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WHO WE ARE

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



Metro
Washington

OUR MISSION

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

OUR VISION

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

MERIT SHOP

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

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



Kathy Humm
CHAIR
NTP HR LLC



Mike Hurley
VICE CHAIR
Clark Construction Group, LLC



Jason Patten, CPA
TREASURER
Lanigan Ryan, P.C.



Tatiana Ahlborn
SECRETARY
Absolute Builders, Inc.



Justin Fanning
PAST CHAIR
Goldin & Stafford, LLC



Dan Bond, CAE
PRESIDENT
ABC of Metro Washington

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



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

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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

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**Awards Programs
Excellence In Construction Awards**
Jennifer Murphy

**Chapter and National
Safety Awards, STEP (Safety
Training and Evaluation Process)**
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**Building Washington Magazine &
Building Metro Washington Weekly**
Martha Patterson

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Leadership Development Program
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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



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: 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: Hayley Hughes, HITT Contracting Inc.

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: 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: Casey Cook, Ruppert Landscape, Inc.

Vice Chair: Fadi Abouhadid, Pillar Construction



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: Daniel Press, PCC Construction Components

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: 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.

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.

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.



Map your journey at 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, 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 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.



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 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

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

ABC of Metro Washington Website

abcmetrowashington.org

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

Building Metro Washington Weekly

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

FindContractors.com

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

NEWSLINE

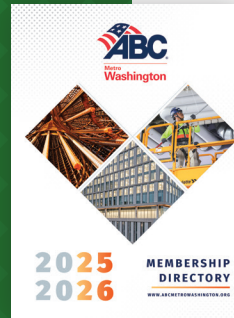
abc.org/newsline

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

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

abc.org/news-media/news-releases

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



Membership Directory

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



Building Washington Magazine

abcmetrowashington.org/buildingwashington

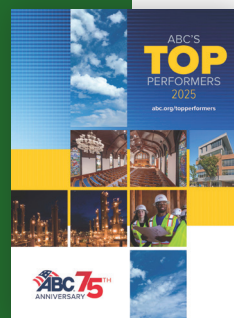
ABC of Metro Washington's award-winning quarterly magazine is an indispensable tool for staying up to date on major projects, issues, and happenings in the construction industry. Building Washington readers constitute the bulk of the purchasing power within the region's building industry.



Construction Executive Magazine

constructionexec.com

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



ABC's Top Performers lists

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

PROTECT YOUR MERIT SHOP

ABC of Metro Washington

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



Metro
Washington

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 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.



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**.

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

BUSINESS DISCOUNTS

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

EMPLOYEE DISCOUNTS

Apparel/Uniform Vestis	Employee Savings ABC Perks at Work
Cell Phones Verizon	Hardware ACE Hardware
Desktops, Laptops, and Printers HP	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.



Metro
Washington

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



