

MEMBER SUCCESS GUIDE



CHAPTER STAFF

DAN BOND, CAE

President & CEO

dbond@abcmetrowashington.org

CLAIRE M. CALLAS

Vice President,

Member Services & Operations

ccallas@abcmetrowashington.org

LISA AIRALL

Member Services Coordinator

lairall@abcmetrowashington.org

JEN MURPHY

Director of Events & Management
Education

jmurphy@abcmetrowashington.org

DON ELLIS

CraftMasters Training Academy Manager

dellis@abcmetrowashington.org

MARCUS JACKSON

Director of Government Affairs

mjackson@abcmetrowashington.org

KAREN JOHNBRIER

Controller

kjohnbrier@abcmetrowashington.org

KAMITA MARBURY-DRAUGHN

Director of Workforce Development

kmarbury@abcmetrowashington.org

MARTHA PATTERSON

Director of Marketing

mpatterson@abcmetrowashington.org

JASON SEARS

Safety Consultant

safetyppeergroup@abcmetrowashington.org

DOREEN SHAHAN

CraftMasters Administration Specialist

dshahan@abcmetrowashington.org

MARC SILVERS

Director of Education

msilvers@abcmetrowashington.org

RACHEL ZARDUS

Marketing & Administrative Assistant

rzardus@abcmetrowashington.org

HEADQUARTERS

6901 Muirkirk Meadows Drive, Suite F

Beltsville, MD 20705

P: (301) 595-9711 | F: (301) 595-9718

ABC CRAFTMASTERS

Training Academy

6901 Muirkirk Meadows Drive, Suite F

Beltsville, MD 20705

P: (301) 853-4668 | F: (301) 595-9718



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WHO WE ARE

Associated Builders and Contractors (**ABC**) of Metro **Washington** is one of 68 chapters of a national commercial construction industry trade association representing more than **21,000 members.**



OUR MISSION

To protect and enhance the merit shop philosophy within the construction industry, to advocate for the industry, to promote member excellence in safety, and to engage members to succeed in a changing marketplace.

OUR VISION

ABC of Metro Washington is the preeminent advocate for fair and open competition and the merit shop philosophy and the premiere trade association in the metropolitan Washington, DC construction industry.

MERIT SHOP

A way of doing business in which companies reward employees based on performance and in which contracts are awarded based on safety, quality, and value, regardless of labor affiliation.



HISTORY & MISSION OF ABC

“ABC HELPS MEMBERS DEVELOP PEOPLE, WIN WORK, AND DELIVER THAT WORK SAFELY, ETHICALLY, AND PROFITABLY FOR THE BETTERMENT OF THE COMMUNITIES IN WHICH THEY WORK.”

Seven contractors in Baltimore, Maryland, founded Associated Builders and Contractors (ABC) in early 1950 to promote and protect open competition in the construction industry. At a typical ABC jobsite or business, ability is recognized, excellence is rewarded, and employee development is expected. ABC coined the term “merit shop” to describe these characteristics, and the words are now universally associated with our association.

Today, ABC has 68 chapters nationwide (including four chapters in Maryland), with membership topping 21,000 companies. ABC helps members develop people, win work, and deliver that work safely, ethically, and profitably for the betterment of the communities in which they work.

As the second chapter in the nation, ABC of Metro Washington was founded in 1958 to address contractors’ unique needs in Montgomery County, MD, Prince George’s County, MD, and Washington, DC Merit shop works—nearly 88 percent of all construction workers in the metropolitan Washington area choose to work merit shop.

ABC of Metro Washington welcomes all commercial construction companies as members, including general contractors, specialty contractors, trade specialists, as well as suppliers, manufacturers, architects, engineers, developers, and other construction-related consultants and professional associates.

As one of the largest chapters in the nationwide association, ABC of Metro Washington’s members primarily specialize in commercial construction and build schools, hospitals, government buildings, data centers, office buildings, recreational facilities, commercial centers, mixed-use developments, industrial plants, roads, bridges, museums, religious institutions, and many other types of projects.



ABC OF METRO WASHINGTON WELCOMES ALL COMMERCIAL CONSTRUCTION COMPANIES AS MEMBERS, INCLUDING GENERAL CONTRACTORS, SPECIALTY CONTRACTORS, TRADE SPECIALISTS, AS WELL AS SUPPLIERS, MANUFACTURERS, ARCHITECTS, ENGINEERS, DEVELOPERS, AND OTHER CONSTRUCTION-RELATED CONSULTANTS AND PROFESSIONAL ASSOCIATES.”

MERIT SHOP: LEADING AND ADVANCING THE COMMERCIAL CONSTRUCTION INDUSTRY

- Promotes and defends the free enterprise system and the merit shop philosophy by participating in the democratic process

- Delivers craft, apprenticeship, and management education for member companies’ employees

- Prepares workers and companies with safety training and resources for continual improvement and recognition

- Encourages member participation and engagement in the association to build connections in the industry

- Delivers programs and services that have a direct, positive, and measurable effect on members’ prosperity

- Promotes business development by providing members with valuable networking opportunities

- Improves the industry through education, political advocacy, and sharing best practices

- Promotes for mutual benefit majority, women, and minority businesses

- Improves where we live and work through our members’ active community service

EXECUTIVE COMMITTEE



ESTEBAN TIJMAN
CHAIR
Total Shading Solutions



JUSTIN FANNING
VICE CHAIR
GOLDIN &
STAFFORD, LLC



JEFF LAVORE, CPA
TREASURER
Lanigan Ryan, P.C.



KATHY HUMM
SECRETARY
NTP HR



TOM BIZZARRI
PAST CHAIR
Prodigy Builders LLC



DAN BOND, CAE
PRESIDENT
ABC Metro
Washington Chapter



BOARD OF DIRECTORS



NEIL AGARWAL
Frisco Woodline



TATIANA AHLBORN
Absolute Builders, Inc.



DAN COFFEY
Henley Construction
Co., Inc.



HILLARY GHENT
DAVIS Construction



MIKE HURLEY
Clark Construction
Group, LLC



STEVE KULIGOWSKI
CFP



KELLY MCGUIRE
Canyon
Contracting, Inc.



BRANDON RIPLEY
Penzance



MEGAN ROSS
Coakley &
Williams Construction



JR RUSSELL
McCullough Construction



SHAWN SCARLATA
Mobile Video Guard



JEFFREY SCHWARTZ
Ashton Manor
Environmental



**VICTOR
VILLAVICENCIO**
PCC Construction
Components, Inc.



ROB WENGER
WCS Construction, LLC

PAST CHAIRS OF THE BOARD OF DIRECTORS

ABC would like to thank the following former chairmen and chairwomen of ABC of Metro Washington.

1958–1959

TRACY C. COLEMAN
Coleman & Wood, Inc.

1960

NEIL T. COAKLEY
C. A. Coakley Contractors

1961

CLARENCE KETTLER
Kettler Brothers, Inc.

1962

JAMES S. LONG
Miller & Long Co., Inc.

1963

A. FRANK P. RUBINO
Rubino Builders, Inc.

1964–1965

EDWARD A. BAKER
E.A. Baker Co., Inc.

1966–1967

PAUL BLANK
Cee Bee Contractors, Inc.

1968–1969

ROBERT E. PERRY
Perry Steel Sales, Inc.

1970–1971

WILLIAM DEMORY
Demory Brothers Construction

1972–1973

RALPH J. HUBERT
Glen Construction Company, Inc.

1974–1975

KENNETH PELTZ
Pel-Bern Electric, Inc.

1976–1977

BRUCE E. STAUFFER
Stauffer Construction

1978–1979

JAMES E. MILLS, JR.
Mills-Russell, Inc.

1980

RICHARD W. HOTTEL
Harvey W. Hottel, Inc.

1981

C. EDWIN BECRAFT
Glen Construction Company, Inc.

1982

JOHN M. MCMAHON
Miller & Long Co., Inc.

1983

JAMES A. FEDERLINE
James A. Federline, Inc.

1984

J.P. BLASE COOKE
Harkins Builders, Inc.

1985

ROBERT J. SHAFFER
Genco Masonry, Inc.

1986

ROBERT C. HERR
Donohoe Construction Company

1987

LARY L. ACKER
Acker & Sons, Inc.

1988

RICHARD A. BAUM
Gemini Painting & Wallcovering

1989

MATTHEW J. WHALEN
Robert Whalen Company, Inc.

1990

GARY E. HESS
Hess Mechanical Corp.

1991

PATRICK J. CAULFIELD
Coakley & Williams Construction, Inc.

1992

WILLIAM I. MAGRUDER
Omni Construction, Inc.

1993

BENNY J. PASQUARIELLO
SIGAL Construction Corporation

1994

RALPH S. GOLDIN
Goldin & Stafford, Inc.

1995

BEVERLY VIGUE
Swingin' Door, Inc.

1996

DON F. OWEN
P & P Contractors, Inc.

1997

PAUL V. FACCHINA, SR.
Facchina Construction Company, Inc.

1998

KATHARINE HESS TEITEL
Hess Mechanical Corp.

1999

JOHN D. MAGNOLIA
Joseph J. Magnolia, Inc.

2000

JOHN LIVINGSTON
Coakley & Williams Construction, Inc.

2001

JEFF DRIGGS
Division 2

2002

JAMES A. RUSS
Aggregate Industries

2003

ROBERT J. MACDANIELS
Oncore Construction, LLC

2004

CHARLES W. MCPHERSON
Facchina Construction Company, Inc.

2005

ADAM PRILL
Prill Construction Group, LLC

2006

BRIAN A. MATTINGLY
Goldin & Stafford, LLC

2007

DEBORAH MURPHY
Standard Supplies, Inc.

2008

STEVEN J. DONOHOE
Donohoe Construction Company

2009

D. SCOTT VOSSLER
Foulger-Pratt Contracting, LLC

2010

GEORGE R. NASH, JR.
Facchina Development, LLC

2011

PAUL K. BARRY
Facchina Construction Company, Inc.

2012

MICHAEL BURLAS
Miller & Long Co., Inc.

2013

GREGORY E. HARRAKA
Coakley & Williams Construction, Inc.

2014

BOB JONES
Ruppert Landscape, Inc.

2015

JIM ANGLEMYER
WCS Construction, LLC

2016

ROBERT C. HENLEY
Henley Construction Co., Inc.

2017

MARK W. DRURY
Shapiro & Duncan, Inc.

2018

PAUL P. ELIAS
Redbrick LMD

2019

MELISSA P. KOEHLER
BF Joy, LLC

2020

NEIL J. STABLOW
Donohoe Construction Company

2021

LYNN STITH BENNETT
Coakley & Williams Construction, Inc.

2022

LEIGH PRESS
PCC Construction Components, Inc.

QUICK REFERENCE GUIDE

STAFF EMAILS

DAN BOND

dbond@abcmetrowashington.org

CLAIRE CALLAS

ccallas@abcmetrowashington.org

MARCUS JACKSON

mjackson@abcmetrowashington.org

KAMITA MARBURY-DRAUGHN

kmarbury@abcmetrowashington.org

JASON SEARS

safetyppeergroup@abcmetrowashington.org

JEN MURPHY

jmurphy@abcmetrowashington.org

MARTHA PATTERSON

mpatterson@abcmetrowashington.org

MARC SILVERS

msilvers@abcmetrowashington.org

SEARCH BY TOPIC

Apprenticeship & Craft Training

Marc Silvers

Awards Programs

Excellence In Construction Awards

Jen Murphy

Chapter and National Safety Awards, STEP (Safety Training and Evaluation Process)

Jason Sears

Building Washington Magazine & Building Metro Washington Weekly

Martha Patterson

College Scholarships

Kamita Marbury-Draughn

Committee Involvement

Claire Callas

Contractor Referrals

Claire Callas

Directories (Membership & CBE)

Claire Callas

Discount Programs

Claire Callas

Facility Rental

Dan Bond

Governance & Leadership

Dan Bond

Hiring Events/Online Job Board

Kamita Marbury-Draughn

Legal Advice & Labor Issues

Dan Bond

Leadership Development Program

Kamita Marbury-Draughn

Legislative & Regulatory

Issues MD & DC

Marcus Jackson

Management Education

Jen Murphy

Membership – Join, Renew, Benefits

Claire Callas

Networking & Events

Jen Murphy

OSHA & First Aid Training

Marc Silvers

PAC & FEA Contributions

Marcus Jackson

Press Inquiries

Dan Bond

Safety

Jason Sears

Sponsorships

Jen Murphy

Young Professionals

Martha Patterson

Website

Martha Patterson

Women Building Washington

Martha Patterson

Workforce Development

Kamita Marbury-Draughn

ADDRESS

ABC of Metro Washington/
ABC CraftMasters Academy
6901 Muirkirk Meadows Drive, Suite F
Beltsville, MD 20705

WEB/EMAIL

abcmetrowashington.org
info@abcmetrowashington.org

PHONE/FAX

ABC of Metro Washington

P: (301) 595-9711

F: (301) 595-9718

ABC CRAFTMASTERS ACADEMY

P: (301) 853-4668

F: (301) 595-9718

ABC NATIONAL RESOURCES

P: (202) 595-1505

abc.org

ABC Excellence in Construction Awards

abc.org/eic

ABC Member Discounts

abc.org/membership/member-discounts

Accredited Quality Contractor Program (AQC)

abc.org/aqc

Construction Executive Magazine

constructionexec.com

Contractor Referral

abc.org/membership/find-contractors

Federal Government Affairs

abc.org/politicspolicy

Free Enterprise Alliance

freeenterprisealliance.org

Merit Choice Insurance Trust

insurancetrust.abc.org

PAC (Political Action Committee)

abc.org/politicspolicy/abcpac

Peer Groups

abc.org/membership/peer-groups

STEP (Safety Training and Evaluation Process)

abc.org/safety/step

ABC's Top Performers

abc.org/topperformers

Trimmer Construction Education Fund

abc.org/trimmereducation

Webinars

abc.org/academy/upcoming-webinars



GROW YOUR BUSINESS

200+ Opportunities
to connect and help
expand your network.



500+ MEMBER COMPANIES

representing more than 5,000 individuals, creating a strong industry voice and continuous business opportunities for members.

12 COMMITTEES & 5 PEER GROUPS

fueled by more than 300 members.

INCREASE VISIBILITY

with more than 10,000 readers/viewers of the membership directory, magazine, social media, and e-newsletter.

NETWORKING

ABC of Metro Washington is dedicated to helping our members network within the construction industry to advance their business objectives, create new business opportunities, gain insight into emerging trends—and have fun!



Through these channels, members have the ability to extend their brands and build relationships to develop leads, share best practices, and sustain and grow their businesses.

ABC OF METRO WASHINGTON NETWORKING EVENTS

Annually, thousands of individuals from member companies attend our local networking and business development events, including:

- Monthly networking events
- Coffee & Conversation
- Golf outings
- Meet the Generals
- Legislative week
- Peer groups (Estimating, HR, Marketing, Technology, & Safety)
- New and prospective member receptions
- XYZ Young Professionals events
- Women Building Washington events
- Member Open House at the ABC office/CraftMasters Training Academy

Coffee & Conversation

Proud member general contractors (GC) host this complimentary open-house morning networking series throughout the year. It is open to new, current, and prospective members and offers a casual gathering for everyone to make new business connections and learn more about their ABC membership. Watch the website events calendar for dates.

Member hosts have included:

- | | | |
|-----------------------------------|--------------------------|------------------------|
| • Coakley & Williams Construction | • Foulger-Pratt | • HITT Contracting |
| • DAVIS Construction | • Harkins Builders | • JBG SMITH |
| • Donohoe Construction | • Harvey-Cleary Builders | • Skanska USA Building |
| | • HESS Construction | • WCS Construction |

ABC National Conferences

Several thousand individuals from across the country attend these conferences to present ideas, discuss national construction issues, and share best practices.

ABC Convention*

Includes the first of three annual board meetings, the National Craft Championships, the Excellence in Construction® Awards, chapter and membership awards, the Construction Management Competition, and education and professional development opportunities for chapter staff professionals and employees of member companies.

Legislative Week

Washington, DC—Includes the second of three board meetings, visits with lawmakers on Capitol Hill, receptions for ABC PAC and the Free Enterprise Alliance, the Young Professionals Symposium, and the Inclusion, Diversity, and Equity Summit.

Leadership Institute*

Includes the third board meeting, leadership training for incoming chapter chairs, and volunteer awards.

*Location varies within the U.S.

AWARDS & RECOGNITION

ABC of Metro Washington is proud to recognize the accomplishments of our members through numerous awards and recognition programs.

Excellence in Construction Awards

Teamwork and cooperation between general contractors, specialty contractors, and material suppliers are prerequisites for building excellence into any construction project.



The Excellence in Construction Awards Program recognizes and celebrates outstanding projects built annually by DC-area ABC members. The awards competition serves to raise the level of construction standards throughout the industry by recognizing the workmanship of those who contribute and by showcasing the results of their dedication.

ABC of Metro Washington and ABC Virginia are proud to host the Excellence in Construction Awards to honor the exceptional work created in the metropolitan Washington area each year.

AWARDS & RECOGNITION PROGRAMS

SAFETY

- (STEP) Safety Training and Evaluation Process Certification
- Chapter Safety Awards

EXCELLENCE IN CONSTRUCTION (EIC) AWARDS

- EIC Project Awards
- Subcontractors of the Year Awards

ABC TOP PERFORMER

ACCREDITED QUALITY CONTRACTOR (AQC) CERTIFICATION

CRAFT COMPETITIONS, LOCAL & NATIONAL

CONSTRUCTION MANAGEMENT COMPETITION, NATIONAL





STEP Safety Management System

STEP has evolved into a world-class safety management system that dramatically improves safety performance among participants regardless of company size or type of work. Each year, participating ABC member firms (commercial and industrial contractors and suppliers) measure their safety processes and policies on 25 key components through a detailed questionnaire with the goal of implementing or enhancing safety programs that reduce jobsite incidents. Participating companies score their level of achievement for each component on a weighted point scale and document their incident rates (TRIR and EMR). Companies receive a recognition level of Diamond, Platinum, Gold, Silver, Bronze, or Participant based on this data.

WHY Participate?

Every ABC member wants to send its workers home safely every night. Whether you are beginning your safety journey or continuing to strengthen your performance, take the first step toward achieving world-class safety by participating in STEP.

Getting started with STEP is free, and it can help you lower your workers' compensation insurance rates. This ABC-exclusive benefit allows you to highlight your safety excellence to developers, owners, contractors, and employees.

ABC of Metro Washington Chapter Safety Awards

All recipients of ABC National's STEP program are automatically included in the chapter awards competition. The Chapter Safety Awards recognize companies for their meritorious safety performance each year. The award winners are determined using safety factor calculations that incorporate data from Occupational Safety and Health Administration (OSHA) 300 reports and STEP criteria (previously submitted).

Accredited Quality Contractors

abc.org/aqc



The AQC credential publicly recognizes and honors those construction firms that have documented their commitment in five key areas of corporate responsibility below and is recognized by the Construction Users Roundtable (CURT).

- Quality
- Safety (STEP Gold, Platinum or Diamond Level Required)
- Talent Management
- Training
- Community Relations

STEP CERTIFICATION LEVELS

List includes all 2022 STEP recipients.

DIAMOND

- Aleman Construction, LLC
- Allan Myers*
- Balfour Beatty
- BrightView Landscape Development, Inc.
- Casey Construction Group, LLC
- CBG Building Company
- CK Commercial
- Construction Cleaning Service
- CTI Telecom, Inc.
- Delaware Elevator, Inc.
- Forrester Construction*
- Frisco Woodline
- Gilbane Building Company
- Glenshaw Architectural Woodwork
- Harkins Builders, Inc.
- Harvey-Cleary Builders
- Helix Electric*
- Henley Construction Co., Inc.
- Hercules Fence, Inc.
- HESS Construction
- JCM Associates, Inc.
- Joseph J. Magnolia, Inc.
- Keller Brothers, Inc.
- Mallick Mechanical Contractors, Inc.*
- MIG GOV, LLC*
- PCC Construction Components, Inc.*
- Scaffolding Solutions, LLC
- TEEL Construction, Inc.
- TW Construction
- United Rentals, Inc.
- WarrenBuilds, LLC

PLATINUM

- A & M Drywall Construction, Inc.
- Absolute Builders, Inc.
- Altimate Electric, Inc.
- Anchor Construction Corporation
- Artelye
- Bayside Fire*
- Blackwood of DC, LLC
- Blueridge of DC, Inc.
- Brothers Mechanical, Inc.*
- Calvert Masonry, Inc.
- CAPITAL Construction Group
- Chesapeake Contracting Group, Inc.
- Coakley & Williams Construction*
- CW & Sons Infrastructure, Inc.
- DAVIS Construction
- Donohoe Construction Company*
- Foulger-Pratt
- GB Shades
- Genco Masonry, Inc.
- Griffin Dewatering*
- Harbor Roofing and Waterproofing Inc.
- Hensel Phelps*
- HITT Contracting Inc.
- MCN Build Inc.
- Miller & Long DC, Inc.*
- Power Design, Inc.*
- Preferred Capitol Cleaning, LLC
- Rock Spring Contracting, LLC
- Scaffold Resource, LLC

- Shapiro & Duncan, Inc.*
- Telligent Masonry, LLC*
- The Anderson Co., LLC
- TMG Construction Corp.
- VMC Contracting, Inc.
- WCS Construction, LLC

GOLD

- 84 Lumber
- ACECO, LLC*
- Canyon Contracting, Inc.
- Fidelity Building Services Group
- Grunley Construction Company, Inc.
- Long Fence Company, Inc.
- Manhattan Construction Company*
- Miller & Long Co., Inc.*
- Pillar Construction, Inc.
- Ruppert Landscape, Inc.

SILVER

- ACM Services, Inc.
- C. A. Murren and Sons Co. Inc.
- Cameron Building Envelope Specialists
- Digging and Rigging, Inc.
- District Electrical Services, Inc.
- Dustin Construction, Inc.
- Finishing Touch Commercial Cleaning, LLC
- GeoStructures, Inc.
- Goldin & Stafford, LLC
- Harvey W. Hottel, Inc.
- Kent Island Mechanical, Inc.
- Manganaro Midatlantic, LLC
- McCullough Construction, LLC
- Mid Atlantic Contracting, Inc.
- Mobile Video Guard
- Monarc Construction, Inc.
- New Dominion Construction, LLC
- Press Mechanical Contractors, Inc
- SMC Concrete Construction, Inc.
- Smith-Midland Corp.
- The Berg Corporation
- Total Environmental Concepts, Inc.
- Total Shading Solutions
- W.G./Welch Mechanical Contractors, LLC
- W.M. Schlosser Company, Inc.
- Wohlsen Construction Company

BRONZE

- Accu-Crete, Inc.
- Anderson Mechanical Services, Inc.
- Ashton Manor Environmental
- Bausum & Duckett Electric, LLC
- Belfast Valley Contractors, Inc.
- BF Joy, LLC
- Caffes-Steele, Inc.
- Chiaromonte Construction Company
- Federal Fire Protection Corporation
- Hawkins Electric Service, Inc.
- Shickel Corporation
- Standard Restoration & Waterproofing Co., Inc.
- Stocks General Contractors, LLC
- The Bartley Corporation

XYZ YOUNG PROFESSIONALS

The XYZ Young Professionals' Group is geared toward member-company employees who are 40 and under. This networking group provides opportunities for individuals to expand their contacts and build lasting relationships in the industry, learn more about ABC and the benefits of the association, enhance their career development, and give back to the local community.

XYZ Young Professionals host a wide range of events including:

- Construction-related educational events, such as site tours, political advocacy, and jobsite safety.
- Professional development events, such as developing leadership skills, how to network and build relationships in the industry, and learning and meeting with business leaders.
- Social networking events, such as the annual Pig Roast, TopGolf, and sporting events.

XYZ also promotes the integration of working across different generations to help strengthen relationships within the ABC community.



WOMEN BUILDING WASHINGTON



Women in the construction industry are a growing and emerging component of the construction workforce. Women Building Washington supports the development of women as leaders in their businesses and professions through educational, networking, and mentoring opportunities.

Women Building Washington (WBW) provides members with opportunities to:

- Increase the number of active women members in ABC by building connections
- Support women as leaders in ABC and in their individual businesses and professions
- Increase the number of women who serve in leadership positions in ABC
- Grow the visibility of women leaders in the construction industry

WBW provides a wide range of educational and networking events, including panel discussions, leadership workshops, a Spring Garden Party, and Golf with a Pro. The committee also organizes volunteer events, like SHEbuilds, a community service opportunity to rebuild projects in the local area.

CONTRACTOR REFERRALS

REFERRALS

ABC OF METRO WASHINGTON'S CONTRACTOR REFERRAL PROGRAM

We can help you find the right contractor.

Architects, developers, owners, general contractors and specialty contractors contact ABC of Metro Washington to find member contractors, suppliers, and associates for their projects. Your contact information and specialties can be filtered by Division, CSI code, geographic areas, firm size, and more, providing countless opportunities for business leads.

ABC of Metro Washington is proud to connect hundreds of member firms each year.

Small Business Referrals:

For those companies looking to increase their network of certified small, woman-owned, and minority-owned businesses, ABC's website hosts an online directory of member firms that meet various jurisdictional qualifications.



**ABC MEMBERS
LOVE TO WORK
WITH OTHER
ABC MEMBERS.**

ABC NATIONAL'S FINDCONTRACTORS.COM

Your firm is visible to the entire ABC family nationwide. As part of your ABC National membership, members can search for an ABC contractor, supplier, or other construction professional by name, chapter, location, sales volume, or type of construction. Plus, it's easy to find members that have earned an Excellence in Construction® award, participate in the STEP safety management system and Accredited Quality Contractor program, have

designations, and have signed the Drug- and Alcohol-Free Workplace Pledge. You can also update your firm's national membership information here.

FindContractors.com is an excellent tool to help members find and do business with other members. Request your member login at FindContractors.com.

ABC OF METRO WASHINGTON'S MEMBERSHIP



SOCIAL MEDIA

Social media provides members the opportunity to stay current, gain exposure, and connect with industry and member peers.

 facebook.com/abcmetrowashington

 @abcofmetrowashington

 linkedin.com/company/associated-builders-and-contractors-of-metro-washington

COMMITTEES

Committees are an integral part of our association and are one of the most effective environments for networking and developing relationships within the industry. Contribute your expertise and participate with top industry leaders.



XYZ YOUNG PROFESSIONALS

Geared toward the 40 and under professional crowd, the XYZ Committee provides networking and learning opportunities for young professionals in the construction industry. Young professionals build lasting relationships with their peers, mentors, and ABC of Metro Washington while developing leadership skills.

Chair: Aaron Balfour, Pella Mid-Atlantic, Inc.

Staff Liaison: Martha Patterson, Director of Marketing



LEGISLATIVE: MONTGOMERY COUNTY

The Legislative Committee advocates for the merit construction industry's positions on issues that affect your ability to compete in a free and open market in Montgomery County, MD.

Chair: Andrew Bartley,
The Bartley Corporation

Staff Liaison: Marcus Jackson,
Director of Government Affairs



CRAFT TRAINING

Develops construction trade professionals through innovative educational programming, providing the metro Washington, DC region with the most highly skilled workforce.

Chair: Andrew Press, PCC Construction Components, Inc.

Staff Liaison: Marc Silvers, Director of Education



LEGISLATIVE: PRINCE GEORGE'S COUNTY

The Legislative Committee advocates for the merit construction industry's positions on issues that affect your ability to compete in a free and open market in Prince George's County, MD.

Chair: David Fisher, CCA, Hensel Phelps

Staff Liaison: Marcus Jackson,
Director of Government Affairs



GOLF OUTING

The Golf Outing Committee is responsible for planning the chapter's annual golf outing and networking reception, as well as obtaining sponsorships, prize donations, and players.

Chair: Austin Birch, CFP

Staff Liaison: Jen Murphy, Director of Events &
Management Education



MANAGEMENT EDUCATION

Providing the leadership to enhance performance in the industry, the Management Education Committee develops a curriculum of management education seminars on a variety of topics.

Chair: Kendall Hutchinson, The NRP Group

Staff Liaison: Jen Murphy, Director of Events &
Management Education



LEGISLATIVE: DISTRICT OF COLUMBIA

The Legislative Committee advocates for the merit construction industry's positions on issues that affect your ability to compete in a free and open market in Washington, DC

Chair: Jackson Nichols, Cohen Seglias Pallas Greenhall &
Furman PC

Staff Liaison: Marcus Jackson,
Director of Government Affairs



MEMBERSHIP

By attracting quality construction and construction-related businesses, the Membership Committee promotes the chapter's growth. The committee also nurtures new members' involvement, ensuring the stability of the association and assisting members with getting the most benefit from their membership through involvement with the association's services, programs, and events.

Chair: Eric Van Why, Coakley & Williams Construction

Vice Chair: Casey Cook, Ruppert Landscape, Inc.

Staff Liaison: Claire Callas, VP, Member Services



LEGISLATIVE: JOINT LEGISLATIVE - STATE

The committee brings together the four Maryland chapters to advocate for the merit construction industry's positions on issues that affect your ability to compete in a free and open market in Washington, DC

Chair: Tricia Baldwin, Reliable Contracting

Staff Liaison: Marcus Jackson,
Director of Government Affairs

COMMITTEES



PROGRAMS

The Programs Committee plans monthly special networking events that provide opportunities for all members to expand their business contacts, develop relationships, and share ideas.

Chair: Derek Irelan, HERC Rentals

Staff Liaison: Jen Murphy, Director of Events & Management Education



WOMEN BUILDING WASHINGTON

Women in the construction industry are a growing and emerging component of the construction workforce. This committee supports the development of women members as leaders in their businesses and professions through educational, networking, and mentoring opportunities.

Chair: Jennifer Harris, Peckar & Abramson, P.C.

Staff Liaison: Martha Patterson, Director of Marketing



WORKFORCE DEVELOPMENT

The committee provides strategies and opportunities for members to connect with the future workforce through community outreach, events/career fairs, and ABC's student chapters at local colleges. Scholarships are also provided by the committee to individuals pursuing construction-related college degrees.

Chair: Aaron Shapiro, Shapiro & Duncan, Inc.

Staff Liaison: Kamita Marbury-Draughn, Director of Workforce Development



PEER GROUPS

The mission of these peer groups is to discuss best practices, offering like-minded professionals an environment conducive to sharing ideas, with the goal of improving their businesses.

ANNUAL SUBSCRIPTIONS ARE OFFERED FOR THE FOLLOWING PEER GROUPS:

Estimating Peer Group

Educates both general contractors and subcontractors on best practices for bidding and preconstruction.

Human Resources Peer Group

HR professionals share experiences and help one another improve personal and company performance. Common HR challenges and solutions are discussed, along with having the opportunity to network with peers.

Marketing Peer Group

Marketing professionals gather to learn best practices and share advice with their peers. Discussions include marketing strategies and campaigns along with brand management and corporate identity.

Technology Peer Group

As more ABC members and the construction industry utilize technology in the office and out in the field, the Tech Peer Group is an opportunity for members to collaborate on technology resources, share best practices, and support each other on how best to integrate construction technology into any size organization.

COMPLIMENTARY FOR MEMBERS:

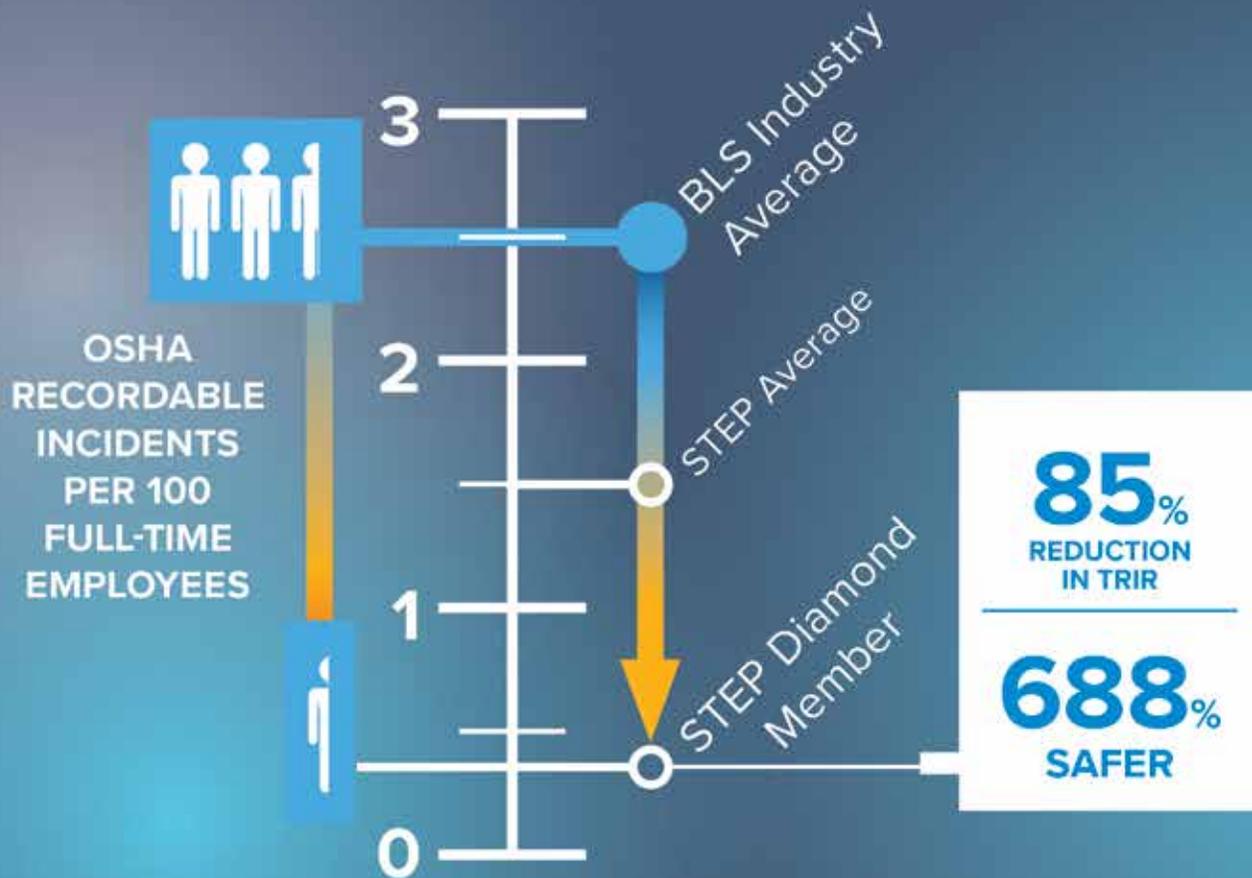
Safety Peer Group

The Safety Professional Peer Group (SPPG) is designed to cultivate leaders who openly share experiences, challenges, and successful safety outcomes with their peers. It is a semi-structured format to create a safe place to talk about safety, a place where no questions are off limits. Participants can speak freely knowing that others have been where they are. This dialogue ultimately leads to improved safety performance for all peer group members.

www.abcmetrowashington.org/abcpeergroups

What if your company could be nearly **7 times safer** than the industry average, and you could reduce your **Total Recordable Incident Rate by 85%**?

It's more than possible. It's doable.



Total Recordable Incident Rate: STEP vs. the U.S. Bureau of Labor Construction Statistics Industry Average

ABC's Safety Performance Report presents empirical evidence from members doing real work on real projects that shows that implementing STEP best practices can produce world-class construction safety programs.

Learn more at abc.org/spr and start your safety journey today at abc.org/step.





TRAIN YOUR EMPLOYEES



600+ PEOPLE TRAINED

in management education and safety seminars last year. Topics include contracts, estimating, project management, construction quality management, and more.

688%

The percent that ABC STEP Diamond participants are safer than the industry average. (Source: ABC National)

\$1.5 BILLION

ABC members annually invest in training their workforce nationwide.

1,200+ CRAFT PROFESSIONALS

trained last year by ABC CraftMasters in classes from CORE orientation to 4-year trade and apprenticeship programs, backflow, safety, journeyworker test preps, advanced blueprint reading, and more.

WORKFORCE DEVELOPMENT

The industry will need to attract ½ million additional workers on top of the normal pace of hiring in 2023. A shortage of this magnitude requires us to attract more people to the commercial construction industry and develop them to continue to be successful and relevant in today's marketplace.

Our partnerships have included many local, technical, and charter high schools and several organizations such as the:

- Carlos Rosario International School
- City Bridge
- DC Students Construction Trades Foundation
- District of Columbia Office of Employment Services (DOES)
- Employ Prince George's
- Goodwill
- Howard County Detention Center
- Jackson-Reed High School
- Joint Base Andrews
- Maryland Department of Labor
- Montgomery College
- Phelps High School
- Prince Georges Public CTE High Schools
- Richard Montgomery High School
- Seneca Valley High School
- Springbrook High School
- Thomas Edison High School
- University of Maryland College Park
- University of Maryland Eastern Shore at Shady Grove
- University of the District of Columbia (UDC)
- Washington Latin Public Charter
- WorkSource Montgomery



ABC of Metro Washington's ONLINE career center connects job seekers in the trades and other professional-level careers exclusively with ABC of Metro Washington members. Construction Career

Connect helps ABC of Metro Washington members:

- Reach construction candidates and talent—from the trades to other professional-level expertise.
- Promote hiring events and learn about upcoming community career events.
- Search and connect with candidates who have the skills and experience for their business.

Plus, members have access to candidates who have completed ABC of Metro Washington's introductory trade training program, Construction Orientation Readiness Education (CORE).

Middle & High School Outreach Programs

ABC members engage the future workforce through interactive demonstrations, panel discussions, and presentations inspiring students with real-life construction career pathways.

Career Technical Education (CTE) Partnerships

Through partnerships with local high schools, ABC of Metro Washington provides exposure to commercial construction by providing industry guest speakers and job site tours. Each school year ends with hiring events hosted by ABC of Metro Washington that facilitate connections between members and graduating seniors trained in plumbing, electrical, HVAC, masonry, or carpentry.

Community Outreach

To broaden the pipeline of talent, ABC of Metro Washington has partnered with Employ Prince George's, WorkSource Montgomery, District of Columbia Department of Employment Services, Goodwill, City Bridge, Faunteroy Community Enrichment Center, DC Students Construction Trades Foundation, and Latin American Youth Center to increase community awareness of commercial construction career pathways and help develop skills to prepare individuals for entry-level trade positions.

Internship Template

Internships are a proven, long-term recruitment strategy. ABC of Metro Washington has created an easy how-to guide for companies seeking ways to create or enhance their internship program. The sample forms and job descriptions are easily customizable to meet your needs.

Student Chapters

ABC Student Chapters are micro-chapters at area colleges and universities and help provide a positive image of construction and attract high-quality candidates to the industry. In addition to being eligible for scholarships, students belonging to an ABC Student Chapter benefit by having access to industry panel discussions, networking events, internships, and job fairs.

Funding Resources for Employers

Educating staff is a proven way to develop highly skilled employees, reduce turnover rates, increase productivity, and lower the cost of recruitment. Resources are available to fund employers' efforts to offset staff training costs, including tax incentives, apprenticeship reimbursement, employee training, and onboarding of new employees, along with funding to support programs to enhance recruitment efforts and retain employees.



CRAFT, APPRENTICESHIP, & SAFETY TRAINING



Who We Are

ABC CraftMasters Training Trust (CTT) was founded by ABC of Metro Washington and is a separate 501(c)3 organization. CTT's mission is to develop construction trade professionals through innovative educational programming that provides the metro Washington region with the most highly skilled workforce.

Why Train with CTT?

- Your skilled workforce is safer and more productive
- Investing in employees brings value to your company and builds loyalty
- Developing an educated workforce positively affects the future of our industry
- To fulfill government-mandated apprenticeship training requirements
- We are an accredited training academy that provides all your training needs, so you don't have to be on your own.

What We Train

Utilizing over 25 highly trained and accomplished instructors as well as nationally recognized trade education curriculum, CTT helps build a strong pipeline of tradespersons from:

- Entry level training, like CORE
- Up to 21 full, 2-4 year trade education programs, either as apprentices or craft trainees, in trades like carpentry, electrical, HVAC, and plumbing
- Safety trainings for trade workers, in English and Spanish, like OSHA 10, OSHA 30, Fall Protection, Rigger and Signal Person training, First Aid, etc.
- Specialty trainings like journeyworkers prep test for plumbing and HVAC, backflow certification and recertification, advanced blueprint reading, etc.

For more than 30 years, ABC of Metro Washington/ABC CraftMasters is a registered apprentice sponsor in the State of Maryland and the District of Columbia. Our solutions integrate construction fundamentals and more advanced topics to improve accuracy and productivity, create safer work areas, and provide for individual satisfaction. As the industry changes, CraftMasters changes with it.

Construction Orientation Readiness Education (CORE)

CORE provides students with basic knowledge and skills required in and across the construction trades. CORE is offered year-round to ensure that apprentices and craft trainees can quickly get the foundational knowledge and important safety classes. The class helps entry-level workers/apprentices of all trades understand their function on a commercial construction project.

What's Included?

- Safety Training
- Hand/Power Tools
- Communication Skills
- Construction Math
- Introduction to Blueprint Reading
- Material Handling

ABC CraftMasters 2022 Graduation

Congratulations to the trade men and women who competed in their 2- and 4-year trade graduation programs and graduated!



Want more information, or want to discuss customized training? Visit us at www.abcmetrowashington.org/home/craftmasters, or call (301) 853-4668.



The Mid-Atlantic Backflow Academy was created by ABC CraftMasters to help address the critical need of protecting the potable water within the Mid-Atlantic region.

Federally, the Safe Drinking Water Act of 1974 requires Public Water Systems to keep harmful contaminants and pollutants from entering the water distribution system through cross-connections and backflow. For this reason, Certified Cross Connection Control Professionals are in demand. ABC CraftMasters' Mid-Atlantic Backflow Academy brings cutting-edge backflow instruction at a centralized, east coast location in a dedicated and very well-equipped lab on our premises. ABC CraftMasters offers full Backflow certification and recertification classes and credentials.



SUCCESS STORY:

CREATIVE ALTERNATIVE TO SATISFY DC FIRST SOURCE REQUIREMENTS:

ABC CRAFTMASTERS AND MEMBERS PARTNER WITH THE DEPARTMENT OF EMPLOYMENT SERVICES (DOES)

ABC CraftMasters worked with four different members and the Department of Employment Services (DOES) to deliver a unique Workforce Development Training Program that satisfied First Source requirements. In 2019, McCullough Construction, LLC was the first to design and receive DOES approval for this program and has run classes with ABC CraftMasters since. ABC CraftMasters trains DC residents in the ABC CraftMasters' CORE program. This 10-week program provided DC residents with basic trade and safety knowledge and skills required in the construction trades.

McCullough Construction's success with this program has opened the doors for other members to use it as a guide. This initiative has helped the members, their subcontractors, and other partners address critical hiring needs and helped DC residents begin their career journeys in construction.



ABC National Craft Championships

Craft trainees and apprentices from across the country travel each year to compete for top honors in their chosen craft. For the competitors, the National Craft Championships (NCC) allows them to demonstrate their superior skills, training, and safe work practices. For the training sponsors, employers, and ABC chapters, the NCC demonstrates a staunch commitment to career paths in the construction industry.

ABC CraftMasters qualified and sponsored level-four trade training students and employees from member firms Hensel Phelps (carpentry), Helix Electric (electrical), JCM Associates, Inc. (HVAC), and Dennis Stubbs Plumbing (plumbing) to compete at the national level. Two additional level-four students at ABC CraftMasters were directly supported by Shapiro & Duncan (pipefitting and plumbing). Congratulations to the members and their employees for their great representation of themselves, their companies, and ABC of Metro Washington and the ABC CraftMasters Academy.

SAFETY

SAFETY TRAINING

In our commitment to safety and health in the construction industry and to saving, protecting, and enhancing the lives of workers and the community, ABC CraftMasters offers safety training with real-life learning and active participation to develop a safety-smart and focused workforce.

Safety classes, available in English and Spanish include:

- OSHA 10 and 30, Fall Protection, First Aid & CPR, Rigging, Flagger, and many more
- Private Corporate classes can be arranged (day, night or weekend; in Beltsville or DC Metro company location)

Contact ABC CraftMasters at craftmasterstraining@abcmetrowashington.org about additional trainings and/or to inquire about a private class.



Safety Week

In our industry, safety is a value and belief we all share. That's why more than 70 national and global construction firms join forces for Safety Week with a single aim: to inspire everyone in the industry to be leaders in safety. Safety Week is a collective show of force for all to celebrate the incredibly hard work by people in our industry who make safety the foundation of everything they do.

constructionsafetyweek.com

Drug- and Alcohol-Free Workplace

Nationwide, nearly 10,000 companies have signed the Drug- and Alcohol-Free Workplace Pledge, committing to drug- and alcohol-free jobsites and offices. Take the pledge at drugfreeconstruction.org.

Total Human Health Initiative

ABC members care and want to send their employees home safe at the end of the shift and also want them to live a healthy lifestyle and enjoy the abundance life has to offer. ABC has initiated the Total Human Health Initiative. This critical link in our STEP Program helps members focus and improve the body, heart, mind, and soul of their employees. It provides simple and effective means and methods to customize any member program from basic to advanced regardless of the size of your organization.



STEP

The updated report on the Safety Training Evaluation Program (STEP) demonstrates that a specific focus on safety and the STEP process reduces incident numbers. ABC STEP members are 688 percent safer than the industry average and have a reduction in Total Recordable Incident Rate of 85 percent. The ABC Safety Performance Report captures the results of ABC STEP member companies nationally performing real work on real projects. The charts and summaries within this report present the clearest picture to date of how the safety measures that companies take markedly impact a company's safety performance.

See more about STEP in the Awards and Recognition section of this Directory and/or go to www.abcstep.org.

MEASURE. STRENGTHEN. BUILD.

Measure your performance on key components. Strengthen and expand best practices. Build your safety culture.



abc.org/step



MANAGEMENT EDUCATION

TRAIN. RETAIN. GROW.

ABC of Metro Washington has created and conducted hundreds of executive programs for construction industry personnel. We offer a wide range of year-round management courses and leadership opportunities for members.

FEATURED COURSES:

Project Managers' and Superintendents' Academy

Improve your day-to-day management skills on the construction site with this specialized academy for project managers and superintendents. This program is presented by experts in the field who have years of industry experience. Join them as they share their keys to success, discuss current trends, and provide tips on the tried-and-true techniques they have acquired over the years.

Construction Quality Management (CQM)

Required training in order to do business with the USACE and NAVFAC. This program emphasizes the mutual goal of the contractor and the government in providing a quality product and encourages proactive leadership, providing methods to get it right the first time. Attendees develop an understanding of how to integrate quality by planning it into every aspect of the project from pre-construction to project close-out.

Business Writing for Construction Professionals

This Business Writing Essentials course is a must for any professional in the construction industry who wants to maximize success through strategic written communication.

Attendees will learn:

- Fundamentals of effective business communication—what employers expect
- Keys to planning business messages
- Tips for effective email communication
- Smart ways to request action or information
- Ins and outs of persuasive communication
- Importance and application of ethical communication



The Management Education program is led by a committee of industry professionals representing general contractors, specialty contractors, suppliers, and industry associates. This group discusses current trends and educational topics influencing members' businesses and their employees' professional growth. A wide range of management training opportunities are created and offered year-round, promoting a focus on improving the knowledge base and expertise of all member employees.

Who should attend:

- Estimators
- HR Professionals
- Information Technology Team
- Finance Professionals
- Marketing Professionals
- Project Engineers
- Project Management
- Purchasing Team
- Superintendents
- Project Executives
- CEOs and CFOs

Sample Management Education Courses:

- Business Writing
- Change Orders
- Construction Law
- Construction Quality Management (USACE/NAVFAC)
- Customer/Client Relationships
- Digital Marketing
- Estimating
- Federal Contracting
- Financial Management
- Insurance and Bonding
- Leadership
- Legislative Issues
- Negotiations and Contracts
- Networking and Presentation Skills
- Project Close-Out Process
- Plan Reading
- Pre-Construction
- Prevailing Wage
- Risk Management
- Sample
- Scheduling
- Social Media
- And so much more

LEADERSHIP DEVELOPMENT PROGRAM



ABC's Leadership Development Program (LDP) is a 17-month executive leadership program for individuals from member firms. LDP is led by prominent industry leaders who develop a custom curriculum to guide participants to develop and improve their leadership skills through a variety of educational sessions, mentor meetings, and professional gathering events. The LDP program helps participants:

- Further their leadership skills and professional development
- Learn more about ABC and increase their involvement in the association
- Demonstrate their desire and ability to serve as a leader of our industry within their company as well as ABC

Throughout the 17-month cycle, program participants take part in required coursework as well as elective activities to earn credits toward the completion of the program. They also benefit from interacting with a team of construction industry professionals who serve as mentors and share their stories, advice, experience, and fellowship. Participants and their companies will be recognized throughout the term of the program and at a special graduation ceremony.

Upon successful completion of the program:

- Top performing graduates are awarded a scholarship to attend the **Grinnell Leadership JumpStart®** program in Chapel Hill, NC. This four-day program delivers a group coaching process that will help participants find the power of their leadership skills and personal purpose.
- The **J.P. Blase Cooke Leadership Achievement Award**, named in honor of the chapter's 1984 Chairman of the Board, J.P. Blase Cooke of Harkins Builders, Inc., is awarded to one student from each graduating class. This student is selected by the LDP participants, mentors, and advisors based upon their level of participation, performance of activities, and group votes.

INDIVIDUALS SELECTED FOR THIS PROGRAM ARE OFTEN SOUGHT OUT AS "RISING STARS" IN THEIR COMPANIES, WITH DISTINCT QUALITIES OF CHARACTER, LEADERSHIP, AND INTELLIGENCE. LDP GRADUATES DEVELOP FUNDAMENTAL SKILLS THAT BRING GREAT VALUE TO THE INDIVIDUALS AND THEIR EMPLOYERS.

Representative List of LDP Mentor and Advisory Companies:

- Canyon Contracting, Inc.
- Clark Construction Group, LLC
- Coakley & Williams Construction
- Donohoe Construction Company
- Goldin & Stafford, LLC
- Henley Construction Co., Inc.
- Lanigan Ryan, P.C.
- Mallick Mechanical Contractors, Inc.
- PCC Construction Components, Inc.
- Prodigy Builders LLC
- Total Shading Solutions
- Well Built Construction Consulting

INDUSTRY RESOURCES

STAY CURRENT, INFORMED, AND IN TOUCH.

ABC'S Free Webinar Series abc.org/academy/upcoming-webinars

In today's competitive arena, contractors need efficient educational opportunities. ABC offers a variety of webinars covering topics important today and tomorrow.

ABC of Metro Washington Website abcmetrowashington.org

A dynamic resource for members and industry professionals providing information on business development, events, education, political advocacy, member benefits, and member news.

Building Metro Washington Weekly abcmetrowashington.org/weekly

Our weekly eNewsletter spotlights current trends, networking events, upcoming seminars, legislative activity, and more.

Construction Backlog Indicator

To participate contact:

abc.org/newsmedia/constructioneconomics

Bi-monthly, forward-looking national economic indicator that reflects the amount of work that will be performed by commercial and industrial contractors in the months ahead.

Construction Economic Update

abc.org/newsmedia/constructioneconomics

Covers monthly construction spending, economic growth, employment, and producer prices.

FindContractors.com

Provides member access to search for members by name, chapter, location, sales volume, or type of construction, plus it's easy to find members that participate in STEP, have federal designations, and have signed the Drug- and Alcohol-Free Workplace Pledge.

NEWSLINE

abc.org/newsline

Providing timely news, Newsline is an online, weekly newsletter from Associated Builders and Contractors.

Construction Confidence Index

To participate contact:

abc.org/newsmedia/constructioneconomics

Using data collected from ABC members from across the country through a confidential monthly survey, this national economic indicator provides stakeholders with a forward-looking view of the nation's nonresidential construction industry.



Membership Directory

ABC of Metro Washington's annual membership directory and buyers' guide offers prime, long-term visibility among all stakeholders in our area's commercial construction industry.



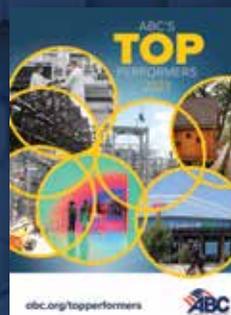
Building Washington Magazine abcmetrowashington.org/buildingwashington

ABC of Metro Washington's award-winning quarterly magazine is an indispensable tool for staying up to date on major projects, issues, and happenings in the construction industry. Building Washington readers constitute the bulk of the purchasing power within the region's building industry.



Construction Executive Magazine constructionexec.com

ABC National publishes this magazine 10 times per year and serves as a leading source for national news, market developments, and business issues impacting the construction industry. CE This Week is the weekly digital newsletter from Construction Executive.



ABC's Top Performers lists

Published as a supplement to Construction Executive, this list recognizes ABC member contractors' achievements in safety, quality, diversity, and project excellence ranked by work hours.

PROTECT YOUR MERIT SHOP

ABC of Metro Washington
advocates tirelessly for our
members and the commercial
construction industry in Maryland
and the District of Columbia.



ZERO PLA LEGISLATION

enacted by the DC Council.

ZERO PLA LEGISLATIVE

mandates introduced
in Montgomery County.

PROTECT YOUR BUSINESS

Our association allocates significant resources to aggressively protect members' rights to do business in our area.

Nearly 88 percent of the entire construction workforce in our area is merit-based. However, legislation is introduced that restricts merit-based companies from participating in publicly funded projects, reserving public work for 13 percent of the construction workforce.

- ABC fights this legislation daily on our members' behalf by building relationships with and educating elected officials, lobbying against unfavorable legislation, staying at the forefront of the regulatory arena, and battling all threats to merit construction.

Our association allocates significant resources to aggressively protect members' rights to do business in our area. Project Labor Agreements (PLAs) and DC First Source laws hinder your ability to win work. We fight this legislation on your behalf and, as a result of our efforts, defeat proposals outright or minimize the impact they will have on the merit construction industry.

LEGISLATIVE TOOLS AND RESOURCES

ABC ACTION APP

Advanced advocacy tool that enables members to receive and take action on vital legislation pertinent to their business. Download your free app at the iTunes app store or Google Play.

ABC OF METRO WASHINGTON'S LEGISLATIVE & REGULATORY BRIEF

Information Impacting the Construction Industry—A newsletter providing members with timely updates on critical local legislation and regulatory efforts that matters to your business.

WE BUILD MARYLAND

A statewide newsletter produced weekly during the 90-day session of the Maryland General Assembly. webuildmaryland.org

VOTERVOICE

Keeps members informed about legislative issues that affect the construction industry. votervoicenet/ABCDC/Home

THE COLLECTIVE VOICE OF OUR MEMBERS IS MUCH GREATER THAN ONE VOICE ALONE.

88%

NEARLY 88 PERCENT OF ALL CONSTRUCTION WORKERS IN METROPOLITAN WASHINGTON **CHOSE TO WORK MERIT SHOP.**



ABC's Priority Regulatory & Legislative Issues

- Government-Mandated Project Labor Agreements (PLAs)
- Apprenticeship
- Federal Contracting
- Davis-Bacon Act/Prevailing Wage
- Immigration Reform
- National Labor Relations Board (NLRB)
- PRO Act
- Transportation
- Workforce Development

ABC's General Regulatory & Legislative Issues

- Energy and Environmental
- Estate Tax Repeal
- Federal Contracting
- Health Care
- Independent Contractors
- OSHA Reform
- Regulatory Reform
- Right to Secret Ballot Election
- Right to Work
- Salting Abuse
- Tax Reform



GET INVOLVED

Your voice matters—become a part of one of our four Legislative Committees. ABC of Metro Washington represents the interests of its members at the local and state levels of government regarding legislation and regulatory proposals that affect the merit construction industry. ABC lobbies on behalf of the industry in the District of Columbia, Prince George's County, Montgomery County, and in Annapolis at the state level. ABC of Metro Washington is recognized as the voice of the merit construction industry in these jurisdictions. To get involved locally, contact Marcus Jackson, Director, Government Affairs at mjackson@abcmetrowashington.org.



INCREASE YOUR PROFITABILITY

ABC Members saved **more than \$31 million** last year with ABC's discount programs.



ABC Marketplace provides **exclusive offers and deep discounts** from thousands of merchants for employees of ABC member companies.

The Tech Marketplace partners provide construction **technology and innovative digital solutions** for ABC contractor members to advance and grow their technology strategies, offerings, and abilities.

SAVE MONEY. SAVE TIME. IMPROVE YOUR BOTTOM LINE.

ABC of Metro Washington member companies can take advantage of business discounts offered from our Business Partners. Even if you are already using these services, be sure to let them know you are an ABC member so you can save! And, ABC member employees can also enjoy select discounts for their personal use.

INSURANCE PROGRAMS

Offering exclusive discounts to ABC members.
abcmetrowashington.org/insurance

CHESAPEAKE EMPLOYERS INSURANCE

Workers' Compensation

Exclusively available to members of the Maryland ABC Chapters (including ABC of Metro Washington). Contact your insurance agent or visit ceiwc.com/abc for a free quote.

Contractors Advantage Program

PENN National Insurance (commercial auto, general liability, property, commercial fire and crime, and inland marine). Call your ABC member insurance agent or ABC of Metro Washington at (301) 595-9711 or visit pennnationalinsurance.com/business/group-programs/abc-maryland.

ABC Insurance Trust – abcinsurancetrust.org

- Traditional, HMO, PPO, and POS Medical Plans
- HRAs/HSAs/FSAs
- Dental Plans
- Short-Term and Long-Term Disability
- Group Life Insurance
- Supplementary Life Insurance
- Voluntary Coverages
- Long-term Care

For current ABC Business and Employee discount programs visit:

- abcmetrowashington.org/membership/im-a-member/business-discounts
- abcmetrowashington.org/membership/im-a-member/employee-discounts
- abc.org/discounts

BUSINESS DISCOUNTS

Accounting

Foundation Software

Apparel/Uniform

Aramark

Auto/Commercial Vehicles

Nissan

Auto/Fleet Management

Enterprise
Fleet Management

Benefit Plans

The Contractors Plan
abc.org/thecontractorsplan

Cell Phones

Verizon

Construction

Management Software
Procore

Corporate Housing

Travelers Haven

Delivery Services

FedEx

Documents

ConsensusDocs

Fuel Programs

ExxonMobil
Shell
Sunoco
Stripes
Phillips 66, Conoco and 76

Hotels

Hotel Engine

Job Postings

Construction Job Network

Materials, Tools, and Supplies

Lowe's ProServices

Payroll Services

Payroll4Construction

Professional Development

FranklinCovey

Tech Solutions and Services

Dell

EMPLOYEE DISCOUNTS

Apparel/Uniform

Aramark

Cell Phones

Verizon

Corporate Housing

Travelers Haven

Employee Savings

ABC Marketplace

Hotels

Hotel Engine

Identity and Device Protection

Norton LifeLock Benefit Plans

TECH MARKETPLACE

The Tech Marketplace partners provide construction technology and innovative digital solutions for ABC contractor members to advance and grow their technology strategies, offerings, and abilities. These companies cover the areas of focus identified for our contractor's needs and provide exclusive discounts for our members.

Take advantage of the discounts below! abc.org/membership/member-discounts

Accounting/Billing

FOUNDATION software
Sage Construction and Real Estate

Construction Photo Documentation

OPENSOURCE

Customer Relation Management

FollowupCRM

Cybersecurity

EGNYTE

Equipment & Material Management

Kojo
TENNA

Estimating and Takeoff

STACK

HR & Workforce Management

ARCORO

Jobsite Tracking

Field Control Analytics

PRE-Construction

BECKTECH

Project Management

AUTODESK Construction Cloud
knowify
PROCORE
Smartbuild
Smartapp.com
SUBHQ

Safety

KPA
Safesite
SAFETY EVOLUTION

Service Management

BUILD OPS

Virtual Reality

Interplay Learning



MEMBER LISTINGS

500+ Member companies
in the Metro Washington Area.

See the PRINT or ONLINE Membership Directory to access all members.

THE METRO WASHINGTON CHAPTER

is one of the largest among the 68 chapters nationwide and is awarded the highest accreditation by ABC National.

150+ CBE

member companies to meet jurisdictional qualifications.

EXCLUSIVE MEMBER CONTRACTOR REFERRAL PROGRAM

connecting GCs and Specialty Contractors.



Metro
Washington