  
Participation – 50%

### 2021 GOALS & INITIATIVES:

- Increase member levels; restore membership to pre-pandemic levels.
- Continue to show value to our members by encouraging them to engage within the association.
- Increase participation/attendance of contractor members at all DCA breakout meetings.
- Make concerted effort to attract more contractor members.

## GOVERNMENT RELATIONS

### LEADERSHIP

Vice-Chair – Mark Albert, AGI Construction Inc.  
Vice-Chair – John Lamerton, Wyo-Ben

### 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.

### 2020 ACHIEVEMENTS:

- Made personal visits to dozens of House and Senate offices in the first two months of 2020.
- Facilitated natural gas industry's response to the Covid-19 Pandemic
- Gained board approval for industry template for contractors to use when implementing or improving safety management systems (SMS).
- Officially joined the Pipeline SMS Industry Team, which was formed after the API Recommended Practice (RP) 1173 was released. The team promotes commitment and implementation of SMS approaches among pipeline stakeholders, including the creation of materials to promote SMS awareness, workshops, webinars, and presentations.
- Worked to resolve remaining issues associated with the pipeline safety reauthorization legislation and facilitated passage of a final bill as part of the Year-End "omnibus" legislation.
- Continued work with others in the underground facility contraction industry to encourage several states, as well as federal entities, to better enforce laws related to one-call/damage prevention responsibilities.
- Committed DCA participation in a comprehensive study on the underground facility locating process. The study will look at all subjects related to the process, including roles and responsibilities, federal and state regulations, insurance, needed performance metrics, and other factors.
- Worked as a member of the Energy Access Group (EAG), a coalition of organizations involved in natural gas energy development and transportation working on a range of projects to demonstrate the benefits that come with gas and oil infrastructure.
- Continued to support efforts overseen by the Energy Equipment and Infrastructure Alliance (EEIA) including sending letters encouraging the nomination of candidates for commissioner of the Federal Energy Regulatory Commission (FERC) and helping establish rebuttals to pipeline protesters in local town halls or other venues. Both EEIA and AEG (above) have an increasing focus on growing hostility towards the natural gas industry and general use of fossil fuels.
- Participated in the Construction Industry Safety Coalition (CISC) efforts encourage effective workplace safety policy in the response to the Covid-19 pandemic.
- Participated in lobbying efforts on behalf of the Family Business Coalition (FBC) on continued efforts to repeal the federal estate tax ("death tax").

### 2021 GOALS & INITIATIVES

- Promote DCA agenda items in what is expected to be an enormous infrastructure package,
- Work with industry coalitions to rebut and reverse shortsighted legislation and/or regulation that would restrict or phase out the use of natural gas, and support "fuel choice" legislation that would enact prohibitions on statutory or regulatory restrictions on natural gas.
- Initiate a new and elaborate state-level advocacy platform to influence lawmakers at the state level on legislative matters that would restrict use of natural gas. This will take an active and committee network of "grass-roots" advocates, and all DCA members will be asked to participate.
- Influence authorities at the state level to better enforce violations to locating and marking requirements.
- Assist the OQ Integrity Coalition in resume programs in several states to pilot test OQ Integrity Process concepts following delays associated with the Covid-19 pandemic.
- Hold more successful Washington "fly-in" events to educate lawmakers and congressional staff on issues of importance of the gas distribution construction industry.
- Block any legislative or regulatory attempts to obstruct or impede horizontal directional drilling practices used in utility construction.





## CONTRACTOR MEMBERS

3P Utility Services  
 Aaron Enterprises  
 Aecon Industrial Management  
 AGI Construction  
 Alex E. Paris Contracting Co.  
 Appalachian Pipeline Contractors  
 ARB Inc.  
 Atlas Trenchless  
 Blackeagle Energy Services  
 Bond Brothers  
 Brotherton Pipeline  
 Carson Corporation  
 D.R.S. Enterprises  
 Discovery Hydrovac  
 ECI Contracting  
 Eclenor Hawkeye  
 Feeney Brothers Utility Services  
 Flatirons Drilling  
 Gabe's Construction Co.

Global Underground Corp.  
 Griffin Dewatering  
 H.L. Chapman Pipeline Construction  
 Hanging H Companies  
 Henkels & McCoy  
 Hydro Excavators II  
 Hypower  
 InfraSource  
 InfraSource Services  
 InterCon Construction  
 INTREN  
 J. F. Kiely Construction Co.  
 K. R. Swerdfeger Construction  
 KS Energy Services  
 Landmark Companies  
 Laney Directional Drilling Co.  
 Loy Clark Construction  
 Macki Pipeline Logistics  
 MasTec North America

Maxx HDD  
 Meade  
 Mears Group  
 Mersino Dewatering  
 Michels Corporation  
 Michels Pacific Energy  
 Mid America Energy Services  
 Mid-Ohio Pipeline Company  
 Midwestern Contractors  
 Miller Pipeline  
 Minnesota Limited  
 MP Technologies  
 Nash Brothers Construction Co.  
 Network Infrastructure  
 Niels Fugal Sons Company  
 Northern Clearing  
 NPL Construction Co.  
 NuLine Utility Services  
 Otis Eastern Service

Oz Directional Drilling  
 Pe Ben USA  
 Peak Utility Services Group  
 Pederro Pipe Support Systems USA  
 Pipe Strong  
 Precision Pipeline  
 Pretec Directional Drilling  
 Price Gregory International  
 Primoris Distribution Services  
 Primoris Services Corporation  
 Q3 Contracting  
 R&R Pipeline  
 R. L. Coolsaet Construction Co.  
 RBS International  
 RLA Utilities  
 Roberts Pipeline  
 SiteWise  
 Snelson Companies  
 Southeast Connections

Southeast Directional Drilling  
 Team Fishel  
 Teichert Pipelines  
 The Hallen Construction Co.  
 The HDD Company  
 The Hillis Group  
 Trinity Energy Services  
 Turner Underground Installation  
 U.S. Pipeline  
 Underground Construction Co.  
 United Piping  
 Utility Line Services  
 Veteran Pipeline Construction  
 Wolverine Pipeline Transport Ltd.  
 Wright Traffic Control  
 WSB

## ASSOCIATE MEMBERS

AIS Construction Equipment  
 Allan Edwards  
 ALLU Group  
 American Augers  
 Bentonite Performance Minerals  
 Brandt Equipment Solutions  
 Bridgewell Mats  
 Brooks Tractor  
 Brownline USA  
 Buckeye Mats  
 Case Construction Equipment  
 Caterpillar  
 Century Products  
 CETCO  
 Challenger Services  
 Cleveland Brothers Equipment Co.  
 Consolidated Pipe & Supply Co.  
 Continuum Capital  
 CRC Evans Pipeline International  
 Cross Country Infrastructure  
 Services  
 Darby Equipment Company  
 Datch  
 Derrick Corporation  
 "d'Escoto, Inc"  
 Digital Control Incorporated  
 Ditch Witch  
 Ditch Witch Mid-States  
 Ditch Witch Midwest

Ditch Witch Undercon  
 Ditch Witch West  
 Doosan Bobcat North America  
 Doosan Infracore North America  
 Drilling Mud Direct (DMD)  
 Dura-Line  
 Dykon Blasting Corp.  
 ELM Utility Services  
 ENERGY worldnet  
 EPIC Insurance Brokers &  
 Consultants  
 Express 4x4 Truck Rental  
 Fabick Cat  
 FMI Corporation  
 Footage Tools  
 GF Central Plastics  
 Groebner  
 Groff Tractor & Equipment  
 Herrenknecht Tunnelling Systems  
 USA  
 Hi-Vac Corporation  
 Hobart Brothers Co.  
 Holly Pipe Corp.  
 Horizontal Technology  
 Hunting Trenchless  
 Hutchens Bit Service  
 Illinois Truck & Equipment  
 Industrial Training Services  
 INROCK Drilling Systems

ISCO Industries  
 J. T. Miller  
 JAN X-Ray Services  
 JESCO  
 John Deere  
 KERAMIDA  
 Komatsu America Corp.  
 LaValley Industries  
 McElroy Manufacturing  
 Melfred Borzall  
 M-I SWACO  
 Midwestern Manufacturing Co.  
 Miller Electric Mfg.  
 Morain Sales & Services  
 Murphy Tractor & Equipment Co.  
 National Equipment Dealers  
 National Trench Safety  
 Newman Tractor  
 Ohio CAT  
 Owner Resource Group  
 Ozzie's Pipeline Padder  
 Pipe View America  
 Pipeline Equipment Solutions  
 Pipeline Inspection Co.  
 PipeLine Machinery International  
 Pipeline Pigging Products  
 Pipeline Supply Company  
 Planet Underground TV

Prime Direct  
 PSS Industrial Group  
 R.M.S. Welding Systems  
 Rabine Paving  
 RAMVAC Vacuum Excavators  
 RCE Equipment Solutions  
 RDO Equipment Co.  
 Reed Manufacturing Co.  
 Right Turn Supply  
 Ring-O-Matic  
 Ritchie Bros.  
 Rockford Rigging  
 Rockland Manufacturing  
 Roland Machinery Co.  
 Rudd Equipment Company  
 Sander Resources  
 Sharewell HDD  
 Shawcor Inspection Services  
 Signature Systems  
 Specialty Polymer Coatings  
 Subsite Electronics/HammerHead  
 Sunbelt Rentals  
 T T Technologies  
 Terramac  
 The Lincoln Electric Company  
 Transwest  
 Tulsa Rig Iron  
 Underground Magnetics

United Rentals Trench Safety  
 Upsco  
 Vacmasters  
 Vacuworx  
 Vermeer All Roads  
 Vermeer Corporation  
 Vermeer Heartland  
 Vermeer Iowa & N. Missouri  
 Vermeer Midwest  
 Vermeer North Atlantic  
 Vermeer Northwest Sales & Service  
 Vermeer of Indiana  
 Vermeer of Michigan  
 Vermeer Texas - Louisiana  
 Vermeer Wisconsin  
 Volvo Construction Equipment  
 Weiler Abrasives Group  
 Western Supplies  
 Worldwide Machinery / WIPS  
 WTS  
 Wyo-Ben  
 YAK ACCESS  
 Young's Environmental Cleanup  
 Ziegler Cat

## Executive Vice President Letter

The year 2020 started off with the great promise of a new decade, one with 20/20 foresight of expanding business, a strong and growing economy, stable employment, and the hope that comes from the start of a new decade—the roaring 20s. In late February, DCA held one of its largest conventions in history in Boca Raton, Florida. The auction set a record return of over \$1 million, and everyone left Florida with high hopes for the new year. Many went to CON-EXPO in Las Vegas in mid-March, including me.

### A New Way of Working

Upon return to the DCA offices in Dallas, the world had turned upside down. Covid-19 had struck. The DCA staff started to shift into a mode we have never experienced before: trying to keep the operations of the association as normal as possible in a very abnormal world. We began to cancel, move, reschedule, and reimagine events — the lifeblood of any association. We wondered how to keep people engaged when you cannot see or touch them, when you can't share a drink with lifelong friends. Meetings via Zoom and Teams became the norm and quickly wore out their welcome. Great for small, short meetings, but not so much for a convention! But we successfully held several virtual meetings, including board meetings, committee meetings, the Fall Meeting, and individual webinars on various topics including dealing with COVID-19, all to keep the community engaged and informed and moving forward through this tough year. We also held our second successful, albeit joint, virtual Workforce Summit with our partners at the Center for Workforce Development (CEWD).

Some meetings were cancelled though. As nearly all utilities suspended travel, our annual joint meeting with the AGA was postponed until 2022. Our Safety Congress, which was scheduled for March 2020, was cancelled as well but will return in Spring 2021. The biggest cancellation was the 2020 Mid-Year Meeting in Asheville, North Carolina, which was first canceled, then postponed until Fall, and then canceled again as the virus went through the peaks and valleys as pandemics tend to do.

Surprisingly, membership stayed relatively strong through 2020. Natural gas and related construction are considered "essential," as we have always known them to be. Natural gas will always be essential to the powering of America. Yes, some

members dropped due to the pandemic's toll on their company, but others joined. We were only down nine, ending the year with 228 members.

### Risks and Resiliency

Last year I wrote, *"Who would have thought that given today's cutting-edge science and healthcare, we would be crippled by an unseen virus to an extent not seen in over 100 years? But here we are, amid the COVID-19 pandemic, whose outcome has yet to be determined. DCA understands the toll it is taking on you, your loved ones, colleagues, employees, and friends. We have already lost important people in our lives due to the virus and pray for the health of everyone in the DCA family. It is my hope that by the time Benchmarks for 2020 is published, this health crisis is over, and we have gotten back to the 'new normal,' whatever that may look like. Only time will tell."*

Unfortunately, the virus is still with us, and likely will be with us for years to come. Vaccines are being rolled out faster than anyone dreamed possible. Economic lockdowns come and go. Travel restrictions are severe in some quarters and not in others. Some member companies have struggled, and some stayed strong and even prospered in this new environment. And all have done a miraculous job of keeping their employees safe and secure in this COVID-19 environment. But that has always been a core value of all DCA members - safety. We just adjusted from the risks we can see to those we cannot. It has forever changed the way we all view "safety!"

We are all learning to adjust to this new normal. But I am confident we will come out of this dark period better than we were before. We have come to appreciate how important each and every one of our DCA members is. We are a strong and resilient family who may have been on pause for a year or so, but we are ready to take on the new challenges of the year ahead. After all we have been through, we are truly on the brink of the roaring 20s, and the beginning of DCA's 60th year.

Let us make it a safe and healthy 2021.



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**Becky Hopkins** - Director of Meetings

**Donna Reed** - Director of Member Services

**Eben Wyman** - Wyman Associates, Washington, DC Representative





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