

MEMBER SUCCESS GUIDE



ABCMetroWashington.org

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WHO WE ARE

Associated Builders and Contractors **(ABC) of Metro Washington** is one of 67 chapters of a national commercial construction industry trade association representing more than **23,000 members.**



Metro
Washington

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 premiere trade association and preeminent advocate for fair and open competition and the merit shop philosophy 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.



Associated Builders and Contractors

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 23,000 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 89 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



Justin Fanning
CHAIR
Goldin & Stafford, LLC



Kathy Humm
VICE CHAIR
NTP HR LLC



Jeff Lavore, CPA
TREASURER
Lanigan Ryan, P.C.



Mike Hurley
SECRETARY
Clark Construction
Group, LLC



Esteban Tijman
PAST CHAIR
Total Shading Solutions



Dan Bond, CAE
PRESIDENT
ABC of Metro Washington



BOARD OF DIRECTORS



Neil Agarwal
Frisco Woodline



Dan Coffey
Henley Construction
Co., Inc.



Steve Kuligowski
Chesapeake Contracting
Group, Inc.



Wade Miller
Donohoe Construction
Company



Brandon L. Ripley
Penzance



JR Russell
McCullough
Construction, LLC



Jeffrey Schwartz
Ashton Manor
Environmental



Tatiana Ahlborn
Absolute Builders, Inc.



Jennifer Harris
Peckar &
Abramson, P.C



Kelly McGuire
Canyon
Contracting, Inc.



Jackson Nichols
Cohen Seglias Pallas
Greenhall & Furman PC



Megan Ross
Coakley & Williams
Construction



Shawn Scarlata
Mobile Video Guard



Victor Villavicencio

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 Anglemeyer
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.

2023

Thomas Bizzarri
Prodigy Builders LLC

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SEARCH BY TOPIC

Apprenticeship & Craft Training

Marc Silvers

Awards Programs**Excellence In Construction Awards**

Jennifer Murphy

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

Jason Sears

Building Washington Magazine & Building Metro Washington Weekly

Martha Patterson

Committee Involvement

Claire Callas

Contractor Referrals

Claire Callas

Directories (Membership & CBE)

Claire Callas

Discount Programs

Claire Callas

Education Scholarships

Kamita Marbury-Draughn

Facility Rental

Dan Bond

Governance & Leadership

Dan Bond

Hiring Events

Kamita Marbury-Draughn

Legal Advice & Labor Issues

Dan Bond

Leadership Development Program

Kamita Marbury-Draughn

Legislative & Regulatory Issues MD & DC

Marcus Jackson

Management Education

Jennifer Murphy

Membership – Join, Renew, Benefits

Claire Callas

Networking & Events

Jennifer Murphy

OSHA & First Aid Training

Marc Silvers

PAC & FEA Contributions

Marcus Jackson

Press Inquiries

Dan Bond

Safety

Guy Campion

Sponsorships

Jennifer Murphy

Young Professionals

Martha Patterson

Website

Martha Patterson

Women Building Washington

Martha Patterson

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Kamita Marbury-Draughn

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ABC CRAFTMASTERS ACADEMY

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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

abcinsurancetrust.org

PAC (Political Action Committee)

abc.org/politics-policy/abc-pac

Peer Groups

abc.org/membership/peer-groups

STEP (Safety Training and Evaluation Process)

abc.org/abcstep

ABC's Top Performers

abc.org/topperformers

Trimmer Construction Education Fund

abc.org/trimmereducation

Webinars

abc.org/academy/upcoming-webinars



Metro
Washington

GROW YOUR BUSINESS

200+ Opportunities
to connect and help
expand your network.



Metro
Washington

500+ MEMBER COMPANIES

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

12 COMMITTEES & 2 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 at a variety of venues throughout DC, Prince George's and Montgomery counties
- 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
- Joint Tech Summit
- Annual Holiday Party

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
- Harkins Builders
- JBG SMITH
- DAVIS Construction
- Harvey-Cleary Builders
- Skanska USA Building
- Donohoe Construction
- HESS Construction
- WCS Construction
- HITT Contracting

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

STEP CERTIFICATION LEVELS

List includes all 2023 STEP recipients.

DIAMOND

- Absolute Builders, Inc.
- Allan Myers
- Artelye
- Baker Concrete Construction, Inc.
- Balfour Beatty
- Bayside Fire
- BrightView Landscape Development, Inc.
- *Brothers Mechanical, Inc.
- C. A. Murren and Sons Co. Inc.
- CAPITAL Construction Group
- Casey Construction Group, LLC
- *CBG Building Company
- CK Commercial
- CW & Sons Infrastructure, Inc.
- Delaware Elevator, Inc.
- Dustin Construction, Inc.
- Finishing Touch Commercial Cleaning, LLC
- *Forrester Construction
- Frisco Woodline
- GB Shades
- Gilbane Building Company
- Global Ace Construction
- Griffin Dewatering
- *Harvey-Clearly Builders
- *Helix Electric
- *Henley Construction Co., Inc.
- *Hensel Phelps
- HESS Construction
- HITT Contracting Inc.
- Joseph J. Magnolia, Inc.
- Keller Brothers, Inc.
- Lithko Contracting LLC
- Mallick Mechanical Contractors, Inc.
- *Manhattan Construction Company
- Mobile Video Guard
- New Dominion Construction, LLC
- *PCC Construction Components, Inc.
- Press Mechanical Contractors, Inc.
- Scaffolding Solutions, LLC
- TEEL Construction, Inc.
- Titan Mechanical, Inc.
- TMG Construction Corp.
- United Rentals, Inc.
- VMC Contracting, Inc.
- WarrenBuilds, LLC
- WCS Construction, LLC

PLATINUM

- *ACECO, LLC
- ACM Services, Inc.
- Anchor Construction Corporation
- Blackwood of DC, LLC
- Calvert Masonry, Inc.
- Canyon Contracting, Inc.
- Chesapeake Contracting Group, Inc.
- *Coakley & Williams Construction
- DAVIS Construction
- DLL Scaffolding

- *Donohoe Construction Company
- Goldin & Stafford, LLC
- Harkins Builders, Inc.
- Harvey W. Hottel, Inc.
- Hercules Fence, Inc.
- Long Fence Company, Inc.
- Manganaro Midatlantic, LLC
- *Power Design, Inc.
- Reliant Drywall, Inc.
- Rock Spring Contracting, LLC
- SanDow Construction
- Scaffold Resource, LLC
- *Shapiro & Duncan, Inc.
- Southland Concrete Corp.
- Steele Foundation, LLC
- *Telligent Masonry, LLC
- The Berg Corporation
- W.M. Schlosser Company, Inc.
- Walsh Group
- *Wohlsen Construction Company

GOLD

- Anderson Mechanical Services, Inc. Floors, Etc.
- Grunley Construction Company, Inc.
- Harbor Roofing and Waterproofing Inc.
- Miller & Long Co., Inc.
- Miller & Long DC, Inc.
- Monarc Construction, Inc.
- Ruppert Landscape, Inc.

SILVER

- Bausum & Duckett Electric, LLC
- Belfast Valley Contractors, Inc.
- BF Joy, LLC
- Cameron Building Envelope Specialists
- Digging and Rigging, Inc.
- Fidelity Building Services Group
- Genco Masonry, Inc.
- GeoStructures, Inc.
- Kent Island Mechanical, Inc.
- McCullough Construction, LLC
- Prodigy Builders LLC
- Service Glass Industries, Inc.
- Shickel Corporation
- SMC Concrete Construction, Inc.
- Smith-Midland Corp.
- Standard Restoration & Waterproofing Co., Inc.
- Total Shading Solutions
- W.G./Welch Mechanical Contractors, LLC

BRONZE

- Accu-Crete, Inc.
- Altimate Electric, Inc.
- Ashton Manor Environmental
- Blue Skye Construction
- Caffes-Steele, Inc.
- CHUTES International
- Hawkins Electric Service, Inc.
- The Bartley Corporation

XYZ YOUNG PROFESSIONALS

XYZ Young Professionals 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 job-site 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.
- Networking events to meet industry colleagues such as pickleball, volunteer events, and sporting events.

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



WOMEN BUILDING WASHINGTON



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:

- Build connections within ABC to grow their network with industry colleagues.
- 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, the Annual 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

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](https://instagram.com/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.



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, Sr. Director of Education



EVENTS

The Events 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

Vice Chair: Hayley Hughes, ECRS

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



GOLF TOURNAMENT

The Golf Tournament Committee is responsible for planning the chapter's annual golf tournament 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



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: Tom Strawbridge, Skanska Building, Inc.

Staff Liaison: Marcus Jackson,
Director of Government Affairs



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



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: Griffin Willson, Twain Insurance

Vice Chair: Joel Ackerman, Telligent Masonry

Staff Liaison: Marcus Jackson,
Director of Government Affairs



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



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

Vice Chair: Chris Guerra, Ruppert Landscape, Inc.

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



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.

Vice Chair: Joe Martucci, Rand Construction Corporation

Staff Liaison: Claire Callas, VP, Member Services



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 GROUP:

Estimating Peer Group

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

The ABC of Metro Washington Estimating Peer Group is member-led and member-driven. For the past few years, the group has relied on its members to provide their insight and expertise to make them all better at what they do every day.

Quarterly discussions focus on the estimating environment within our industry and the group decides on those topics. This is a casual environment that offers meaningful discussions and opportunities to learn and share best practices.

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



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: Teralynn Marvel, The Bartley Corporation

Staff Liaison: Martha Patterson, Sr. 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



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: Aarron Balfour, Pella Mid-Atlantic, Inc.

Staff Liaison: Martha Patterson, Sr. Director of Marketing

MEASURE. STRENGTHEN. BUILD.

Get More
Out of Your
Safety Program



Top-performing ABC members actively build health and safety into their culture, creating industry-leading, holistic safety programs to protect their workers and deliver for their clients.

Take charge of your safety performance through ABC's STEP Safety Management System. **MEASURE** your performance on key components. **STRENGTHEN** and expand best practices. **BUILD** your safety culture.

Lower your incident rates and create safer jobsites to return employees home to families and loved ones every day.

DOES YOUR COMPANY HAVE A PROVEN SAFETY MANAGEMENT SYSTEM?

Take a STEP forward on your safety journey today. Visit abc.org/step.



Map your journey at abc.org/topperformers.



Metro
Washington

TRAIN YOUR EMPLOYEES



Metro
Washington

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.

10,000+ CRAFT PROFESSIONALS

trained by ABC CraftMasters since 1983 in 21 apprenticeship programs meeting the needs of our Members and the evolving industry.

WORKFORCE DEVELOPMENT

The industry will need to attract ½ million additional workers on top of the normal pace of hiring in 2024. 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:

- Belmont Elementary School
- Bladensburg High School
- Bowie High School
- Carlos Rosario International School
- City Bridge
- Crossland High School
- DC Students Construction Trades Foundation
- District of Columbia Office of Employment Services (DOES)
- Employ Prince George’s
- Fresh Start Project DC
- Goodwill
- Howard County Detention Center
- Hyde Elementary School
- Jackson-Reed High School
- Joint Base Andrews
- Maryland Department of Labor
- MENding Families
- Montgomery College
- Phelps High School
- Richard Montgomery High School
- Rock Creek Valley Elementary 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
- Washington Latin Public Charter
- WorkSource Montgomery



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. CraftMasters' mission is to develop construction trade professionals through innovative educational programming that provides the metro Washington region with the most highly skilled workforce. Since 1983, ABC of Metro Washington/ABC CraftMasters has been a Registered Apprentice Sponsor in the State of Maryland and the District of Columbia, graduating over 10,000 craft professionals into the industry. At ABC CraftMasters, we "Train the Future to Build the Future."

Why You Should Train with CraftMasters

We are an economical training academy located conveniently in the Metro Washington area.

- Help your skilled workforce to be safer and more productive.
- Invest in your employees to bring value to your company and build loyalty.
- Develop an educated workforce to positively affect the future of your industry.
- Comply with government-mandated apprenticeship training requirements.



What We Train

We provide nationally accredited training with Industry-Certified instructors through the National Center for Construction Education and Research (NCCER). Our academy delivers knowledge and performance-based learning to produce a solid pipeline of Craft Professionals.

- Introductory Craft Skills Training.
- 2–4-year Craft Education programs in Carpentry, Electrical, HVAC/R, Pipefitting, Plumbing, Concrete Form Building, Drywall, Sheet Metal, and Sprinkler Fitting.
- Approved to train 10 additional Crafts including Masonry, Heavy Equipment Operator, Painting and Welding.
- Safety training in English and Spanish: OSHA 10/30-Hour, Fall Protection, Rigger and Signal Person training, and First Aid/CPR/AED.
- Specialty training in Backflow Certification, EPA 608 Certification, Master/Journey Test Prep for Mechanical Crafts, and Blueprint Reading.

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.

SAMPLE COURSE OUTLINE

"CORE: Introduction to Basic Construction Skills" (80 Hours)

- Enhanced Safety Training (OSHA 10-Hour, Fall Protection, First Aid/CPR)
- Introduction to Blueprint Reading
- Introduction to Construction Math
- Basic Communication Skills
- Introduction to Hand Tools
- Basic Employability Skills
- Introduction to Power Tools
- Introduction to Material Handling

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



SUCCESS STORY:

ABC CRAFTMASTERS AND MEMBERS PARTNER WITH THE DEPARTMENT OF EMPLOYMENT SERVICES (DOES) TO OFFER ALTERNATIVE WORKFORCE DEVELOPMENT

10-Week Introductory Craft Skills Training Program

CraftMasters and seven ABC of Metro Washington Members collaborated to provide CORE classes to aspiring DC residents. CORE is a 10-week program that familiarizes students with initial construction skills and awards basic Safety Certifications. Originally conceptualized by McCullough Construction, LLC in 2019, this program has expanded across the District of Columbia. This initiative has helped our Members and their sub-contractors address critical hiring needs and satisfy First Source requirements.



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.



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 sponsored three fourth-year students from Members; Donohoe Construction Company (carpentry), JCM Associates, Inc. (HVAC), and Joseph J. Magnolia, Inc. (plumbing), to compete at the national level. One additional ABC CraftMasters student was directly supported by Shapiro & Duncan (plumbing). Congratulations to the Members and their employees for representing themselves, their companies, 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, MD, 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.



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 576 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.

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.

**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 programs for construction industry personnel. We offer a wide range of management courses and leadership opportunities for members.

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:

- Bluebeam courses
- Business Writing
- Certified Payroll
- Change Orders
- Construction Law
- Construction Quality Management (USACE/NAVFAC)
- Cost Escalation
- 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
- Scheduling
- Social Media
- And so much more



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

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:

- Absolute Builders, Inc.
- Calvert Masonry, Inc.
- Canyon Contracting, Inc.
- Clark Construction Group, LLC
- Coakley & Williams Construction
- Donohoe Construction Company
- Frisco Woodline
- Goldin & Stafford, LLC
- Kogok Corporation
- Lanigan Ryan P.C.
- Mark Drury and Associates, LLC
- Monarc Construction, Inc.
- NTP HR, LLC
- PCC Construction Components, Inc.
- Prodigy Builders LLC
- Redbrick LMD
- Shapiro & Duncan, Inc.
- 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

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

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.

Stay up to date on the latest economic, legal, regulatory and industry news by subscribing to ABC news releases.

abc.org/News-Media/News-Releases

ABC issues analysis and commentary on economics, policy issues, safety, workforce development, technology, events, awards and more. Browse or search by category or date, or search by keyword.



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 strongly advocates for our members' interests and the growth of the commercial construction industry in Maryland and the District of Columbia.



Metro
Washington

FIGHTING AGAINST PROJECT LABOR AGREEMENTS

across the District
of Columbia and Maryland.

PROMOTING FAIR AND OPEN COMPETITION

across the District
of Columbia and Maryland.

PROTECT YOUR BUSINESS

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

Over 89 percent of the construction workforce across the nation 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.

BUILDING VICTORIES IEC

Supports candidates for public office who value free enterprise and open competition in the District of Columbia.

MARYLAND COALITION FOR FAIRNESS AND OPEN COMPETITION

A coalition dedicated to advocating against the use of mandated PLAs on state public works projects.

VOTERVOICE

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

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

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

89%

NEARLY 89 PERCENT OF ALL CONSTRUCTION WORKERS IN METROPOLITAN WASHINGTON CHOSE TO WORK MERIT SHOP.



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



Metro
Washington

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.org/discounts

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!

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

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 Technologies

EMPLOYEE DISCOUNTS

Apparel/Uniform

Aramark

Cell Phones

Verizon

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

Cybersecurity

EGNYTE

Equipment & Material Management

Kojo

TENNA

Estimating and Takeoff

STACK

HR & Workforce Management

ARCORO

ExakTime

Jobsite Tracking

CrewSight

Field Control Analytics

Pre-Construction

constructconnect

Project Management

AUTODESK Construction Cloud

knowify

PROCORE

Smartbuild

Smartapp.com

SUBHQ

Reality Capture and Hardware

Trimble

Safety

KPA

SKILLSIGNAL

Service Management

BUILD OPS

Virtual Reality

Interplay Learning

Wage Theft/Wage Assurance

VERFICO

Workforce Management

mobiclocks

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

- Long-term Care

- Short-Term and

- Long-Term Disability

- Group Life Insurance

- Supplementary Life Insurance

- Voluntary Coverages

MEMBER LISTINGS

500+ Member companies
in the Metro Washington Area.



Metro
Washington

THE METRO WASHINGTON CHAPTER

is one of the largest among the 67 chapters nationwide.

150+ CBE

member companies to meet jurisdictional qualifications.

EXCLUSIVE MEMBER CONTRACTOR REFERRAL PROGRAM

connecting GCs and Specialty Contractors.



Metro
Washington