

North Carolina Masonry News

The Newsletter of The North Carolina Masonry Contractors Association, Inc.

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This Issue Sponsored by



See Page Three



Winners! 2005 NC Department of Labor State Fair Masonry Apprentice Contest Champion Heath W. Drye (left) is joined for a photo at his winning project by (left-right) NC Commissioner of Agriculture Steven W. Troxler, third-place finisher Travis Greenly of McGee Brothers Company, second-place finisher Joshua Ferguson of Griffin Masonry, and NC Commissioner of Labor Cherie K. Berry.

52nd State Fair Contest

RALEIGH – Twenty-one-year-old Heath W. Drye is the NC Department of Labor State Fair Masonry Apprentice Contest Champion for 2005. Drye competed against 17 other Department of Labor registered apprentices in the 52nd annual NC State Fair Contest on Monday October 17th in Raleigh. He is a part-time apprentice with Clyde Allmon Masonry of Mount Pleasant, NC.

The rest of the top-ten finishers were second-place finisher Joshua Ferguson of Griffin Masonry, third-place finisher Travis Greenly of McGee Brothers Company, followed by Joshua Kimrey, Terry Kimrey Construction, Mark Austin, C & R Construction, Joaquin Luciano, Capital City Masonry, Brandon Pressley, Jonathan Caudle, and Donald Busbin, all three from McGee Brothers Company. Top-ten scores

ranged from 111 to 129 out of a possible 180.

Heath Drye is the son of Steve and Vera Drye of Mount Pleasant and a former student of Mount Pleasant High School's award-winning masonry instructor Doug Drye (no relation.) Heath was first runner-up in the 2003 North Carolina High School SkillsUSA Masonry Contest. He is single, likes to hunt and fish and is a junior at Lenoir-Rhyne College in Hickory, where he studies pre-engineering. He hopes to transfer into the construction engineering program at either NC State or UNC-Charlotte as part of his plan to have his own general contracting firm some day.

Drye says the key to success is, "Work hard. If you want to be good at something, always work hard."

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**Best Wishes for the
Christmas Season!**



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Sign of a Professional
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Danks Burton, President
Pinnacle Masonry, Cary, NC

Wayne Starr, President Elect
Griffin Contractors, Morganton, NC

Gary Manning, Sec/Treas
Manning Masonry, Williamston, NC

James "Red" McAdams, Board Chair
McAdams Masonry, Elon, NC

Danny Bowman, Central Vice Pres.
Bowman Masonry Inc., WinstonSalem, NC

Gary Joyner, Eastern Vice Pres.
Joyner Masonry Works, Greenville, NC

Michael Rogers, Western Vice Pres.
Michael J. Rogers Masonry, Brevard, NC

Glenn Sipe, First President 1974-75
Glenn W. Sipe & Son, Conover NC

John Cramer AAI, Insurance Consultant
TriSure Corporation, Raleigh, NC

Fred McMahan CLU, Insurance Consultant
McMahan Insurance, Lexington, NC

Lynn Nash, Executive Vice President
Hickory, NC



Seminar NCMCA's Raleigh Chapter and the Carolina Concrete Masonry Association partnered to present a program for architects and school officials in November. (Left to right) Chapter President Ron Williams, architect Chris Huckabee, school superintendent Dr. Don Bell, and NCMCA President Danks Burton.

A Word from the President

Dear Fellow Members,

Recently my company received a notice from the North Carolina Department of Revenue that they wanted to do a tax audit of my company for the last six years. I was not too concerned about the audit because I pay a fair amount of money each year to a CPA to complete my tax returns.

It was quickly pointed out to me that what they were looking for was sales tax revenue that I had not paid on purchases made with out of state vendors. If you purchase tools, equipment, saw blades, office supplies, etc. through the internet, telemarketers, or catalogs you are probably guilty. The majority of these out of state vendors do not charge you the 7% sales tax on your purchases. Your company is responsible for these taxes, as I found out the hard way.

Fortunately my penalty was small because I only purchased some saw blades and paper supplies, but I have heard stories of large penalties from companies that purchase strictly through the internet outfitting their entire office.

I am not telling or advising you to go out and register for a Sales & Use Tax ID number and pay them on a regular basis like I now have to do. But if this type of audit happens to you, I told you so. The Department of Revenue is making a concerted effort to conduct more of these types of audits.

We have reached the end of another productive year at your North Carolina Masonry Contractors Association. I hope it has been a great year for everyone's contracting business and you have optimism for the New Year to come.

There were many worthwhile events supported by NCMCA this year, but there are two efforts that I feel deserve special recognition.

This Association has embarked on a major project, Masonry Contractor Certification. The committee, chaired by president-elect Wayne Starr,

has been working diligently since this initiative was announced at the convention last Spring. The committee is aiming to have the program ready by the 2006 convention in April.

NCMCA Certification is designed to be a continuing education program for masonry contractors. There will be classes for owners, managers, estimators, and field supervisors. I encourage all members to support this program and plan to participate.

We are taking it upon ourselves to educate our members. The principal behind the program is to make us better masonry contractors and improve on an already great industry. Our forefathers in this Association stated that we should never stop learning. That is the intent of this program, to offer educational opportunities to our members.

The Raleigh Chapter of NCMCA recently co-hosted a seminar with CCMA for school superintendents, board members, and design professionals. There were approximately 130 attendees, including the two presenting speakers, Chris Huckabee, AIA of Texas, and Dr. Don Bell, of Pennsylvania. Their presentations, "Building Smarter Schools: Are You Making an Educated Investment?" and *Meeting Construction Challenges from The Educator's Perspective*, were a testament to the benefits of masonry in constructing schools and institutional buildings.

Hosting this seminar was unprecedented for our local chapters and the leaders of the Raleigh Chapter are to be commended for their efforts - Ron Williams, Doug Burton, and Calvin Brodie.

These are two great examples of your Association working for the betterment of our industry. We appreciate the support that you provide to NCMCA and will continue to work on your behalf. Please encourage masonry contractors that aren't members to join our effort of improving the masonry market here in the Carolinas.

Happy Holidays! - **Danks Burton**



The Quarterly Newsletter of
**The North Carolina
Masonry Contractors
Association, Inc.**

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insurance solutions for an unsure world

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December, 2005

Dear Friends:

On occasion I will start thinking about the countless conventions, seminars, golf outings, board meetings, chapter meetings, occasional bus trip to Myrtle Beach, and various other official and unofficial gatherings I have attended with the NCMCA. I cannot think of any other group where I laugh as hard and enjoy being with much as when I am around the Masons Association.

Lynn and Katie love a story I tell them of my ten year old, Noah, ripping open his birthday cards in the mail, with no regard whatsoever for the envelope or the card, immediately taking the card and spreading it open over his head looking down at his lap and announcing “Where’s the Money?” — Jill and I try to explain to him that birthdays are not about the cash you receive or the presents, but rather a special day where those who care about you send a special greeting. I know he is thinking “yeah right”, but I guess a ten year old is incapable of appreciating this concept. Frankly, I didn’t care much for empty cards at his age either. I was about 30 when I gave up hope of getting cash in cards. I was 40 when I really started appreciating the fact that someone just thought enough to send me one or remembered a special day.

My point is, there comes a point in time when you want people to just know you appreciate them, you are thinking about them, and you enjoy their friendship, no strings attached. So this is my way of sending a card to all of you, without any cash in it.

As my own company has grown over the years I noticed that first Leslie and now Heidi continue to love working with the masons. Many of the Account Managers envy Heidi as she has the greatest group of clients to work with. I walk by her office and notice she has developed great phone friendships with not only many masons, but their wives, kids, bookkeeper and office managers. She loves her job for that reason and loves coming to convention each year to see everyone.

This is the time of year when we are able to spend more time with friends and families and look back and count our blessings. We count all of you among the many blessings that we have. Working in the insurance industry is a far cry from an exciting and adventurous way to earn a living. The real reward we get is the relationships we build along the way. Thank you for your business, your trust, and especially your friendship.

Our best wishes for a joyful Holiday Season, a Merry Christmas, and a Healthy, Happy and Prosperous New Year!

John Cramer

Heidi O'Connor

Hudson Smelcer

What does OSHA Say?

Handling Your Appeal Effectively

If the proposed fines are monumental to the point of threatening the future of your company, you might be well advised to involve an attorney at the start of the appeals process. But if you opt for an attorney, it does not need to be "just any attorney." The attorney needs to be familiar with OSHA and have experience dealing with the bureaucracy. In addition, an attorney needs to be brought on board immediately. Hiring a last minute attorney is always a big mistake.

Most business owners can deal with OSHA appeals on their own with a great deal of success. In fact, if you follow the appeals process to its conclusion, you will almost always work out a settlement favorable to your company without going to Court.

You will receive confirmation your paperwork has been filed with the Safety and Health Review Board of North Carolina. The document will look exactly like the legal paperwork that is filed in any court. The Commissioner of Labor will be the "Complainant" and you will be listed as the "Respondent." The Docket number and the Inspection Number will be on the right side of the page. These are important because if you want to talk with someone in the future about your case, they will not be able to find the file without one or both the numbers.

In the bottom half of the page a paragraph in all caps will state "IF YOU DO NOT RESPOND WITH EITHER THIS FORM OR YOUR OWN STATEMENT OF POSITION BY MAILING OR DELIVERING IT TO THE REVIEW BOARD, POST-MARKED, WITHIN 20 DAYS FROM THE DAY YOUR RECEIVED THIS FORM, YOUR RIGHT TO CONTEST THE GOVERNMENT'S ALLEGATIONS IS WAIVED!"

Pay attention to this. It means the court or Review Board will automatically rule against you unless the proper paperwork is filed.

Appendix I (Statement of Employer's/Respondent's Position) is very important although it appears to have been designed to confuse people. In the table, list the citation number(s) in the first column and the item number(s) in the second column. There are only spaces for two citations so list them all in the space provided.

In column three you have three choices. If you check the first, "Admit violation as charged," the case is over. You are pleading guilty. The second choice is a quibble over OSHA proposed seriousness rating. This affects the penalty amount but still leaves you

guilty as charged. The third choice is normally best, "Deny violation, and request a hearing."

Column four deals the proposed penalty. The second choice is the only rational selection, "Object to the penalty and request a hearing."

Column five deals with the abatement date or the date by which the condition must be corrected. With most masons, the job will have been completed. Most check no anyway.

Immediately below the table is a paragraph titled YOUR DEFENSE. It tells you to state your case on the back but this is not necessary. Simply state that you object to the citations and penalties and want a hearing.

The short paragraph headed FORMAL PLEADINGS is the most important. There is a very little box at the end of the first sentence that is not more than 1/16" square that is the key. It would appear they made it so small hoping people would skip it. Check or "X" that box boldly.

If you miss it you will never know what their game plan or their evidence is before the court date. If you "X" it, the Assistant Attorney General handling your case is committed to a lot of work. They must type up a formal plan giving all the evidence points they plan to pursue. With that you will have a feel for their case against you and be able to make a plan of your own.

The only negative part of X-ing the block is that once you receive their formal statement of pleadings, you must reply in kind within 20 days. The reply can be relatively easy and will be covered later.

Under the notes that ask you to list corporation parents, subsidiaries, and affiliates or state that none exists. These are a matter of public record, so list them. Don't go overboard and list a lot of things that are not needed.

There will be a Notice of Employee Rights form. Write in the address where you keep your documents, make a copy for your records and post it for your employees.

There will also be a page or so "Certificate of Service" that simply states who received copies and when they were mailed.

Once you have completed the above, sit and wait. It may be a month or it may be several months before you hear anything.

In the end, you will get a formal Statement of Pleadings or Complaint that gives the specifics of OSHA's case as prepared by the Assistant Attorney General. It can be intimidating. Don't be intimidated. But also don't ignore it. Once you receive it, you must answer within 20 days.

With a little patience you or any secretary can create your reply. Type a heading just like theirs except switch their word Complaint to Response. Duplicate



Bob Parrish

their layout and format as much as possible. It is the format the Safety and Health Review Board is use to seeing and will make you case look better.

There will be several headings in the body of the Complaint with numbered paragraphs beneath each. Reproduce the headings and respond to each numbered paragraph. Most of the paragraphs will deal with housekeeping like why the inspection was made, who made it, who you are, and so on.

If the information is incorrect, put the paragraph number and provide correct information. If it is reasonably correct, provide the paragraph number followed by the words "No Contest." This means that you choose not to argue about these items.

There will be several paragraphs listing the citations, abatement dates, and penalties. Type "See below" or see paragraph number "?" at this point. If you answer any paragraph and find the same information applies as answer to another paragraph, make the reference.

Once you get to the sub-heads dealing with the actual citations, you are at the meat of the case. Follow their numbering system but give your case in each instance. Do not admit anything. Reference previously typed paragraphs is they will deal with the issues.

If, to your certain knowledge, the Compliance Officer did anything wrong, disrespectful or questionable during the inspection, find a way to include those actions in your answer. Don't be afraid or "soft-hearted." It will work against you. Try to put everything you intend to use in your case in these paragraphs somewhere.

The final paragraph will read "WHEREFORE, the Complainant respectfully requests that the Review Board affirm all citations and proposed abatement dates, and assess penalties in the amount proposed by Complainant."

You need to type, "WHEREFORE, the Responded respectfully requests that the Review Board set aside all citations and proposed abatement dates, and penalties in the amount proposed by the Complainant."

Type in the date and your signature block using the same format. The type a "Certificate of Service" page using the same style and format. The Safety and Health Review Board will be the first addressee just as on the Complaint. Put the Assistant Attorney General's name and address (from the previous page) in as the second recipient. End your response with your own date and signature block. Mail it and be prepared for another waiting period.

The next installment will detail what to expect next and have suggestions as to how to handle your case.

Bob Parrish is safety coordinator and newsletter editor for McGee Brothers Company in Monroe and a former OSHA compliance officer. Reach Bob at (704) 372-7610 / rmparr@bellsouth.net.

Masonry Contractor Certification Update

by *Wayne Starr*

I am happy to report that the certification committee has made significant progress towards establishing a certification program for NCMCA. We have made great headway toward establishing the rules and requirements for our program.

One of the most important actions our committee has recently taken was to hire Ann Wolter to act as a consultant and advisor to the certification committee. Ann comes to us with a proven track record and a wealth of experience. Her expertise will prove invaluable to us as we strive to establish a masonry certification program that will be the envy of every state in the Union.

Originally from Wilmette, Illinois, Ann attended Colgate University and Washington, DC's American University, where she majored in marketing. In 1989, she took on the position of marketing director for The Charles E. Smith Companies, northern Virginia's largest real estate and development firm. In that capacity, she helped to manage the zoning, design and development of University Center, a 600-acre, all-brick mixed-use community featuring the Virginia campus of The George Washington University as well as several corporate headquarters facilities and 1100 apartments and townhomes.

In 1995, Ann became Executive Director of the Rocky Mountain Masonry Institute in Denver, Colorado where, until her departure earlier this year, she promoted the use and understanding masonry through education, technical services, and outreach to the design and development communities. Ann has overseen an annual budget that grew from a low of \$175,000 in 1995 to a high of \$700,000 just five years later. During her tenure, RMMI's membership grew five-fold, from 20 companies to over 100 now. She developed and administered RMMI's very successful masonry certification program,

Wolter was a presenter at our 2005 Convention, speaking primarily about the RMMI Certification Program, so many of our members are already familiar with her.

During our last conference call we established

most of the basic requirements for our program. Those requirements include a minimum five years experience working in masonry construction, the program must be completed within three years, you must pledge to abide by the "Code of Ethics" as adopted by NCMCA, companies will be required to show proof of insurance and bondability, companies will be reviewed every two years for meeting requirements, and individuals will be required to achieve continuing education credits on a yearly basis.

Our aim is to be well on our way to establishing course content and looking for qualified instructors before the next Board of Directors meeting January 18th.

This is an exciting time. The certification com-

mittee is working hard to put together a program that will make NCMCA proud and will provide an educational tool for our members to use in the continuing improvement of their companies.

Your input and opinions are important to us and we invite your comments by contacting any committee member: Lynn Nash, Wayne Starr, Danks Burton, Doug Burton, Gary Joyner, Ashlee Moore, Gary Manning, Ron Williams, or Danny Bowman. We will keep you informed of important developments as we approach the launch of the NCMCA Masonry Certification Program.

Wayne Starr is NCMCA President Elect and chairs the NCMCA Masonry Certification Study Committee. Reach him at (828) 433-1204 / us_griffin@bellsouth.net.



Wayne Starr



NC State/Sigmon Design Competition

RALEIGH- The fifth annual masonry design competition to determine winners of the North Carolina Masonry Contractors Association Sigmon Memorial Scholarship Award was held October 18th at NC State University in Raleigh. A team of three undergraduate students in Professor of Architecture Pat Rand's Construction System class will share a semester's tuition for their masonry building design (*right*.) The 2005 winning team are juniors Allison Laney, Emily Lewis and William Daniel Hill.

The second, third and fourth place teams were awarded a selection of quality masonry craft tools.

Judges for the contest were Raleigh Chapter President Doug Burton, (*right, above*) who has chaired the architectural contest for NCMCA from its start, and architect Epi Pazienza, Pazienza Design Studio, Raleigh (*above left, Professor Rand, above middle*.) A bricklayer himself, Pazienza grew up in New Jersey where he once had a small masonry company. He moved to North Carolina thirty years ago and attended NC State as an adult student, where he now regularly teaches in the graduate school.

About fifty architectural students designed and

modeled the front wall for a hypothetical masonry office building, "seeking to use masonry in an insightful way."

The scholarship is named in memory of brothers David and Dwayne Sigmon and Dwayne's son, Randy.



September Board Meeting Report

The Board of Directors met in Greensboro September 7th. The following is a summary of that meeting.

Secretary/Treasurer Gary Manning presented financial reports. As of 9/2/05 assets totaled \$484,952.66. (This figure include "liabilities.") \$27,314.44 is in the regular checking account and \$441,803.22 is in interest bearing accounts (\$309,576.76 in CD's at interest of 3.5% annually.) \$12,535 is in "accounts receivable." We have liabilities of \$46,358.59. The insurance fund has contributed \$73151.40 in 2005. Interest on accounts 2005 to date: \$1,325.83. At our present membership numbers, projected dues revenue is only \$57,157.

John Cramer reported on TriSure's portion of the NCMCA Insurance Program, saying the program we've had with Amerisure since 1998 is "breathing its last breath" and hasn't been profitable for Amerisure in the last three years. Cramer said he can "about list" the major claims that put the loss ratio "over the top," but noted that the claims were not particularly masonry related (falls, "stuck-by," equipment related) but rather, auto accidents, being struck by some-one else's equipment and non-occupational claims. Biggest problem has been auto accidents. The NCMCA program has existed since 1993 but for six years didn't have a "sponsor." TriSure will be going back to that arrangement. Even if Amerisure hadn't determined to discontinue the program, they had still planned to reduce expenses. Cramer explained that insurance companies consider a loss ratio of 52% and below to be profitable. The NCMCA program's five-year average has been 76%. Cramer said, "There isn't an individual company making the problem and the group is now clean." TriSure plans to go back to writing individual participants with a number of different carriers, no longer working an exclusive carrier for the NCMCA program. He noted that no one company seems to fit all needs and said that in his search for a single firm to replace Amerisure's program, some wanted to do only large contractors and some only wished to work with small contractors. "No one fit both sides," he said. Amerisure will continue to be in the mix/competition. Cramer said some of the NCMCA business has already been moved to new companies and he has been pleased with the changes thus far. "This doesn't bode negatively for the program or the Association," he says. The Amerisure agreement was to run out in April 2006, so the present arrangement will phase out by then. The NCMCA fee will now come from TriSure.

Heidi O'Connor, TriSure, updated the Amerisure/TriSure statistics. Present premium stands at \$1,747,988, versus \$2,738,258 reported at the April Board meeting, but noted the first number is what is still with Amerisure. About half a million is now with other companies. 43 companies are enrolled

in the program. Since April 1998, the program has provided NCMCA with \$348,522 including a check provided at the board meeting for \$10,522 (\$2,994 from TriSure and \$7,528.61 from Amerisure.) Cramer says the new arrangement will be for a return of about 1.5% to the Association, although that is not definite for now.

Freddie McMahan reported on the health and benefits portion of the Insurance Program. "We have 16 groups participating in the NCMCA health insurance program. Currently the premium is approximately \$1,400,000 per year. The average renewal increase for all my groups for the past twelve months has been 19.6%. The average increase for masonry contractor members was 14.75%. The largest increase for a masonry contractor was 32.2% while the lowest was a decrease of -7.4%. Most of the companies with the larger increases made changes to their benefits or changed carriers when possible, to lower their renewal premium. I am presenting a check to the association today for \$ 4,085. Since 2001, we have contributed over \$70,000 to the NCMCA Insurance Program."

Freddie commented on consumer driven health plans. "Health Savings Accounts (HSA) and Health Reimbursement Arrangements (HRA) have been in the health news headlines for the past two years, but I can't say that either one has been accepted by masonry contractors or by many of my other group clients for that matter. In my opinion, from an employer's perspective, the HRA is a much better option than the HSA."

McMahan also said, "I would like to say a brief word about the MCAA "Compleat Benefits Solution" association benefit package. We have just completed enrolling our first large contractor for the MCAA package. I just want to remind everyone that the NCMCA will benefit from any NCMCA member's participation in the MCAA plan. That said, I want to thank you for your support and your business."

President-Elect Wayne Starr reported on apprenticeship and training. The NCMCA Apprentice Skills Contest held Saturday May 21, 2005 at Pine Hall Brick in Greensboro was successful thanks to a great host, sponsors and volunteers. Total income was \$14,198 with 31 participants. Registration income of \$1,750, donations of \$10,850. expenses of \$9,292.64. \$2,156 will be available for next year's contest, which will be May 20, 2006 at Adams Products Company in Fayetteville.

Safety/OSHA Chairman John Cramer reported that there is an emphasis presently on back-up alarms because of three recent "run-over" fatalities. Cramer says scaffolding competent person workshops will be presented in the late fall of 2005.

Executive Vice President Nash reported on conventions. The 2005 convention at New Bern cleared \$14,745 on gross revenue of \$48, 745. Sponsors

contributed \$13,800. Future conventions: April 27-30, 2006, Kingston Plantation, Myrtle Beach, April 26-April 29, 2007, Crown Plaza, Hilton Head, and April 24-26, 2008, Grove Park Inn Asheville.

Certification Study Committee Chairman Wayne Starr reported on the committee's work. The committee met three times and studied programs from across the country: Arizona, Colorado, Washington State, St. Louis, Tennessee, and Michigan. Each was objectively appraised. Course topics from other programs include masonry Materials, Mortar and Grout, Masonry Testing, Engineered Masonry, Financial Operations and Management, Blueprint Reading and Estimating, Masonry Special Inspection, Masonry Bidding, Stone, Human Resource Management, OSHA, and Historic Preservation. In addition to the courses from other state programs, the committee suggests the possibility of other topics including: ACI 530, Wall Bracing, Cleaning, Waterproofing and Flashing, Productivity, Change Orders, Liens and Bonds, and Scaffolding. In an NCMCA program, certain courses would be required; others would be "electives." Company owners and principles would probably need more required courses than company management and supervisors. Starr said the committee sent out more than 200 surveys regarding certification to masonry contractors across the state. Some 100 were returned with an overwhelming positive response to a certification program. The committee contacted executives and participants in the programs from other states and clearly heard that the programs are widely accepted and well regarded by architects, owners and contractors. One consistent comment from the other programs was the importance of the certification program for continuing education and professional development. Starr said, "The program would be a way to offer solid continuing education for our membership." The committee said expense for the start-up year of 2006 might be as much as \$77,000. 2006 expense will include development of materials for some 16 courses, professional consultation, printing, extra office help and/or "outsourcing," and the cost of presenting some twelve workshops across the state. It is projected that ongoing costs will be about \$50,000 per year with the financial goal that the program breakeven. The program will need to generate enough participants per class to cover expense. Starr motioned that the board proceed with actions necessary to implement a certification program for NCMCA, and that the goal be for the NCMCA program to be a model program across the country. The motion passed on a voice vote.

Nomination committee chairman Red McAdams reported that the committee has just begun work. Members include Doug Burton, Gary Joyner and Calvin Brodie. A slate of officers will be presented at the January board meeting.

With his central office report Nash reported that membership stands at 183 members. 4 new

members have joined since April and 12 have been dropped. There are presently 71 associate members, 3 Life Members, and 109 contractor members. Membership is at the lowest level since 1997. The Sigmon Memorial Scholarship Fund contains \$12,119.02 as of the board meeting. The 2005-2006 membership directory is expected to make \$3,069.13 on gross revenue of \$17,390.00.

Chapter Reports:

Eastern Carolina: Eastern Regional Vice President Gary Joyner says things have been slow but the fishing has been good. Thinks certification will be a good recruitment tool. (Gary Manning said no one but Joyner would know about the fishing since Joyner hasn't taken any-one else with him on the fishing trips...)

Land of the Sky: Western Regional Vice President Mike Rogers reported that meeting attendance has been sporadic. Approximately \$2,500 in treasury. Did a fundraiser at Hendersonville High in July and raised \$4,000. They meet the third Tuesday of the month at the Sagebrush in Arden. He says his chapter wanted more details about certification before a vote was taken.

Metrolina: Chapter President Chris Bruner says meeting attendance is picking up. The Annual Chapter Golf Tournament is Wednesday September 14th at Rocky River Golf Club in Concord. 80 are signed up and 35-40 hole sponsors have been obtained. Part of the proceeds will probably go to Hurricane Katrina relief efforts. A local company my match what ever the chapter donates. Proceeds will also go to local school masonry instruction programs. They have about \$11,000 in the bank and plan to pay their pledge.

Triad: Red McAdams reported that the chapter meets the first Wednesday of the month at Maria's in Burlington. Their June golf tournament raised about \$1500 and they plan to do habitat foundations as a fundraiser later in the month. They have paid their chapter pledge for the year.

Central Piedmont: Central Regional Vice President Danny Bowman reported the chapter had a good program on insulation recently. Attendance has been fair with the average holding at about 15. Ashlee Moore added that they voted to send the state fair contribution at their meeting the previous evening. Ten attended that meeting.

Coastal: No representative present. Nash reported that the chapter has not met since spring but planned to meet September 29th. Doug Burton is helping to arrange a program. Nash is to spend Tuesday, Wednesday and Thursday prior to the meeting with chapter members in a recruitment effort in the Wilmington area. He asked for support from board meeting attendees.

Western Carolina: Chapter Vice President Larry Kirby reported things are about like they've been. Some \$10,000 in the treasury. Their September meeting is a family outing Friday evening September 30th at Hugh Townsend's cabin on the Linville River. They've approved a \$250 donation to the state fair contest. Pledge is paid. President Danks recently visited. They recently had a very good program presented by the Catawba County Building Inspectors office, specific to masonry.

Raleigh: Chapter President Ron Williams reported the chapter meets the first Monday of each month, but, because of Labor Day, the September meeting was September 12th. Generally have 30 "plus" attending meetings. Recently had a very good program presented by a diamond blade manufacturer. They have \$18,000 in the bank and have made a \$3,000 pledge to the central office for 2005. Their annual Myrtle Beach golf tournament is Friday January 13th.

Sandhills: Chapter President Mike Lanier reported the chapter meets the last Tuesday of each month at Fuller Old Fashioned Barbecue in Fayetteville. They did not meet over the summer. Attendance is holding at about 10 per meeting. They've had good programs including one about masonry cleaning and an Essroc program about

mortar quality and proper workmanship. They don't have much money, he says, but are planning future fundraisers. "We'll make our donation to the state fair contest, then we'll have to go to work." Mike expressed the concern that there are about 150 masonry contractors in their area and they should be one of the Association's largest chapters.

President Danks attended a meeting of the North Carolina Military Business Center, a group created by the legislature and operated within the community college system to assist North Carolina companies obtain military business. Danks said he learned that North Carolina is ranked fourth in size for military operations, yet ranks 23rd in military business spending with instate companies. The other three states ahead of North Carolina in military operations rank one, two, three in their own instate military business spending. North Carolina military spending is "going out-of-state." Most decisions concerning contracts for North Carolina bases are made in either Norfolk or Savannah. (Information at www.matchforce.org or http://www.ncmbc.us/docs/CID_Flyer.pdf)

There was discussion of the next board meeting date and it was tentatively set for Wednesday January 18, 2006 in Greensboro. There was agreement that in the future, the September board meeting should not be held in the same week as Labor Day.

Doug Burton led a discussion on increasing membership dues. Dues have been increased only twice in the last nine years. There was general agreement that contractor dues should be based on volume rather than number of employees. Joyner and Doug Burton will bring a proposal to the January board meeting, probably suggesting an increase that will result in about a 10% increase in dues revenue annually.

Doug Burton motioned that all the proceeds from the annual golf tournament go into the general fund this year instead of being split with the scholarship fund. The motion passed on a voice vote. Doug noted that for present needs, the scholarship is plenty well funded. The certification program will put extra demand on the general fund.

Doug Burton provided copies of an article clipped from the August-September issue of "Concrete Concepts Magazine" that stated tilt-up concrete panels can beat masonry in the Atlanta and Charlotte markets because masonry is a "dying market" and masons can't be found. Doug suggested there should be an NCMCA marketing committee to address such challenges.

Next Board of Directors Meeting:

President Danks set the next meeting for 2:00 PM Wednesday January 18, 2006 at the Wender Courtyard in Greensboro.



School Board Exhibit In November, NCMCA partnered with Brick SouthEast and the Carolinas Concrete Masonry Association to promote masonry materials for school construction and masonry vocational instructional programs at the North Carolina School Boards Association's Annual Conference. Central Cabarrus High School masonry instructor Todd Hartsell and students Brandon Pressley, Greg Johnson and Travis Greenly provided hands-on demonstrations to attendees. Johnson (*above right*) assists Alamanance/Burlington School Board Member Mary Alice Hinshaw.

“State Fair” continued from front page:

The top-ten finishers won cash prizes presented by NC Commissioner of Agriculture Steven W. Troxler and NC Commissioner of Labor Cherie K. Berry. All the contestants won a selection of tools.

NCMCA chapters and member firms contributed more than \$7,600 in cash, tools and materials for the contest. Contest Chairman Calvin Brodie and Head Judge Doug Burton expressed appreciation to the donors: 04200 Estimating, Inc., Adams Products Company, Arrow Equipment LLC, Bat Masonry, Brodie Contractors, C & R Masonry, Capital City Masonry, Cast Stone Systems, Caudle Sand & Rock, CCMA, Central Piedmont Chapter, NCMCA, CityLink Construction, Eastern Chapter, NCMCA, Essroc Materials, Fay Block Materials, Fletcher Brothers, General Shale Brick, Giant Cement, Greenbriar Homes & Masonry, Inc., Hertz Rentals, Kirby Construction Services, LPS Enterprises, Inc., Marshalltown Trowels, McMahan Insurance, Merrill Masonry, Metro Masonry, P & D Precast, Pinnacle Masonry, Prime Masonry Equipment, Pyramid Masonry Contractors, Quikrete Companies, Raleigh Chapter, NCMCA, Roanoke Cement, Rogers Masonry, Sand Hills Chapter, NCMCA, Terry Masonry, Triad Chapter, NCMCA, Triad Industrial Supply, Triangle Brick, Western Chapter, NCMCA, Whitman Masonry, and Wire Bond.

(Contributions were collect by several agencies. We apologize for any omissions. Please let us know of names that should be included.)

Welcome New Member

DiLiegro Stoneworks, LLC

Anthony DiLiegro (R10)
Waxhaw, NC

Recruited by McMahan Insurance

Dates to Note

- 1/13-1/15/06 Annual Raleigh Chapter Golf Tournament – Myrtle Beach
- 1/16-1/20/06 World of Masonry, Convention Center – Las Vegas
- 1/18/06 NCMCA Board of Directors Meeting, 2:00 PM Courtyard, Wendover Ave. - Greensboro
- 1/25-1/26/06 Masonry Alliance for Codes and Standards meeting, details TBA
- 2/21-2/25/06 NCMA Annual Convention, Hilton – Anaheim, CA
- 3/10-3/11/06 South Carolina SkillsUSA Masonry Contest, Fairgrounds – Columbia
- 3/26-3/28/06 The Masonry Society University Professors’ Masonry Workshop - Portland, OR
- 3/28-3/31/06 MCAA Convention & Masonry Showcase at CSI Construct America. Venetian Hotel & Las Vegas Convention Center – Las Vegas
- 4/6-4/8/06 BIA Show – Phoenix
- 4/10-4/12/06 NC SkillsUSA Conference (masonry contest,) Coliseum – Greensboro
- 4/25-4/27/06 Construction Career Fair, Metrolina Fairgrounds - Charlotte
- 4/27-4/30/06 NCMCA Convention, Kingston Plantation – Myrtle Beach
- 5/9-5/11/06 The Masonry Society Spring Business Meeting - San Diego
- 5/11-5/13/06 Masonry Standards Joint Committee Meetings - San Diego
- 5/20/06 Annual NCMCA Apprentice Masonry Skills Contest, Adams Products- Fayetteville
- 6/13/06 ASTM Masonry Symposium - Toronto
- 6/18-6/24/06 SkillsUSA National Leadership & Skills Conference – Kansas City, MO
- 7/13-7/17/06 CCMA Summer Meeting, Crowne Plaza Resort – Hilton Head
- 7/26-7/30/06 NCMA Mid-Year Meetings – Victoria,

BC, Canada

- 10/12-10/15/06 The Masonry Society Annual Business Meeting - Atlanta
 - 10/15-10/17/06 Masonry Standards Joint Committee Meetings - Atlanta
 - 2/6-2/10/07 NCMA Annual Convention – Orlando
 - 2/22-2/24/07 MCAA Convention and Masonry Showcase – Orlando
 - 3/29-3/31/07 BIA Brick Show 2007 – Orlando
 - 4/12-4/14/07 Masonry Standards Joint Committee Meetings – TBA
 - 4/26-4/29/07 NCMCA Convention, Crown Plaza Resort – Hilton Head
 - 6/1-6/3/07 The Masonry Society Spring Meeting – St. Louis
 - 6/3-6/6/07 North American Masonry Conference - St. Louis
 - 11/8-11/9/07 The Masonry Society Annual Business Meeting - Pittsburgh
 - 11/11-11/13/07 Masonry Standards Joint Committee Meetings - Pittsburgh
 - 4/24-4/26/08 NCMCA Convention, Grove Park Inn – Asheville
- Up-to-the-minute calendar updates on the “Upcoming Events” page at NCMCA.com.*

2006 Convention to Feature Reverse Raffle

The 2006 NCMCA Convention and Annual Meeting will be April 27th – April 30th at Kingston Plantation in Myrtle Beach.

Highlights will include the election and installation of new officers, the “roll-out” of the NCMCA Masonry Contractors Certification Program, and a reverse-raffle drawing conducted by NCMCA Past-President Alan Griffin.

Raffle proceeds will be used to help offset the start-up costs of the new certification program. The \$100 tickets will be available after the first of the year.

Lee Wheat of Whole Wheat Communications, Houston, will present a program about the Internet and related technology for firms not traditionally considered “high-tech.” (Like us!)

The Marketing Director of the Michigan Masonry Institute, Anthony Darkangelo, will speak about the programs of MMI and provide a wall-cost comparison marketing presentation.

Convention sponsors as of press time include **Adams Products Company, CEMEX, EZ Grout, Giant Cement, Kirby Construction Services, McMahan Insurance and TriSure Corporation.**

Registration packs will be mailed in January. Plan to participate in the fun, fellowship, and professional development of your 2006 NCMCA Convention!

Annual Raleigh/Myrtle Beach Golf Tournament January 13th - 15th

Registration Deadline: Dec. 31, 2005
Details: Doug Burton (919) 894-8511



Looking Up (Left to right) Larry Kirby, Eddie Bennett, Ross Gary and Pete Pettit took part in the Annual Upper South Carolina Masonry Association’s Workmanship Awards competition by judging seven projects in and around Greenville-Spartanburg in November. NCMCA provides judges for the contest each year.

Member News

Several NCMCA member firms turned up in "Masonry Construction" magazine's "Top Masonry Contractors" story in the September 2005 issue. Retaining the number one spot on the list is **McGee Brothers Company** of Monroe. In the #3 spot is **Pyramid Masonry Contractors**, Decatur, GA. **Pompano Masonry** of Pompano Beach, Florida is #6, **Griffin Masonry**, Charlotte, is #7, **Brodie Contractors**, Raleigh is #19, **Old North State Masonry**, Charlotte is in position #59, **LPS Enterprises**, Wake Forest is #67, and **Howell's Masonry, Southern Pines**, is #74 on the list. That same issue has a nice picture of **President Danks** and **Freddie and Betty McMahan** on page #12.

On very short notice, **McGee Brothers Company** mechanics Stacy Sizemore and Shan Keesler hit the road as chaperones for a fleet of tractor trailers loaded heavy with relief supplies for Louisiana. The relief effort was spearheaded by Charlotte radio personalities "Ace and TJ." The turn-around was just over 48 hours.

Andy and Jennifer Barnes, Barnes Masonry, have a new baby girl. "Emily" arrived in early August.

Doug and Danks Burton won recognition at the MCAA Mid-Year Meeting Golf Tournament at the Grove Park Inn last week. Danks won "low gross score" and Danks and Doug both won "longest drive" honors. Danks, Doug and all the other MCAA tournament winners donated their cash prize money to the MCAA PAC. (Danks and Doug left Asheville prior to the announcement of the golf winners at the closing banquet, so Lynn Nash announced at the banquet that Doug and Danks wanted to donate their money. Or at least, Nash made that assumption.)

Former member **Frank O. "Dusty" Calohan**, Carolina Paper, passed away September 20th after a period of declining health.

Past State President Freddy Koontz discovered he had a here-before unknown heart condition when he passed out and crashed to the floor in September. A trip to the hospital revealed a fairly common and treatable condition and resulted in some stitches to his face. We understand he'll be fine if he uses his medication and takes a little better care of himself. "Scared everyone to death!" according to Rita.

Gary Joyner, Joyner Masonry Works, Calvin Brodie, Brodie Contractors, and Greg Booth, Bat Masonry, participated in a panel discussion at the October MCAA/NCMA Design Build Workshop in Charlotte. Comments about their remarks have been very favorable.

Ken Howell, Howell's Masonry, is working with his local Home Builders Association and the town of Southern Pines on a project to adopt the hurricane-ravaged town of Bay St. Louis, Mississippi. The Moore County HBA arranged to provide carpenter and masonry tools for Bay St. Louis



Charlotte Golf The Metrolina Chapter held their annual golf tournament September 14th in Concord. \$1000 of the proceeds will go to Hurricane Katrina relief and the balance will be donated to Charlotte area masonry vocational instruction classes. Prior to the tournament, CEMEX had agreed to triple any hurricane relief money the chapter donated. Chapter president Chris Bruner (*far right*) awards "First Place" money to the CEMEX team (*left-right*) of Lee Amick, Gregg Swartz, Joe Canitano and Tod Cox. Second place was the Central Piedmont Chapter team of Ricky Sutphin, David Zenns, Kenny Duncan and Scotty Showerman followed by the Gates Construction team of Mark Nelson, Bob Gates, Steve Young and Al Borenkamp finishing in third place. Mark Nelson won "longest drive" and Keith Magee, Kent Cloninger and Bob Gates had "closest-to-the-pin" recognition. "LongHorn Steak House" donated lunch.

craftsmen who lost everything. Among Ken's early successes was to partner with **Pete Cieslak, Brick SouthEast**, and Butch Reed at Columbus Brick Company (Mississippi/Alabama) to provide 18 sets of mason tools to Bay St. Louis bricklayers. Reed and Howell are looking to find other opportunities for relief partnerships with Southern Pines and the Carolina masonry industry.

Clay Setzer, Allen C. Setzer Masonry in Hickory, says he's retiring.



Don Caldwell, C & R Masonry, and his son, Levi, (*above*) a masonry student at the Career Education Center in Asheville, recently completed masonry steps for the Ridgeway Baptist Church as a part of Levi's Eagle Scout Project. The project required more than 115 man-hours. Levi says, "It was a great experience, learning more about taking charge, and even more about the art of masonry." (*Photo provided by Levi Caldwell*)

Malley Clontz, retired from **Hickory Construction Company**, passed away in October.

D. L. Bianchi Brickyard and Construction were featured in the September/October issue of *Southport, NC* magazine. Dave Bianchi designed and built new signage for Southport's Doshier Hospital from recycled bricks and ornaments claimed from the razing of the old hospital building.

Sis Eckard (Mrs. Jerry Eckard) and Reba Townsend (Mrs. Chapter President Hugh Townsend) prepared the meal for the annual Western Chapter Picnic at Hugh Townsend's cabin on the Linville River at the end of October.

Ronnie Thompson, an active member of the Blue Ridge Masonry Association in Roanoke and a good friend of NCMCA, is recovering from a November heart attack and quadruple bypass surgery.

In October, as a community service project, a group of **McGee Brothers'** owners, supervisors and foremen brick-veneered the office building at Wilgrove Airport near Charlotte. Several McGee Brothers personnel regularly use the airport.

Central Cabarrus High masonry instructor Todd Hartsell and McGee Brothers' apprentices Josh Morrison and Dallas Caudle got nice write-ups in the November/December issue of *Masonry Construction* magazine. (Pages 13 and 20.)

NC State Professor J. Patrick Rand was presented with The Masonry Society 2005 President's Award for his "exceptional contributions to the success of the Society" at TMS's October Annual meeting in Cincinnati.

Post Office Box 2412
 Hickory, NC 28603-2412

This issue sponsored by:



Masonry Golf NCMCA President Danks Burton (*far right*) congratulates the Manning Masonry Team of (*left to right*) Troy Raynor, Randy Manning, Tim Manning and NCMCA Secretary/Treasurer Gary Manning for their “First Place” finish in the 13th Annual NCMCA State Golf tournament September 22, 2005 in Graham. The Wire-Bond team finished second, followed by the CEMEX team from Greensboro. Closest-to-the-pin recognition went to Raul Agundis, Larry Kirby, Tony LaVene and Neal Braxton. Braxton was within inches of claiming the Arrow Equipment Lull Forklift ‘hole-in-one’ prize. Troy Raynor won “longest-drive.” Danny Batten and Lafarge North America supplied barbecue chicken for the 100 golfers who participated. The event raised more than \$7,000 for NCMCA projects. The 14th Annual State Golf Tournament will be Thursday September 28, 2006. Details TBA.

Thanks Golf Sponsors!

Gold Sponsors: McMahan Insurance & Employee Benefits and TriSure Corporation.

Dinner: Lafarge North America ((Danny Batten, Danny Alford, Donnie Howard, Sean Varner, Herb Jeffreys)

Hole-in-One Sponsor: Arrow Equipment Company

Bronze Sponsors: Adams Products Company, CEMEX, Fay Block Materials, Essroc/Brixment, Hertz Equipment Rental, Holcim (US) Inc., Koontz Masonry

Tee Sponsors: 04200 Estimating, Bat Masonry, Brodie Contractors, Carolinas Concrete Masonry Association, Custom Brick Company, frequentflyer-charters.com, GSI General Materials, Giant Cement, Hughes Supply, Interstate Equipment Company, Johnson Concrete Company, Kirby Construction Services, Lee Brick Company, Pinnacle Masonry, RSC Equipment Rental, Robertson & Son Masonry, Southco, Inc. of North Carolina, Thompson Masonry Contractors, Triangle Brick, Tucker-Kirby Company, Whitman Masonry, Wire-Bond

Special Thanks: Chairman Bill Reed, Sabrina Beck, Ashlee Moore, Katie DeJarnette, Wayne Coleman, Freddie McMahan, Chris Bruner, Tim Gabosch, “Ditty Bag” goodie suppliers, door prize sponsors, and the staff at the Challenge Golf Club.