

# MEMBER SUCCESS GUIDE



[www.abcmetrowashington.org](http://www.abcmetrowashington.org)

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# WHO WE ARE

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

## OUR MISSION

To protect and enhance the merit shop philosophy within the construction industry, to speak for the industry to the public, and to engage members to succeed in a challenging marketplace.

## OUR VISION

ABC of Metro Washington is the pre-eminent advocate for fair and open competition and the merit shop philosophy, and the premiere trade association in the metropolitan Washington, D.C. 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.

**“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.”**

## 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 coined the term “merit shop” to describe these characteristics, and the words are now universally associated with our association.

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

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

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

As one of the largest chapters in the nationwide association, ABC of Metro Washington’s members primarily specialize in commercial construction and build schools, hospitals, government buildings, 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 participating in the democratic process
- Delivers craft, apprenticeship and management education for member companies’ employees
- Prepares workers and companies with safety training and resources for continual improvement and recognition
- Encourages member participation and engagement in the association to build connections in the industry
- Delivers programs and services that have a direct, positive and measurable effect on members’ prosperity
- Promotes business development by providing members with valuable networking opportunities
- Improves the industry through education, political advocacy and sharing best practices
- Promotes for mutual benefit majority, women and minority businesses
- Improves where we live and work through our members’ active community service

**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.**

## EXECUTIVE COMMITTEE



**Leigh Press**  
Chair  
PCC Construction  
Components, Inc.



**Thomas Bizzarri**  
Chair-elect  
Prodigy Builders LLC



**Esteban Tijman**  
Vice Chair  
Total Shading Solutions



**Jeff Lavore, CPA**  
Treasurer  
Lanigan Ryan, P.C.



**Justin Fanning**  
Secretary  
Goldin & Stafford, LLC

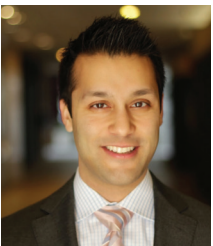


**Lynn Stith Bennett**  
Past Chair  
Coakley &  
Williams Construction



**Dan Bond, CAE**  
President  
ABC Metro  
Washington Chapter

## BOARD OF DIRECTORS



**Neil Agarwal**  
G.E. Frisco Co., Inc.



**Tatiana Ahlborn**  
Absolute Builders, Inc.



**Dan Coffey**  
TW Construction



**Timothy Cummins,  
CPA**  
Aronson LLC



**Hillary Ghent**  
DAVIS Construction



**Brett Harton**  
Foulger-Pratt



**Kathy Humm**  
NTP HR LLC



**Tom McCullough**  
McCullough  
Construction, LLC



**Brandon Ripley**  
Penzance



**David Uffelman**  
Forrester Construction



**Rob Wenger**  
WCS Construction, LLC

## PAST CHAIRS OF THE BOARD OF DIRECTORS

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

**Tracy C. Coleman**

Coleman & Wood, Inc.  
1958-1959

**Neil T. Coakley**

C. A. Coakley Contractors  
1960

**Clarence Kettler**

Kettler Brothers, Inc.  
1961

**James S. Long**

Miller & Long Co., Inc.  
1962

**A. Frank P. Rubino**

Rubino Builders, Inc.  
1963

**Edward A. Baker**

E.A. Baker Co., Inc.  
1964-1965

**Paul Blank**

Cee Bee Contractors, Inc.  
1966-1967

**Robert E. Perry**

Perry Steel Sales, Inc.  
1968-1969

**William Demory**

Demory Brothers Construction  
1970-1971

**Ralph J. Hubert**

Glen Construction  
Company, Inc.  
1972-1973

**Kenneth Peltz**

Pel-Bern Electric, Inc.  
1974-1975

**Bruce E. Stauffer**

Stauffer Construction  
1976-1977

**James E. Mills, Jr.**

Mills-Russell, Inc.  
1978-1979

**Richard W. Hottel**

Harvey W. Hottel, Inc.  
1980

**C. Edwin Becraft**

Glen Construction  
Company, Inc.  
1981

**John M. McMahon**

Miller & Long Co., Inc.  
1982

**James A. Federline**

James A. Federline, Inc.  
1983

**J.P. Blase Cooke**

Harkins Builders, Inc.  
1984

**Robert J. Shaffer**

Genco Masonry, Inc.  
1985

**Robert C. Herr**

Donohoe  
Construction Company  
1986

**Lary L. Acker**

Acker & Sons, Inc.  
1987

**Richard A. Baum**

Gemini Painting  
& Wallcovering  
1988

**Matthew J. Whalen**

Robert Whalen  
Company, Inc.  
1989

**Gary E. Hess**

Hess Mechanical Corp.  
1990

**Patrick J. Caulfield**

Coakley & Williams  
Construction, Inc.  
1991

**William I. Magruder**

Omni Construction, Inc.  
1992

**Benny J. Pasquariello**

SIGAL Construction Corporation  
1993

**Ralph S. Goldin**

Goldin & Stafford, Inc.  
1994

**Beverly Vigue**

Swingin' Door, Inc.  
1995

**Don F. Owen**

P & P Contractors, Inc.  
1996

**Paul V. Facchina, Sr.**

Facchina Construction Company, Inc.  
1997

**Katharine Hess Teitel**

Hess Mechanical Corp.  
1998

**John D. Magnolia**

Joseph J. Magnolia, Inc.  
1999

**John Livingston**

Coakley & Williams  
Construction, Inc.  
2000

**Jeff Driggs**

Division 2  
2001

**James A. Russ**

Aggregate Industries  
2002

**Robert J. MacDaniels**

Oncore Construction, LLC  
2003

**Charles W. McPherson**

Facchina Construction  
Company, Inc.  
2004

**Adam Prill**

Prill Construction  
Group, LLC  
2005

**Brian A. Mattingly**

Goldin & Stafford, LLC  
2006

**Deborah Murphy**

Standard Supplies, Inc.  
2007

**Steven J. Donohoe**

Donohoe  
Construction Company  
2008

**D. Scott Vossler**

Foulger-Pratt  
Contracting, LLC  
2009

**George R. Nash, Jr.**

Facchina Development, LLC  
2010

**Paul K. Barry**

Facchina Construction  
Company, Inc.  
2011

**Michael Burlas**

Miller & Long Co., Inc.  
2012

**Gregory E. Harraka**

Coakley & Williams  
Construction, Inc.  
2013

**Bob Jones**

Ruppert Landscape, Inc.  
2014

**Jim Anglemyer**

WCS Construction, LLC  
2015

**Robert C. Henley**

Henley Construction Co., Inc.  
2016

**Mark W. Drury**

Shapiro & Duncan, Inc.  
2017

**Paul P. Elias**

Redbrick LMD  
2018

**Melissa P. Koehler**

BF Joy, LLC  
2019

**Neil J. Stablow**

Donohoe  
Construction Company  
2020

**Lynn Stith Bennett**

Coakley & Williams  
Construction, Inc.  
2021

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## SEARCH BY TOPIC

### Apprenticeship & Craft Training

Bonnie Speedy

### Awards Programs

#### Excellence In Construction Awards

Dan Bond

### Chapter and National

#### Safety Awards, STEP (Safety Training and Evaluation Process)

Bonnie Speedy

### Building Washington Magazine & Building Metro Washington Weekly

Martha Patterson

### College Scholarships

Kamita Marbury

### Committee Involvement

Claire Callas

### Contractor Referrals

Claire Callas

### Directories (Membership & CBE)

Claire Callas

### Discount Programs

Claire Callas

### Facility Rental

Dan Bond

### Governance & Leadership

Dan Bond

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### Bonnie Speedy

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### Legal Advice & Labor Issues

Dan Bond

### Leadership Development Program

Kamita Marbury

### Legislative & Regulatory Issues MD & DC

Marcus Jackson

### Management Education

Dan Bond

### Membership—Renew, Join, Benefits

Claire Callas

### Networking & Events

Dan Bond

### PAC & FEA Contributions

Marcus Jackson

### Press Inquiries

Dan Bond

### Safety, OSHA & First Aid Training

Bonnie Speedy

### Sponsorships

Claire Callas

### Young Professionals

Martha Patterson

### Website

Martha Patterson

### Women Building Washington

Martha Patterson

### Workforce Development

Kamita Marbury

## ADDRESS

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### ABC CraftMasters Academy

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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

### Federal Government Affairs

abc.org/politicspolicy

### Free Enterprise Alliance

freeenterprisealliance.org

### Merit Choice Insurance Trust

insurancetrust.abc.org

### PAC (Political Action Committee)

abc.org/politicspolicy/abcpac

### Peer Groups

abc.org/peergroups

### STEP (Safety Training and Evaluation Process)

abc.org/safety/step

### ABC's Top Performers

abc.org/topperformers

### Trimmer Construction Education Fund

abc.org/trimmereducation

### Webinars

abc.org/academy/upcoming-webinars





Associated Builders and Contractors

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Metro  
**Washington**



# GROW YOUR BUSINESS

GROW | TRAIN

**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

fueled by more than 260 members.

## Increase visibility

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

**21,000**

Member companies nationwide.



# NETWORKING

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

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

## ABC of Metro Washington Networking Events

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

- Monthly networking events
- Coffee & Conversation
- Golf tournaments
- Meet the Generals
- Legislative week
- Peer groups
- New and prospective member receptions
- ABC.XYZ Young Professionals events
- Women Building Washington events

## Coffee & Conversation

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

### Member hosts have included:

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

The Coffee & Conversation series allows members to openly discuss current industry concerns as well as panel discussions. Previous topics have included: Supply Chain Challenges, Developer and GC Outlooks, Company Culture, Bonding & Insurance, Design industry changes, and an Insider's Look at DOES and Wage Theft Prevention. Stay tuned for more member-exclusive conversations.

## ABC National Conferences

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

### ABC Convention\*

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

### Legislative Week

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

### Leadership Institute\*

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



\*Location varies within the U.S.



# AWARDS & RECOGNITION

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



## Excellence in Construction Awards

Teamwork and cooperation between general contractors, specialty contractors and material suppliers are prerequisites for building excellence into any construction project. The Excellence in Construction Awards Program recognizes and celebrates outstanding projects built by DC-area ABC members annually. 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 Certification

### Craft Competitions, Local & National

### Construction Management Competition, National



### STEP Safety Management System

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

### WHY Participate?

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

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

### ABC of Metro Washington Chapter Safety Awards

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



**Accredited Quality Contractors**  
abc.org/aqc

The AQC Program is recognized by the Construction Users Roundtable (CURT).

The Accredited Quality Contractor program publicly recognizes and honors those construction firms that have documented their commitment in five key areas of corporate responsibility:

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

## STEP CERTIFICATION LEVELS

List includes all 2021 STEP recipients.

### DIAMOND

- \*Allan Myers
- BrightView Landscape Development
- CBG Building Company
- CK Commercial Construction Cleaning Service
- Delaware Elevator, Inc.
- \*Forrester Construction
- Gilbane Building Company
- Glenshaw Corporation/ Glenshaw Distributors Inc.
- Harkins Builders, Inc.
- Harvey-Cleary Builders
- HESS Construction
- Keller Brothers, Inc.
- \*PCC Construction Components, Inc.
- Rock Spring Contracting, LLC
- Scaffolding Solutions, LLC
- Southland Concrete Corp.
- Sunbelt Rentals
- Shoring Solutions
- Total Shading Solutions
- TW Construction
- Warren Brothers Construction

### PLATINUM

- Absolute Builders, Inc.
- \*ACECO, LLC
- Balfour Beatty
- Bayside Fire Protection
- Brothers Mechanical, Inc.
- Calvert Masonry, Inc.
- Cameron Building
- Envelope Specialists
- Canyon Contracting, Inc.
- Casey Construction Group, LLC
- Chesapeake Contracting Group, Inc.
- \*Coakley & Williams Construction
- CTI Telecom, Inc.
- CW & Sons Infrastructure, Inc.
- David Allen Company, Inc.
- DAVIS Construction
- \*Donohoe Construction Company
- Fidelity Building Services Group
- Foulger-Pratt
- \*Griffin Dewatering
- Grunley Construction Company, Inc.
- Henley Construction Co., Inc.
- \*Hensel Phelps Construction
- Hercules Fence of Maryland LLC
- HITT Contracting Inc.
- JCM Associates, Inc.
- \*KBE Building Corporation
- Kent Island Mechanical, Inc.
- Konstructure, LLC
- \*Mallick Mechanical Contractors, Inc.
- Manganaro Midatlantic, LLC

- \*Manhattan Construction Company
- Miller & Long DC, Inc.
- Pillar Construction, Inc.
- \*Power Design, Inc.
- Pro Power and Electric
- Scaffold Resource, LLC
- Smith-Midland Corp.
- The Bartley Corporation
- TMG Construction Corp.
- Turner Construction Company
- WCS Construction, LLC
- Wohlsen Construction Company

### GOLD

- Aleman Construction, LLC
- Baker Construction DC
- Cindell Construction Co., Inc.
- Genco Masonry, Inc.
- GeoStructures, Inc.
- \*Goldin & Stafford, LLC
- Joseph J. Magnolia, Inc.
- Long Fence Company, Inc.
- MCN Build Inc.
- \*Miller & Long Co., Inc.
- Monarc Construction, Inc.
- SMC Concrete Construction, Inc.
- \*Telligent Masonry, LLC
- Total Environmental Concepts, Inc.
- W.M. Schlosser Company, Inc.

### SILVER

- Accu-Crete, Inc.
- ACM Services, Inc.
- Altimate Electric, Inc.
- Anchor Construction Corporation
- Artelye
- Belfast Valley Contractors, Inc.
- BF Joy, LLC
- Colt Builders Corp.
- CRISAK Incorporated
- Dustin Construction, Inc.
- Finishing Touch
- Commercial Cleaning, LLC
- GB Shades
- Livingston Fire Protection
- McCullough Construction, LLC
- Mid Atlantic Contracting, Inc.
- Mobile Video Guard
- Shapiro & Duncan, Inc.
- W.G./Welch Mechanical Contractors, LLC

### BRONZE

- Anderson Mechanical Services, LLC
- Bausum & Duckett Electric LLC
- Hawkins Electric Service, Inc.
- Ruppert Landscape, Inc.
- Selective Demolition, LLC
- Shickel Corporation
- Standard Restoration & Waterproofing Co., Inc.
- VMC Contracting, Inc.

\*2021 AQC recipient

# ABC.XYZ YOUNG PROFESSIONALS



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

ABC.XYZ hosts a wide range of events for young professionals and draws individuals to:

- Construction-related educational events such as site tours, political advocacy and job-site safety
- Professional development events such as: developing leadership skills, the ABCs of networking and business etiquette.
- Social networking events such as the annual Pig Roast with Kickball and Cornhole Tournaments, Trivia Night and TopGolf

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



# WOMEN BUILDING WASHINGTON



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

- Increase the number of active women members in ABC
- Support the development of 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

The committee plans a wide range of educational and networking events, such as leadership workshops, a book club, and Golf with a Pro. The committee also organizes the SHEbuilds event, a community service home rebuild project for women, by women.



# CONTRACTOR REFERRALS

## REFERRALS

### ABC OF METRO WASHINGTON'S CONTRACTOR REFERRAL PROGRAM

We can help you find the right contractor.

ABC's Contractor Referral Service is the source for construction users. Architects, developers, owners and contractors contact ABC of Metro Washington to find member contractors, suppliers and associates for their projects. Your contact information and specialties can be filtered by Division, CSI code, geographic areas, firm size and more, providing countless opportunities for business leads. ABC of Metro Washington is proud to connect hundreds of member firms each year.

#### Small Business Referrals:

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



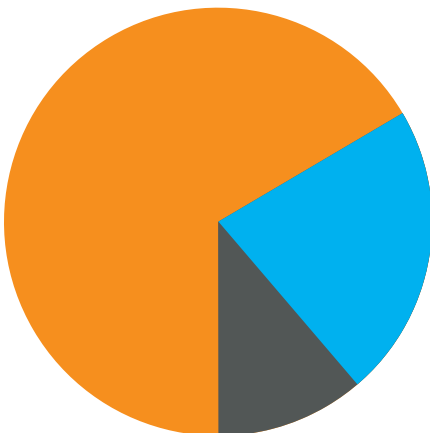
**ABC MEMBERS  
LOVE TO WORK  
WITH OTHER  
ABC MEMBERS.**

### ABC NATIONAL'S FINDCONTRACTORS.COM

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

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

### ABC OF METRO WASHINGTON'S MEMBERSHIP



**70%**  
**Contractors**  
(General Contractors and  
Specialty Contractors)

**20%**  
**Industry Associates**  
(Developers, Engineers,  
and Professional  
Services Firms)

**10%**  
**Suppliers**



### 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)

# 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.



## ABC.XYZ Young Professionals

Geared towards the 40 and under professional crowd, the ABC.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.

**Committee Chair:** Juliane Medd, Consigli Construction  
**Staff Liaison:** Martha Patterson, Director of Marketing



## Craft Training

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

**Committee Chair:** Joshua Ault, Tradesmen International  
**Staff Liaison:** Bonnie Speedy, Director of Education



## Golf Outing

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

**Committee Chair:** Michael Pappas, Telligent Masonry, LLC  
**Staff Liaison:** Dan Bond, President



## 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.

**Committee Chair:** JR Russell, McCullough Construction  
**Staff Liaison:** Marcus Jackson,  
Director of Government Affairs



## Legislative: Joint Legislative - State

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 the State of Maryland.

**Committee Chair:** Greg Brown,  
Waynesboro Construction Co.  
**Staff Liaison:** Marcus Jackson,  
Director of Government Affairs



## Legislative: Montgomery County

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

**Committee Chair:** Andrew Bartley,  
The Bartley Corporation  
**Staff Liaison:** Marcus Jackson,  
Director of Government Affairs



## Legislative: Prince George's County

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

**Committee Chair:** Shawn Scarlata, Mobile Video Guard  
**Staff Liaison:** Marcus Jackson,  
Director of Government Affairs



## Management Education

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

**Committee Chair:** Mike Hurley,  
Clark Construction Group LLC  
**Staff Liaison:** Dan Bond, President



## 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.

**Committee Chair:** Steve Kuligowski, Foulger-Pratt  
**Vice Chair:** Eric Van Why, Coakley & Williams Construction  
**Staff Liaison:** Claire Callas, Vice President,  
Member Services & Operations



### Programs

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

**Committee Chair:** Megan Ross,  
Coakley & Williams Construction

**Staff Liaison:** Dan Bond, President,



### 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.

**Committee Chair:** Libby Mendiratta, G.E. Frisco Co., Inc.  
**Staff Liaison:** Martha Patterson, Director of Marketing



### Workforce Development

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

**Committee Chair:** Victor Villavicencio,  
PCC Construction Components, Inc.

**Staff Liaison:** Kamita Marbury,  
Director of Workforce Development

[www.abcmetrowashington.org/committees](http://www.abcmetrowashington.org/committees)



# PEER GROUPS

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

### Annual subscriptions are offered for the following Peer Groups:

#### Estimating Peer Group

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

#### Human Resources Peer Group

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

#### Marketing Peer Group

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

#### Technology Peer Group

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

### Complimentary for Members:

#### Safety Peer Group

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

[www.abcmetrowashington.org/abcpeergroups](http://www.abcmetrowashington.org/abcpeergroups)



**Leadership  
Commitment**

**Cultural  
Transformation**

**Process  
and Systems**

**Results**

Make  
**SAFETY**  
a part of your  
company's  
**DNA**

The best companies strive for world-class safety and work to ensure that it is a part of their DNA, guiding their leaders and shaping their corporate culture. Are you ready to make the commitment to improve your safety performance?

**LEADERSHIP  
COMMITMENT**

Leaders take a stand  
not to compromise on  
safety

**CULTURAL  
TRANSFORMATION**

Safety ambassadors are  
empowered at every  
organizational level

**PROCESS AND  
SYSTEMS**

Information  
drives continuous  
improvement

**RESULTS**

Metrics are analyzed  
to deliver better results  
each year

STEP makes the highest-performing companies more than six times safer than the industry average.\*

**Does your company have a proven safety management system?**

Start your safety journey  
today. Visit [abc.org/step](http://abc.org/step).

\*Source: abc.org/spr





Associated Builders and Contractors

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Metro  
**Washington**

# TRAIN YOUR EMPLOYEES

Up to 21 trades offered by ABC CraftMasters for apprenticeship and skills training.

## 30 management education

classes covering topics such as contracts, estimating, project management, construction quality management and more.

## \$1.5 Billion

ABC members annually invest in training their workforce nationwide.

## 645%

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

## 600+ people trained

in management education and safety seminars last year.

## 6,000+ craft professionals

trained through ABC CraftMasters since 2000.



# WORKFORCE DEVELOPMENT

## Middle & High School Outreach Programs

ABC members engage the future workforce through 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 graduating seniors trained in plumbing, electrical, HVAC, masonry or carpentry, and members who need their skill set.

## Community Outreach

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

## Internship Template

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

## Student Chapters

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

## Funding Resources for Employers

Educating staff is a proven way to develop highly-skilled employees, reduce turnover rates, increase productivity and lower the cost of recruitment. Resources are available to fund employers' efforts to offset staff training costs, including tax incentives and apprenticeship reimbursement. To learn more, visit: [www.abcmetrowashington.org/career-workforce-development/resources-for-employers](http://www.abcmetrowashington.org/career-workforce-development/resources-for-employers).

650,000 additional workers are needed to meet demand in 2022. A shortage of this magnitude requires that we attract more people to the commercial construction industry and develop them to continue to be successful and relevant in today's marketplace.

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

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



ABC of Metro Washington's new ONLINE career center connects job seekers in the trades and other professional-level careers exclusively

with ABC of Metro Washington members. Construction Career Connect helps ABC of Metro Washington members:

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

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

# APPRENTICESHIP & SKILLS TRAINING



## Who We Are

ABC of Metro Washington founded the ABC CraftMasters Training Trust (CTT), a separate 501(c)(3) organization, as its educational entity to deliver apprenticeship and construction craft training in up to 21 separate trades.

These apprenticeship and craft training programs are accredited by NCCER, and fully approved by the Maryland Apprenticeship and Training Council, District of Columbia Apprenticeship and Training Council and the U.S. Department of Labor.

## Why Train with CTT?

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

## What We Are Approved To Offer

- C.O.R.E. (Construction Orientation Readiness Education)
- Carpentry
- Cement Mason
- Concrete Form Building
- Drywall
- Electrical
- Glazier
- Heavy Equipment Operator
- HVAC
- Laborer
- Masonry
- Painting
- Pipefitting
- Pipe Insulator
- Pipelayer
- Plumbing
- Reinforced Ironwork
- Roofing
- Sheet Metal
- Sprinkler Fitting
- SteamFitting
- Structural Ironwork
- Welding

Visit us at [www.abcmetrowashington.org/home/craftmasters](http://www.abcmetrowashington.org/home/craftmasters) or call (301) 853-4668.



## Mid-Atlantic Backflow Academy

Created in partnership between University of Florida's TREEO Center and ABC CraftMasters Training Trust, the Mid-Atlantic Backflow Academy is the ONLY dedicated backflow facility in the United States. 32-hour certification and recertification are available.

**WHY:** 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. Individual states, regulatory authorities and licensing agencies realize the critical nature of protecting the potable water within their respective jurisdictions and for this reason, Certified Cross Connection Control Professionals are in demand.

**WHERE:** From Maine and Ohio to North Carolina and all states in between, the Mid-Atlantic Backflow Academy brings cutting-edge backflow instruction to a centralized, east coast location for all in the industry.

The Mid-Atlantic Backflow Academy is located inside the CraftMasters facility in Beltsville, MD.



## ABC National Craft Championships

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

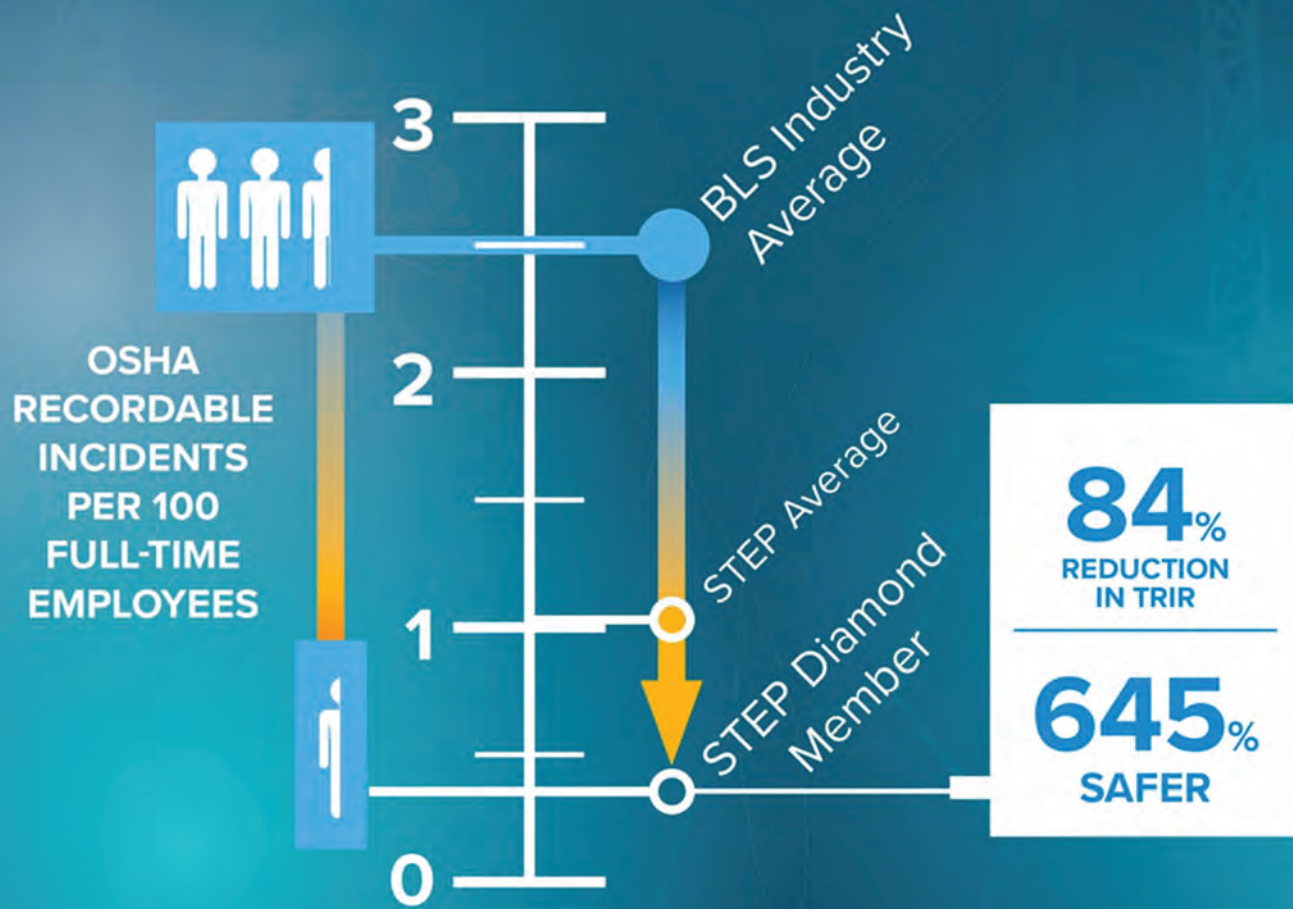
## ABC CraftMasters 2020-2021 Combined Graduation

Congratulations to the trade men and women who completed their mostly 4-year trade education program to graduate!



# What if your company could be **645% safer** than the industry average, and you could reduce your **Total Recordable Incident Rate by 84%**?

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



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

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

Learn more at [abc.org/spr](http://abc.org/spr) and start your safety journey today at [abc.org/step](http://abc.org/step).



# SAFETY



## SAFETY PROGRAMS

In our commitment to safety and health in the construction industry, and to saving, protecting, and enhancing the lives of workers and the community, we offer innovative safety training seminars with real-life learning to develop a skilled and knowledgeable workforce.

### Safety Training Classes Include:

- Aerial Lifts
- Competent Person
- Confined Spaces
- Fall Protection
- First Aid & CPR
- Flagger
- Forklift Safety
- OSHA-10
- OSHA-30
- Respiratory Protection
- Rigging
- Scaffold Safety
- Trench & Excavation

### NEW HIRE SAFETY ORIENTATION

The Safety Orientation Template provides a consistent, impactful safety orientation program to employees. This customizable template will guide you through the process of conducting a highly effective safety orientation program, an important factor as you build a culture of safety that strives to achieve zero accidents.



### STEP

The updated report on the Safety Training Evaluation Program (STEP) continues to make it clear that specific focus on safety, and the STEP process as a guide to do so, reduces incident numbers. ABC STEP members are 645 percent safer than the industry average and have a reduction in Total Recordable Incident Rate of 84 percent. The ABC Safety Performance Report is not a research project or an academic study. It captures the results of ABC STEP member companies nationally performing real work on real projects. ABC is building on the analysis of nearly a billion hours of work presented in the 2017–2022 reports to identify what comprises a world-class safety program. See more about STEP in the Awards and Recognition section of this Directory and/or go to [www.abcstep.org](http://www.abcstep.org).

### Total Human Health Initiative

ABC members care about their employees. Not only do they want to send them home safe at the end of the shift, they also want them to live a healthy lifestyle and enjoy the abundance life has to offer through their careers and beyond. ABC has always been a leader in the industry and as part of a future enhancement to ABC's STEP world-class safety management system, ABC announced the Total Human Health Initiative (THHI). This critical link in our STEP Program has been designed to help members focus and improve the complete health, wellness, and livelihood of their employees. The THHI program matrix and resources were designed to provide simple and effective means and methods to build and customize any member program from basic to advanced regardless of the size of your organization.

### Drug and Alcohol-Free Workplace

Nationwide, over 8,000 companies have signed the Drug and Alcohol-Free Workplace Pledge, committing to establish drug and alcohol-free jobsites and offices. Take the pledge at [drugfreeconstruction.org](http://drugfreeconstruction.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 with a single aim: to inspire everyone in the industry to be leaders in safety. Safety Week is a show of force, an opportunity for people, companies, and even competitors, to work together and celebrate the incredibly hard work by people in our industry who make safety the foundation of everything they do. [constructionweek.com](http://constructionweek.com).

### SPECS

The Strategic Partnership for Excellence in Construction Safety (SPECS) is a program between the Maryland Chapters of ABC and Maryland Occupational Safety and Health (MOSH). This multi-level program exemplifies the importance of providing a safe and healthy work environment in the construction industry, and recognizes employers who go above and beyond.

The SPECS program seeks to work with construction employers who have demonstrated strong efforts toward improving their occupational safety and health practices and who are willing to share resources, best practices and work with the construction industry at large to establish successful safety and health management systems. Participants in SPECS will receive incentives for their participation depending upon the level of their safety and health systems.

**Who is eligible?** ABC subcontractors and general contractors on a Maryland job site, who have met the requirements of ABC STEP Gold or above.

# MANAGEMENT EDUCATION

## TRAIN. RETAIN. GROW.

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

## FEATURED COURSES:

### Project Managers' and Superintendents' Academy

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

### Construction Quality Management (CQM)

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

### CrewLead Boot Camp: Two-part Course

The CrewLead Boot Camp is designed to equip on-site supervisors who are responsible for the daily execution of work. Each segment is presented in an interactive format using easy to remember models and processes. Participants leave the first session with a personalized action plan and report their results at the second course. In the second course, participants will deepen their capability in three key areas: building team trust, making difficult decisions, and managing conflict within the crew.

### Business Writing for Construction Professionals

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

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



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

## Who should attend:

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

## Management Education Courses:

- Business Writing
- Change Orders
- Construction Law
- Construction Quality Management (USACE/NAVFAC)
- CrewLead Boot Camp
- Customer/Client Relationships
- Digital Marketing
- Estimating
- Federal Contracting
- Financial Management
- Insurance and Bonding
- Leadership
- Legislative Issues
- Negotiations and Contracts
- Networking and Presentation Skills
- Peer Groups - Estimating, HR, Safety, and Marketing
- Project Close-Out Process
- Plan Reading
- Pre-Construction
- Prevailing Wage
- Risk Management
- Scheduling
- Social Media (including YouTube, LinkedIn, Instagram)
- And so much more



# LEADERSHIP DEVELOPMENT PROGRAM



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

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

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

#### **Upon successful completion of the program:**

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

Individuals selected for this program are often sought out as “rising stars” in their companies, with distinct qualities of character, leadership and intelligence. LDP graduates develop fundamental skills that bring great value to the individuals and their employers.

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

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

# INDUSTRY RESOURCES

STAY CURRENT, INFORMED AND IN TOUCH.



## Membership Directory

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



## Building Washington Magazine

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

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



## Construction Executive Magazine

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



## ABC's Top Performers lists

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

## ABC'S Free Webinar Series

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

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

## ABC of Metro Washington Website

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

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

## Building Metro Washington Weekly

[abcmetrowashington.org/weekly](http://abcmetrowashington.org/weekly)

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

## Construction Backlog Indicator

To participate contact:

[abc.org/newsmedia/constructioneconomics](http://abc.org/newsmedia/constructioneconomics)

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

## Construction Economic Update

[abc.org/newsmedia/constructioneconomics](http://abc.org/newsmedia/constructioneconomics)

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

## FindContractors.com

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

## NEWSLINE

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

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

## Construction Confidence Index

To participate contact:

[abc.org/newsmedia/constructioneconomics](http://abc.org/newsmedia/constructioneconomics)

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

# PROTECT YOUR MERIT SHOP

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

## **Zero PLA legislation**

enacted by the Maryland General Assembly.

## **Zero PLA legislative**

mandates introduced in Montgomery County.

# PROTECT YOUR BUSINESS

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

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

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

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

## LEGISLATIVE TOOLS AND RESOURCES

### ABC Action App

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

### ABC of Metro Washington's Legislative & Regulatory Brief

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

### We Build Maryland

A statewide newsletter produced weekly during the 90-day session of the Maryland General Assembly. [webuildmaryland.org](http://webuildmaryland.org)

### VoterVOICE

Keeps members informed about legislative issues that affect the construction industry. [voterveice.net/ABCD/DC/Home](http://voterveice.net/ABCD/DC/Home)



### ABC's Priority Regulatory & Legislative Issues

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

### ABC's General Regulatory & Legislative Issues

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

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



# 88%

NEARLY 88 PERCENT OF ALL CONSTRUCTION WORKERS IN METROPOLITAN WASHINGTON CHOOSE 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 Marcus Jackson, Director, Government Affairs at [mjackson@abcmetrowashington.org](mailto:mjackson@abcmetrowashington.org).

# INCREASE YOUR PROFITABILITY

ABC delivered more than **\$35 Million** in member savings in 2021.

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

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

# SAVE MONEY. SAVE TIME. IMPROVE YOUR BOTTOM LINE.

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

## INSURANCE PROGRAMS

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

### Chesapeake Employers Insurance

#### Worker's Compensation

Exclusively available to members of the Maryland ABC Chapters (including ABC of Metro Washington). Contact your insurance agent, or call 1-800-264-4943 to ask 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.

#### GEICO – [geico.com/disc/ABC](http://geico.com/disc/ABC)

Personal Auto Insurance

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

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

### For current ABC Business and Employee discount programs visit

- [abcmetrowashington.org/membership/im-a-member/business-discounts](http://abcmetrowashington.org/membership/im-a-member/business-discounts)
- [abcmetrowashington.org/membership/im-a-member/employee-discounts](http://abcmetrowashington.org/membership/im-a-member/employee-discounts)
- [abc.org/discounts](http://abc.org/discounts)

## BUSINESS DISCOUNTS

### Accounting

Foundation Software

### Apparel/Uniform

Aramark

### Automotive/

### Commercial Vehicles

General Motors (GM)

Fleet

Nissan

### Benefit Plans

The Contractors Plan

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

[thecontractorsplan](http://thecontractorsplan)

### Cell Phones

Verizon

### Construction

### Management Software

Procore

### Corporate Housing

Travelers Haven

### Delivery Services

FedEx

### Documents

ConsensusDocs

### Fleet Management

Enterprise

Fleet Management

### Fuel Programs

ExxonMobil

Shell

### Hotels

Hotel Engine

### Job Postings

Construction Job Network

### Materials, Tools and Supplies

Lowe's ProServices

### Payroll Services

Payroll4Construction

### Printing/Signage/ Drone Flights

ARC

### Professional Development

FranklinCovey

## EMPLOYEE DISCOUNTS

### Apparel/Uniform

Aramark

### Automotive/

### Commercial Vehicles

General Motors

(GM) Fleet

### Auto Insurance

GEICO

### Cell Phones

Verizon

### Corporate Housing

Travelers Haven

### Employee Savings

ABC Marketplace

### Hotels

Hotel Engine

### Identity and Device Protection

Norton LifeLock

Benefit Plans

## TECH MARKETPLACE

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

Take advantage of the discounts below!

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

### Accounting/Billing:

Flashtract

FOUNDATION software

Sage Construction

and Real Estate

### Customer Relation Management

FollowupCRM

### Drones:

ARC

### Labor and

### Equipment Tracking:

myComply

TENNA

### PRE-Construction

Compass

ProEst

BECTECH

### Prevailing

### Wage/Compliance

Points North

### Project Management:

AUTODESK

Construction Cloud

PROCORE

Smartbuild

Smartapp.com

SUBHQ

### Safety:

KPA

### Service Management:

BUILD OPS

### Site Monitoring:

STRUCTIONSITE

See the PRINT or ONLINE  
Membership Directory  
TO ACCESS ALL MEMBERS

# MEMBER LISTINGS

500+ Member companies in the  
Metro Washington Area.

## The Metro Washington Chapter

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

## Exclusive Member Contractor Referral Program

connecting GCs and  
Specialty Contractors.

## 150+ CBE

member companies to meet  
jurisdictional qualifications.



Associated Builders and Contractors

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Metro  
**Washington**