

Bulletin

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Washington Building Congress is a nonprofit association made up of professionals from a variety of disciplines, all with an active interest or involvement in the Washington Metropolitan Area's real estate, design, and construction community. The organization was established in 1937 to represent the collective interests of its members by providing education and networking opportunities and by promoting the advancement of the building industry. For additional information about membership, joining a committee or the WBC Bulletin, call (202) 293-5922 or visit us on the web at www.wbcnet.org.

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Chairman's Letter

Dear Members and Colleagues:



I am pleased to report that over the past year all WBC committees have been meeting on a regular basis and each group is moving forward with exciting plans for 2010. Since the beginning of the membership year in October, we have held a joint committee planning session, a Speed Networking event, a Federal Marketplace panel program and thirteen committee meetings. Coming up we have the Holiday Party, Craftsmanship Judging Day and the Winter Networking event. WBC member participation continues to grow and the association is well positioned for another successful year.

The Hammerheads hosted the tremendous Oktoberfest Speed Networking event at RFD Washington and invited the full membership last month. Over 100 seasoned talkers, young and old alike, attended this fun evening of power networking and beer tasting. The Hammerheads Committee, led by Chair Lisa Walker (BE&K Building Group), Vice-Chair Mike Baruccheri (Tishman Construction) and Board liaison Mike Leavitt (Project Sight), is planning a series of quality activities for the coming year. If you would like to serve on the Hammerheads Committee or another WBC committee, please see the sign-up information in this issue of the *Bulletin*.

The Program and Education Committee is planning another excellent series programs. The committee kicked off with the Federal Marketplace panel discussing current and upcoming federal sector opportunities. Over 130 people attended this great presentation featuring the General Services Administration (GSA), Naval Facilities Engineering Command (NAVFAC), and United States Army Corps of Engineers (USACE). The committee is also planning a series of small business seminars to be held throughout the coming year, in addition to several more evening panel events. Thank you to the Program and Education Committee, Chair Jim Coleman (Watt, Tieder, Hoffar & Fitzgerald), Vice-Chair Mike Miskelly (Froehling and Robertson) and Board liaison Joe Schall (Pepco).

The Membership Services Committee is hosting the Winter Networking event on January 14 at Maggiano's in Tysons Corner, directly following the Craftsmanship Judging Day activities. Over 230 judges, members and guests attended this outstanding networking event last year. One more reminder—Please renew your WBC membership if you have not already done so. The membership year runs from October 1 to September 30, and annual renewal payments must be received no later than December 11 to be included in the 2010 *Industry Index* directory. The Membership Committee, along with Chair Scott Mucci (Forrester Construction), Vice-Chair Brett Snyder (P&P Contractors, Inc.) and Board liaison Karen Roberts (Forrester Construction), is well prepared to take on the challenges of the coming year.

The theme for the 54th annual WBC Craftsmanship Awards is: "*Standard of Excellence for a New Beginning*." Over 160 volunteer judges from the industry will be evaluating over 280 Craftsmanship entries on January 14. The 2010 award winners will be announced soon thereafter. Craftsmanship Awards activities will conclude on Friday, March 26, at the Marriott Washington Wardman Park with the awards banquet recognizing over 350 individual craftsmen. If you have not already done so, please take a moment to review the great sponsorship opportunities available for this high profile event.

The WBC Holiday Party, always the premiere industry event of the season, is coming up quickly. Please be sure join me, Holiday Party host Don Owen (P&P Contractors) and over 500 guests from our great association on Tuesday, December 8, at the beautiful Congressional Country Club.

I look forward to seeing you at an upcoming WBC event. Thank you for your ongoing support.

Best regards,

Jonathan Kurtis
WBC Chairman of the Board

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FOULGER-PRATT

Industry Report

Greenman-Pedersen, Inc. Raises Over \$3,000 for Special Olympics Virginia

Greenman-Pedersen, Inc. (GPI), a WBC member, participated in the Dulles Day Plane Pull on Saturday, October 3rd at Dulles International Airport for the third consecutive year. This annual event raises money and awareness for Special Olympics Virginia, an organization that helps athletes with intellectual disabilities achieve success, earn respect, and gain acceptance within the community. This year, GPI's 25-person team, the GPI Plane Yankers, pulled the 164,000+ pound aircraft 12 feet in 9.446 seconds placing 19th out of 60 teams! The GPI Plane Yankers placed third in fundraising this year, raising over \$3,000.



New Employees at Hankins and Anderson

WBC member Hankins and Anderson is pleased to announce the following new employees:

James Henderson has joined the Administrative Department in the Glen Allen office. Henderson was formerly with All American Security Enforcement.

Timothy J. Wedin has joined the Production Department in the Glen Allen office. Wedin was formerly with White Oak Group.

Southland Industries Raises \$31,500 for Charity

The Mid-Atlantic Division of Southland Industries, a WBC member, recently hosted a golf tournament attracting a full field of 144 participants that raised \$31,500 for charity. Charities receiving the Southland Industries golf event funds include Operation Homefront (<http://www.operationhomefront.net>), a nonprofit organization dedicated to providing emergency and morale assistance to members of the U.S. armed forces and their families. Another recipient of the funds was the Southland Industries Scholarship Fund that offers cash scholarships to qualifying children

of Southland Industries employees to attend college or trade schools.

SMACNA Mid-Atlantic Chapter Names Contractor of the Year

The Sheet Metal and Air Conditioning Contractors Association Mid-Atlantic Chapter, a WBC member, has selected Welch and Rushe as its 2009 Contractor of the Year. Based just outside of Washington, DC in suburban Maryland, Welch and Rushe provide a full range of services including the design, construction and, commissioning of HVAC, plumbing, and refrigeration systems.

Since 1966, Welch and Rushe have been providing expert mechanical construction services to the metro area. Their commitment to excellence and customer service has contributed directly to their continued success within the industry: a success that has been measured by new growth and satisfied repeat customers.

Welch and Rushe has been a valued strategic partner with many of SMACNA Mid-Atlantic's members for many decades. Their straight forward, honest approach to business has never

wavered from the original founders, Pete Welch and Jim Rushe to the current President, David Welch—son of Pete Welch. The SMACNA Mid-Atlantic Chapter appreciates this relationship in delivering top quality services to the construction community. The award was presented at SMACNA Mid-Atlantic Chapter's Annual Meeting held October 7, 2009 in Greenbelt, MD.

JBG Receives Corporate Achievement Award

WBC member The JBG Companies, one of the most active real estate developers in the Washington, DC area, received the corporate achievement award from the Montgomery County Chamber of Commerce at its annual Business Awards Dinner on November 11, 2009. JBG was recognized for its significant and lasting contributions to the local economy and to the community; setting consistently high standards for financial performance, sound management, and sustained growth over a period of many years; and establishing itself as a leader in the community. Over 700 guests at the awards dinner recognized companies and individuals whose

hard work and entrepreneurial spirit bring job opportunities, resources and economic prosperity to Montgomery County.

Cuozzo of CMB Serves as Roundtable Moderator



Anthony Cuozzo

Anthony A. Cuozzo, Jr., CPA, CGFM, senior vice president and director of Not-for-Profit Services with Councilor, Buchanan & Mitchell, P.C., CPAs (CBM) recently served as

moderator for a panel discussion on "Recent Experiences in Filing the New IRS Form 990" for the Finance and Administration Roundtable. The event was held at SunTrust Bank in Washington, DC and was attended by more than 110 financial executives of not-for-profit organizations and practicing CPAs. Cuozzo has over 30 years of experience with the not-for-profit community.

WBA Continues to Grow with Two More Additions

WBC member Wisniewski Blair & Associates, Ltd. (WBA) is pleased to welcome **Jay Scruggs, RA, LEED AP**, and **Patrick Cheek, LEED AP**, to their staff:

Jay Scruggs, RA, LEED AP, possesses over 15 years of experience and has worked on projects ranging from federal government to airport facilities. His expertise includes design, construction documents and project management for both new construction and renovation work. Scruggs will be working with WBA's Commercial Team on various government and institutional projects.

Patrick Cheek, LEED AP, brings experience in schematic design, design development, construction administration, as well as LEED coordination. Cheek has worked on various commercial and retail projects throughout the Washington, DC Metropolitan Area, and will also be joining WBA's Commercial Team. **B**

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Feature Article

Embracing Building Information Modeling

BIM's Benefits for Subcontractors

by Elizabeth Johnson

Building Information Modeling (BIM) continues to sweep through the construction industry. According to the McGraw Hill Construction report, The Business Value of BIM, BIM usage has increased 75% in the past two years.

BIM, simply defined as a 5-D model, takes a 3-D model of a construction project and adds time and cost information. The new technology has created a process that streamlines construction projects, making changes easier and reducing down time. It is most effective when all trades update the model to create the complete picture.

Washington, D.C. subcontractors in all trades are embracing this tool.

Jerry Shapiro, Sheldon Shapiro and Mike Mohnacks of mechanical contractor Shapiro & Duncan examined the industry and decided to go with BIM nearly three years ago.

"We thought BIM offered a lot of value for the industry and wanted to lead the trend," says Sheldon Shapiro, CEO of Shapiro & Duncan.

Electrical contractor Mona Electric uses BIM on multifaceted projects, including the Newseum in Washington, D.C., which was architecturally complex and very power intensive.

"BIM and 3-D modeling techniques are most commonly used on technically complex projects," says Randy Kurty, senior vice president at Mona Electric.

Building Information Modeling (BIM)

is the development and use of a computer software model to simulate the construction and operation of a facility.

—The Associated General Contractors of America, *The Contractors' Guide To BIM*, AGC Publication No. 2926, Edition One, 2007, p. 3.

While 3-D modeling is still more prevalent than BIM, both benefit subcontractors in several ways. Three of these benefits have come to the forefront for saving subcontractors time and money and reducing conflict on the job site.

Improved Scope Definition

BIM produces a more accurate coordinated drawing which improves prefabrication and minimizes change orders. Building owners and general contractors no longer need to read blueprints. Visualizing the project makes decisions for finishes and other aspects of the project much more efficient.

Shapiro & Duncan planning department manager Paul Gemmell notes that using BIM keeps projects on schedule

as well. He points to their recent completion of the Northern Virginia Forensic Laboratory as an example.

"That project was very complex and we finished it on schedule with only one coordination RFI written and we credit BIM for that," says Gemmell.

Better Trade Coordination

Each trade knows when and where they have to work and when and where other trades will be working so they don't end up in the same space at the same time. This upfront knowledge helps avoid costly materials changes and project delays.

"Before the first pipe is put in the ceiling, you can discover interferences where two trades are trying to work in the same space," Kurty explains. "It's a lot easier and cheaper to fix it on a computer screen than after the material and equipment is installed."

"Now we create the drawings and send them to the architect, engineers and general contractor so that they can visualize any problems and then we send it to the field foreman so that they can walk crews through the process before it starts," explains Gemmell.

Prefabrication of Materials

BIM allows for increased off-site prefabrication, where subcontractors can realize the most efficient construction of materials. BIM documents make prefabrication more accurate than when using prior methods. This accuracy and efficiency leads to cost savings for subcontractors. In a tight market, these savings can keep subcontractors competitive when bidding for projects.

According to The Business Value of BIM, subcontractors expect to achieve even more value in the area of prefabrication in the future. Subcontractors plan to fabricate larger pieces of the project off-site.

The Future of BIM

Building owners and architects and engineers increasingly demand BIM on their specification requirements. Over the next few years, the industry will continue to evolve from 3-D modeling to BIM utilizing the "Information" in Building Information Modeling.

BIM's Benefits for Subcontractors

- Better understanding of project
- Improved scope definition
- Improved planning and scheduling
- Ability to quickly perform "what if" analyses
- More accurate quantity estimates
- More accurate vendor price quotations
- Reduced errors in the field and rework
- Better trade coordination—collision avoidance
- Increased prefabrication ability
- Reduced risk
- Better ability to monitor and control project

—Thomas E. Glavinich, University of Kansas

DE, PE, BIM and the Electrical Industry presentation to the Electrical Alliance

Feature Article

“We’re getting closer to the day when every project will use BIM on some aspect of it, if not use BIM for the entire project,” predicts Kurty.

Gemmell agrees, “There are several aspects of BIM that have not been fully utilized. I think the scheduling aspect will become very hot in the next five years.”

Subcontractors not currently using BIM or 3D modeling will need to get up to speed to remain competitive. The leaders at Shapiro & Duncan offer three tips to firms starting to use BIM. First, examine current projects and expenses and decide where the organization should go. Second, don’t put a toe in, go all in and be willing to make an investment. Third, get field buy-in

from foremen, otherwise firms can end up spending double on prefabrication and modeling. **B**



Elizabeth Johnson

Elizabeth Johnson is a writer at Frost Miller Group, a Bethesda-based firm which helps regional and national construction companies with strategic marketing initiatives.

Million-Dollar Ideas

by Justin Jacobs

With A/E/C firms holding tight to their purse strings these days, marketing teams industry-wide are finding it more and more challenging to create and implement effective marketing strategies. However, excessive marketing dollars and elaborate campaigns are not always essential to achieve desired goals. I’ve noticed several examples outside of our industry over the past few years that have convinced me that it is possible to apply simple, inexpensive marketing ideas that will produce significant ROI from A/E/C clientele.

Take the case of Jason Sadler, an average guy who leveraged his following on Twitter, Facebook, and his daily UStream video to convince companies they could use him for cheap, yet effective advertising (<http://iwearyourshirt.com/>). His strategy? Jason will wear a T-shirt with your corporate logo in his daily video and anywhere else he goes for a full day. As he sold more and more days, his story became viral on the Web and it didn’t take long before everyone wanted a piece of this young man’s advertising reach. Jason eventually sold every day of 2009 and is said to have brought in nearly \$70,000. All this without changing anything in his daily routine but his shirt.

Not simple enough? Let’s look at 21-year-old college student Alex Tew from Wiltshire, England. Several years ago, he came up with the idea of the “Million Dollar Homepage” (<http://www.milliondollarhomepage.com/>) to raise money for his tuition. Billing his new site as an opportunity to become part of history, Alex put the one million pixels that comprised his homepage up for sale at \$1 each. Similar to the Jason Sadler story, this endeavor became viral, and in the first four weeks alone, he sold more than 300,000 pixels to companies that placed their logos in 10x10 pixel blocks (minimum). He eventually sold out the entire million dollar homepage later that year. Truly a unique million dollar idea.

So what can those of us in the A/E/C industry take away from this? Truth be told, it doesn’t matter what industry you are involved with. The fact remains that clients want to be involved with something they feel is unique and provides value or return on

their investment. As we can see from the two examples above, it doesn’t take a large corporate piggy bank to achieve either.

To get you started, here are a few low-cost solutions for marketing in a down economy:

- **Update existing marketing materials**—This usually can be done in-house at minimal cost. Updated collateral and website information is a great excuse to reconnect with current clientele and reach out to prospective targets.
- **Get everyone involved with business development activities**—Yes, even you folks without marketing or business development titles! This can involve attendance at networking and association events, setting up meetings with existing and prospective clients, or joining committees that are linked to target agencies. Everyone has a comfort zone in which he or she can establish relationships. And these relationships are the cornerstone to building new business.
- **Use of social media—get on the train or get out of the way!**—By now, we’ve all seen the variety of ways professionals are utilizing social media to get our message out and establish our personal networks. Whether you use LinkedIn, Facebook, or Twitter, the fact is that social media has proven to be a valuable and cost-effective tool for marketing A/E/C services. The Design & Construction Network (LinkedIn) is a great place to start, which holds free networking events that attract hundreds of industry attendees in the DC metro area.

These are just a few of the many ways to jump-start your marketing program in this unpredictable economic climate. The next time your firm looks to you for the “next million-dollar idea”, don’t let budget worries stifle your enthusiasm. With the use of modern technology and a little ingenuity, you just might turn your biggest ROI from a \$0 investment. **B**

Justin Jacobs is a Marketing Manager for William H. Gordon Associates in Chantilly, VA and is a member of WBC. He can be reached at jjacobs@whga.com.

Guest Article

Guest Article

The Critical Role of BIM

by **Todd Povell**

As building information modeling (BIM) continues gaining traction, we as an industry are faced with a situation that infrequently presents itself. The way we design, construct, and operate our facilities is fundamentally changing.

Rarely does such an opportunity present itself where we are challenged to rethink the manner in which our projects are delivered. Though the end product of our efforts is the same, the means and methods of reaching that end result are not. BIM provides us with a new tool to help improve the way we design, construct, and operate. Quite literally, a new dimension has been added to the process.

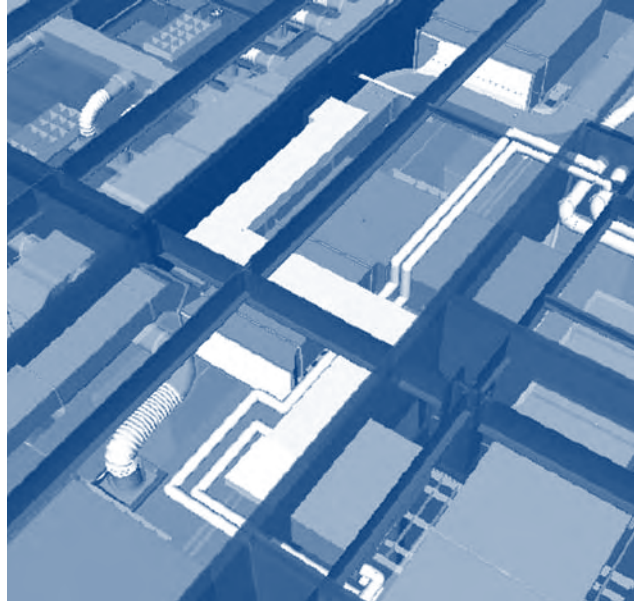
This new tool has made us rethink about the processes involved throughout the building's lifecycle, from design through operation. BIM has not only afforded us the ability to improve our internal workflows, but also devise new approaches to team collaboration. Not only utilizing but also maximizing the power of BIM requires all members of the project team to work together in a cohesive manner. Though the roles and responsibilities of each project team member vary, there is a value added benefit that each team member brings to the table. Each can gain from BIM, and each can contribute in their own unique way to the development of the model and the model's lifecycle.

At James G. Davis Construction (DAVIS), BIM and virtual construction are becoming an integral part of our business processes. Our project teams are seeing the rewards of improved visualization and coordination by "virtually constructing" projects prior to starting work in the field. This process allows us to identify and resolve issues early in the design and planning process in order to minimize, and in many cases eliminate, certain project risks.

While almost every project can benefit from the use of virtual construction, there is no single "one size fits all" project implementation approach. The process starts with the project team's thoughtful analysis of the construction process, in conjunction with the projects goals, to identify the challenges unique to that job. At DAVIS, the incorporation of virtual construction has allowed us as a general contractor to advance the construction process through improved communication, coordination, and schedule optimization.

Communication. By utilizing models, DAVIS can better communicate design and construction issues with both the internal DAVIS team as well as other project team members. Being able to visualize complex conditions, scheduling sequences, and construction challenges, enables each member of the team to better understand the situation allowing project participants to focus on solving, rather than understanding, the issue at hand.

Coordination. DAVIS utilizes virtual construction to validate and analyze the constructability of design information from the architect, engineers, owners, consultants, and subcontractors. For projects with complex building systems, DAVIS



Congested plenum space coordination

leads the team's effort in the creation of a coordinated composite model built from individual subcontractor's trade specific models. This highly detailed coordination effort ultimately results in zero field conflicts between coordinated systems. With subcontractors confident that their systems will be installed as modeled, trades are able to increase prefabrication, thus resulting in a streamlined and more efficient installation process.

Schedule Optimization. Scheduling studies are achieved by linking model elements to the project schedule. Four dimensional modeling allows the project team to quickly and easily analyze a given construction schedule. Not only is this a great communication tool, it also allows the team to optimize the sequence of work and improve the schedule. The schedule is continuously refined through visual inspection of the construction animation. As construction commences, the tool can be used to track work progression and ensure all trades are meeting performance expectations.

As BIM utilization continues to increase, each of us will be challenged to develop new and innovative ways to use these data rich models. Even more importantly, we will be redefining the ways in which each of us interacts with others in the industry. After all, BIM is about so much more than simply a model, it's a critical collaborative process that is transforming the way we design, construct, and operate. **B**



Todd Povell

Todd Povell, LEED AP is an assistant project manager for DAVIS. He graduated from Pennsylvania State University with a Masters and Bachelors in Architectural Engineering. He can be reached at tpovell@davisconstruction.com

Tool Reimbursements Under Accountable Plan Can Reduce Employment Taxes

by Jeffrey K. Bernstein

Over the years a cottage industry has sprung up providing economic analysis in support for recharacterizing a portion of an employee's wages as rent for tools owned and used by the employee in the business of the employer. The major benefit touted is the elimination of the employer portion of payroll taxes on the "rental" portion of the wage. IRS has not ruled publicly on this type of arrangement; on audit could overturn the rent characterization and assess payroll taxes. Now IRS has issued private letter ruling 200930029 on a particular arrangement that it says will satisfy its complex rules for expense reimbursements. The result under the ruling is even better than that under the rental approach; the employer deducts the expense reimbursement and the employee does not report income. Although a private ruling is not binding on IRS in the audit of anyone other than the business to whom the ruling was issued, it does provide insight in to what type of arrangement should pass muster. Accordingly, in situations where employees are required to supply their own tools and equipment, by following the guidance of the ruling a portion of total payments to an employee as reimbursement for tools and equipment should avoid payroll tax.

The company in the ruling provided repair and maintenance services. Its technician employees were required to provide their own tools and equipment as a condition of employment. Under the plan the company reimbursed its technicians for "certain deductible business expenses incurred in connection with supplies, tools, equipment, and training or certification necessary for technicians to perform services for [the company] through an expense reimbursement arrangement."

In order to satisfy IRS rules and avoid having expense reimbursements recharacterized as wages, an "Accountable Plan" must be established and must contain the following three elements:

- Business Connection
- Substantiation
- Refund of Excess

Business Connection

In order for this element to be present the expense must be of a kind that would be deductible by the employee on their

return as an employee business expense if they were not reimbursed, meaning it must arise in connection with the employee performing services for the employer and meet certain other requirements. The terms of the plan required the technician to submit a claim form with the employer in order to seek reimbursement. The claim forms required that the date, type, amount of expenditure and vendor name be provided. For all tool and equipment expenses, technicians are required to certify on the form that the expenses incurred are necessary for the performance of services for the company and the tools and equipment are required to be kept on site at the company. Moreover, all claimed expenses are verified as necessary for the performance of services for the company by the technician's manager. IRS pointed to the "on site" storage requirement as indicative of a business connection. The manager's approval was also cited as being so indicative. However, exclusive use of the tool in the business (which is certainly what on site storage suggests) has no technical underpinning and should not need to be a requirement, so the employee should be able to take their tools home.

Due to the general tax requirement to capitalize tool and equipment expenditures and the limits associated with first year expensing, or so-called "section 179" expensing, the technicians were required to make other specific certifications as well to ensure that the expenditure would have been deductible on the employee's return had they not been reimbursed. The language required here can easily be inserted.

IRS also emphasized language in the plan that made it clear that the reimbursements under the plan would be made in addition to, and not in lieu of, other compensation such as hourly wages, and that payments would not be made to the employee regardless of whether the employee incurs, or is reasonably expected to incur, deductible business expenses related to the employer's business.

Substantiation

In addition to the claim form, technicians were required to submit a receipt, invoice or other written proof of purchase that provided sufficient information for the company to determine that the expense was incurred in connection with services performed for the company. Such information would verify the amount, date and type of expense. To satisfy IRS rules such substantiation must be provided on a timely basis. A timeliness safe harbor of 60 days after the expense is paid or incurred has been set forth in IRS guidance.

Refund of Excess

To satisfy this requirement the plan must provide that the employee must within a reasonable time return to the company any amount paid in excess of the expenses substantiated. In the case considered by the ruling there could be no excess as the plan would only reimburse substantiated expenses incurred; i.e. there were no advances provided for.

Continued on p. 12

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Member Projects

SK&A is proud to be the Structural Engineer of Record for the new home of the law firm Jones Day at **300 New Jersey Avenue, NW** in Washington, DC. The recently completed LEED gold project includes alterations to the existing 1953 limestone-clad structure, and the addition of an adjacent new concrete-framed wing. The new wing is ten stories of above grade office space totaling 300,000 gross square-feet, plus six levels of below grade parking for 600 cars. The large above-grade structural bays of 42 by 30 feet were achieved using an 11-inch thick post-tensioned concrete slab system with shear capitals at the columns. The new wing forms a nine-story atrium with the existing 1953 building and features a complex central structural "tree" housing a central staircase and exposed elevator, and providing support for the atrium's glass roof. Portions of the central atrium structure were molded using BIM software in selective applications, and analyzed using ETABS and SAP 2000 analytical software.

Skanska USA's Commercial Development business unit in Washington, DC acquired the development rights for a parcel known as **10th and G located at 733 10th Street**. Skanska USA Commercial Development will self-finance 100% of the development costs and restart the project in the fourth quarter of 2009. The site was previously being developed by PN Hoffman, who will continue as a partner in the delivery of the project. 733 10th and G is centrally located for business five city blocks from the White House. It will consist of eight-stories of office space, 165,000 rentable square feet, ground-level retail space and two-floors of space for the First Congregational United Church of Christ, accessible by a separate entrance. The development rights have been acquired from the First Congregational United Church of Christ. As part of the agreement, Skanska will integrate the congregation's new church into the design. Construction work is expected to be completed during the latter half of 2011. Skanska is committed to delivering sustainable



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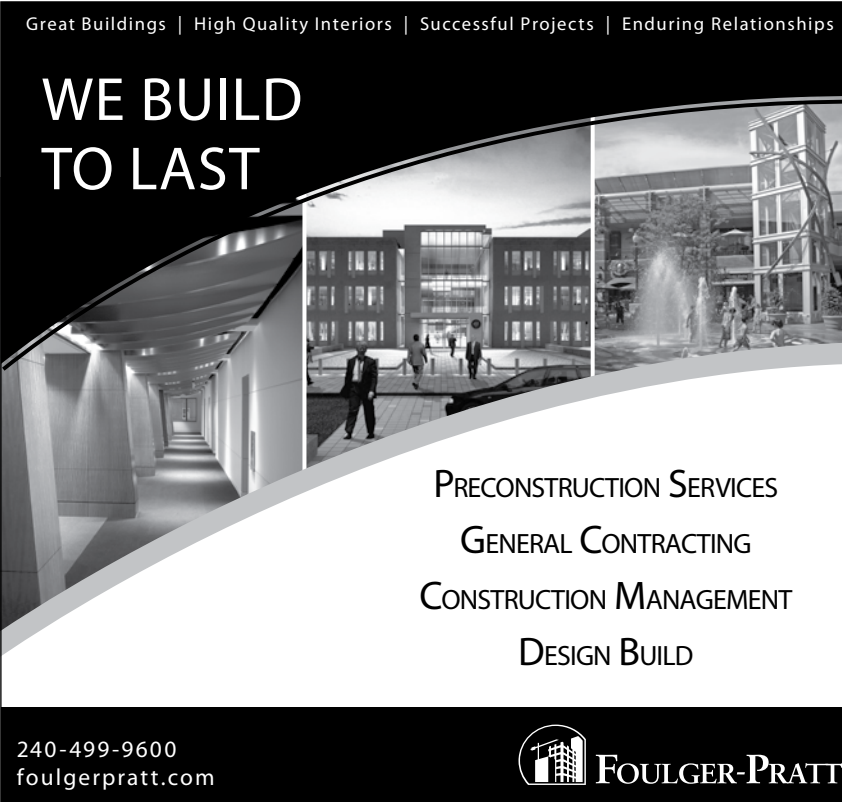
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Member Projects



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buildings with a minimum LEED Gold certification, which 733 10th and G will be. The building will include features such as a green roof, water use reduction, energy-efficient floor-to-ceiling windows and improved indoor air quality to enhance worker productivity. Skanska USA Commercial Development, which launched in late 2008, is focused on the development of Class A sustainable office projects, all of which will be self financed. All projects developed by Skanska Commercial Development will be constructed by the building unit Skanska USA Building. In addition to Washington, DC, Skanska also has commercial development groups in Boston and Houston; all three metropolitan areas have strong market drivers in addition to construction units in place. The commercial development group will focus primarily on commercial office, government and higher education facilities. Over the past 20 years, Skanska Commercial Development Nordic and Commercial Development Europe have delivered more than 10 million square feet of space to their respective markets. Skanska USA Building, which has an office in Rockville, MD, will be responsible for the construction management of the project. Skanska USA Building is a leading construction services company, with operations in the US in construction, construction management, design and design-build services.

Grunley Construction Company, Inc. (Grunley) has been awarded a \$7.8 million contract to renovate the

Thomas Jefferson Middle School in Arlington, VA. The school serves 567 children grades six through eight and is also used as a community center by Arlington County. The objective of the project is to improve the appearance and functionality of the school and improve daylight to enhance student learning. The construction will be phased in order to maintain operations of the school and community center. The Arlington, VA office of Perkins Eastman is the Architect. As part of the scope, Grunley will renovate a majority of the 230,000 square-foot existing space. Major mechanical systems will be replaced. Approximately 20 new modular air handling units will be installed. Portions of the existing electrical systems will be modernized, including lighting replacements, and life safety systems are scheduled to be upgraded. Interior improvements include new finishes and paint throughout a majority of the school and the renovation of the cafeterias and media center (including new finishes and millwork). Exterior improvements include new window and skylight installations, repair/modification of existing windows, masonry repair and pointing, roof system replacement, and exterior painting. Grunley Construction is listed among the Engineering News Record's Top 400 and Top Green Contractors. This project is managed under the Arlington Public Schools Design and Construction Services program, William F O'Connor, Director.

Electrical Alliance contractor **J.E. Richards Electrical** spent four

months installing a Convia lighting control system at the **United States Green Building Council (USGBC) DC headquarters**. The system conserves energy in the 75,000 square-foot office space in several ways: harvesting sensors measure the amount of natural light in a room and dim the lights accordingly; motion detectors monitor movement in the room and turn off the lights during periods of inactivity; a photo cell on the roof controls the window shades to allow more or less natural light; and global gateway monitors allow the building manager to control the lighting system from anywhere on earth. It also conserves energy used by computers. Special computer receptacles that operate on a timer so that computers do not run at night or other off-peak times. This was the first lighting control system that J.E. Richards installed. The crew installed the system from Convia shop drawings they customized into a unique configuration. The project involved an intense amount of wiring to link the lights to the monitoring systems and controls. The USGBC will monitor exactly how much energy it saves. Sixteen meters measure electricity savings. Additionally, the electricity meters ties to the HVAC meters to create a complete energy management system. Buildings are some of the nation's largest consumers of energy. Lighting management systems can earn up to eight points toward Leadership in Energy and Environmental Design (LEED) ratings.

Costello Construction is pleased to announce it was recently awarded the contract for the **Bedford Hall** project at Longwood University in Farmville, VA. The project includes an addition of approximately 71,400 square feet and renovation work to the existing portion of Bedford Hall along with associated site work. The building is a three story structural steel frame with brick veneer. The roof system is a fully adhered single ply membrane. This university arts building includes art studios, a photography studio, lecture hall, classrooms and administrative offices. A new fountain and reflecting pool will be part

Member Projects

Kelly Generator will install wiring and grid-tied electrical connections for a new solar photovoltaic power generating system at the Catholic University of America (CUA).

of the exterior features. This project will seek to obtain LEED Silver certification.

Kelly Electrical has been selected by prime contractor Standard Solar to install all wiring and grid-tied electrical connections for a new solar photovoltaic power generating system at the **Catholic University of America (CUA)**. With completion scheduled for December 2009, the installation will be the largest solar generating system in the Washington, DC metropolitan area, with over 1,000 solar panels and a capacity of 300kW. The four campus buildings receiving solar systems are Flather Hall, DuFour Athletic Center, Aquinas Hall, and Gibbons Hall. Catholic University has entered a Power Purchase Agreement with Washington Gas Energy Services, who is providing the capital and who will own the system. CUA has agreed to purchase the entire solar electrical output at a reduced cost. This model is one commonly used in the western USA. Other facility owners and managers will find this to be an attractive method of procuring clean, renewable energy on a large scale without the need for large capital investment. Last December, Kelly Electrical completed the installation of their own solar photovoltaic generating system at their offices in Upper Marlboro, MD. The system, in continuous operation since January 2009 and one of the largest in Maryland with a capacity of 149.5kW, produces approximately 60% of Kelly's annual electrical power needs. The system saves Kelly money while demonstrating environmental responsibility and leadership. Kelly Electrical is currently working with many industry professionals to create renewable energy projects. The firm also installed wiring for a demonstration solar generating project at John Phillip Sousa Middle School in Washington, DC, and recently completed the micro-grid installation for U.S. Department of Energy's prestigious Solar Decathlon 2009 on the National Mall. **B**



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New Members

Continued from p. 7

In summary, IRS has laid out parameters that should result in the ability for employers to reimburse employees for tool, equipment, training and certification expenditures that might have otherwise been incurred by the employer. By treating these reimbursements under an accountable plan as deductible expenses other than wages with proper planning the payroll tax burden to the employer and employee is reduced. **B**



Jeffrey K. Bernstein

Jeffrey K. Bernstein, CPA, is a partner at Goodman & Company, LLP. He serves the construction industry and a variety of businesses ranging in size from entrepreneurial start-ups to publicly

held companies. As a member of a regional mergers and acquisitions group, he has also performed transaction structuring consulting and tax-related due diligence on target companies in a variety of industries. He can be reached at 240-747-3600 x214, or jbernstein@goodmanco.com.



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and **Beth Pekich**

Company Profiles

Vango, LLC

Vango Construction Consulting is a small woman-owned firm providing CPM scheduling, project management and controls services to the construction industry. Whether creating, updating project schedules, or working with a team to develop unique project monitoring systems—Vango's focus is to save clients project time. In a situation where disputes arise, Vango assists clients in the preparing and defense of the claim. If a project has Certified Business Enterprise goals, Vango can contribute to both the small business and woman-owned requirements.

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WBC COMMITTEES

FY' 2010 (October 1, 2009 to September 30, 2010)

Community Services

Provides direct assistance and resources to help those less fortunate or needing support within our community. *Chair: Anne Marie Tombros, Vango Consulting; Vice-Chair: Winona Leaman, Greenman-Pedersen, Inc. (GPI)*

Craftsmanship Awards

Oversees planning and execution of the annual WBC Craftsmanship Awards program and banquet. *Chair: Mike Shoemaker, IBEW Local 26; Vice-Chair: Allen Slaughter, Dynalectric Company*

Hammerheads (under 40 Group)

Identifies and plans activities for members under 40 years old. The Hammerheads foster involvement and participation of future industry leaders. *Chair: Lisa Walker, BE&K Building Group; Vice-Chair: Mike Baruccheri, Tishman Construction Corp.*

Marketing & Communications

Oversees communications, advertising and public relations, including the WBC *Bulletin* and *Industry Index* membership directory. *Co-Chair: Louise Boulton-Lear, James G. Davis Construction; Co-Chair: Katie Garrett, David M. Schwarz Architects*

Membership Services

Responsible for member recruitment, retention and orientation. Coordinates planning of quarterly networking events with Program & Education Committee. *Chair: Scott Mucci, Forrester Construction Company; Vice-Chair: Brett Snyder, P&P Contractors, Inc.*

Program and Education

Plans quarterly education programs and seminars focusing on current and emerging industry trends and development issues. *Chair: Jim Coleman, Watt, Tieder, Hoffar & Fitzgerald LLP; Vice-Chair: Mike Miskelly, Froehling and Robertson*

Regional Development

Tracks construction trends and development and presents information to the membership concerning issues affecting their businesses. *Chair: Nicolas Pasanella, Latitude 38 LLC; Vice-Chair: Dan Peyton, Suffolk Construction Company*

Summer Golf Outing

Plans the annual WBC golf outing and awards reception, and assists in securing sponsorship for the event. *Co-Chair: George Domurot, Clark Construction Group; Co-Chair: John Hardy, Capital Lighting & Supply*

**For more information, please visit the WBC website at wbcnet.org
or contact the WBC office at (202) 293-5922.**



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Washington Building Congress committees play a key role in professional development, regional planning, membership services, community and public relations, and planning for WBC events and programs.

If you want your voice heard when policies and programs that affect our association and the industry are addressed, there's no better place to be than on one of WBC's committees.

Please lend a hand and make the commitment to get involved today! You can select up to two of the following committees. Fax this form back to the WBC at (202) 429-1922, or send by mail to the address below. Thank you for your support!



Top 10 reasons you should volunteer to serve on a committee:

1. To give back to your industry.
2. To network one-on-one with other industry professionals.
3. To learn about current issues, trends and business opportunities.
4. To gain recognition by your peers.
5. To get the inside track on changes in the industry.
6. To meet new people, make new friends and and mingle with industry movers and shakers.
7. To assist with identifying new projects and industry innovations.
8. To enhance your business skills and abilities.
9. To give back to the community.
10. And it's fun and rewarding!

YES! I would like to actively participate on the following committees: (select up to two)

- | | |
|--|---|
| <input type="checkbox"/> Community Services | <input type="checkbox"/> Membership Services |
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A WBC staff member will contact you to provide additional information.

WBC Calendar & Advertising Information

Events Calendar

| | | |
|--|---|--|
| <p>December</p> <ul style="list-style-type: none"> December 8 Holiday Party, Congressional Country Club, Maryland December 9, 6:00 – 8:00 a.m. Community Service–Miriam’s Kitchen December 15, 9:30 – 10:45 a.m. Marketing and Communications Committee Meeting, WBC Office December 16, 4:00 – 6:00 p.m. Board of Directors Meeting #2, WBC Office | <p>January/February</p> <ul style="list-style-type: none"> January 14, 8:00 a.m.–5:00 p.m. Craftsmanship Awards Judging Day January 19, 9:30 – 10:45 a.m. Marketing and Communications Committee Meeting, WBC Office February 12 Craftsmanship Awards Sponsorship Deadline February 16, 9:30 – 10:45 a.m. Marketing and Communications Committee Meeting, WBC Office February 24, 4:00 – 6:00 p.m. Board of Directors Meeting #3, WBC Office | <p>March/April</p> <ul style="list-style-type: none"> March 16, 9:30 – 10:45 a.m. Marketing and Communications Committee Meeting, WBC Office March 26, 5:30 p.m. Craftsmanship Awards Banquet Marriott Wardman Park Hotel, Washington, D.C. April 20, 9:30 – 10:45 a.m. Marketing and Communications Committee Meeting, WBC Office April 28, 4:00 – 6:00 p.m. Board of Directors Meeting #4, WBC Office |
|--|---|--|

2010 Editorial Calendar

The **Bulletin** covers issues of importance to the building industry, news about WBC members and information about upcoming events. The topics listed below will be covered as feature articles in upcoming issues of the **Bulletin**. Persons interested in contributing information or advertising should contact WBC before the third week of the month preceding the issue. To place an ad, submit material or for more information call **(202) 293-5922**.

| | | | |
|---|---|---|--|
| <p>December/January Member Charitable Giving</p> <p>February Effective Urban Planning</p> <p>March Economic Update & Outlook</p> | <p>April 54th Annual Craftsmanship Awards</p> <p>May/June Industry Legal Issues</p> | <p>July/August Rebuilding Together</p> <p>September TBD</p> | <p>October TBD</p> <p>November TBD</p> |
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