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• Thanks to all of our advertisers for participating!

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**.



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



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.

“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.

“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.

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



Kathy Humm
CHAIR
NTP HR



Mike Hurley
VICE CHAIR
Clark Construction
Group, LLC



Jason Patten
TREASURER
Lanigan Ryan P.C.



Tatiana Ahlborn
SECRETARY
Absolute Builders, Inc.



Dan Bond CAE
PRESIDENT
ABC of Metro Washington



Justin Fanning
2025 PAST PRESIDENT

BOARD OF DIRECTORS



Neil Agarwal
Frisco Woodline



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 (CWC)



JR Russell
McCullough
Construction, LLC



Shawn Scarlata
Mobile Video Guard



Jeffrey Schwartz
Ashton Manor
Environmental



Aaron Shapiro
Shapiro & Duncan, Inc.



Tom Strawbridge
Skanska Building, Inc.



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

2025

Justin Fanning

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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

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SEARCH BY TOPIC

Apprenticeship & Craft Training
Marc Silvers

Awards Programs
Excellence In Construction Awards
Mikesa Ponder

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

Building Washington Magazine &
Building Metro Washington Weekly
Jennifer Murphy

Committee Involvement
Neisha Johnson

Contractor Referrals
Neisha Johnson

Directories (Membership & CBE)
Neisha Johnson

Discount Programs
Neisha Johnson

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
Matthew Teffeau

Management Education
Mikesa Ponder

Membership – Join, Renew, Benefits
Neisha Johnson

Networking & Events
Mikesa Ponder

OSHA & First Aid Training
Marc Silvers

PAC & FEA Contributions
Matthew Teffeau

Press Inquiries
Dan Bond

Safety
Justin Heddinger

Sponsorships
Jennifer Murphy

Young Professionals
Jennifer Murphy

Website
Jennifer Murphy

Women Building Washington
Jennifer Murphy

Workforce Development
Kamita Marbury-Draughn

GROW YOUR BUSINESS

200+ Opportunities
to connect and help
expand your network.



500+ MEMBER COMPANIES

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

12 COMMITTEES, 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 eNewsletter.

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
- Meet the Subs
- 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:

- Clark Construction
- Coakley & Williams Construction
- DAVIS Construction
- Donohoe Construction
- GCS-SIGAL
- Harkins Builders
- Harvey Cleary
- HESS Construction
- HITT Contracting
- JBG SMITH
- Skanska USA Building

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



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 2025 STEP recipients.

2025 DIAMOND

Abbey Commercial Flooring
Baker Concrete Construction, Inc.
Bayside Fire
BrightView Landscape Development, Inc.
Casey Construction Group, LLC
CBG Building Company
CK Commercial
Delaware Elevator, Inc.
Donohoe Construction Company
Dustin Construction, Inc.
Frisco Woodline
Gilbane Building Company
Global Ace Construction
Harbor Roofing and Waterproofing Inc.
Harkins Builders
Harvey Cleary
Harvey W. Hottel, Inc.
Helix Electric
Henley Construction Co., Inc.
HESS Construction Company, LLC
HITT Contracting Inc.
Joseph J. Magnolia, Inc.
Mobile Video Guard
PCC Construction Components, Inc.
Pillar Construction, Inc.
Pleasant View Property Services
Press Mechanical Contractors, Inc.
Prodigy Builders LLC
Reliant Drywall, Inc.
Resource Industries, LLC
Rock Spring Contracting, LLC
SanDow Construction
Skanska Building, Inc.
Steele Foundation, LLC
The Anderson Company LLC
The Berg Corporation
Titan Mechanical, Inc.
TMG Construction Corp.
Total Shading Solutions
VMC Contracting, Inc.
WarrenBuilds, LLC
WCS Construction LLC

2025 PLATINUM

A&M Drywall Construction, Inc.
ACECO, LLC
Allan Myers
ARCO Design/Build
Atlantic Restoration & Waterproofing, Inc.
Balfour Beatty
Canyon Contracting, Inc.
Chesapeake Contracting Group
Coakley & Williams Construction (CWC)
DPR Construction
Finishing Touch Commercial Cleaning, LLC
GB Shades
GCS-SIGAL
Goldin & Stafford, LLC

Grunley Construction Company, Inc.
Hensel Phelps
Hercules Fence, Inc.
JCM Associates, Inc.
Keller Brothers, Inc.
L P Roofing, LLC
Manganaro Midatlantic, LLC
Manhattan Construction Company
MCN Build Inc.
Mid Atlantic Contracting, Inc.
Miller & Long Concrete LLC
New Dominion Construction, LLC
Old Dominion Insulation, Inc.
Power Design, Inc.
Rand Construction Corporation
Ruppert Landscape, Inc.
Shapiro & Duncan, Inc.
SMC Concrete Construction, Inc.
Smith-Midland Corporation
Southland Concrete Corp.
Structural Preservation Systems, LLC
TEEL Construction, Inc.
Telligent Masonry, LLC
Vertical Mechanical Group (VMG)
Wohlsen Construction Company
Z Con, LLC

2025 GOLD

ACM Services, Inc.
CW & Sons Infrastructure, Inc.
DAVIS Construction
Long Fence Company, Inc.
W.G./Welch Mechanical Contractors, LLC
W.M. Schlosser Company, Inc.

2025 SILVER

Ashton Manor Environmental
Belfast Valley Contractors, Inc.
BF Joy, LLC
Brothers Mechanical, Inc.
Caffes-Steele, Inc.
Calvert Masonry, Inc.
CHUTES International
Digging and Rigging, Inc.
Fallston Supply, Inc.
Genco Masonry, Inc.
Howard Shockey & Sons, Inc.
HRGM Corporation
McCullough Construction, LLC
Nichols Contracting, Inc.
Scaffolding Solutions, LLC
Tobar Construction, Inc.
Ulliman Schutte Construction, LLC
Wells & Associates, Inc.
William B. Hopke Co., Inc.
Winmar Construction

2025 BRONZE

Accu-Crete, Inc.
Altimate Electric, Inc.
American Core Drilling & Scanning, Inc.
Anchor Construction Corporation
Bausum & Duckett Electric, LLC
Hawkins Electric Service, Inc.
JRA & Associates Contracting, LLC
L2 Construction Management Corporation
Monarc Construction, Inc.
Scaffold Resource, LLC
Shickel Corporation
Standard Restoration & Waterproofing Co., Inc.
The Bartley Corporation
Wilmot Modular Structures, 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 designed for employees of member companies age 40 and under, offering a dynamic space to grow both personally and professionally. Participants can expand their network, build meaningful relationships in the industry, deepen their understanding of ABC and its benefits, advance their careers, and make a positive impact in the local community. All are welcome to participate.

XYZ Young Professionals host a wide range of events, including:

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

ABC OF METRO WASHINGTON'S MEMBERSHIP

70%

CONTRACTORS
(General Contractors
and Specialty Contractors)

10%

SUPPLIERS

20%

INDUSTRY ASSOCIATES
(Developers, Engineers, and
Professional Services Firms)

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)

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 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](https://www.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: Shawn Bonifant, Shapiro & Duncan, 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: Hayley Hughes, East Coast Rigging & Scaffolding

Vice Chair: Megan Lyons, HITT Contracting, Inc.

Staff Liaison: Mikesa Ponder,
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 : Michael Pappas, Telligent Masonry, LLC

Staff Liaison: Mikesa Ponder,
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: Zach Sanders, Harkins Builders

Staff Liaison: Matt Tefteau, 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: Jennifer Harris, Peckar & Abramson, P.C.

Staff Liaison: Matt Tefteau,
Director of Government Affairs



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, Maryland.

Chair: Griffin Willson, Twain Insurance

Vice Chair: Joel Ackerman, Telligent Masonry

Staff Liaison: Matt Tefteau,
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, Maryland.

Chair: David Fisher, CCA, Hensel Phelps

Staff Liaison: Matt Tefteau,
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: Kendal Hutchinson, The NRP Group

Vice Chair: Jack Kwiat-Blank,
Coakley & Williams Construction (CWC)

Staff Liaison: Mikesa Ponder,
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: Casey Cook, Ruppert Landscape

Vice Chair: Fadi Abouhadid, Pillar Construction, Inc.

Staff Liaison: Neisha Johnson,
Director of 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: Jennifer Murphy,
Senior Director of Marketing & Communications



WORKFORCE DEVELOPMENT

The committee connects ABC members with the future construction workforce through community outreach, career fairs, industry events, and engagement with ABC student chapters at local colleges. These efforts create direct pathways for students to explore construction careers and for members to access emerging talent.

The committee also supports workforce growth by providing scholarships for individuals pursuing construction related college degrees, helping attract and develop the next generation of industry professionals.

Chair: Dan Press, PCC Construction Components, 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: Giselle Moreno, DAVIS Construction

Staff Liaison: Jennifer Murphy,
Senior Director of Marketing & Communications

PEER GROUPS

The mission of peer groups is to discuss best practices and provide like-minded professionals with a supportive environment to share ideas, with the goal of improving their businesses.

Estimating Peer Group

The Estimating Peer Group is dedicated to educating general contractors and subcontractors on proven estimating, bidding, and preconstruction practices that drive project success. 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.

→ ABC Staff Liaison: Neisha Johnson,
Director of Member Services

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 on 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.

→ ABC Staff Liaison: Marc Silvers,
Senior Director of Education

For more information, visit
www.abcmetrowashington.org/membership/abc-peer-groups.



MEASURE. STRENGTHEN. BUILD.

Measure your performance on key components.

Strengthen and expand best practices.

Build your health and safety culture.

ABC's STEP® Health and Safety Management System provides contractors and suppliers with a robust, no-cost framework for measuring safety data and benchmarking with peers in the industry and identifies real opportunities for scalable growth in their health and safety programs to lower their total recordable incident rates.



abc.org/step

 **STEP**
Associated Builders and Contractors

TRAIN YOUR EMPLOYEES

**CRAFT, APPRENTICESHIP
& SAFETY TRAINING**



**Metro
Washington**

800+ PEOPLE TRAINED

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

ABC top performing members are nearly
7 TIMES safer than the construction industry average.*

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 is facing a significant workforce challenge. Nationally, more than 400,000 additional skilled workers will be needed beyond the normal hiring pace to meet current and future demand. Addressing this shortage is critical to the long-term strength and sustainability of our industry.

ABC Metro Washington is committed to leading workforce development by actively recruiting, educating, and preparing the next generation of construction professionals. Our partnerships include local public, technical, and charter high schools, as well as workforce and community-based organizations, to expose students to construction careers early and often.

New this year, ABC Metro Washington has launched a School to Apprenticeship initiative designed to assist high school seniors as they transition directly into construction trade careers. Through this program, students are connected with apprenticeship opportunities, career pathways, and ABC member companies, enabling

them to enter the workforce with purpose, training, and long-term earning potential.

We serve as a bridge between job seekers and ABC member contractors by promoting internships, apprenticeships, and full-time career opportunities. This platform helps members address immediate and future workforce needs while providing individuals with access to sustainable, rewarding careers in construction.

In addition, ABC Metro Washington actively pursues grants and funding opportunities that support workforce training, credentialing, and technology investments. These resources allow us to enhance program quality, expand access, and ensure our workforce development efforts remain innovative and responsive to industry demands.

By strengthening the talent pipeline from the classroom to the job site, ABC Metro Washington is helping members build a skilled, reliable workforce while launching successful construction careers for the next generation.

Join us in shaping the future of construction.

- Belmont Elementary School
- Bladensburg High School
- Bowie High School
- Capital Guardian Youth Challenge Academy
- Carlos Rosario International School
- Catholic University of America
- City Bridge
- Crossland High School
- DC Builds DC
- DC Students Construction Trades Foundation
- District of Columbia Office of Employment Services (DOES)
- Employ Prince George's
- Fresh Start Project DC
- Goodwill
- Gwynn Park High School
- Thomas Edison High School
- University of Maryland College Park
- University of Maryland Eastern Shore at Shady Grove
- High Point High School
- 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
- Parkdale High School
- Phelps High School
- Richard Montgomery High School
- Rock Creek Valley Elementary School
- Seneca Valley High School
- Springbrook High School
- The Job Coach
- University of the District of Columbia
- YouthBuild - Deanwood
- Washington Latin Public Charter
- WorkSource Montgomery

Middle & High School Outreach Programs

Middle & High School Outreach Programs Engage the future workforce through interactive demonstrations, panel discussions, and presentations, as well as School-To-Apprenticeship initiatives, 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 jobsite 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



Who We Are

ABC CraftMasters Training Trust (CTT), founded by Associated Builders and Contractors of Metro Washington, remains committed to developing skilled craft professionals through innovative and accessible training programs.

With over four decades of impact, ABC of Metro Washington has helped shape the careers of thousands of professionals entering and advancing within the construction industry. Our mission remains clear: "Train the Future to Build the Future."

Why Members Choose CraftMasters

As a fully accredited regional training provider, CraftMasters continues to deliver measurable value to our member companies:

- Develop a safer, more productive workforce through industry-recognized training.
- Strengthen employee retention by investing in career development pathways.
- Build leadership pipelines from craft professional to crew leader and beyond.
- Support compliance with state and federal apprenticeship standards.
- Provide flexible, scalable training solutions aligned with employer needs.
- Assist with meeting apprenticeship and regulatory requirements.



DEVELOPING SKILLED PROFESSIONALS FOR TODAY'S CONSTRUCTION INDUSTRY

ABC CraftMasters continues to serve as a trusted workforce development partner for the Metro Washington construction industry. Through nationally accredited training aligned with National Center for Construction Education and Research (NCCER) standards, the Academy delivers consistent, high-quality instruction that supports both entry-level workforce development and long-term career advancement.

Our approach combines classroom instruction, hands-on training, and performance-based assessments to ensure students gain the practical skills and knowledge required to succeed on today's jobsites.

What We Provide

- Introductory craft training designed to prepare individuals for entry into the construction workforce.
- Structured apprenticeship programs across multiple trades, including Carpentry, Electrical, HVAC/R, Plumbing, Sheet Metal, and more.
- Expanded training capabilities across additional crafts such as Masonry and welding.
- Safety training in English and Spanish, including OSHA 10/30, Fall Protection, and CPR/AED & First Aid.
- Specialized courses including Backflow Certification, EPA 608, Blueprint Reading, and Leadership.

Core & Safety Training Impact

The enhanced introductory Core class remains a foundational component of training at CraftMasters. It provides essential safety certifications and introduces fundamental construction knowledge applicable across all trades.

This program supports both new entrants and existing employees by reinforcing safe work practices, improving jobsite awareness, and establishing a strong baseline for continued skills development.

MID-ATLANTIC BACKFLOW ACADEMY

The Mid-Atlantic Backflow Academy, operated by ABC CraftMasters, provides specialized training to support the growing demand for certified backflow prevention professionals across the region.

With increased focus on protecting public water systems, trained Cross-Connection Control professionals play a critical role in ensuring safe and compliant water distribution. The Academy delivers comprehensive instruction in a centralized, fully equipped lab environment designed to simulate real-world conditions.

Programs are structured to support both initial certification and recertification, equipping participants with the knowledge and hands-on experience required to meet regulatory standards and perform confidently in the field.



SUCCESS STORY:

Instructor of the Year – 2025

Bobby Minovitz is recognized as the 2025 Instructor of the Year for his outstanding contributions to the CraftMasters training program and the Sprinkler Fitter trade.



He currently instructs multiple levels within the program, demonstrating a strong commitment to developing skilled craft professionals. In addition to his work in the classroom, Bobby actively supports student success beyond training. Examples include serving as a judge at the Local Craft Competition and mentoring competitors as they advance.

Through Bobby's guidance, a student competitor progressed to the National Craft Championships, earning both a Safety Award and the Chapter's first Gold Medal achievement in 2025.

Bobby's dedication to continuous improvement and his ongoing efforts to strengthen the Sprinkler Fitter program reflect the high standards and commitment to excellence that define CraftMasters instruction.



2026 NATIONAL CRAFT COMPETITION – SALT LAKE CITY

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 was proud to have three skilled students represent our program at the **National Craft Championships** in Salt Lake City, Utah.

- **RSC Electrical, Inc – Electrical**
- **Titan Mechanical, Inc – HVAC**
- **Bayside Fire – Sprinkler Fitter**

Each competitor demonstrated strong technical ability, professionalism, and a commitment to safety—reflecting the quality of training delivered through the CraftMasters program. Their participation highlights the dedication of both the students and the member companies that support their development.

We congratulate all three competitors on their achievements and for representing CraftMasters at a national level.

ABC CraftMasters extends appreciation to the member companies who supported these competitors and continue to invest in workforce development through training and mentorship.



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 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 go to 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. **constructionsafetyweek.com**

DRUG- AND ALCOHOL-FREE WORKPLACE

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

TOTAL HUMAN HEALTH INITIATIVE

ABC members care and want to send their employees home safe at the end of the shift and 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.

MANAGEMENT EDUCATION

TRAIN. RETAIN. GROW.

ABC of Metro Washington has created and facilitated 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:

- Basic Spanish for the
Construction Industry
- Bluebeam Courses
- Business Development
- Business Writing
- Certified Payroll
- Change Orders
- Construction Law
- Construction
Quality Management
(USACE/NAVFAC)
- Cost Escalation
- Customer/
Client Relationships
- Developer's
Industry Outlook
- Estimating
- Federal Contracting
- Financial Management
- Improving Communication
- 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:

Navigating Employer Immigration Policies: Compliance, Regulations, and Best Practices

As U.S. Immigration and Customs Enforcement (ICE) activity continues, construction employers should have a plan for handling raids and renewed focus in immigration enforcement. Employers need to fully review their immigration policies and procedures to ensure they are prepared for immigration audits, raids, and other workplace compliance issues. Members receive general legal advice on compliance with immigration laws and regulations, updates on policy developments that may affect workforce availability, proper legal information about policies and procedures to bring new skilled international workers to the U.S., and guidance on best practices for employers in managing immigration-related concerns.

LEADERSHIP DEVELOPMENT PROGRAM



“

From understanding themselves as leaders to navigating workforce challenges, technology, AI, and generational dynamics, LDP delivers immediate value to both participants and their employers.”

Developing the Next Generation of Construction Leaders

The Leadership Development Program (LDP) is ABC Metro Washington's highly sought after, premier 18 month leadership experience, created for rising professionals who are ready to lead teams, companies, and the construction industry forward.

This is not a classroom-only program—it is a transformational journey that combines executive level education, real world industry exposure, mentorship from top construction firms, and peer collaboration that lasts a career.

Participants gain leadership skills, strategic thinking, and industry insight needed to succeed in today's complex construction environment. From understanding themselves as leaders to navigating workforce challenges, technology, AI, and generational dynamics, LDP delivers immediate value to both participants and their employers.

Program Highlights

- Foundational Leadership & Self-Awareness
- Industry Insight & Influence
- Team & Organizational Leadership
- Communication & Executive Presence
- Mentorship & Peer Collaboration

Industry-Led. Experience-Driven.

Participants learn directly from—and alongside—leaders from some of the region's most respected companies, including:

Advisor & Mentor Companies

- Absolute Builders, Inc.
- Calvert Masonry, Inc.
- Canyon Contracting, Inc.
- Coakley & Williams Construction (CWC)
- Commercial Group
- Donohoe Construction Company
- Henley Construction Co., Inc.
- Lanigan Ryan P.C.
- Mid Atlantic Contracting, Inc.
- PCC Construction Components, Inc.

- Pillar Construction, Inc.
- Press Mechanical Contractors, Inc.
- Prodigy Builders LLC
- Redbrick LMD
- Ruppert Landscape, Inc.
- Shapiro & Duncan, Inc.
- Telligent Masonry, LLC
- Total Shading Solutions
- Winmar Construction

The Leadership Development Program is an **investment in people—and in the future of your company.** Graduates emerge as polished professionals with expanded networks, sharper leadership skills, and a deeper understanding of the construction industry's challenges and opportunities.

If you have emerging leaders ready to grow, influence, and lead—**this is the program that sets them apart.**

Limited seats. Exceptional outcomes. Lasting impact.

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

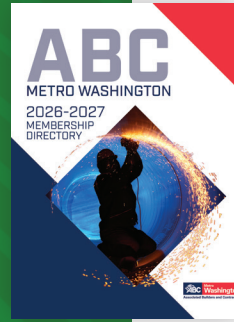
abc.org/newsline

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 METRO WASHINGTON MAGAZINE

abcmetrowashington.org/buildingwashington

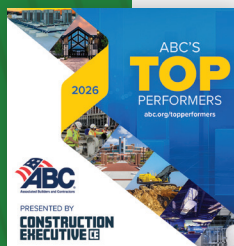
ABC of Metro Washington's award-winning quarterly magazine is an indispensable tool for staying up to date on major projects, issues, and happenings in the construction industry. Building Metro Washington readers constitute the bulk of the purchasing power within the region's building industry.



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.



Metro
Washington

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.

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

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 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 Matt Tefteau, Director, Government Affairs at mteffeau@abcmetrowashington.org.

INCREASE YOUR PROFITABILITY



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.

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!

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

AI

Datagrid

Contract Compliance

Document Crunch

Cybersecurity

EGNYTE

Equipment & Material Management

Kojo
SubBase

Estimating and Takeoff

STACK

Expense Management

speedchain

Field Service Management

BuildOps
ServiceTitan

HR & Workforce Management

ARCORO

Learning Management System

Global eTraining

Preconstruction

planHub

Project Management

AUTODESK Construction Cloud
Oracle Construction and Engineering
Smartbuild
Smartapp.com
SUBHQ

Reality Capture and Hardware

Trimble

Safety

KPA
SALUS
ramtech

Scheduling

Outbuild

Security

SentriForce

Virtual Reality

Interplay Learning

Workforce Management

Lumber
mobiclocks
miter

BUSINESS DISCOUNTS

Accounting

Foundation Software

Apparel/Uniform

Vestis

Auto/Commercial Vehicles

Nissan

Auto/Fleet Management

Enterprise Fleet
Management
Ram/Jeep

Benefit Plans

The Contractors Plan
abc.org/thecontractorsplan

Cell Phones

Verizon

Delivery Services

FedEx

Documents

ConsensusDocs

Fuel Programs

ExxonMobil
Shell
Sunoco
Phillips 66, Conoco and 76

Hotels

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

Vestis

Car Rentals

Avis
Budget

Employee Savings

ABC Perks at Work

Hardware

ACE Hardware

Hotels

Engine

Identity and Device Protection

Norton LifeLock Benefit Plans

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 www.pennnationalinsurance.com.

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



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

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 301-595-9711

MEMBER LISTINGS

500+ Member companies
in the Metro Washington Area.



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.

