

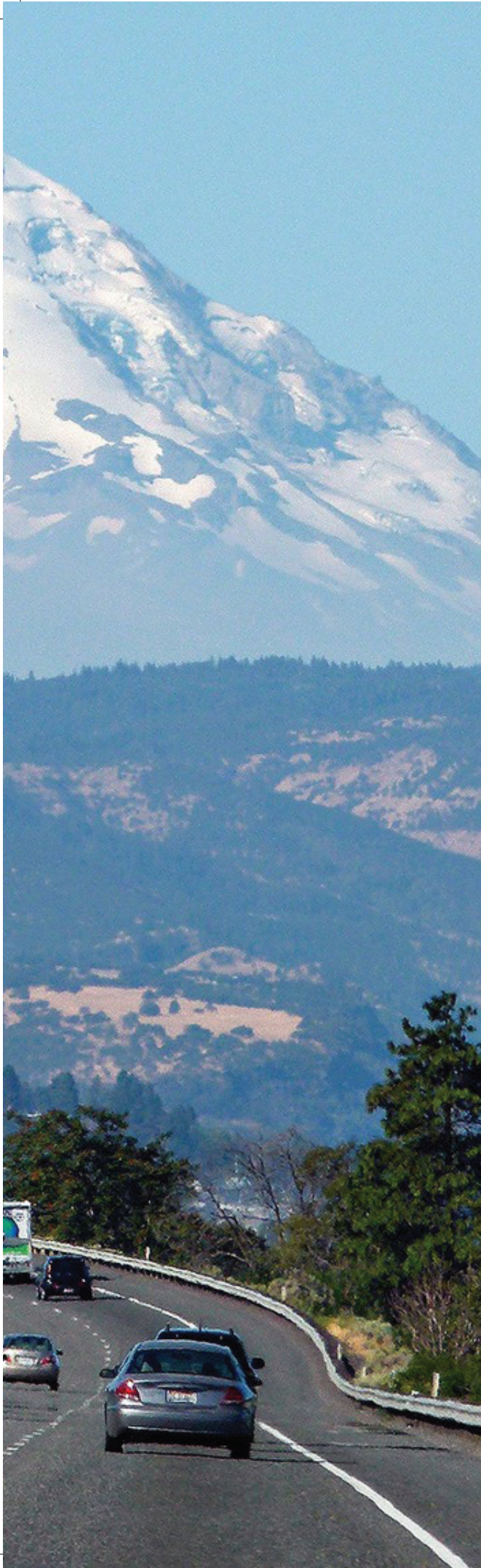
# Associate & Affiliate Member Handbook









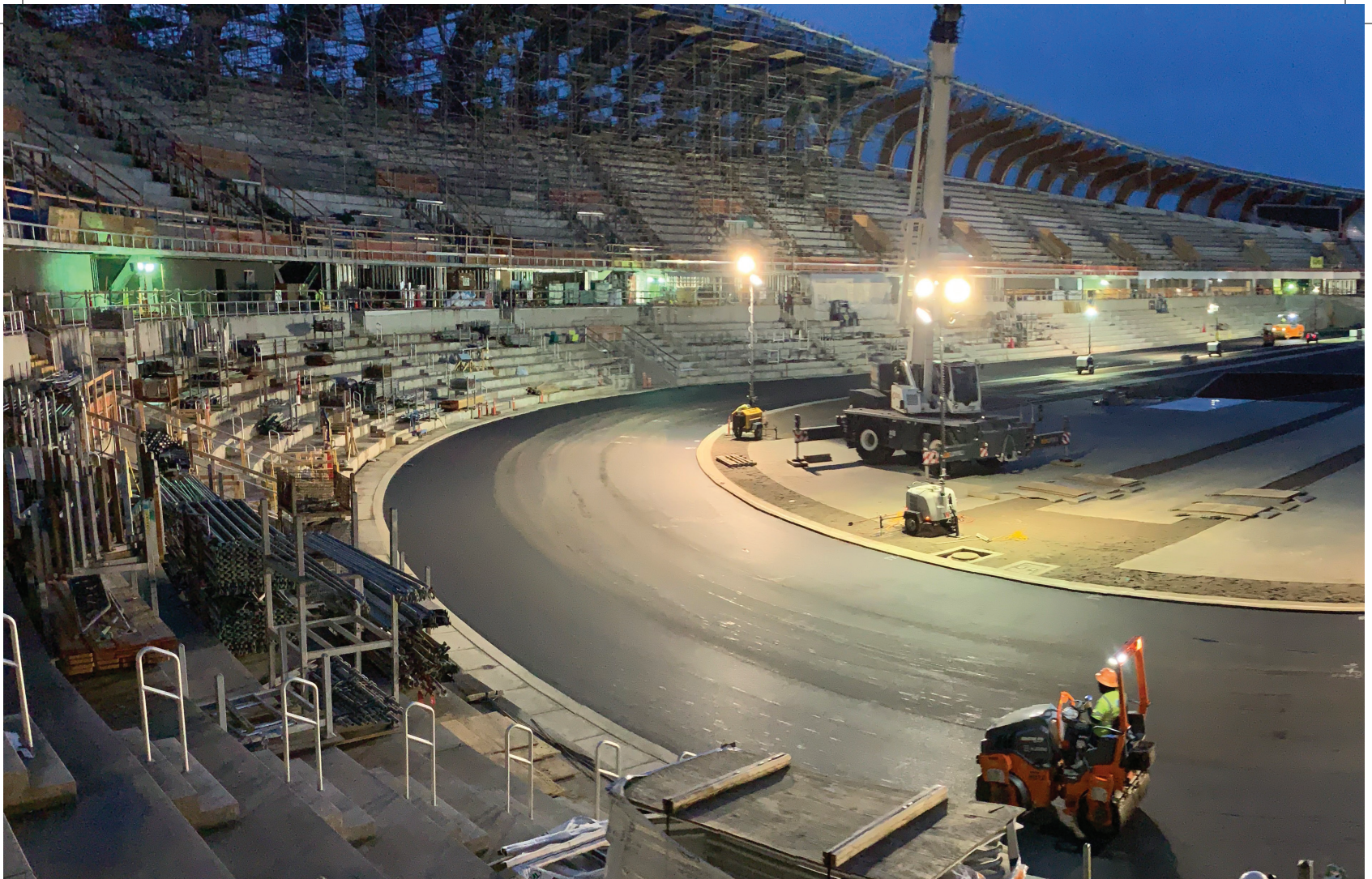


Members,

Thank you for your membership and your continued support. We created this handbook to help Associate and Affiliate Members take full advantage of membership. It will help you connect with customers and build relationships at a time when doing so is more critical than ever.

We anticipate COVID-19 restrictions to continue into early 2021, and intend to issue a 2021 schedule near the first of the year. We are confident and hopeful that the Mid-Year Meeting & Fundraiser we have planned for next summer will be the starting point for in-person APAO events.





## Who is APAO?

Companies who believe that the industry is stronger together than apart join the Asphalt Pavement Association of Oregon. APAO focuses on promoting consistent specifications, building relationships between owners and the asphalt pavement industry, training, work zone safety, environmental issues, workforce development, and consistent improvement.

What separates APAO from other organizations is technical expertise and a family atmosphere. Asphalt pavement is scientifically designed and produced, and must be placed by trained crews. APAO connects the science to the industry and provides the training needed for great projects.





All employee levels within member companies participate. The newest laborer to the seasoned company owner regularly attend APAO functions and often bring their families. The result is cohesiveness that has made us stronger.

Members believe that continued growth and prosperity can only be achieved by working together to provide quality products at fair prices.

Member categories are:

- **Regular Members:** Companies that manufacture and/or place asphalt pavement.
- **Asphalt Binder Supplier Members:** Companies that supply asphalt binder to Regular Members.
- **Associate Members:** Companies that provide materials, goods, or equipment used in the manufacture, transport, or placement of asphalt pavement.
- **Affiliate Members:** Companies not included in the other categories.



## > Why Join?

Companies join who believe unified efforts to address industry-wide issues are stronger than when companies act alone. Companies also gain from participating. Individuals consistently say that their most valued APAO benefit is the education gained by working with other members. Participating members learn where the industry is going with technology, equipment, training, workforce, and other resources.





For Associate and Affiliate Members another reason to join is access to potential customers. Relationships are critical in the industry, and a great way to form and build a relationship is by interacting with someone at an event or by serving on the same committee or board. Interacting with decision makers and understanding industry trends will also help you identify opportunities.

Current members include large corporations and family-owned companies ranging in size from thousands of employees to just a few. Although "asphalt pavement" is in our name, the scope of work that our members perform goes well beyond paving. Members regularly mine and produce aggregates, perform excavation and earthwork, haul equipment and materials, install and maintain underground utilities, construct and install signs, make concrete, mill existing paved surfaces, construct and maintain bridges and structures, sell and transport asphalt binder, test materials, perform engineering, and more.

When buying equipment or hiring professionals, members look to suppliers with whom they have a relationship first. Although a relationship can start with something as simple as being members of the same organization, that is rarely enough. Relationships are built through interactions over time when individuals can learn about successes, challenges and goals. The interactions happen when you participate in an APAO event by being a sponsor and attending in person, or when you volunteer to help on an important issue or committee. Relationships are not built overnight and require a sustained commitment to continually putting yourself in a position to interact with potential customers.

**"I ALWAYS BELIEVED THAT IF WE DID OUR PART TO PARTICIPATE IN APAO, WE WOULD LEARN ABOUT THE INDUSTRY AT A DEEPER LEVEL, AND THERE IS NO QUESTION THAT WE RECEIVED A RETURN ON OUR INVESTMENT."**

*Kevin Culligan, retired, Peterson CAT*



**"WHEN MAKING PURCHASING DECISIONS, IT MATTERS TO KNIFE RIVER THAT OUR SUPPLIERS UNDERSTAND OUR NEEDS AND THE NEEDS OF THE INDUSTRY - AND APAO PROVIDES PLENTY OF OPPORTUNITIES TO LEARN THOSE THINGS."**

*Chris Doan, General Manager – Central Oregon Operations, Knife River Corporation*

Below are a few examples of the types of companies who are members.

**Knife River:** Knife River is one of the largest construction materials and contracting companies in the U.S., with revenue often exceeding \$2 billion. It has operations in over 15 states, but most of Knife River's employees are based out of its 21 Oregon locations. Knife River mines aggregates, produces asphalt pavement and concrete, operates hundreds of trucks, performs earthwork and underground utility work,



and employs paving and heavy civil and highway construction crews across most of Oregon. It owns, operates and maintains dozers, loaders, rock crushing equipment, asphalt and concrete plants and related laboratories and equipment, asphalt pavers and rollers, trucks ranging from pickups to heavy haulers, excavators and other earth-moving equipment. Its crews work in locations ranging from quarries to highways and bridges.

**RiverBend Materials:** RiverBend Materials is a CRH Company, which makes it part of the largest construction materials company in the world. CRH has locations in 30 countries where its companies supply aggregates, construction materials (asphalt pavement

and concrete), and perform paving and construction work. RiverBend has operated in Oregon for more than 100 years and



currently employs hundreds of employees. It mines and produces aggregates from nine locations, produces asphalt pavement from two fixed asphalt plants, produces concrete from four batch plants, and employs construction crews out of two primary locations. RiverBend owns, operates and maintains dozers, loaders, rock crushing equipment, asphalt and concrete plants and related laboratories and equipment, asphalt pavers and rollers, trucks ranging from pickups to heavy haulers, excavators and other earth-moving equipment. Similar to Knife River, its crews work in locations ranging from quarries to highways and bridges.

**Baker Rock Resources:** Baker Rock Resources is a family-owned company with four Oregon locations and 150 employees. The principles that define Baker Rock are pride, family, and strong community relationships. As with the other aggregate supply and construction services



# WILLAMETTE RIVER



companies, Baker Rock owns, operates and maintains dozers, loaders, rock crushing equipment, asphalt plants and related laboratories and equipment, asphalt pavers and rollers, trucks ranging from pickups to heavy haulers, excavators and other earth-moving equipment.

**North Santiam Paving:** North Santiam Paving is another family-owned company and provides construction services throughout the Mid-Willamette Valley region. NSP regularly performs underground utility repair and installation, asphalt paving, grading and site development, and heavy-haul trucking. NSP credits its success on providing its employees with state-of-the-art equipment, and by forming close working partnerships with clients, subcontractors, and suppliers. NSP owns, operates and maintains asphalt pavement equipment, trucks ranging from pickups to belly dumps,



dozers, excavators, utility work equipment, and more. Its customers range from large public agencies such as ODOT to homeowners in need of a new driveway.

**Wildish:** Wildish is a family owned company with two primary Oregon locations. Wildish owns, operates and maintains several hundred pieces of heavy equipment including mobile cranes, aggregate and construction materials production facilities, and just about everything



and anything required to perform site work, place asphalt pavement and concrete, construct sports facilities, install and repair underground utilities, construct light and heavy rail, and build wastewater and water treatment plants. Example projects include the recent Autzen Stadium Expansion that increased capacity from 45,000 to 56,000, the I-5 Iowla Street Viaduct Improvements that involved almost all types of transportation infrastructure construction, and the Eugene Airport Runway Improvements that included repaving a runway and installing numerous safety features.



# > Dues

APAO dues are among the lowest of all state asphalt pavement associations because we have a robust training program and focus on manageable priorities. As a non-profit corporation, we try to budget expenses to match income from dues and registration fees.

For paving companies, dues are based on the asphalt pavement quantity produced

or placed – which is based on the principle that the quantity of asphalt pavement produced or placed approximates the company’s commitment to APAO’s priorities and ability to contribute.

For Associate and Affiliate Members, dues are a flat annual amount that we ask to be paid before January 30. With dues being less than those of most other industry associations, we encourage Associate and Affiliate Members to regularly participate in and sponsor APAO events.

## Associate Members

\$1,600 annually for Oregon-based Members

\$1,100 annually for non-Oregon-based Members

## Affiliate Members

\$800 annually

## Asphalt Binder Supplier Members

\$2,500 annually

## Asphalt Pavement Producers

\$0.045 - \$0.070 per ton of asphalt produced (rate varies based on tonnage)

## Asphalt Placement Companies

\$0.045 - \$0.055 per ton of asphalt placed (rate varies based on tonnage)





**"MANY OF THE PEOPLE I MET THROUGH  
APAO HAVE BECOME LIFELONG FRIENDS."**

*Tim Connelly, retired, McCall Asphalt Products*





## How to get **involved**

APAO hosts three events per year. The best way for Associate and Affiliate Members to create and build relationships with existing and potential customers is through event sponsorships and sending representatives. By participating, you will learn industry trends and who the decision makers are while having fun!

**Asphalt Pavement Conference:** The Conference is a two-day event that showcases important local and national topics such as workmanship, new products and equipment, and research developments. Attendees range from field crew personnel to executives. ODOT personnel as well as public works officials from cities and counties also attend. The Conference is the perfect opportunity to mingle with representatives at every level in the industry. For equipment and materials suppliers, the Conference is a perfect opportunity to showcase your equipment.

**Mid-Year Meeting & Fundraiser:** The Mid-Year Meeting & Fundraiser occurs over a weekend in the summer at a resort location and is designed to provide a well-deserved break before the push to close out the paving season. It started as a golf outing but due to demand grew to a family-focused weekend with games for kids and a golf tournament. It is fun! The Mid-Year Meeting & Fundraiser is the primary funding source for the APAO Education Foundation, which provides scholarships to students interested in asphalt pavement technology. It is a great opportunity to build bonds between companies and among families while supporting the industry's (and your) future workforce. APAO has a family atmosphere and the Mid-Year Meeting & Fundraiser is one of the ways we maintain that atmosphere.







**Annual Meeting:** The Annual Meeting is a two-day event held near the end of the year. It starts with a Business Meeting where the Board of Directors discusses APAO business and the reports on the financials. Following the Business Meeting is a day-and-a-half of presentations and networking opportunities. The Annual Meeting is the best source to learn about APAO priorities and who is doing what. The Annual Meeting concludes with a banquet where we recognize the outgoing and incoming President, and award scholarships to deserving students.

**Other Opportunities:** Other opportunities include serving on committees and the Board of Directors. The Specification Committee, for example, is comprised of representatives from ODOT and industry, and addresses the development of testing protocols and specifications. Serving on the Board of Directors is a significant commitment. Directors are nominated each year by a committee who looks for representatives from active members. Directors meet most months and supervise APAO's day-to-day activities.

**“AT BAKER ROCK RESOURCES WE HAVE ALWAYS VALUED THE STRONG RELATIONSHIPS WE HAVE BUILT WITH OUR SUPPLIERS THROUGH PARTICIPATING IN APAO. AT THE END OF THE DAY THESE RELATIONSHIPS HAVE HELPED MAKE US A MORE SUCCESSFUL COMPANY.”**

*Todd Baker, Owner,  
Baker Rock Resources*



# Event and sponsorship opportunities

Attending and sponsoring APAO events is the best way to build industry relationships. With only three major events per year, we hope all members participate in all events.

Registration fees and sponsorship opportunities are subject to change, but are generally within the ranges outlined below. In many cases we accept more than one sponsor for each sponsorship opportunity (e.g., two members may partner in sponsoring a happy hour). The listing below is to help members plan and budget – we are always willing to consider alternatives and welcome suggestions and proposals.



## Annual Asphalt Pavement Conference

- **Registration:** \$400-\$500 per attendee.
- **Lodging:** \$150 per night per room.
- **Keynote Sponsorship:** \$750-\$1,000,

includes recognition in the program and welcome message from the APAO President and the opportunity to introduce the keynote speaker.

- **Happy Hour & Entertainment Sponsor:** \$750-\$1,000, includes recognition in the program and the opportunity to welcome people to the evening program and introduce any entertainment.

- **Equipment Booth (if offered):** \$250-\$500, includes space to set up equipment and information to showcase to attendees.

## Mid-Year Meeting & Fundraiser

- All proceeds go to the APAO Education Foundation, which supports construction-focused education and provides scholarships to students interested in transportation infrastructure. The entire industry needs workers and the APAO Education Foundation increases industry awareness with high school and college students.
- **Registration:** \$300-\$400 per member representative, \$200-\$300 per spouse, \$100 per child aged 7 to 18.
- **Lodging:** \$300 and up per night
- **Participation in Family Fundraising Game:** \$50-\$500 depending on the game and available prizes.
- **Family Fundraising Game Sponsorship:** \$800-\$1,000, includes recognition at beginning of event and the opportunity to participate in assisting with the game.
- **Golf:** \$200 per player (with option to participate in fundraising based on tournament results).
- **Golf Hole Sponsorship:** \$200, includes company sign at tee.
- **Golf Flag Sponsorship:** \$1,000, includes replacing typical course hole flags with company logo flags.
- **Golf Drink Cart Sponsorship:** \$800-\$1,500, includes company logo on drink cart and significant player recognition.





### Annual Meeting

- **Registration:** \$500-\$600 per member representative, \$100 per spouse for banquet only.
- **Lodging:** \$200-\$300 per night per room
- Reserving Company Table at Banquet: \$50 per table.
- **Business Meeting Breakfast Sponsorship:** \$200.
- **Keynote Sponsorship:** \$750-\$1,000, includes recognition in the program and welcome message from the APAO President and the opportunity to introduce the keynote speaker.

- **President's Reception Sponsorship:** \$500, includes recognition in the program and at President's Reception.
- **Speaker Session Door Prize Sponsorships:** Members are welcome to bring prizes (e.g., gift cards, cash) that will be awarded at the end of each speaker session.

We thank you for your membership and look forward to seeing you at our upcoming events!



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ASSOCIATION OF OREGON

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