

June 13, 2018

Dear Fellow ABC member,

I am the 2017-2018 Pacific Region chair on ABC national's executive board. I just wanted to share the positive impact that STEP participation has had on my company.

I.E.-Pacific, Inc. (IEP) has participated in STEP since 2001. It was a free way to self-evaluate our safety program when we started all those many years ago. It has also given us easy steps to continually improve our safety culture through the years. IEP is currently at the Diamond level of participation in STEP. This level requires your insurance company to also be part of the STEP evaluation process.

IEP does primarily federal construction projects for the Department of Defense. In the past 5-10 years we have had safety become part of the evaluation criteria for being selected to do work for the Department of Defense. We were already ahead of the game because we had STEP certificates evaluating our safety program and record. We were selected over several other past competitors because they did not have existing safety awards or evaluations. IEP has received a direct benefit to our bottom line by receiving work from participating in STEP. We also have had a savings to our workers compensation costs by having a modifier rate well under 1.

By participating in STEP it has made improving safety culture a specific strategic goal at IEP. It is like anything if you don't actively work on a goal and write it down it won't ever happen and you will never improve.

I also see how gathering the safety data from STEP participation by ABC members is very valuable to promote ABC contractors as being safe. ABC needs data to promote its members as being safe. I appeal to you to take the next right step for your company and ABC and participate in STEP. It is an easy on line process. Yes it does take time, but as you can see that time can have a direct benefit to your firm and to ABC.

If you have any questions on the process feel free to reach out to me at [dbyron@iepacific.com](mailto:dbyron@iepacific.com) or to contact your chapter president for assistance.

Thank you,



Diane Koester-Byron  
President