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Bulletin

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Members Giving Back





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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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I would like to thank the 2021 Board of Directors, committee members, chairs, vice-chairs, and board liaisons for their support over the first few months of my term as Chairman of the Board. Special recognition goes to the Membership Services Committee, Chair Jared Oldroyd (Clark Construction Group), Vice-Chair Mike Newman (Intertek-PSI) and Board Liaison Melissa Nelson (Carrier) for their outstanding focus on member retention during this challenging time. The committee is holding a WBC 101 networking event for prospective members on February 23, followed by a new member orientation on March 23. You are encouraged to join us for one or both of these informative virtual sessions. We look forward to returning to a live meeting format as soon as possible.

Thank you also to the Community Services Committee and all of the WBC member firms who participated in this annual Members Giving Back edition of the *Bulletin*. In January, the committee started a new reoccurring monthly volunteer opportunity with the Capital Area Food Bank. WBC has committed to provide volunteers to sort and pack food at the group's DC distribution center. Each year, volunteers save the food bank millions of dollars while helping to feed the DMV community. If you would like to donate or volunteer directly, please visit the Capital Area Food Bank website. Thanks again to the Community Services Committee, Chair Andrew Tomlinson (G&M Services), Co-Vice Chairs Vanessa Carrion (Stream Realty) and Gael Perichon (LSM), and Board Liaison Bill Voigt (Siemens Industry) for their remarkable efforts on behalf of the association.

The Hammerheads Committee held the well-received *Video Call Etiquette* 101 webinar in December with over 130 registered. This excellent presentation addressed the subtle nuances related to virtual interviews, meetings and networking, and provided a forum to share knowledge and support members in their efforts to adjust to the new normal. Special recognition goes to the Hammerheads Committee, Chair David Osei (DAVIS Construction), Vice Chair Kaidy Wollman (DAVIS Construction) and Board Liaison Kelly McGuire (Columbia Green Technologies) for keeping the committee moving forward. David and Kaidy were joined on the webinar panel by Ashley Arbolino (HITT Contracting Inc.).

The 65th annual WBC Craftsmanship Awards program entry deadline is Monday, February 1. The WBC Board of Directors approved moving the 2021 Awards program timeline later and decisions regarding how entry judging and the awards banquet are handled will be made over the next couple of months as the picture becomes clearer. It is more important now than ever to recognize our industry's craftsmen, the hardworking, dedicated workers who have been on the line throughout the COVID-19 pandemic. Make sure your craftsmen, 2020's Unsung Heroes, get the recognition they deserve by nominating them for a Craftsmanship Award. Thank you to our dedicated Craftsmanship Awards Committee, Chair Joe Dabbs (IBEW Local # 26), Vice-Chair Lynn Maia (Clune Construction) and Board Liaison Greg LaRosa (Dynalectric Company).

Thank you to all of our renewing WBC members and welcome to all new members. I look forward to seeing you at WBC program or event soon.

Best regards,

Emerson Teer

WBC Chairman of the Board



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Industry Report

ACECO names Stephen D. Smith as new President



Stephen D. Smith

ACECO, LLC is delighted to announce the appointment of **Stephen D. Smith** as its new President effective January 1, 2021.

Steve has been a key member of ACECO since he joined in 1997. During his years with ACECO, Steve has held multiple leadership positions including Director of Project Management, Director of Estimating, and Director of Operations. Most recently, he has served as the General Manager of ACECO. Steve will take over from Michael D. Citren, who has led ACECO as President since 1998. Michael will remain as a co-owner with Rob Wilson and will assume the role of Chairman.

Commenting on Steve Smith's appointment, Michael Citren said: "Steve is an exceptional colleague and great friend. He has been an instrumental force in ACECO's growth and operational excellence since he joined us in 1997. I am thrilled to be handing over the reins to such an outstanding leader."

Reflecting on his appointment, Steve said, "I am honored and excited to lead this enduring business, which will celebrate its 85th year in 2021. I remain committed to maintaining ACECO's culture of excellence and to always placing our customers and team members at the center of everything we do."

Fox Welcomes Rachel M. Severance to Federal Government Contracts Group



Rachel M. Severance

Rachel M. Severance rejoins the firm as counsel in Fox's Washington, DC office. Her practice focuses on federal and state employment issues, including Department of Labor Office of Federal Contract Com-

pliance and Disputes.



www.forresterconstruction.com



Industry Report

pliance Programs (OFCCP), Affirmative Action Plans (AAP), Equal Employment Opportunity (EEO), and wage and hour audits under the Davis Bacon Act and Service Contract Act, as well as federal ethics and compliance training. She also assists clients with federal bid protests, claims prosecution and defense and commercial litigation.

SK&A Announces Recent Staff Promotions



Scott Stewart

Scott Stewart, PE, SE has been named Senior Principal. Since joining the firm in 2005 as an Associate, Scott has developed into a key member of the firm's senior leadership

team. As a Structural Principal-in-Charge, he has brought creative problem solving and technical acumen to numerous projects, including office and residential buildings, mixed-use developments, and municipal facilities. In addition, his business development efforts have proven integral to SK&A's expansion within the academic and municipal sectors, broadening the firm's portfolio and client base. As Senior Principal he will continue to manage DC office operations, oversee design teams, and provide technical and relational guidance to staff, with an emphasis on delivering efficient, creative design solutions.



Josh Woolcock

Josh Woolcock, PE, LEED AP has been promoted to Principal. The newest addition to SK&A's senior leadership ranks, Josh joined SK&A in 2004, and over his tenure with the firm,

has evolved into a talented engineer, team player, and adept leader. Skilled in managing the structural design of complex structures, adaptive reuse, and repositioning projects within urban sites, his portfolio also includes municipal, residential, mixed-use,

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and hospitality projects. In his new role, Josh will balance overseeing active projects along with assisting Scott Stewart with managing staff development, business operations and ensuring overall quality service for SK&A's DC office.

Additional SK&A Promotions

Project Manager

- Jack Przywara, PE

Assistant Project Manager

- Ammar Motorwala, PE
- David Stringer, PE
- Macenzie Smith, PE, SE
- Sulabh Gupta, PE, LEED AP

Structural Engineer III

- David Klein, EIT
- Katie Bevington, EIT
- Tobi Jewoola, EIT

Structural Engineer II

- Megan Dulmaine 



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Members Giving Back



SK&A staff members participated in the Life Preservation Initiative raising funds and organizing food drives.

WBC Community Services Committee

Andrew Tomlinson, Chairman
Vanessa Carrion, Co-Vice Chair
Gael Perichon, Co-Vice Chair
Bill Voigt, Board Liaison

The Washington Building Congress is honored to once again recognize the commendable charitable support of our members and their employees over the past year. Our industry's generous contributions to the community have provided much appreciated financial support and countless hours of service during this time of overwhelming need.

Thank you to everyone who contributed to the Members Giving Back edition of the *Bulletin* and please keep in mind that WBC would like to feature your company's news and activities over the coming year through the website, social media and newsletter.

WBC offers several outstanding opportunities throughout the year to give back and support the community. Please don't hesitate to contact us if you have any suggestions for new WBC charitable initiatives or if you would like to join the Community Services Committee.

Thank you for your ongoing support of our community, our association and our industry!

NOTE: Many events shown in this article occurred prior to COVID mask and social distancing regulations.

Balfour Beatty

In the metro Washington, D.C. area, our Balfour Beatty team is fortunate to be involved with many deserving charities. We are honored to work with several wonderful foundations, including Mary's Center. In 2020, Balfour Beatty continued its support of Mary's Center and closed out the year with a sizable charitable donation on behalf of our client partners to the community health center. Balfour Beatty has been a long-standing ally of Mary's Center and were the proud recipient of their 2019 Community Champion Honoree Award winner in recognition of our continued support. *(Top right photo)*

Additionally, in lieu of traditional holiday gifts to our clients this year, Balfour Beatty made donations to approximately 20 charities chosen by, and on behalf of, our developer/owner partners. These donations were made to foundations including the Special Olympics, the American Heart Association, the Children's Inn at NIH, the Make a Wish Foundation, the V Foundation, and the Boys & Girls Clubs of Greater Washington.

About Mary's Center

Mary's Center is a community health center serving over 60,000 people of all ages, incomes, and backgrounds in the Washington, DC metro area for over 30 years. With an integrated model of health care, education, and social services, Mary's Center offers each participant individualized care on the path toward good health, stability, and economic independence.

About Balfour Beatty

An industry leader for 88 years, Balfour Beatty provides general contracting, at-risk construction management, and design-build services for a wide variety of markets, serving clients in both the public and private sectors. The company generates more than \$5B in annual revenue and employs 4,300+ people across the country. We offer the strength of a national firm with the service of a local group and specialize in partnering with sophisticated customers to tackle challenging and unique projects.

Clark Construction

We are passionate about making a difference in the communities we serve and call home. Through both dollar and deed, we embrace the opportunity to make a lasting impact through community service. Clark kicked off 2020 with its second annual Week of Service. In honor of Martin Luther King, Jr. Day, employees from across the country clocked nearly 2,700 volunteer



Members Giving Back



Coakley & Williams Construction
Published by Anai Limber · May 18, 2020 ·

Coakley & Williams Construction is happy to partner with Kite Pharma in supporting local businesses by providing daily meals for the essential construction workers building the Kite TCF05 Cell Therapy Manufacturing Facility in Urbana, MD. This facility is being built for the production of T-Cell immunotherapies focused on curing cancer. Learn more: <https://coakleywilliams.com/videos/kite-flyover>



hours. Throughout the year, Clark continued to give back through vital in-kind services. C3M Power Systems, a Clark subsidiary, repaired the electrical power and systems to Northern Virginia Family Service's homeless shelter, while Clark Concrete was able to make much-needed updates to a Mary's Center health-care facility, expanding space for COVID-19 testing at one of their Washington, DC locations.

In the midst of the COVID-19 health crisis, Clark donated more than 2,000 meals to healthcare workers across the country. This summer, Clark provided its employees the opportunity to choose an organization combating COVID-19 to receive a \$100 donation from the company in their name. On behalf of its employees, Clark donated more than \$160,000 to 815 different national and local non-profits and community-based relief efforts battling the widespread effects of the pandemic including homelessness, food insecurity, and unemployment. Clark ended 2020 with a holiday campaign that delivered nearly 700 meals, along with hand-written letters from Clark employees, to local hospitals.

About Clark Construction

Clark Construction is one of the most experienced and respected building and civil construction firms in the United States. For more than a century, we have been transforming the ideas and visions of our clients into award-winning projects. We build with the intention of exceeding our clients' expectations for safety, quality, functionality, and aesthetics, and deliver assets that stand the test of time.

Coakley Williams

We operate with the Build Mindset that every action we take contributes to building something, and what we built in 2020 goes beyond structures and spaces. We built trust, partnerships, careers, and so much more – through every one of our interactions. This year had a severe impact on so many people.

The CWC team felt it needed to do its part in giving back to the people that needed to be built up the most. The small people in our community, children. We proudly participated in ABC Metro Washington's Salvation Army Toy Drive, which was an event that would provide brand new toys for boys and girls, making their holidays special despite any new circumstances they may have been under in 2020. Our team showed compassion for children, because so many team members have children in their lives themselves. The toys ranged

from dolls, to building blocks, to monster trucks, all carefully picked to build children up.

In addition to the Toy Drive, CWC also hosted our own Food Drive for the Manna Food Center in Montgomery County, Maryland. Our team came out in strides, donating most wanted food items such as rice, pasta, canned vegetables, fruit cups, baby formula and so much more. Together, we helped fight hunger and feed hope in our own county.

Founded in 1994, the ACE Mentor Program of America (ACE) is a free, award-winning program designed to attract high school students into pursuing careers in the Architecture, Construction and Engineering industry, including skilled trades. Several of our employees volunteer as these mentors most recently on our St. Mary of Sorrows Church project in Fairfax, VA and on our Edgewood Recreation Center project in Washington, DC.

CWC Assistant Project Manager, Mohamed Sow created and organized a donation of gently used surplus CWC laptops and desktop computers to benefit schools in Senegal, Africa — his hometown. Donating the computers to underprivileged schools in Senegal allowed students enrolled at the school to be exposed to computer-based educational tools. *(Top left photo)*

We are also proud to partner with our repeat client, Gonzaga College High School in Washington, DC, in donating construction materials to the St. Ann's Center for Children, Youth and Families' renovation project. The Center now has a safe Faith House playground and a renovated auditorium, bathrooms, hallways, and ceilings for the families they serve. We are also an annual sponsor and participant of the Bike to the Beach, a fundraising event that helps raise awareness and funding for Autism research.

We are a proud supporter of Luke's Wings, a local non-profit which aims to "Reunite American Heroes with their Families". Their largest fundraiser of the year, Heroes Walk to Fly, is an annual family and dog friendly walk-through downtown Bethesda. CWC has sponsored and participated in the walk the past 4 years.

Community Partners

- **Adult Congenital Heart Association**
- **Ancient Order of Hibernians**
- **Armed Forces Retirement Home Big Brothers Big Sisters**
- **Catholic Charities**
- **Chesapeake Charities**
- **Children's Inn at NIH**
- **Coastal Conservation Association**

- **Cystic Fibrosis Foundation**
- **DC's Dancing Stars Gala**
- **Empower Montgomery**
- **Fighting for Kaiden Foundation**
- **Fish for a Cure**
- **Gilcrest Hospice**
- **Glen Echo Park Partnership**
- **Hope Connections**
- **Johns Hopkins Children's Center 5K**
- **Leukemia & Lymphoma Society**
- **Lombardi Breast Cancer Institute**
- **Manna Food Center**
- **Multiple Sclerosis Association**
- **NAHB Student Chapter**
- **No Kid Hungry**
- **Nourish Now**
- **Rebuilding Together**
- **St. Jude's Children's Hospital**
- **Suited for Change**
- **The Laurie Center**
- **UMCP Foundation**
- **Washington Jesuit Academy**
- **Women Giving Back**

Consigli Construction

Consigli Construction's DC office lent their support to many charities in 2020. For the third Summer year in a row, Consigli employees support local children through **Community of Hope**, a non-profit working to end family homelessness in ward 8. This year, with local partners and subcontractors, 170 backpacks were stuffed with crayons, folders, paper, notebooks, scissors, rulers, markers, pencil pouches, glue, erasers, and Disney hand sanitizer for the children at Community of Hope's transitional homes.

Last fall, Consigli staffed teamed up and donated 20 boxes of food to the **Capital Area Food Bank**. This winter, Consigli staffed teamed up and collected 75 coats for **Thrive DC**, which supports homeless women and children in DC's Ward 1.

Sr. Estimator Dan Mead, Board Member and Regional Dir. of Operations at Arlington National Cemetery for **Wreaths Across America**, organized Consigli volunteers to help with the wreath laying event at Arlington National Cemetery and with a show of support by lining the parade route as the convoy traveled from Maine to DC.

Members Giving Back



Consigli Construction



About Consigli Construction Co., Inc.

Consigli Construction Co., Inc. first made its mark in 1905 as a masonry contractor, built on a firm and longstanding foundation of quality workmanship and commitment to customer service. Over a century later, our roots continue to run deep in this tradition of skillful building. Consigli combines old-world craftsmanship with the innovative methods of a leading construction manager.

Cozen O'Connor

Cozen O'Connor's DC Office participated in the following charitable efforts:

Salvation Army's Angel Tree Gift-giving Program.

Not an ordinary year, but extraordinary effort. Cozen O'Connor breaks its own record by adopting sixty-four children! In the middle of a pandemic and an increased number of families in need, Cozen O'Connor's lawyers and support staff jumped into action to support the Salvation Army's Angel Tree program, a holiday gift-giving charity that provides toys and new clothing to underprivileged children in the District of Columbia Metropolitan area, who would otherwise not receive gifts. Some donors online shopped and sent the gift items to the Salvation Army's headquarters in Arlington, Virginia for distribution, while others purchased gift cards for the child. Participation in the Angel Tree program this year was made special after learning that the children's parents are incarcerated. Joyce Baker and Monica Woods spearheaded this worthy cause and are happy to know that smiles will be on the faces of children during the holiday season!

DC Volunteer Lawyer Project ("DCVLP")

DCVLP is a non-profit organization that provides direct legal and advocacy assistance to domestic violence victims and at-risk children to help them achieve safety and stability. Domestic violence victims and vulnerable children have been deeply and disproportionately impacted by the COVID-19 pandemic, and the need for DCVLP's services skyrocketed in the second half of 2020. Alex Busch is trained in serving victims in a trauma-informed manner and represents DCVLP clients in protection order and custody cases.

About Cozen's Construction Group

Ranked among the top 100 law firms in the country, Cozen O'Connor not only knows construction law—we know the construction industry. We understand the economics, culture, language, and technology that underlie modern building projects. With more than 40 attorneys practicing in 10 offices throughout the United States, Cozen O'Connor's Construction Group has the depth and geographical reach to handle our clients' most complex problems in the United States and abroad. The Construction Group includes attorneys who are ranked nationally by leading peer-reviewed publications, including Chambers USA, U.S. News/Best Lawyers, and The Legal 500. In 2020 the group was also recognized as Law360 Construction Group of the Year.

Our attorneys have been in the field and on work sites for more than 40 years, so our legal advice is grounded in that direct, practical experience. We anticipate problems, recommend creative solutions and structure practical agreements. We listen to clients' specific needs because a "win" can mean different things in challenging construction and legal environ-

ments. Whatever the goal, we efficiently analyze the substance of construction-related claims, help our clients respond in a decisive fashion, and communicate effectively with all parties, from iron workers and masons to engineers and experts.

James G. Davis Construction (DAVIS)

Serving our community is a crucial part of DAVIS' values and providing support for the communities will always be essential to our culture. Throughout the past year, charities and nonprofits have played a crucial role as the COVID-19 virus brought immense hardships to the world. DAVIS always made it our mission to support organizations throughout the DC metro area, and this year, our outreach efforts were more important than ever. DAVIS remains committed to this mission as the pandemic continues into 2021, and we will continue to make people our main priority.

American Heart Association

DAVIS has been a proud partner of American Heart Association for ten years, and with the help of 17 coaches and 115 participants we raised over \$50K through **AHA Greater Washington** Heart Walk fundraising event in support of the fight against heart disease and stroke. Our total amount raised was ranked 3rd out of 102 DC area teams, and DAVIS' Mike Pittsman joined the Executive Leadership Team for the second year in a row.

Calvary Women's Services

Calvary Women's Services empowers homeless women in DC to transform their lives through housing, health, education, and employment programs. DAVIS volunteers ran in their In This Together Virtual 5k and donated catered meals to residents. At Calvary's 2020 Hope Awards, DAVIS was named Partner of the Year.

DAVIS Annual Charity Golf Tournament

DAVIS' Seventh Annual **Charity Golf Tournament** took place in September with 112 participants representing 26 long-time partners and subcontractors. With the help of generous sponsors, we raised over \$50K this year, and the proceeds were donated to **The Ivymount Foundation** and **Children's National Hospital**.

Jubilee Housing

We were proud to work with our long-time friends at **Jubilee Housing** again this year. Although we could not send in-person volunteers to be part of their Elf Store and Wish List events, we provided Chromebooks for their Back-to-School Store drive, and donations for

gift cards for families to purchase what they needed most during the holiday season.

About DAVIS Construction

Founded in 1966, DAVIS Construction is the largest general contractor that solely serves the Washington region, building \$1 billion worth of construction a year, including some of the region's most complex and notable projects, across 10 diverse market sectors. Consistently ranked as an industry leader both nationally and locally, DAVIS has been recognized for fourteen consecutive years as one of the area's **Best Places to Work** by the *Washington Business Journal*. For more information, visit davisconstruction.com or follow us on Twitter @DAVISbuilds.

Forrester Construction

While 2020 presented challenges to providing hands-on service to our community due to the pandemic, we nonetheless worked hard to find new ways to support our community partners and express our gratitude to the communities that support us. Forrester feels tremendously grateful for all the ways we've kept our company strong, our business thriving, and our teams safe.

One of the innovative ways we expressed this gratitude was through our **"Pay It Forward" week**. Team members received envelopes with cash and the instruction to give it to anyone who seemed to need help, could use some joy, or whom they wanted to thank. The stories they told touched all of us and demonstrated the power of small acts of kindness. Recipients of our team's thoughtfulness included a homeless veteran, a single mom struggling to pay for her weekly groceries, a deli that continued to feed our team during the pandemic, and a family who couldn't afford holiday gifts. Many team members added to the

Forrester Construction



Members Giving Back



funds with their own money to make the campaign more impactful. It is our hope other companies and organizations will consider a similar week of giving to spread some light in a particularly dark time.

Here are some highlights of the ways we supported our nonprofit partners during this challenging year:

Jill's House

As part of our annual Holiday Donation, we let our partners nominate organizations near and dear to their hearts and chose one to donate to on their behalf. Our 2020 recipient, Jill's House, provides short-term, overnight respite care for families raising kids ages 6-17 with intellectual disabilities. We are excited to choose our 2021 recipient in the upcoming weeks!

Manna Food Center

To kick off the holiday season, Forrester led a very successful non-perishable food drive and supported Manna Food Center multiple times in 2020 through monetary donations. Forrester is proud of our long-standing partnership with Manna Food and recognize all they are doing during the pandemic including making bags of food available for all children attending county schools and their families.

Martha's Table

Doubling down on their mission to meet the sharp spike in need during the COVID-19 outbreak, Martha's Table has expanded their food program by over 400%! To help Martha's Table provide food for Washingtonians in need, our team prepared and donated hun-

dreds of sandwiches. We used our socially distanced, outdoors team building event Food Truck Fridays as the means of bringing our team together to safely enjoy one another's company while contributing to a longtime partner. In addition, we supported Martha's Table through a monetary donation this year.

Community of Hope

As part of Forrester's ongoing relationship with Community of Hope, team members have hosted birthday parties for children living in their Girard Street facility for the past eight summers! This year, Forrester was unable to do so because of the pandemic; however, a group of our team members were able to help serve dinner and facilitate games with children at their new transitional housing program in early 2020. We also held a very successful school supply drive to support their Back-to-School Drive and contributed funds to Community of Hope's Holiday Cheer Campaign, helping families celebrate the holiday season by providing parents with gift cards to purchase gifts and food for their families. In addition, a group of Forrester team members participated in the Golf Fore a Cause: Highlighting People of Color in Business event, which benefited Community of Hope and the **National Black Child Development Institute**.

Stepping Stones Shelter

For the last few years, Forrester has prepared home cooked meals for families living at Stepping Stones Shelter. In response to COVID-19, they also added a lunch option as many children were learning remotely in Montgomery County. We were proud to continue our tradition of providing meals to the families at Stepping Stones Shelter, and excited to sponsor their annual fundraising event, Stepping Up With Laughter, a virtual comedy hour.

S.O.L.I.D.S. Build a Kid a Christmas

Members of our team helped ensure every kid had a great holiday season by joining students and other professionals interested in STEM in building great gifts for kids; we also made a monetary donation to the organization.

The Red Cross

Now more than ever the Red Cross is facing a shortage of blood. Forrester encouraged our team members and gave them the time and information they needed to give blood at a Red Cross closest to them.

The Lourie Center

Through our sponsorship of the CRE Connect Summit, this year Forrester was able to support our

community partner, The Lourie Center for Children's Social & Emotional Wellness.

Forrester also supported other organizations who expanded their food distribution services and other services during the pandemic, including **Arlington Food Assistance Center**, and encouraged our team members to donate as well if they could!

Playing an active, engaged role in the community is foundational to who we are and a vital part of our mission. In a year with so much need, we tried to help where we could and demonstrate our gratitude to the region that has supported our success. We are hopeful for a better 2021 with more opportunities to work alongside our nonprofit partners once again and continue our rich tradition of service.

The Galen Group



The Galen Group, a Washington Building Congress (WBC) member, continues to actively support the Loudoun County Volunteer Rescue Squad (LCVRS), an organization committed

to providing emergency medical and rescue services to the people of Leesburg, VA and Loudoun County. LCVRS is comprised of over 100 dedicated volunteer first responders who serve as EMTs, Medics, Firefighters, and various operational and administrative officers. David Galen served as an EMT for 15 years and is the LCVRS Public Information Officer whose job is to promote the organization, stay connected with the people we serve and work as a liaison with local government and the business community.

Although the pandemic has prevented all in person community outreach events (local fairs, parades, open house, tours, etc.), LCVRS needed to create a vehicle of staying connected with its stakeholders. To that end, Mr. Galen created a campaign that partners with Leesburg's most famous local hero—Gen. George Marshall. **Meet Your Local Hero** begins with a photo exhibit recognizing Loudoun County's volunteer first responders at the Loudoun County Government Center, 1 Harrison Street, SE, Leesburg, VA through January 31, 2021. Other activities planned throughout 2021 include Leesburg Hero Hunt, a family friendly scavenger hunt and an outdoor open house on the grounds of the Marshall Center with mansion tours and rescue squad equipment demonstrations.

GHT Limited



GHT Limited

Recent challenges in our world have made it especially important to reach out and support the local community. In 2020, GHT showed support for its local food bank, **Arlington Food Assistance Center (AFAC)** and partnered with **SMPS DC** to raise money for **Calvary Women's Services** in DC who strives to end homelessness.

During the month of October, GHT Limited hosted a virtual food drive with AFAC, which raised \$752 for families in need. When the year came to a close, GHT continued their support for AFAC by dedicating a \$10,000 donation in their clients' names to celebrate the holiday season. The \$10,752 helps feed numerous families across Arlington County who were struck by severe hardships due to the COVID-19 pandemic.

GHT also participated in the *In This Together Virtual 5k* through the SMPS DC team in support of **Calvary Women's Services** in DC. Altogether, GHT had 12 participants and raised \$572 for the women's shelter that aims to end homelessness, inspire hope, and transform lives across the DC Metro Area.

About GHT Limited

GHT Limited is a mechanical, electrical, and plumbing (MEP) engineering design firm headquartered in Arlington, Virginia serving the greater DC area for over 55 years. GHT provides innovative MEP engineering solutions for the built environment with an approach that integrates proven techniques with the latest technologies and sustainable design practices. GHT has more 29 licensed Professional Engineers throughout their Tenant Interiors, Building Systems, Operations and Energy Services, and Sustainable Programs Studios.

Members Giving Back



Goldin & Stafford

Goldin & Stafford

Goldin & Stafford continuously strives to give back to the local community and help those in need. We take great pride in serving our community, shown in our quality of work and through our charitable acts. 2020 was a difficult year. We hope that our donations and efforts helped those in need, during these very uncertain times. Over the past year, we have donated to numerous associations and causes, along with volunteering our time to serve and participate in fundraising events. We support our employees in any volunteer efforts they elect to do and continue to increase our involvement in our community.

Here are a few highlights from 2020:

Montgomery Parks – Trail Work

Natural surface trails in Montgomery Parks require a great deal of effort constructing, maintaining and inspecting. Increased community participation helps improve the quality of these trails. Goldin & Stafford, along with other industry young professional members of ASA Metro, teamed up to help the parks fix a drainage issue by carrying logs out of the woods and placing them in the problem area to build a natural land bridge. This will ensure that the community can use this portion of the trail again and continue to enjoy the natural beauty of the Montgomery County parks.

AEDC — Anacostia Economic Development Corporation – Scholarship Fund

G&S was happy to support the important cause to help students receive the education they deserve. Funds raised from the year's tournament will provide college scholarships for students attending the Ballou STAY Opportunity Academy and Anacostia Senior High School. The financial struggles of students and their parents to continue higher education have become increasingly difficult. AEDC through the Small Business Development Center (AEDC-SBDC) continues to devote significant resources to facilitate opportunities for small businesses to start, expand and grow. Along with these opportunities AEDC helps create safe communities for residents to live, work, and patronize.

Team River Runner

To support our local veterans, Goldin & Stafford sponsored a kayak for the TRR DC Biathlon. Team River Runner (TRR) is an opportunity for veterans, their family members, and everyone in the community to participate in paddle sports. Creating an environment that facilitates connection, allowing veterans to reunite with their families and forge relationships with those who have endured similar pain. TRR creates purpose and community service. Our veterans are on the river to recovery.

Salvation Army Toy Drive

Our employees showed their support by donating toys and coats to the Salvation Army Toy Drive, with ABC Metro DC. Not everyone has been as fortunate to continue working through 2020 and so many families were feeling the financial pressure of a hard year. We know these toys brought smiles to so many children this holiday season.

Children's National Hospital – Race for Every Child

Joining the L.F. Jennings Team, Goldin & Stafford donated and ran in the 5K Race for Every Child. The L.F. Jennings team raised almost \$35,000 to help support this important organization that makes a direct impact on the health and well-being of children in our community. The big race could not be held this year, but still an amazing amount raised!

Special Love

This organization holds a distinct place in the heart of our President and his family, who have supported this organization for many years. Although their annual gala was not held, our donation went to benefit Special Love's free, year-round camps, emergency financial relief, and educational scholarships for children battling cancer and their families.

Other donations and volunteer efforts of Goldin & Stafford:

- Homestretch
- Main Street Social
- Historic Ellicott City, Inc.
- Friends of Patients at the NIH
- Young Life Fairfax City
- The March of Dimes - Fired Up Charitable BBQ
- Capital Area Food Bank
- Loudoun Hunger Relief/United Way – Food Drive
- Rebuilding Together Montgomery County
- American Heart Association
- Franciscan Center
- Building Bridges Across the River
- Penn State University
- Joe's Ride
- National MS Society
- Muscular Dystrophy Association

About Goldin & Stafford

Goldin & Stafford was formed in 1992, with the premise of providing clients with quality excavation, demolition, and site preparation services on time and within budget. We are committed to putting our clients and community first and providing exceptional service. Service and commitment, from the project's conception to completion, is the foundation the company was built upon. Goldin & Stafford has continued to grow on this simple concept, making the company a recognized leader and benchmark for quality excavation in the Washington, DC metropolitan region.

Hensel Phelps

One of Hensel Phelps' core values is Community. Hensel Phelps believes in supporting the communities that we live and work in. Our culture is to care for our neighbors, colleagues and employees like a family. In 2020, the Mid Atlantic District of Hensel Phelps supported the communities in and around the D.C., Maryland and Virginia metro region by partnering with multiple charitable organizations.

Despite challenges presented by social distancing, Hensel Phelps donated over \$15,000 in cash and in-kind donations and over 400 volunteer hours. Hensel Phelps' biggest charitable project was the complete



renovation of a home in Fairfax County, Virginia in partnership with the Marian Homes organization. The home will be occupied by adults with intellectual disabilities and will enable them to live independently. Hensel Phelps contributed labor, resources and materials to the home renovation over the course of several months.

Another major charitable project that Hensel Phelps participates in every year, is the Annual Holiday Toy Drive for Our Neighbor's Child, a non-profit organization in Chantilly, Virginia. In 2020, over 70 Hensel Phelps volunteers donated gifts for 50 families as well as \$2,000 in grocery store gift cards.

Additional highlights throughout the year include our Meaningful May campaign which raised \$4,000 to feed families facing financial hardship during the pandemic, participation in Habitat for Humanity's Annual Women Build event and a Virtual Backpack Drive which

Members Giving Back



HITT Contracting



funded backpacks and school supplies for 100 students. Hensel Phelps is proud to continue supporting the communities in which we live, build, and work.

About Hensel Phelps

Ranked the fourth top Design-Build firm by Engineering News Record (ENR), Hensel Phelps has grown from its humble beginnings in Greeley, Colorado into one of the nation's largest construction companies. Founded in 1937 by Mr. Hensel Phelps, the firm has evolved into a premiere multi-billion-dollar, employee-owned organization with over 3,500 employees nationwide. As a general contractor, construction manager, and design-builder, Hensel Phelps offers one of the strongest records for on-time delivery and cost-effective performance in the industry. Hensel Phelps has also evolved its capabilities to include Development and Facilities Management Services, offering our clients complete, start-to-finish project delivery.

HITT Contracting

Throughout 2020, HITT Contracting's headquarters office based in Falls Church, Virginia participated in several charitable and community involvement activities. This past year, HITT team members, knowing the great need for blood donations due to the COVID-19 pandemic, hosted two blood drives with Inova Hospital Center with a total of 46 participants. Additionally, the company held a virtual Earth Day clean-up where they encouraged team members to collect trash throughout their own communities, resulting in over 200 pounds of refuse collected. A longtime partner of the Leukemia & Lymphoma Society, HITT raised over \$19,000 in 2020 toward the National Capital Area Chapter's efforts, including team member participation in their Virtual Light the Night Event. Most recently over the holiday season, HITT held a gift card drive for nearby Shelter

House, a grassroots responder to the homelessness crisis in Fairfax County. In total, HITT collected 117 gift cards amounting to nearly \$3,000.

About HITT Contracting

HITT Contracting provides a wide range of construction services, from core and shell building and renovations to interior fit-outs and service work—there's no job too large (or small) for them to deliver. With headquarters based in the Washington, DC area and 1,100+ team members in 12 locations nationwide, HITT is ranked one of the largest general contractors in the nation. For more than 80 years, HITT has been elevating the business of building nationwide through innovation, sustainability, and the relentless pursuit of excellence. Looking ahead, HITT is committed to focusing on the future and planning for what's next.

Kelly Electric

Christmas In April

Christmas in April is a non-denominational volunteer organization that repairs the homes of senior citizens who are either low-income and/or physically challenged so they may live in warmth, safety, and independence. After months of planning and preparation, Christmas in April culminates in a one-day repair effort on the last Saturday in April. Christmas in April relies on the community for support from volunteers to repair the homes, and seeks funding from businesses, corporations and individuals. The success of Christmas in April is due to the cooperative efforts of County government, private businesses, civic and community organizations, churches and synagogues.

Warrior Events

Warrior Events was founded in 2009 by John O'Leary whose passion was and is to give back to our

military in a very respectful way and to know how much they and their loved ones are appreciated for their immense sacrifices. We are very fortunate that Warrior Events is located in Annapolis, MD which is very close to the Walter Reed National Military Medical Center in Bethesda, MD where those who we assist are currently going through therapy.

Washington Football Charitable Event

The mission of the Washington Football Charitable Foundation is to utilize the assets of the Washington Football Team and its corporate and community partners to make a positive and measurable impact on youth development in the greater Washington, D.C. region in the areas of education, community outreach, and health and wellness. The Foundation is committed to making a positive impact in the DC region.

About Kelly Electric

As a family-owned business for over 34 years, we have dedicated ourselves to prompt, professional service, and to workmanship of the highest quality. We undertake difficult and unusual electrical construction projects and complete them on time to achieve great customer satisfaction.

The Kelly Philosophy is to provide superior service, to make honest business dealings a part of our daily work ethic, and to stand behind our work 100. Our goal is to provide the highest level of customer satisfaction while maintaining a competitive pricing structure with superior workmanship, prompt and reliable service, competitive pricing and a safety driven workplace.

Ruppert Landscape

Ruppert Landscaping has a long-standing tradition of growing its team and giving back to the community. Part of the company's mission is to be good stewards of the communities in which we live and work, and we commit 5% of its profits annually to worthy causes.

December 24

On Christmas Eve, our Virginia landscape construction team partnered with the Woodbridge Workers Committee to donate and distribute gifts to a local mobile home community. Thank you to our Virginia team members for making this possible, and for helping to spread some holiday cheer to those in need!

December 15

We are glad to see the Prince William Food Rescuer's new truck on the road and ready to deliver meals to families in need this holiday season, and we



Ruppert Landscape

are proud to have played a small part in making this happen with funds donated by our Virginia landscape construction branch. Thank you to all of our team members and clients who make it possible for us to give back to our local communities in such direct and meaningful ways!

December 1

The Ruppert organization (and Craig Ruppert) has had an ongoing (over 25 year) relationship with Easter

Members Giving Back

Seals DC MD VA, who helps people with disabilities, veterans, caregivers and their families live full, independent lives and reach their goals. Craig's involvement was inspired by the direct and lasting benefits that their programs have provided to Craig's sister, Colleen, who was born with Down syndrome. On #GivingTuesday we highlighted Easter Seals Bright Stars campaign and subsequent Bedtime Stories event, which will be held virtually on Tuesday and Thursday nights starting on February 16, 2021. During this event, donors and those who are beneficiaries of Easter Seals programs will receive links to enjoy guest readers read aloud. To donate to this worthy cause, please visit: www.brightstarsdc.org.

November 23

Over the weekend, our Virginia landscape construction team proudly helped put together Thanksgiving food boxes for families in need as part of the Prince William Food Rescue and Action in Community Through Service (ACTS) Community Feeding Taskforce. Branch Manager Mike Ryan recalls, "We had seven people participate up on behalf of Ruppert, working side-by-side with members of the Virginia Civil Air Patrol. We were able to help pack 600 boxes that contributed to the over 75,000 lbs of food that they got out the door just this morning! [Sunday] In addition to the hands-on work, we donated \$2,000 towards the purchase of a new box truck to aid ongoing efforts."

"The ACTS setup in Manassas was fantastic," Mike continued. "Development Director Aaron Tolson and his crew ran an amazingly efficient operation and we were proud to be a part of it."

Thank you to all our Virginia team members for all of your hard work that allows us to stay true to our commitment of giving back to the communities in which we work and live. This effort truly embodies the spirit of Thanksgiving!

November 3

Our Laytonsville, MD team recently donated and installed fall flowers at the National 4-H Conference Center in Chevy Chase. Our friends at EcoTek Soft Wash pitched in by pressure washing the monuments before flowers were installed. The conference center has been closed since March due to the pandemic, so we hope that a little fall color at their entrance will help increase curb appeal in advance of their reopening in January.

October 23

We were proud to be able to help local artist Suzanne Brennan Firstenberg bring the moving trib-

ute, **a field of flags**, to life so that we may honor and remember those who have lost their lives to COVID-19. It is gratifying to see the deep impact the art installation has already had on so many. Huge thanks to the many team members from our Maryland, DC, Virginia and Delaware branches who came together to make this happen in under three days!

About Ruppert Landscape

Ruppert Landscape, a family and employee-owned business, has been an industry-leading provider of commercial landscape construction and management services for nearly 50 years. Headquartered in Laytonsville, Maryland, the company employs over 1700 people and serves customers from 27 branches in eight primary markets: Philadelphia, Baltimore, D.C., Richmond, Raleigh, Charlotte, Atlanta, and Houston. Learn more at www.ruppertlandscape.com. #RuppertServes

R.W. Murray Co.



In May, we partnered with Haymarket Regional Food Pantry and kicked off the "Make May Meaningful" campaign to support their new location grand opening. We mailed out over 500 appeal letters to subcontractors and clients asking for their support. In this effort, we raised over \$37k to help stock their shelves, complete construction of their new facility and provide gift cards (in lieu of food because of COVID). To continue our support to this local non-profit, we ran a 2-week food drive in our office collecting over 475 pounds of food to donate for the holidays.



Scaffold Resource

About R.W. Murray Co.

R.W. Murray Co. is a privately held general contractor in Manassas, VA who offers pre-construction, design-build and general contracting services in the Virginia-Maryland-DC area.

Scaffold Resource

Although 2020 was a difficult year and we faced many obstacles, we tried to remain active in the community and giving back as much as we could. Several initiatives that we have participated in years past, were cancelled due to the pandemic and the many social distancing rules and regulations.

We thoroughly enjoy giving back and helping our communities and are hopeful that we will be able to do more in 2021.

October 2020

COVID Friendly/Safe 3rd Annual Golf Charity Outing-sold out and raised \$34k for the Grate Patrol, feeding the DC Homeless

December 2020

Scaffold Resource donated materials to create a scaffold stage for a special celebration at Our Lady of Guadalupe

Donations

- Samaritans Inn thru Clark/Davis JV
- ABC Virginia Children’s Coat Drive – Multiples Coats Donation
- ABC Virginia Food Drive
- ABC Metro Toys for Tots – Toy Donations
- ABC Baltimore Toys for Tots – Toy Donations
- ABC Chesapeake Shores Handlebars for the Holidays – Donation of 2 bikes with helmets

Throughout the year, Owners Charlie Weiss and Jeff Belfield donate their free time to serve the DC Homeless and the Grate Patrol.

SK&A

In celebration of the firm’s 60th Anniversary, SK&A implemented a “60 Good Deeds for 60 Years” campaign. The philanthropic campaign included a variety of charitable donations and volunteer activities performed throughout 2020. Over the firm’s history, SK&A employees have been actively involved with multiple charitable organizations, volunteering their time by providing leadership and assistance in industry-related organizations, youth arts and learning programs, neighborhood development groups, and other endeavors. SK&A was also recognized in the categories of “Corporate Philanthropy by Giving” as well as “Volunteer Hours” by the Washington Business Journal through their 2020 Corporate Philanthropy Awards. Examples of the firm’s 2020 charitable activities include:

Capitol Area Food Bank

In the month of September, SK&A staff members organized a food drive and raised funds in the spirit of “Thanksgiving in September” to aid the local Washington Metropolitan community impacted by the tough economic impact of the COVID 19 pandemic. The event raised \$1,560 and 530 food items to benefit the Capital Area Food Bank, a leading local resource addressing food scarcity.

Salvation Army Angel Tree Program

SK&A staff members participated in the Salvation Army Angel Tree program, a personalized holiday assistance program in which an individual sponsor or group sponsor purchases new toys and clothing for children (or “Angels”) in need. SK&A adopted five angels and staff members purchased approximately \$300 worth of gifts for each child based on their wish lists. For many of the registered angels, the gifts received through the Angel Tree Program are the only ones received for the holidays.

Additional charitable organizations and events that SK&A supported in 2020 include: Adventist HealthCare Shady Grove Medical Center Milk Depot, ALS Asso-



ciation, Alzheimer’s Association, American Diabetes Association, Archdiocese of Washington, Architects Foundation, Arise and Flourish, Bike & Build, Bread for the City, Camp Kesem, Children’s National Hospital Foundation, Comfort Cases, Community of Hope, Compassion International, Coronavirus Relief Fund, Crew Network Foundation, DC Paws Rescue, DC Public Schools, Elizabeth Seaton High School, EMI Tenwek Hospital, Enduring Hearts, First Descents, For Love of Children, Gabriel Homes, Habitat for Humanity (Metro Maryland and Washington, DC), Higher Achievement DC Metro, Homeless Children’s Playtime Project, Hope Connections, HopeWorks of Howard County, Hydrocephalus Association, Hypertrophic Cardiomyopathy Association (HCMA), International Concrete Repair Institute (ICRI), Jubilee Housing, Jubilee to College, Juvenile Diabetes Research Foundation (JDRF), Life Preservation Initiative, Lucky Dog Animal Rescue, MAZON: A Jewish Response to Hunger, McKinley Technology High School, Mission First Housing Group, Montgomery County Interfaith, National Center for Children and Families, Phelps ACE High School, Potomac Lions Club, Prince Hall Freemasons Pythagoras Lodge #74, Rebuilding Together DC & Alexandria, Ronald McDonald House, So Others Might Eat (SOME), Special Olympics DC, St. Jude Children’s Research

Hospital, Stepping Stones Homeless Shelter, The Trevor Project, The Young Center for Immigrant Children’s Rights, THON, Trans Lifeline, Warrior Canine Connection, Washington Nationals Dream Foundation, and Wendt Center for Loss and Healing.

About SK&A

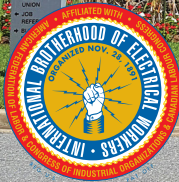
For over 60 years, SK&A has provided exceptional structural engineering services to public and private sector building industry clients within the Washington metropolitan area and beyond. With offices in Potomac, MD and Washington, DC, the 95-person firm provides clients with a full suite of structural-related consulting services, ranging from structural analysis and design to repair and restoration, as well as testing and inspection.

Smith Currie

In celebration of its 55th anniversary in 2020, Smith Currie staff and attorneys participated in 55 community service projects. Teams DC and Tysons spearheaded several awesome projects throughout the year, including providing donations to local food pantries and animal shelters, feeding health care workers, and holding a diaper drive for the Greater DC Diaper Bank. #55for55



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C onstruction Delays: The Fundamentals

by Lane F. Kelman and Jackson S. Nichols

Every contractor, no matter how experienced or prepared, will confront delays on a project. Typical causes of delays are bad weather, change orders, re-designs or omissions, long lead time, and unforeseen or differing site conditions. A delay, however, should not equate to financial loss if proactive steps are taken.

Delays Are on the Rise

A 2020 Arcadis report on worldwide construction claims found that the number and costs of construction disputes are increasing. Previously, the average value of delay disputes in North America had dropped every year since 2013. This year, however, the average value rose from \$16.3 million to \$18.8 million. Additionally, the average time to resolve such disputes increased from 15.2 months in 2018 to 17.6 months in 2019.

Individually, contractors can be affected in a variety of ways. Unanticipated and protracted project durations can increase extended general conditions costs and tie up home office resources. Material and labor cost escalation can occur. Liquidated damages can be assessed against contractors or subcontractors if they are deemed responsible for schedule slippage.

A delay claim is not limited to schedule elongation. Schedule impacts due to delay can result in delay claims. Acceleration, whether constructive or directed, will increase labor costs. And poorly designed schedules or resequencing can create inefficiencies and lost productivity, which also increase labor costs.

Delay disputes are expected to rise again due to a COVID-19 fallout. Experienced contractors know that delays—while inevitable—do not have to be yours to bear. Here are some best practices to minimize your risk and preserve your claims.

How to Protect Your Business

Know Your Contract



This is the first and most important step for preserving your claim. Many construction contracts have strict definitions of claims that can determine your entitlement.

For example, the widely-used form contract, AIA A201-2017, defines a claim as a “demand or assertion by one of the parties seeking, as a matter of right, an adjustment or interpretation of Contract terms, payment of money, or extension of time.” Understanding the requirements of your contract’s claim process is essential to securing any recovery. For instance, must you first submit a claim to a particular person as a first step in the dispute resolution process? Does your contract require you to engage in mediation before litigation? Is arbitration optional or required?

Another important clause requires contractors to provide notice of any delays. Frequently, construction contracts contain both very short notice periods and formal requirements for making an effective claim notice. Courts in many jurisdictions will strictly enforce those requirements. Contractors must know and follow these provisions exactly to preserve their claims. What constitutes notice can be open to interpretation.

Understand what must be submitted to support your claim. Does your contract require a schedule analysis showing impacts? Are you required to quantify your damages within a time certain?

Where delay claims are concerned, construction contracts frequently contain special provisions limiting any recovery. Such clauses, commonly referred to as “no damages for delays” provisions, allow contractors to seek extensions of time to the project schedule but do not permit recovery of extra costs caused by delays. Thus, a contractor could avoid liquidated damages by obtaining a time extension but might still be on the hook for other unanticipated costs. Some jurisdictions enforce these clauses more rigorously, while others allow exceptions under certain circumstances. Maryland courts, for example, enforce these provisions more strictly than courts in Virginia or the District of Columbia.

Track Your Costs



Proper tracking and documentation can help contractors preserve delay claims seeking extra time and money. Accordingly, contractors should record in real-time all costs associated with delays, including extended job supervision, overhead, equipment costs, wage escalation, inefficiencies, financing, and reduced job opportunities. These records will substantiate a claim, position the contractor to prevail, and enhance recovery.

Create a Paper Trail




While construction contracts often contain strict notice provisions, contractors can improve their claim by going beyond providing notice only. Documenting project communications and directions can be crucial.

If you cannot proceed with scheduled work because of lack of access, photograph the obstruction and send a letter. If multiple trades are stacked contrary to the schedule, make a note. Directions are often given verbally in the field, so confirming the direction in writing can save proving the direction later. Daily logs, serial letters, photographs, and emails help build the claim because they reflect actual project conditions. Emails sent when an issue arises that attach documentation (such as photographs or drawings) can be particularly effective as a project record.

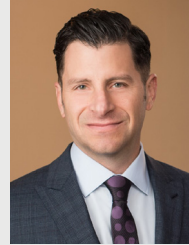
Watch Out for Release Language



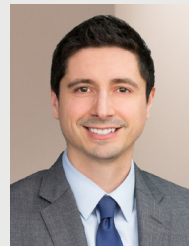
Industry practice requires most contractors to execute lien waivers or partial releases on a monthly basis as a pre-condition to payment. Oftentimes, despite the document's title, the release language is much broader than a partial release of lien. These waivers typically contain language "waiving" or "releasing all claim rights" beyond just lien rights. Some will explicitly release all claims simply through the waiver's signature date, including any claims for costs resulting from delays. Others will explicitly release all future claims that the contractor is not even aware of yet. Broad release language is not limited to just partial releases but frequently is buried in change orders as well. Unfortunately, it is not atypical for a contractor to be confronted with a significant delay claim that appears waived because the contractor signed a lien waiver or change order. It is therefore essential to understand the terms of the forms before you sign and take steps to preserve your claim.

While construction delays are inevitable, do not get caught flat-footed. Knowing your contract and having protocols in place is essential to preserving claims. The coordination between project administration and management and establishing good practices will put you in the best position to recover. This small measure of prevention can help you protect your company against more serious financial consequences. 

About the Authors



Lane F. Kelman is a partner at Cohen Seglias. He has an active and diverse construction litigation practice, representing developers, general contractors, and trades in complex construction matters throughout the United States and internationally. Lane can be reached at lkelman@cohenseglias.com and 267.238.4728.



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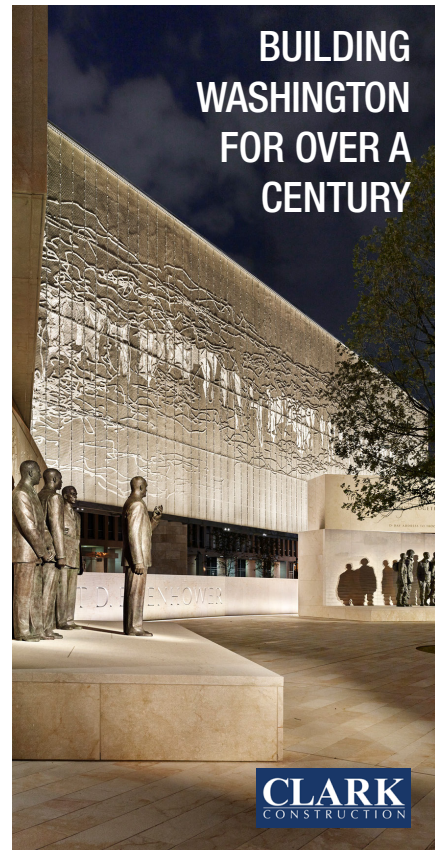


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Be seen in
the right place.

Contact Rita Reis
at reis@wbcnet.org

A&M DRYWALL

www.amdrywall.com

New Members

New Company Member

Arthur J Gallagher Insurance and Risk Management

46179 Westlake Drive Suite 300
Potomac Falls, VA 20165-5874
P: 703-790-5770

www.ajg.com

REPRESENTATIVES: **STEFAN MOSS,**
YOUNG KIM

New Small Business Members

B&S Site Development

3414 Crew Court
Warrenton, VA 20187-5839
P: 571-246-6653

www.bandssite.com

REPRESENTATIVE: **CARL LECHNER**

Novel Communications

5185 MacArthur Blvd., NW #420
Washington, DC 20016
P: 240-417-2836

www.whynovel.com

REPRESENTATIVE: **CHRISTINE HEFFERNAN**

New Member Profiles

B&S Site Development

B&S Site Development is a leading Washington, D.C. Metro region full-service, site development contractor. The firm specializes in large parcel site projects. Services include: Clearing, E&S, Drilling/Blasting, Excavation, Site Utilities (Wet & Dry), Site Concrete, Retaining Walls, and Asphalt Paving.

Arthur J Gallagher Insurance and Risk Management

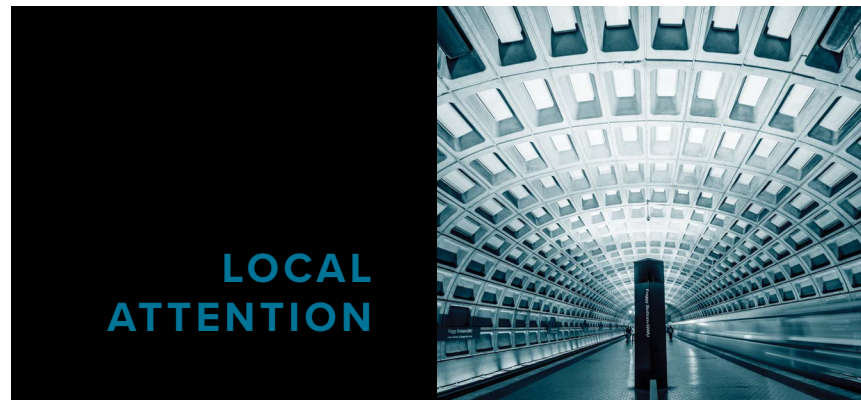
At Gallagher, we believe that providing insurance, risk management and business consulting services means being there to see you through every challenge, every

decision, every step of the way. Guiding you through the challenges that can put your organization at risk and threaten its wellbeing. We are your partner along the way. Let's talk about where your journey is leading.

Novel Communications

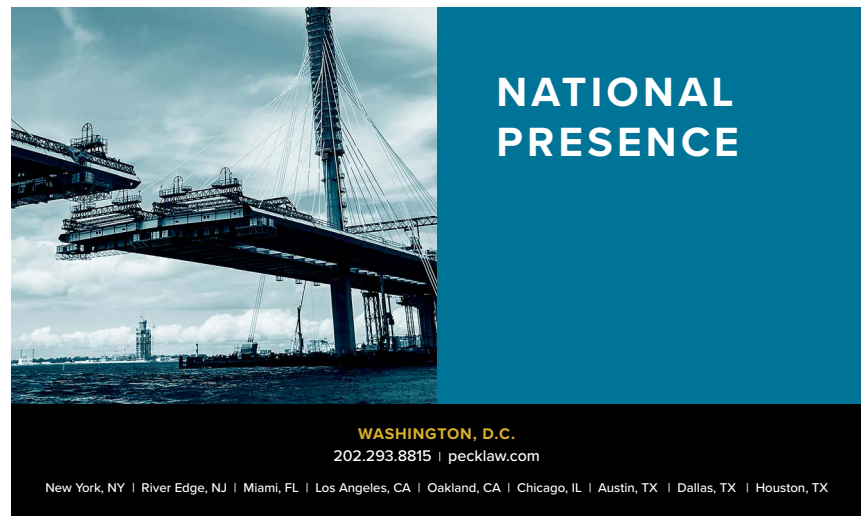
Need a writer? Novel levels up your company's collateral or brand presence. Novel Communications delivers authentic

copywriting services and marketing strategies, streamlining AECO brand initiatives to drive sales. Offering a variety of 1:1, team augmentation, and DIY educational services, Novel specializes in developing and refining creative content such as stock collateral, blog articles, proposal/pursuit responses, website copy, and email marketing. Make it simple, but significant. **FN**



Peckar & Abramson

COUNSEL TO THE
CONSTRUCTION INDUSTRY



WASHINGTON, D.C.

202.293.8815 | pecklaw.com

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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.

January 2021



JANUARY 28
4:00 p.m. to 5:30 p.m.
**Winter Networking:
Remo Virtual Platform**
Free Seminar

February 2021

FEBRUARY 1
Submit entries by COB
**2021 Craftsmanship Award
Nominations**



FEBRUARY 10
10:00 a.m. to 11:30 a.m.
**SMALL BUSINESS PRESENTATION
AND VIRTUAL NETWORKING**
Free Seminar



FEBRUARY 17
10:00 a.m. to 11:00 a.m.
PPP Loan Update Seminar
Zoom



FEBRUARY 23
Time TBD
**WBC 101: Networking Event
FOR PROSPECTIVE MEMBERS**

March 2021



MARCH 23
9:00 a.m. to 10:00 a.m.
New Member Orientation

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	Community Service/Rebuilding Together
June / July	Craftsmanship Awards
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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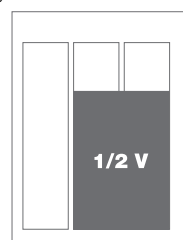
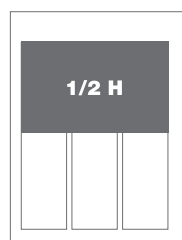
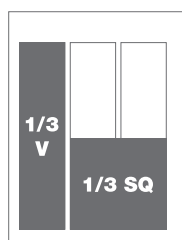
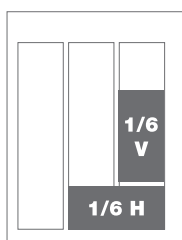
Non-Member Rates:	1 time	3 times	6 times
1/6 horizontal or 1/6 vertical	\$210	\$176	\$149
1/3 vertical or square	\$311	\$257	\$203
1/2 horizontal or vertical	\$581	\$473	\$392
Full-page	\$851	\$689	\$554

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