

# CONTENTS



2025-2026  
MEMBER SUCCESS GUIDE

## 03 • WHO WE ARE

- 04 The ABC Story — History & Mission
- 05 2025 Executive Committee & Board of Directors
- 06 Past Chairs of the Board
- 07 ABC Quick Reference Guide

## 15 • GROW YOUR BUSINESS

- 15 Networking
- 16 Awards & Recognition
- 18 Women Building Washington
- 18 XYZ Young Professionals
- 19 Contractor Referrals
- 19 Social Media
- 20 Committees
- 21 Peer Groups

## 23 • TRAIN YOUR EMPLOYEES

- 24 Workforce Development
- 25 Craft, Apprenticeship, & Safety Training
- 26 Mid-Atlantic Backflow Academy
- 26 National Craft Competition
- 27 Safety
- 28 Management Education
- 29 Leadership Development Program
- 30 Industry Resources

## 31 • PROTECT YOUR BUSINESS

- ABC Action App
- ABC of Metro Washington's Legislative & Regulatory Brief
- Building Victories IEC
- Maryland Coalition for Fairness and Open Competition
- VoterVOICE

## 33 • INCREASE YOUR PROFITABILITY

- ABC partner companies that increase your bottom line

## 36 • MEMBER LISTINGS

## CHAPTER STAFF

**Dan Bond, CAE**  
President & CEO  
dbond@abcmetrowashington.org

**Claire M. Callas**  
Vice President, Member Services  
ccallas@abcmetrowashington.org

**Lisa Airall**  
Member Services Coordinator  
lairall@abcmetrowashington.org

**Guy Campion**  
Safety Consultant  
safetypeergroup@abcmetrowashington.org

**Anne Currie**  
Marketing & Communications Coordinator  
acurrie@abcmetrowashington.org

**Karen Johnbrier**  
Controller  
kjohnbrier@abcmetrowashington.org

**Jason Johnston**  
Events & Meetings Specialist  
jjohnston@abcmetrowashington.org

**Kamita Marbury-Draughn**  
Director of Workforce Development  
kmarbury@abcmetrowashington.org

**Jennifer Murphy**  
Director of Events & Management Education  
jmurphy@abcmetrowashington.org

**Martha Patterson**  
Senior Director of Marketing & Communications  
mpatterson@abcmetrowashington.org

### Craftmasters Training Academy

**Alisha Broadus**  
CraftMasters Training Program Coordinator  
abroadus@abcmetrowashington.org

**Crystle Rodriguez**  
CraftMasters Training Academy Manager  
crodriguez@abcmetrowashington.org

**Doreen Shahan**  
CraftMasters Administration Specialist  
dshahan@abcmetrowashington.org

**Marc Silvers**  
Senior Director of Education  
msilvers@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





# 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.

# HISTORY & MISSION OF ABC



**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.”**

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's first President John Trimmer coined the term “merit shop” to describe these characteristics, and the words are now universally associated with our association.

Today, ABC has 67 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—over 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 helps members develop people, win work, and deliver that work safely, ethically, and profitably for the betterment of the communities in which they work.”**

## MERIT SHOP: LEADING AND ADVANCING THE COMMERCIAL CONSTRUCTION INDUSTRY

- Promotes and defends the free enterprise system and the merit shop philosophy by advocating for the industry through 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



**Tatiana Ahlborn**  
Absolute Builders, Inc.



**Dan Coffey**



**Eric D'Cruz**  
Hensel Phelps



**Jennifer L. Harris**  
Peckar & Abramson, P.C.



**Kelly McGuire**  
Canyon Contracting, Inc.



**Wade Miller**  
Donohoe  
Construction Company



**Jackson Nichols**  
Cohen Seglias Pallas  
Greenhall & Furman PC



**Brandon L. Ripley**  
Penzance



**Megan Ross**  
Coakley &  
Williams Construction



**JR Russell**  
McCullough  
Construction, LLC



**Shawn Scarlata**  
Mobile Video Guard



**Jeffrey Schwartz**  
Ashton Manor  
Environmental



**Victor Villavicencio**  
Prodigy Builders 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 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

## 2024

**Esteban Tijman**  
Total Shading Solutions

## 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

**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

**ABC Regulatory Roundup**  
abc.org/politics-policy/regulatory-roundup

**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

# QUICK REFERENCE GUIDE

## STAFF EMAILS

**Dan Bond**  
dbond@abcmetrowashington.org

**Claire Callas**  
ccallas@abcmetrowashington.org

**Guy Campion**  
safetypeergroup@abcmetrowashington.org

**Kamita Marbury-Draughn**  
kmarbury@abcmetrowashington.org

**Jennifer 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**  
Jennifer Murphy

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

**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**  
Dan Bond

**Management Education**  
Jennifer Murphy

**Membership – Join, Renew, Benefits**  
Claire Callas

**Networking & Events**  
Jennifer Murphy

**OSHA & First Aid Training**  
Marc Silvers

**PAC & FEA Contributions**  
Dan Bond

**Press Inquiries**  
Dan Bond

**Safety**  
Guy Campion

**Sponsorships**  
Jennifer Murphy

**Young Professionals**  
Martha Patterson

**Website**  
Martha Patterson

**Women Building Washington**  
Martha Patterson

**Workforce Development**  
Kamita Marbury-Draughn



# 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 AND THE LEADERSHIP DEVELOPMENT PROGRAM

fueled by more than  
300 members.

## INCREASE VISIBILITY

with more than 15,000 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 our unique events, members can extend their brands and build relationships to develop leads, share best practices, and sustain and grow their businesses.

## ABC OF METRO WASHINGTON NETWORKING EVENTS

Each year, 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 Tournaments
- Meet the Generals
- Legislative Week
- Peer Groups (Estimating & Safety)
- New and Prospective Member Receptions
- XYZ Young Professionals Events
- Women Building Washington Events
- Member Open House at the ABC office/CraftMasters Training Academy
- ABC Regional Construction 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 | • Harvey Cleary Construction |
| • DAVIS Construction              | • HESS Construction          |
| • Donohoe Construction            | • HITT Contracting           |
| • GCS-SIGAL                       | • JBG SMITH                  |
| • Harkins Builders                | • Skanska USA Building       |
|                                   | • 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 annual National Board meeting, 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 Conference

Washington, DC—Includes the second National Board meeting, visits with lawmakers on Capitol Hill, and a reception for the Free Enterprise Alliance.

### Leadership Institute\*

Includes the third National 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







### ABC's STEP Health and Safety Management System

STEP is a safety management system. Each year, participating ABC member firms (commercial and industrial contractors and suppliers) measure their safety processes and policies on key components through a detailed self-assessment with the goal of implementing or enhancing safety programs that reduce jobsite incident rates. Applying industry leading processes dramatically improves safety performance among participants, regardless of company size or type of work.

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 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](http://abc.org/aqc)



The AQC credential provides national recognition to construction firms that demonstrate their commitment to corporate responsibility in quality, health and safety, craft and management education, talent management—including inclusion and diversity—and community relations. The AQC program is open to ABC contractor members earning STEP Health and Safety Management System Gold, Platinum or Diamond Levels that have been in business for a minimum of three years.

## STEP CERTIFICATION LEVELS

List includes all 2024 STEP recipients.

### DIAMOND

ACM Services, Inc.  
\*Allan Myers  
\*Baker Concrete Construction, Inc.  
Bayside Fire  
The Berg Corporation  
BrightView Landscape Development, Inc.  
Brothers Mechanical, Inc.  
Casey Construction Group, LLC  
\*CBG Building Company  
CK Commercial  
CW & Sons Infrastructure, Inc.  
Finishing Touch Commercial Cleaning, LLC  
\*Forrester Construction  
Frisco Woodline  
Gilbane Building Company  
Global Ace Construction  
Harbor Roofing and Waterproofing Inc.  
Harkins Builders  
Harvey Cleary  
\*Helix Electric  
\*Henley Construction Co., Inc.  
HESS Construction  
HITT Contracting Inc.  
\*Howard Shockey & Sons, Inc.  
Joseph J. Magnolia, Inc.  
\*PCC Construction Components, Inc.  
Preferred Capitol Cleaning, LLC  
Press Mechanical Contractors, Inc.  
Prodigy Builders LLC  
SanDow Construction  
Titan Mechanical, Inc.  
United Rentals, Inc.  
VMC Contracting, Inc.

### PLATINUM

A&M Drywall Construction, Inc.  
Atlantic Restoration & Waterproofing, Inc.  
Balfour Beatty  
BF Joy, LLC  
Blackwood of DC, LLC  
Canyon Contracting, Inc.  
CAP Innovative Design, LLC  
Chesapeake Contracting Group  
\*Coakley & Williams Construction  
DAVIS Construction  
Delaware Elevator, Inc.  
\*Donohoe Construction Company  
GB Shades  
Grunley Construction Company, Inc.  
Harvey W. Hottel, Inc.  
\*Hensel Phelps  
HRGM Corporation  
JCM Associates, Inc.  
L P Roofing, LLC  
Long Fence Company, Inc.  
Manganaro Midatlantic, LLC  
Miller & Long Co., Inc.  
Old Dominion Insulation, Inc.  
Pillar Construction, Inc.  
\*Power Design, Inc.  
Reliant Drywall, Inc.  
Rock Spring Contracting, LLC  
Scaffold Resource, LLC  
Scaffolding Solutions, LLC

W.M. Schlosser Company, Inc.  
\*Shapiro & Duncan, Inc.  
Southland Concrete Corp.  
Steele Foundation, LLC  
Ted Turner Company, Inc.  
TEEL Construction, Inc.  
The Anderson Company, LLC  
TMG Construction Corp.  
Turner Construction Co.  
WCS Construction, LLC  
Wilmot Modular Structures, Inc.

### GOLD

\*ACECO, LLC  
Anchor Construction Corporation  
DPR Construction  
GeoStructures, Inc.  
Hawkins Electric Service, Inc.  
Kent Island Mechanical, Inc.  
Miller & Long DC, Inc.  
Ruppert Landscape, Inc.  
\*Telligent Masonry, LLC  
\*Wohlsen Construction Company

### SILVER

Absolute Builders, Inc.  
Ashton Manor Environmental  
Calvert Masonry, Inc.  
Chaney Enterprises  
CleanTech Building Maintenance, Inc.  
Digging and Rigging, Inc.  
Dustin Construction, Inc.  
Floors, Etc.  
GCS-SIGAL  
Genco Masonry, Inc.  
Goldin & Stafford, LLC  
GPRS, Inc.  
Hercules Fence, Inc.  
Mobile Video Guard  
Monarc Construction, Inc.  
New Dominion Construction, LLC  
SMC Concrete Construction, Inc.  
Total Shading Solutions  
Vertical Mechanical Group (VMG)  
W.G./Welch Mechanical Contractors, LLC  
Wells & Associates, Inc.

### BRONZE

Accu-Crete, Inc.  
Altimate Electric, Inc.  
The Bartley Corporation  
Bausum & Duckett Electric, LLC  
Belfast Valley Contractors, Inc.  
Caffes-Steele, Inc.  
Cameron Building Envelope Specialists  
CHUTES International  
Cleveland Construction, Inc.  
JB Smith Construction  
Keller Brothers, Inc.  
McCullough Construction, LLC  
SavATree  
Service Glass Industries, Inc.  
Shickel Corporation  
Smith-Midland Corporation  
Standard Restoration & Waterproofing Co., Inc.

# 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 for community service.



## 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.



# CONTRACTOR REFERRALS

## 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.

 [linkedin.com/company/associated-builders-and-contractors-of-metro-washington](https://www.linkedin.com/company/associated-builders-and-contractors-of-metro-washington)

 [facebook.com/abcmetrowashington](https://www.facebook.com/abcmetrowashington)

 [@abcofmetrowashington](https://www.instagram.com/abcofmetrowashington)

## 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 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 MEMBERS LOVE TO WORK WITH OTHER ABC MEMBERS.

# 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.

**Vice Chair:** Sean Sullivan, Ruppert Landscape, Inc.

**Staff Liaison:** Marc Silvers, Senior 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, East Coast Rigging & Scaffolding

**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:** Dan Bond, President



## **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:** Dan Bond, President



## **LEGISLATIVE: MONTGOMERY COUNTY, MD**

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, LLC

**Staff Liaison:** Dan Bond, President



## **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:** Dan Bond, President



## **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.

**Co-Chairs:** Kendall Hutchinson, The NRP Group  
Chris Guerra, Ruppert Landscape, Inc.

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

# PEER GROUPS



## 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



## 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, Senior Director of Marketing & Communications



## 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:** Aaron Balfour, Pella Mid-Atlantic, Inc.

**Staff Liaison:** Martha Patterson, Senior Director of Marketing & Communications

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

## ESTIMATING PEER GROUP

The mission of the Estimating Peer Group is to educate both general contractors and subcontractors on best practices for bidding and preconstruction. This peer group takes on a collaborative format, where ABC of Metro Washington members explore issues that affect Estimating personnel, such as market conditions, recent innovations, estimating team management, preconstruction and estimating software, and more. Participants also share their experiences and have honest discussions about general contractor/subcontractor relationship dynamics—the dos and don'ts, as well as contract language review and negotiations between the two.

→ The Estimating Peer Group meets quarterly and is available for members on an annual subscription basis. For more information, visit [www.abcmetro.washington.org/membership/abc-peer-groups](http://www.abcmetro.washington.org/membership/abc-peer-groups).

## SAFETY PEER GROUP

The Safety Professional Peer Group is a monthly forum designed to empower safety leaders through open dialogue, shared experiences, and real-world problem-solving. Created as a judgment-free space, this group encourages candid discussions on a wide range of safety-related topics. Topics include seasonal hazards, OSHA compliance, mental health, crisis communication, and industry innovations. The Safety Peer Group includes member participants with a wide range of experience, from safety professionals, business owners, consultants, superintendents, and more. The group fosters collaboration and continuous improvement in jobsite safety practices.

→ Meetings are held the third Thursday of each month from 10:00–11:30 a.m. at ABC of Metro Washington in Beltsville, Maryland. The Safety Peer Group is complimentary and open to all ABC of Metro Washington members. For more information, visit [www.abcmetrowashington.org/membership/abc-peer-groups](http://www.abcmetrowashington.org/membership/abc-peer-groups).



# MEASURE. STRENGTHEN. BUILD.

Get More  
Out of Your Health  
and Safety Program



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

Take charge of your health and safety performance through ABC's STEP® Health and Safety Management System. **MEASURE** your performance on key components. **STRENGTHEN** and expand best practices. **BUILD** your health and 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 HEALTH AND SAFETY MANAGEMENT SYSTEM?**

Take a STEP forward on your safety journey today. Visit [abc.org/step](https://abc.org/step).



Map your journey at [abc.org/topperformers](https://abc.org/topperformers).



# 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.

## 658%

The percent that ABC STEP Diamond participants are safer than the industry average.\*

## \$1.6 BILLION

ABC members annually invest in training their workforce nationwide.\*

## 10,000+ CRAFT PROFESSIONALS

trained by ABC CraftMasters since 1983 in 19 apprenticeship programs meeting the needs of our Members and the evolving industry.

(Source: ABC National)\*

# WORKFORCE DEVELOPMENT

## Building the Workforce of Tomorrow

The construction industry faces a critical challenge, we will need to attract over **400,000 additional workers** beyond the normal hiring pace to meet demand. To address this shortage and ensure the industry's long-term success, we must **actively recruit, educate, and develop the next generation of construction professionals.**

ABC of Metro Washington is committed to strengthening the workforce pipeline by **engaging students from grade school through college**, sparking interest in construction careers early. Through **ConstructionCareerConnect.com**, we bridge the gap between job seekers and ABC member companies, providing valuable opportunities, internships, careers, and pathways to sustainable incomes.

Additionally, we seek grants that support training programs and invest in technology, ensuring that our workforce development efforts remain innovative and effective. By embracing these opportunities, we can build a stronger and more skilled workforce that is better prepared for the future of construction.

**Join us in shaping the next generation of construction leaders!**



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
- Catholic University of America
- 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
- Maryland Center for Construction Education & Innovation (MCCEI)
- 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
- The Job Coach
- Thomas Edison High School
- University of Maryland College Park
- University of Maryland Eastern Shore at Shady Grove
- YouthBuild - Deanwood
- Washington Latin Public Charter
- WorkSource Montgomery

### Middle & High School Outreach Programs

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, we have partnered with local workforce investment boards and nonprofits to increase community awareness of commercial construction career pathways and help develop skills to prepare individuals for entry-level trade positions.

### Student Chapters

ABC Student Chapters are micro-chapters at area colleges that provide a bridge for candidates to connect with members. In addition to being eligible for scholarships, students belonging to an ABC Student Chapter benefit through 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, and onboarding of new employees, along with funding to support programs to enhance recruitment efforts.



# CRAFT, APPRENTICESHIP, & SAFETY TRAINING



## 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 Construction-Related 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, Blueprint Reading, and Fundamentals of Crew Leadership.

## CORE + ADVANCED SAFETY TRAINING

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 residential/commercial construction training 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 Construction Math
- Introduction to Hand Tools
- Introduction to Power Tools
- Introduction to Blueprint Reading
- Basic Communication Skills
- Basic Employability Skills
- Introduction to Material Handling

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

## 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 a fully accredited regional training academy that employs certified, job-site-experienced instructors teaching nationally recognized curricula.

- 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.



# SUCCESS STORY:

## FULL CIRCLE: WELCOMING BACK PREVIOUS STUDENTS AS INSTRUCTORS

We are proud to welcome back two of our distinguished graduates who are returning to share their expertise as plumbing instructors. Their decision to return to the classroom is a testament to the strength of our training program and the impact it has on shaping successful careers in the trades. They bring valuable real-world insights that will enrich the learning experience for the next generation of plumbing professionals.

Their commitment to giving back to the community that helped launch their careers demonstrates the true spirit of mentorship and professional growth. We look forward to the contributions they will make in developing skilled, job-ready graduates prepared to meet the demands of today's plumbing industry.



**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.



2025

NATIONAL  
**CRAFT**  
CHAMPIONSHIPS

PRESENTED BY



### 2025 NATIONAL CRAFT COMPETITION - LAS VEGAS

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.

We're proud to share that four of our skilled students recently represented our program at the ABC National Craft Competition in Las Vegas, Nevada. Each of these students exemplified hard work, dedication, and the high-quality training they've received. We congratulate them all on their impressive achievements!

ABC Craftmasters sponsored four students from ABC members:

- RSC Electrical, Inc. - Electrical
- Shapiro & Duncan, Inc. - Plumbing
- Hensel Phelps - Carpentry
- Bayside Fire - Sprinkler Fitter - **First Place & Safety Award**





# SAFETY

## SAFETY TRAINING

In our commitment to safety and health in the construction industry, ABC CraftMasters offers safety training and development for 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 at ABC of Metro Washington, Beltsville, Maryland, or at a DC Metro company location

Contact ABC CraftMasters at [craftmasterstraining@abcmetrowashington.org](mailto:craftmasterstraining@abcmetrowashington.org) about additional trainings and/or to inquire about a private class.



## ABC Health and Safety Alliance

The ABC Health and Safety Alliance—a prestigious mark of excellence—features members who actively participate in the ABC STEP Health and Safety Management System annually, demonstrate a long-term commitment to health and safety and uphold health and safety as a core company value. Under the ABC Health and Safety Alliance are all ABC's health and safety programs, including STEP, National Health and Safety Excellence Awards, ABC's Total Human Health initiative and the ABC Health and Safety Leadership Forum.

See more about STEP in the Awards and Recognition section of this Directory and/or go to [www.abcstep.org](http://www.abcstep.org).



### 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 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.

**[constructionssafetyweek.com](http://constructionssafetyweek.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](http://drugfreeconstruction.org)**.

### TOTAL HUMAN HEALTH INITIATIVE

ABC members care and want to send their employees home safe at the end of the shift and want them to live a healthy lifestyle and life. The Total Human Health Initiative encompasses multiple dimensions of health organized within four, simple and easy to remember categories: Body, Heart, Mind, and Soul.

Find out more at: **[www.abc.org/safety/total-human-health](http://www.abc.org/safety/total-human-health)**.

# 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:

- Business Development/  
Sales Professionals
- CEOs and CFOs
- Estimators
- Finance Professionals
- HR Professionals
- Information Technology Team
- Marketing Professionals
- Project Executives
- Project Management
- Purchasing Team
- Superintendents

### SAMPLE MANAGEMENT EDUCATION COURSES:

- Bluebeam courses
- Business Development
- Business Writing
- Certified Payroll
- Change Orders
- Construction Law
- Construction Quality Management (USACE/NAVFAC)
- Cost Escalation
- Customer/Client Relationships
- Estimating
- Federal Contracting
- Financial Management
- Leadership
- Legislative Issues
- Marketing
- Negotiations and Contracts
- Networking and Presentation Skills
- Project Close-Out Process
- Plan Reading
- Prevailing Wage
- Risk Management
- Safety
- Scheduling
- Social Media
- Software Training
- Wellness
- 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.

#### **How to Get Paid: Payment**

#### **Enforcement Mechanisms for Contractors**

Getting paid on time is essential to running a construction business. And the bigger the job, the bigger the risk it can pose to your company. Fortunately, there are a number of tools available to help contractors, subcontractors, and suppliers secure timely payment for work performed. A construction law attorney will review some of the payment techniques available to construction companies in Washington, DC; Maryland; and Virginia, including Miller Act bond claims and mechanic's liens, and discuss best practices for ensuring payment.





# LEADERSHIP DEVELOPMENT PROGRAM



**“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.”**

**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.

## **Representative List of LDP Mentor and Advisory Companies:**

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

# INDUSTRY RESOURCES

## STAY CURRENT, INFORMED, AND IN TOUCH.

### ABC'S Free Webinar Series

[abc.org/academy/upcoming-webinars](http://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](http://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

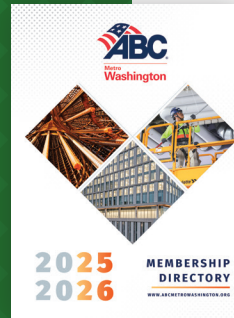
[abc.org/newsline](http://abc.org/newsline)

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](http://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](http://abcmetrowashington.org/buildingwashington)

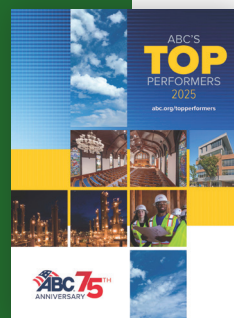
ABC of Metro Washington's award-winning quarterly magazine is an indispensable tool for staying up to date on major projects, issues, and happenings in the construction industry. Building Washington readers constitute the bulk of the purchasing power within the region's building industry.



### Construction Executive Magazine

[constructionexec.com](http://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**

## **PROMOTING FAIR AND OPEN COMPETITION**

across the District  
of Columbia and Maryland.

## **FIGHTING AGAINST PROJECT LABOR AGREEMENTS**

across the District  
of Columbia and Maryland.





# PROTECT YOUR BUSINESS

## Our association advocates for 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 against legislation limiting members' ability to perform work 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 advocates for 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. [votervoice.net/ABCDC/Home](http://votervoice.net/ABCDC/Home)

### ABC's Priority Regulatory & Legislative Issues

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

### ABC's General Regulatory & Legislative Issues

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

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

# 89%

OVER 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 Dan Bond, President, [dbond@abcmetrowashington.org](mailto:dbond@abcmetrowashington.org).





# INCREASE YOUR PROFITABILITY



Metro  
**Washington**

ABC Perks at Work 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.

Calculate your potential savings at **[abc.org/discounts](https://abc.org/discounts)**.

# SAVE MONEY. SAVE TIME. IMPROVE YOUR BOTTOM LINE

[abc.org/discounts](http://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!

## 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](http://abc.org/membership/member-discounts)

<b>Accounting/Billing</b> FOUNDATION software Sage Construction and Real Estate	<b>Project Management</b> AUTODESK Construction Cloud Oracle Construction and Engineering PROCORE Smartbuild Smartapp.com SUBHQ
<b>Contract Compliance</b> Document Crunch	<b>Reality Capture and Hardware</b> Trimble
<b>Cybersecurity</b> EGNYTE	<b>Safety</b> KPA SALUS SKILLSIGNAL
<b>Equipment &amp; Material Management</b> Kojo TENNA	<b>Scheduling</b> Outbuild
<b>Estimating and Takeoff</b> STACK	<b>Security</b> SentriForce
<b>HR &amp; Workforce Management</b> ARCORO	<b>Service Management</b> BUILD OPS
<b>Jobsite Tracking</b> CrewSight Field Control Analytics	<b>Virtual Reality</b> Interplay Learning
	<b>Workforce Management</b> Lumber mobiclocks

## BUSINESS DISCOUNTS

<b>Accounting</b> Foundation Software	<b>Documents</b> ConsensusDocs
<b>Apparel/Uniform</b> Vestis	<b>Fuel Programs</b> ExxonMobil Shell Sunoco Phillips 66, Conoco and 76
<b>Auto/Commercial Vehicles</b> Nissan	<b>Hotels</b> Engine
<b>Auto/Fleet Management</b> Enterprise Fleet Management	<b>Job Postings</b> Construction Job Network
<b>Benefit Plans</b> The Contractors Plan <a href="http://abc.org/thecontractorsplan">abc.org/thecontractorsplan</a>	<b>Materials, Tools, and Supplies</b> Lowe’s ProServices
<b>Cell Phones</b> Verizon	<b>Payroll Services</b> Payroll4Construction
<b>Construction Management Software</b> Procore	<b>Professional Development</b> FranklinCovey
<b>Delivery Services</b> FedEx	<b>Tech Solutions and Services</b> Dell Technologies
<b>Desktops, Laptops, and Printers</b> HP	

## EMPLOYEE DISCOUNTS

<b>Apparel/Uniform</b> Vestis	<b>Employee Savings</b> ABC Perks at Work
<b>Cell Phones</b> Verizon	<b>Hardware</b> ACE Hardware
<b>Desktops, Laptops, and Printers</b> HP	<b>Hotels</b> Engine
	<b>Identity and Device Protection</b> Norton LifeLock Benefit Plans



# INSURANCE PROGRAMS

Offering exclusive discounts to ABC members.  
[abcmetrowashington.org/insurance](http://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](http://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 [www.pennnationalinsurance.com](http://www.pennnationalinsurance.com).

## ABC Insurance Trust – [abcinsurancetrust.org](http://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



## The Contractors Plan

The Contractors Plan understands the unique challenges that Davis-Bacon and Service Contract Act contractors face when creating and managing a bona fide employee benefits plan. They specialize in prevailing wage contractors and compliance, and have assembled our knowledge into a flexible, easy-to-use solution that reduces your workload while offering great benefit options for your employees. Visit [www.contractorsplan.com](http://www.contractorsplan.com)

## Exclusive Member Benefit - Host your Meeting at our Facility!

ABC of Metro Washington welcomes members to use a wide variety of spaces for your next training, business meeting, or event.

Our office is located in Beltsville, Maryland, easily accessible from I-95, Route 1, and the ICC.

Choose from two meeting spaces that seat up to 20 people or several training classrooms that can host up to 70 trainees.



- Low rates for members only
- FREE WiFi, projectors and screens
- FREE open surface lot parking

**Contact us to reserve space for your next meeting!**

**[Info@abcmetrowashington.org](mailto:Info@abcmetrowashington.org) 301-595-9711**





# MEMBER LISTINGS

**500+ Member companies**  
in the Metro Washington Area.



Metro  
**Washington**

**Visit the Online Membership Directory**  
**[https://](https://membersonly.abcmetrowashington.org)**  
**[membersonly.abcmetrowashington.org](https://membersonly.abcmetrowashington.org)**

## 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.



