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Bulletin

THE OFFICIAL PUBLICATION OF THE WASHINGTON BUILDING CONGRESS

WBC 2020-2021 Board of Directors **page 5**





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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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It was my honor to take office as the 83rd WBC Chairman of the Board on October 1. We started the new membership year off with the Fall Kickoff Oktoberfest at Continental Beer Garden on October 15 and have been going strong ever since. Thank you to everyone who supported our second successful in person event since March. On November 12, WBC hosted the outstanding *Healthcare and Life Sciences* webinar with over 100 participants. We also announced the upcoming *Providing Clean Air for Businesses* webinar on November 19, a *Leasing Market Update Chat Group* on December 3 and the *Video Call Etiquette 101* webinar on December 16. WBC educational programs are currently being provided at no cost to members and nonmembers. Please consider sponsoring one of these informative webinars to help us offset registration fees.

I would like to congratulate and welcome the members of the FY'21 WBC Board of Directors recognized in this annual leadership edition of the *Bulletin*. Brett Snyder has graciously passed the chairman's gavel off to me for the following year. As Immediate Past Chairman, Brett will be serving as chairman of the WBC Foundation and the Past Chairman's Council. A very special thank you goes to Brett for his many years of leadership and commitment to the association.

We recently announced a revised schedule for the 2021 WBC Craftsmanship Awards program. The WBC Board of Directors decided to revise the 65th Annual Craftsmanship Awards program timeline going into next year. Decisions regarding how judging and the awards banquet are handled will be taken under consideration as the picture becomes clearer. Thank you for your understanding as we navigate this changing landscape together. The deadline for submission of entries for 2021 program was moved to January from our typical mid-November date. If you would like to keep abreast of dates and information regarding WBC Craftsmanship Awards program, please visit the WBC website at wbcnet.org.

As we move into the new membership year, I would like to take this opportunity to ask that you please renew your WBC membership, if you have not already done so. We need the active support and participation of everyone now more than ever! The membership year runs from October 1 to September 30, and annual renewal payments need to be received no later than December 31 for members to be included in the 2021 WBC *Industry Index* membership directory. There are also many great advertising opportunities available in the printed directory. If you have questions regarding membership renewal, sponsorship or advertising, please contact Rita Reis at the WBC.

The association has made the tough decision not to hold a December 2020 WBC Holiday Party. We plan to be back stronger than ever next year on December 14, 2021, for this highly anticipated celebration at Congressional Country Club. Please consider making a donation to the charity of your choice in lieu of purchasing Holiday Party tickets this year. Thank you for your understanding.

Thank you for your ongoing support of the Washington Building Congress and our great industry.

Best regards,

Emerson Teer

WBC Chairman of the Board



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Industry Report

Vito Germinario Named CEO of Glass Projects Resource, Inc.



Vito John Germinario

Glass Projects Resource, Inc.

announced the promotion of its President **Vito John Germinario** to Chief Executive Officer.

Mr. Germinario co-founded GPR

in 2005 and has built one of the most successful glass and glazing subcontracting companies in the Mid-Atlantic Region.

As a leader in the commercial contracting industry, Mr. Germinario began his career in New York City where he was responsible for managing the construction and installation of exterior facades on large commercial buildings. In 1994, Mr. Germinario arrived in Washington, D.C. to be part of the team that built the Ronald Reagan International Trade Building — one of the largest Federal Government buildings to date.

Over the last 15 years, Mr. Germinario has been responsible for the tremendous growth of GPR. The privately held company has subcontracted with prominent commercial general contractors to provide premier glass and glazing services.

His 46 years of management experience is complimented by his leadership at GPR's sister company, LGV Group LLC, a Northern Virginia based commercial real estate developer. He co-founded this company in 2014 and has served as its managing principal since. The developer launched its first commercial building, Broderick One, in Sterling, VA. Phase II of construction is recently completed with Phase III soon to follow.

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Industry Report

Ruppert Landscape Appoints Cid Wilson and John C. Wagner to Board of Directors



Cid Wilson

Ruppert Landscape has announced the appointment of **Cid Wilson** of the Hispanic Association on Corporate Responsibility and John C. Wagner of Arthur J. Gallagher & Co. to

the company's Board of Directors.

As President and CEO of the Hispanic Association on Corporate Responsibility (HACR), Cid Wilson helps guide advocacy efforts to increase the representation of Hispanics in corporate America. In service of these efforts, Wilson directs programs and initiatives that advance Hispanic inclusion in the areas of employment, procurement, philanthropy, and governance at Fortune 500 companies. Wilson was appointed by President Barack Obama to the National Museum of the American Latino Study Commission, served as Board Chairman of the Friends of the National Museum of the American Latino from 2012 to 2016. His passion for service is exemplified through board memberships with leading minority advocacy groups, including LatinoJustice PRLDEF, the National Council of La Raza, and Dominicans on Wall Street. Wilson, a Dominican American, is the former National President of the Dominican American National Roundtable and a Gold Life Member of the NAACP. Before joining HACR, he spent 20 years in corporate finance and Wall Street equity research. "As a company with a diverse workforce, many of whom are of Hispanic heritage, we will most certainly benefit from Cid's cultural perspective and insight into how we can further engage and empower our people," said Phil Key, President of Ruppert Landscape. "Additionally, his considerable analytical experience makes him a valuable addition to our board as we aim to make data-driven decisions to grow the company in a way that benefits employees."



John C. Wagner

As the National Director for Arthur J. Gallagher & Co., **John C. Wagner** focuses exclusively on the risks associated with construction and real estate companies. Before Gallagher, he founded and was CEO of Construction Risk Solutions, LLC (CRS), a high-end management consulting and risk management firm that specialized exclusively in large construction companies. Prior to starting CRS, Wagner was Executive Vice President of Willis of Maryland, where he managed the Construction Practice for the Mid-Atlantic region. During that time, the team grew from a start-up group to one of the largest construction risk management teams in the country, with a dominant position in the area of surety. He acquired his unique knowledge of the construction industry through his work with several large construction companies. Wagner is a national speaker on the subjects of Surety and Risk Management and previously served as an adjunct professor at his alma mater, Millersville University. He holds a master's degree from Indiana University of Pennsylvania.

"John has extensive experience in the construction industry, which constitutes about half of our business, and is deeply knowledgeable on the subject of safety and risk management," said Craig Ruppert, Ruppert Landscape CEO. "Perhaps more importantly, he is intimately familiar with the Ruppert culture through our long-time partnership with Gallagher and has been supportive of our various initiatives over the years. Additionally, he has experience in succession planning, having developed a CEO forum group that helps transition second and third generation family businesses. We are looking forward to the many insights that he will undoubtedly bring as a member of our board."

Peckar & Abramson Partner Named Fellow of Construction Lawyers Society of America



Michael C. Zisa

Michael C. Zisa, a partner with the national construction law firm **Peckar & Abramson, P.C. (P&A)**, has been

selected as a Fellow of the Construction

Lawyers Society of America (CLSA). The CLSA is an invitation-only international honorary association with membership limited to 1,200 practicing Fellows focusing in construction law and related fields.

P&A Chairman, Steven M. Charney commented, "We congratulate Mike on this prestigious honor. He is an outstanding construction lawyer and a well-respected leader within the firm, who possesses a deep commitment to our clients and the construction industry more broadly."

Mr. Zisa represents general contractors, sureties, subcontractors and owners in litigation before federal and state courts in Washington, D.C., Maryland and Virginia, as well as various contract appeals boards and in alternative dispute resolution forums. He also serves as Chair of P&A's Surety and Construction Related Insurance Defense Practice.

With this honor, eight P&A attorneys have been recognized as Fellows of CLSA, one of the largest numbers of Fellows within a single firm.

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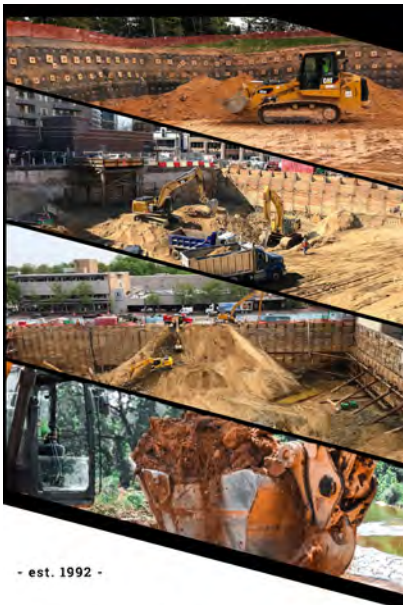
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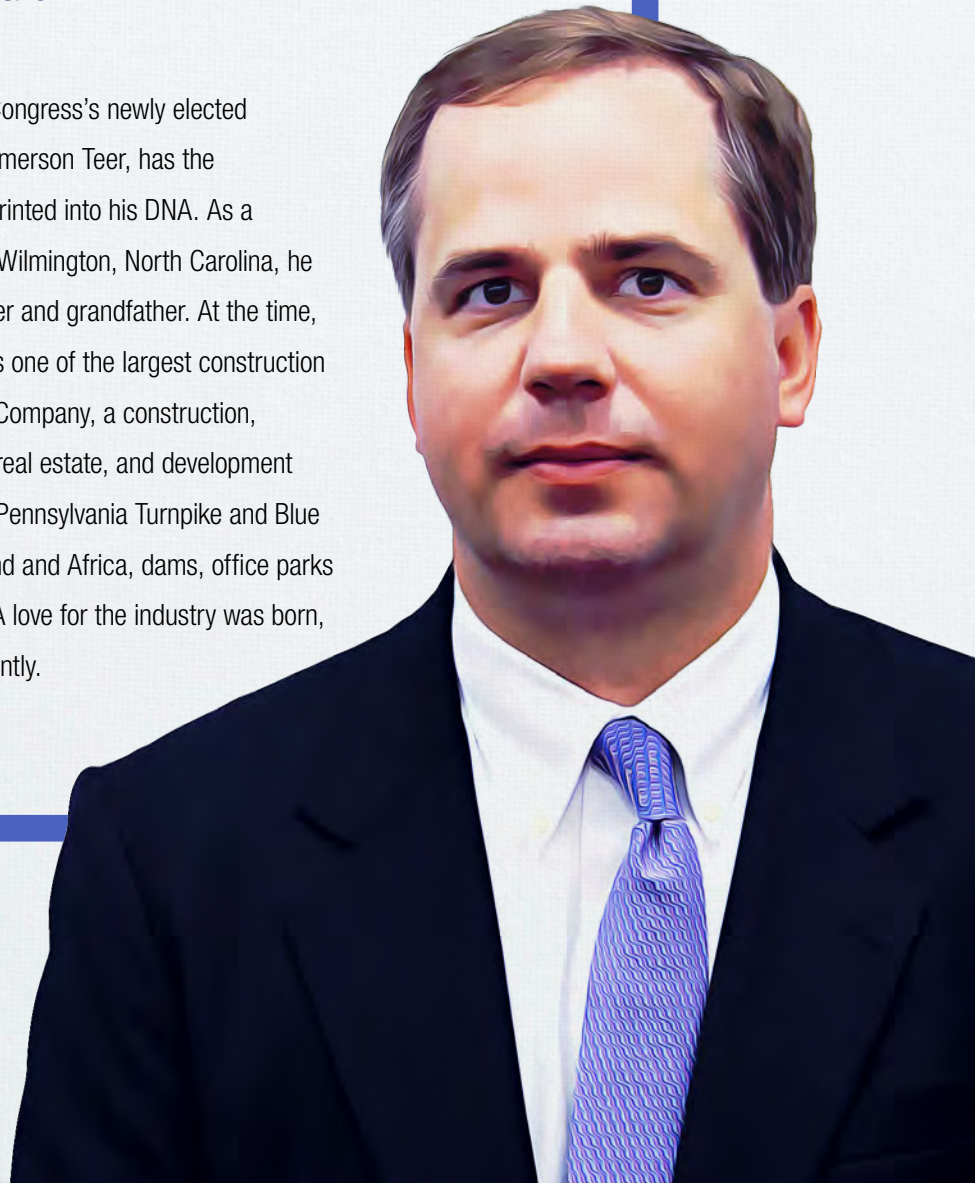
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Meet the Chairman

Emerson Teer, Washington Building Congress's 83rd Chairman of the Board

The Washington Building Congress's newly elected Chairman of the Board, Emerson Teer, has the construction industry imprinted into his DNA. As a youngster growing up in Durham and Wilmington, North Carolina, he visited construction sites with his father and grandfather. At the time, the family's construction business was one of the largest construction firms in the world—the Nello L. Teer Company, a construction, rail, aggregate, equipment, dredging, real estate, and development conglomerate that paved parts of the Pennsylvania Turnpike and Blue Ridge Parkway, built airbases in Iceland and Africa, dams, office parks and the Maryland segment of I-495. A love for the industry was born, but his own career began quite differently.



After graduation from North Carolina State University with a Bachelor of Science degree, Teer joined the Wake County, NC Division of Emergency Management as a chemical specialist dealing with chemical spills, natural disasters and coordinating fire, police, and EMS agencies. “This is where I learned the skill to combine technology, people, and processes to advance projects and initiatives, most notably the first national web based chemical reporting system. I became an accredited law enforcement, firefighter, and nuclear/biological/chemical instructor,” Teer explained. “Lesson learned: getting everyone to play well in the sandbox with each other.”

Those lessons proved invaluable when he began his first construction job with CCI Environmental Services and took part in the anthrax decontamination of the Hart Senate Office Building and mail facilities in Washington, D.C. and New Jersey. Filling business development, finance and field operation roles, Teer rose to become the company’s Vice President of Field Operations/COO.

Teer returned to D.C. in 2007 to join Clark Construction Group where he helmed contract management and purchasing teams and focused on developing Clark’s Client Experience 360 initiative.

It wasn’t long before he saw his own opportunity to become a leader of a global construction company—at DPR.

“The most appealing aspect to me of DPR’s ideology is embodied in the company motto, ‘We Exist to Build Great Things’ and our core values of ‘Integrity, Enjoyment, Uniqueness and Ever Forward’. For me, “Ever Forward” is the most important quality,” states Teer. “In my career I have focused on continual improvement, process reengineering, and problem area resolution.”

Teer hopes to bring facets of this philosophy to his new role with the Washington Business Congress. Joining the WBC membership committee in 2008, Teer became friends with past chairman Brett Snyder and followed him as they rose up through the organization. “WBC

recognizes the gifted craftsmen that make our construction projects a reality, and offers networking with subcontractors, developers/owners and other construction industry firms,” he said. He believes building relations with industry leaders is one of the most important benefits of WBC membership. “I thank DPR Construction for their support of my involvement with WBC.”

Teer outlined his goals as chairman as “adapting a networking organization for our current virtual world, building the organization’s social media presence and launching a diversity task force.

Teer outlined his goals as chairman as “adapting a networking organization for our current virtual world, building the organization’s social media presence and launching a diversity task force.” He sees the region’s recovery from COVID and how office spaces evolve as a result of the pandemic’s impact on businesses as major issues facing the industry.

He also sees important future trends within the construction industry with Efficiency-Improving Technology in the building space along with Modular and Prefab construction and utilization of AI and Data Science.

While Teer’s wide variety of experience and leadership skills have assisted him in his work life, they took root in his youth as an Eagle Scout like his father and grandfather before him. He enjoys camping, fishing and hunting and takes pride in his grilling/smoking skills as co-chief of a BBQ team. “Whole animal—hog, lamb, goat,” he explained. Could there be a BBQ event in WBC’s future? **F**

WBC FALL KICKOFF **Oktoberfest**

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S Smart Buildings

Photo courtesy of Siemens

by Nick Lane, PE
*Business Development Manager,
Siemens*

To frame the conversation surrounding Smart Buildings, it may be helpful to consider another emergent technology of the 21st century: the smartphone. When first introduced in 2007, the iPhone was marketed as a music player that could also make phone calls. Subsequent years brought the introduction of 3rd party apps and the optimization of social media for mobile, and today Apple has a market capitalization over two trillion dollars. There was a time when smartphones were considered a luxury, but now their value is undeniable, and most people just call them phones.

A Smart Building can be most simply characterized by its ability to share information between systems. Imperative to the success of any Smart Building is a strong network infrastructure and clear goals for the information to be shared. Some of the most common goals are revealed by other terms used to describe Smart Buildings: Green Buildings, Healthy Buildings, and High-Performance Buildings. The most successful Smart Building requires innovation in the areas of technology, sustainability, and wellness.

Wellness

Before the urgency of COVID-19, there was already significant momentum in the industry to focus on healthier buildings. Certifications such as Fitwell and WELL Building Standard have helped provide a vocabulary for health-based initiatives within the built environment. WELL,

for example, focuses on seven criteria: air, water, nourishment, mind, light, fitness, and comfort. By embracing these priorities above the minimum requirements of local building codes, Smart Buildings create environments with excellent indoor air quality, increased natural light, and personalized thermal comfort. Since COVID-19, these innovations have extended to automated temperature screening and anonymous contact tracing through spatial utilization systems.

Sustainability

Washington, DC and several counties in Maryland and Northern Virginia are at the leading edge of energy efficiency and sustainability goals. The District's Building Energy Performance Standards (BEPS) were created "to drive energy performance in existing buildings to help meet the energy and climate goals of the Sustainable DC plan." US Green Building Council's LEED

Systems and devices in today's buildings are constantly sharing information.

Photo courtesy of Siemens.



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Smart Buildings enable use cases to improve tenant experience.

Infographic courtesy of Siemens.

Certification has made sustainable buildings desirable to tenants for decades. Use cases in this space are already myriad: Building Automation Systems use machine learning to create advanced equipment setback and startup schedules. Photovoltaic arrays harness energy to offset onsite electrical consumption, while geothermal heat pumps use a fraction of the energy required by conventional heating and cooling systems. Data analytics software presents timely and actionable insight to facility managers seeking to conserve energy. By allowing each of these systems to share information, a Smart Building focuses sustainability efforts for optimized results.

Technology

Enabling each use case and at the foundation of any Smart Building are new innovations in technology. The past decades have brought Direct Digital Control to replace pneumatics, ethernet

networks to replace serial, and the Internet of Things to connect devices everywhere. The widespread adoption of 5G in the coming years could accelerate our information sharing exponentially. Today's innovations are the result of collaboration between unlikely partners: prop-tech startups and general contractors; software developers and sustainability managers; building owners and service providers. As proprietary barriers are penetrated by APIs, the potential of what is possible in a building continues to expand.

Barriers and Next Steps

In their 2018 report, "The Financial Case for High Performance Buildings," real estate firm **stok** thoroughly refutes the myth that Smart Buildings are cost prohibitive. The study reveals that High-Performance Buildings yield significant financial returns in the areas of Enhanced Employee Productivity, Increased Employee Retention,

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Improved Employee Health and Wellness, Utility Savings, and Maintenance Savings. While construction costs continue to rise, the perceived premiums associated with Smart Buildings too often lead to premature and ill-advised value engineering, gutting the true potential of the building. The greatest barrier is not cost, but a lack of understanding regarding the design, construction, and operation of a Smart Building. Because technology evolves so rapidly, many are overwhelmed at the prospect of keeping up with the changes or feel it is impossible to future-proof a space. While these are valid concerns and the challenges certainly do grow along with the opportunities, there are also more resources available today than ever.

For the industry to take the inevitable next step toward a smarter built environment, education is paramount. Technology Partners are an indispensable resource in this process.

While there will always be a time to buy a widget from a vendor, the technology roadmap for a successful Smart Building should be developed by a team of partners. A partner should understand the mission and vision of the building and its occupants and should be prepared to collaborate and innovate to realize those goals.

Smart Buildings are here to stay, their value will only continue to grow, and someday soon we will just call them buildings. **■**

About the Author

Nick Lane is the Business Development Manager for the Washington, DC Branch of Siemens Smart Infrastructure. Nick supports contractors, engineers, and real estate professionals regarding technology in the built environment. To engage in further conversation, Nick can be reached at nicholas.lane@siemens.com.

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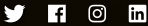
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2021 **CRAFTSMANSHIP** AWARDS



TIMELINE

We are pleased to announce the following general timeline for the 2021 WBC Craftsmanship Awards program (subject to change):

December 2020 - Call for Entries Release

January 2021 - Nominations Due

February 2021 - Judge Sign Up Cutoff

March 2021 - Judging Day

March 2021 - Announcement of Winners

April 2021 - Sponsorship Cutoff

April 2021 - Star Awards Judging

May 2021 - Final Ticket Deadline

May/June 2021 - Awards Banquet or Video

Thank you for supporting the WBC Craftsmanship Awards and Craftsman Hall of Fame. The 2021 awards program call for entries would typically be released in October, with nominations due mid-November. The awards banquet is traditionally held towards the end of March. Unfortunately, the March 2020 banquet was postponed and a virtual awards presentation was released in August.

The WBC Board of Directors has decided to revise the 65th Annual Craftsmanship Awards program timeline going into next year. Decisions regarding how judging and the awards banquet are handled will be taken under consideration as the picture becomes clearer. Thank you for your understanding as we navigate this changing landscape together.

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REPRESENTATIVES: **SPRIGG S. LYNN,**
DAWN LYNN

New Member Profiles

Accumark, Inc.

Founded in 1994, Accumark, Inc. provides underground utility locating and mapping services to engineers, architects, surveyors, construction project managers, and other clients throughout Virginia and the mid-Atlantic region.

Eklunds, Inc.

Eklund's crafts custom elevator cab interiors. Whether a new construction project or a renovation, Eklund's offers a wide range of solutions to meet both aesthetic desires and budget requirements. The firm offers total elevator cab solutions that include design, manufacturing, and installation.

With customers from coast to coast, Eklund's elevator interiors are installed in some the nation's most recognizable properties. Working with architects, elevator consultants, elevator contractors, general contractors, property managers, and building owners, Eklund transforms

elevator interior visions into safe, functional, and aesthetically pleasing realities.

Eklund's cab interiors are fabricated in-house and are installed nationwide by the company's certified Women-Owned Business Enterprise (WBE) installation partner, BCE Specialties. BCE's International Union of Elevator Constructors (IUEC) crews offer efficient and professional services.

With 37 years of elevator cab manufacturing experience, Eklund's takes pride in offering customers leading-edge design, quality craftsmanship, dependability, and prompt on-time delivery.

Eklund's corporate headquarters and manufacturing facility is in Dallas/Fort Worth with a second manufacturing facility in the Northeast (Baltimore/Washington). Representatives operate



www.forresterconstruction.com

N New Members

nation-wide. The company offers a virtual design tool, the StreamLine Cab Design Studio, on their website.

Myers Power Products

Myers Power Products is a WOSB manufacturer of engineered to order power distribution equipment, including power distribution centers, switchgear, circuit breakers, panelboards, switchboards, and service entrance pedestals.

National Technology Integrators (NTI)

Since 2009, NTI has served corporations nationwide with their AV, security, and IT needs. The company specializes in consulting, integration, and service. NTI has a diverse group of technical project managers, programmers and a rapid response service team ready to support small to large custom systems.

Potomac Law Group, PLLC

Potomac Law is built on a simple premise: that companies of all sizes, across all industries, should have access to top-tier legal services without the premium price tag.

Potomac Law attorneys have an average of 17 years of experience, and hail from the top law firms and corporate departments in the country.

PLG's Construction Practice provides a full range of legal services to clients in all aspects of construction and government contracting, including addressing the legal challenges relating to the design, development, financing, performance and management of construction and government procurement projects.

Universal Floors, Inc.

Universal Floors, Inc. is Washington's oldest & finest wood floor company. The firm is a full-service company with several specific divisions: Historic restoration/preservation, sand & finish, installation, custom work, choose to re-use, sport floors,

consulting/lecturing, cosmetic & maintenance. Universal Floors is a certified NWFA, advanced master craftsman DSLBD small business enterprise, veteran-owned business, local business enterprise, local manufacturing business enterprise, and long-time resident business. [FB](#)

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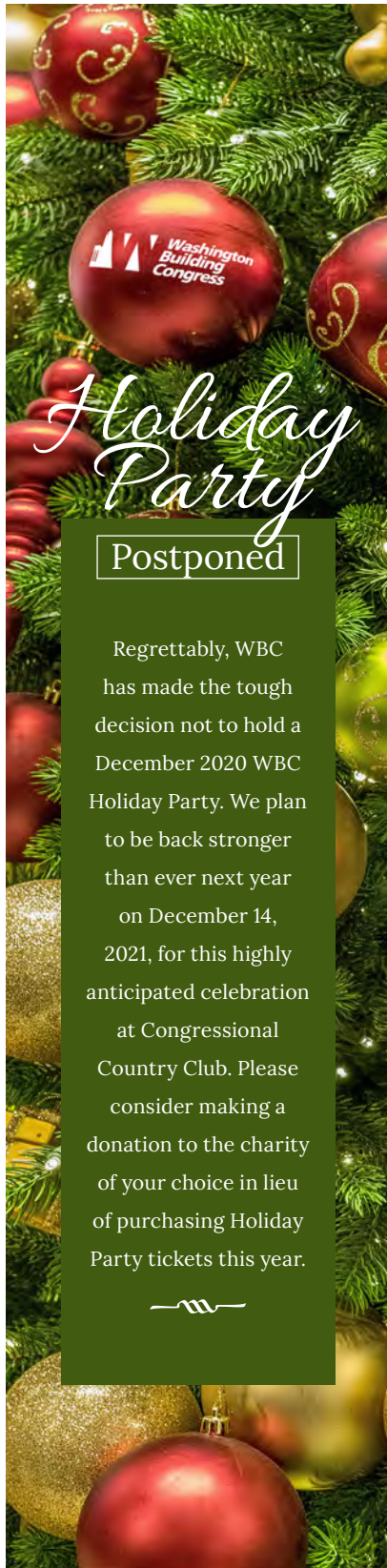
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Holiday Party

Postponed

Regrettably, WBC has made the tough decision not to hold a December 2020 WBC Holiday Party. We plan to be back stronger than ever next year on December 14, 2021, for this highly anticipated celebration at Congressional Country Club. Please consider making a donation to the charity of your choice in lieu of purchasing Holiday Party tickets this year.



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Calendar of Events

Dates and times subject to change.

Please check
www.wbcnet.org
for the latest information
about event status.

November 2020



NOVEMBER 19
11:00 a.m. to 12:00 p.m.
**3-Tiered Approach to Providing
Clean Air for Businesses**
Free Seminar

December 2020



DECEMBER 3
11:00 a.m. to 11:45 a.m.
**Leasing Market Update
Member Chat Group**



DECEMBER 16
1:00 p.m. to 2:00 p.m.
Video Call Etiquette 101
Free Seminar

Advertising Information

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. The **Bulletin** is published six times a year by WBC. To place an ad, submit material or for more information call **202.292.5922**.

Editorial Calendar

December / January	Members Giving Back
February / March	Technology & Innovation
April / May	Craftsmanship Awards
June / July	Rebuilding Together
August / September	To Be Determined
October / November	WBC Leadership & Committees

Advertising Rates

Member Rates:	1 time	3 times	6 times
1/6 horizontal or 1/6 vertical	\$155	\$130	\$110
1/3 vertical or square	\$230	\$190	\$150
1/2 horizontal or vertical	\$430	\$350	\$290
Full-page	\$630	\$510	\$410

Position

Inside Front Cover	\$830	\$670	\$540
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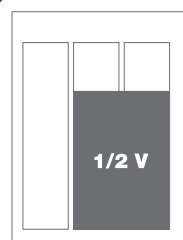
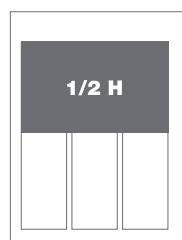
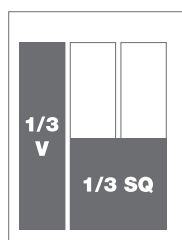
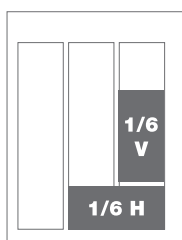
Non-Member Rates:	1 time	3 times	6 times
1/6 horizontal or 1/6 vertical	\$210	\$176	\$149
1/3 vertical or square	\$311	\$257	\$203
1/2 horizontal or vertical	\$581	\$473	\$392
Full-page	\$851	\$689	\$554

Position

Inside Front Cover	\$1,121	\$905	\$729
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Ad Sizes

Magazine trim size: 8.5" w x 11" h | Live area: 8.375" w x 10.875" h



1/6 horizontal	4.43" w x 2" h
1/6 vertical	2.1" w x 4.2" h
1/3 square	4.43" w x 4.2" h
1/3 vertical	2.1" w x 8.6" h
1/2 horizontal	6.75" w x 4.2" h
1/2 vertical	4.43" w x 6.38" h
Full-page	8.25" w x 10.75" h
Full-page + bleed	8.5" w x 11" h + .125" bleed