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# Bulletin

THE OFFICIAL PUBLICATION OF THE WASHINGTON BUILDING CONGRESS



*Not pictured: Mike Holland, Kelly McGuire and Rob Wenger.*

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## WBC 2018-2019 Board of Directors



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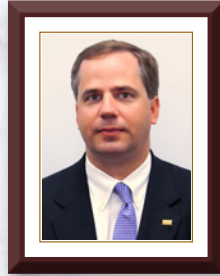


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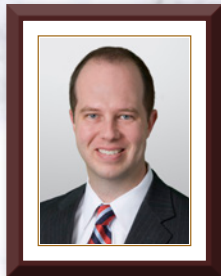
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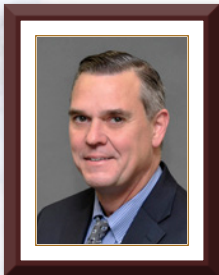
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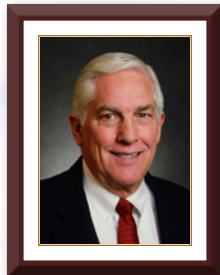
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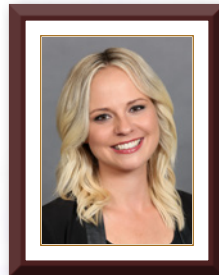
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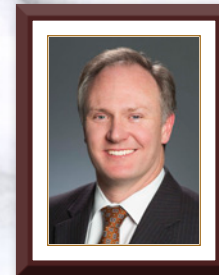
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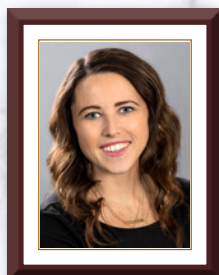
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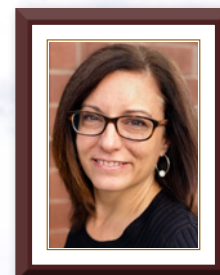
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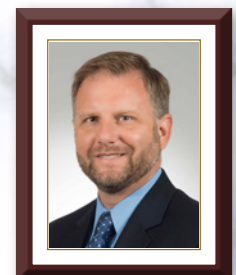
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## hairman's letter

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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](http://www.wbcnet.org).

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I was honored to take office as the 81st WBC Chairman of the Board on October 1. We started the new membership year off with the remarkable Fall Kickoff, Silent Auction and board installation at Columbia Country Club. Thank you to everyone who supported this wonderful event and for your ongoing support of the Craftsman Hall of Fame. The association followed up in October with the popular Oktoberfest Networking event at Sauf Haus Bier Hall with over 160 people. Coming up on November 29 is the Regional Developers Forum evening program and reception at The Wharf InterContinental. We will culminate another very successful year with the WBC Holiday Party at Congressional Country Club on December 11.

I would like to congratulate and welcome the members of the FY'19 WBC Board of Directors who were installed at the Fall Kickoff in September. Dan Buckley humbly passed the chairman's gavel off to me during the event. As Immediate Past Chairman, Dan will be serving as chairman of the WBC Foundation and overseeing the WBC Foundation. A very special thank you goes to Dan for his many years of leadership and service to the association. Following are the WBC officers and directors who will be serving our outstanding organization over the next year:

Planning for the 2019 WBC Craftsmanship Awards & Hall of Fame Induction started in September. The deadline for submission of entries for the 63rd annual program was November 14. On January 17, teams of industry judges will evaluate all entries based upon recognized standards associated with quality craftsmanship. The Craftsmanship Awards program will culminate on Friday, March 29, with the highly anticipated awards banquet recognizing over 400 individual craftsmen and honoring the new Hall of Fame inductees. If you would like serve as a judge, be a sponsor, or view further information regarding Craftsmanship Awards, please visit the WBC website at [wbcnet.org](http://wbcnet.org).

As we move into the new membership/fiscal year, I would also 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 in order to move forward with a unified voice. The membership year runs from October 1 to September 30, and annual renewal payments must be received no later than December 31 for members to be included in the 2018 WBC *Industry Index* membership directory. Additionally, there are many great advertising opportunities still available for the printed directory. If you have questions regarding membership renewal, sponsorship or advertising, please contact **Rita Reis at (202) 293-5922**.

Finally, the WBC Holiday Party is fast approaching. This always popular industry event is scheduled for Tuesday, December 11, at the beautiful Congressional Country Club in Bethesda. Please plan on attending what is widely recognized as the premiere industry holiday event of the season attended by over 700 people.

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

Best regards,

Mike Baruccheri  
WBC Chairman of the Board



### FY'19 WBC Board of Directors

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# Industry Report

## Fox Rothschild Merges with Smith Moore Leatherwood

Fox Rothschild recently merged with Smith Moore Leatherwood LLP adds 130 attorneys to the firm, and is the largest merger in Fox's history. The addition of six offices in Georgia, North Carolina and South Carolina propels Fox to 27 locations nationwide and boosts the firm's overall headcount to more than 900 attorneys.

The merger significantly deepens Fox's bench in several practice areas: litigation, labor and employment, trusts and estates, health law and intellectual property. Fox will also gain strong resources in client services to the manufacturing, clean energy, transportation and logistics industries. Additionally, Smith Moore Leatherwood has a significant sports law practice that will complement the work of Fox's entertainment law group. **F**



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# M<sup>e</sup>et the Chairman



## Washington Building Congress names Michael Baruccheri the association's 81<sup>st</sup> Chairman

Enhancing WBC's member experience at the heart of new Chair's strategic initiatives

Originally hailing from Long Island, New York, Michael Baruccheri—Washington Building Congress's 81st Chairman—has called Washington, DC home since coming to the area to pursue his Master of Science in Engineering from Catholic University in 2002. Having had a strong interest in construction and architecture as a child, his progression through the ranks at AECOM Tishman to senior project manager, shouldn't surprise you.

"I've always felt a sense of accomplishment that accompanies completing a project," Baruccheri explained. "I have always been fascinated and enjoyed the construction industry."

Throughout his 15-year career with AECOM Tishman, he has been involved with the management and development of many different, complex construction projects—from historical renovations and healthcare facilities, to residential construction and culturally iconic projects.

Baruccheri has had nearly as long of a history with WBC. He first attended the association's holiday party in 2004. "I remember walking circles in the room," he said. "Not really knowing anyone."

That soon changed, however. One of the AECOM Tishman (then Tishman Construction Corporation) executives suggested he get more involved with WBC and join a committee—which he did: WBC's Hammerhead Committee. This committee is dedicated to connecting its youngest members—under the age of 40—with one another to foster and develop relationships to serve them throughout the course of their careers.

"From that point I always made sure I remained involved and active within the organization."

And active he was. A few short years later, Baruccheri was nominated to WBC's Board of Directors, providing him an opportunity for a more prominent leadership role within the organization.

Today, as WBC's 81st Chairman of the Board, Baruccheri strives to enhance the overall member experience by establishing ways to provide new and improved opportunities to connect its membership, as well as recognize their efforts and achievements. To ensure the continued growth and development of this primary function, the association's leadership committee recently met to review, discuss and develop WBC's strategic plan for better serving its membership.



“As part of this strategic initiative,” he said, “in the coming months and years, WBC will be focused on several targeted improvements—a road map towards our organization’s future—including enhancing the capability of our website, a renewed focus on regional development and increased support to member services.”

The first initiative is to upgrade the organization’s website’s functionality by improving its online tools—permitting its members better opportunities to connect online.


“To me, one of WBC’s most significant member benefits is the ability to connect to other people within our industry,” said Baruccheri. “Personally and professionally, these connections yield new opportunities that might not have otherwise been possible.”

The second initiative involves a renewed focus of the Regional Development Committee.

“With the interest of the WBC membership, this committee will actively engage local and regional owners and developers in the DC area for increased participation in our organization’s events and committees.”

Finally, the third strategic initiative will be to provide increased outreach and support to each new member firm for their first year with WBC.

“This effort will be spearheaded by the Membership Services Committee and supported by WBC’s Vice Chairmen,” Baruccheri explained. “They’ll serve as liaisons of the organization—assisting new members in connecting with the membership body, events and programs.”

Baruccheri understands that providing these enhanced, expanded and improved member services is critical in ensuring the health of the organization as it moves forward into the future. At the end of the day, however, members will get more out of the organization with the more they put into it. “During the course of the next year, I encourage each company, and individual, to participate in WBC’s committees and engage in the services and programs that our group continues to offer!” 

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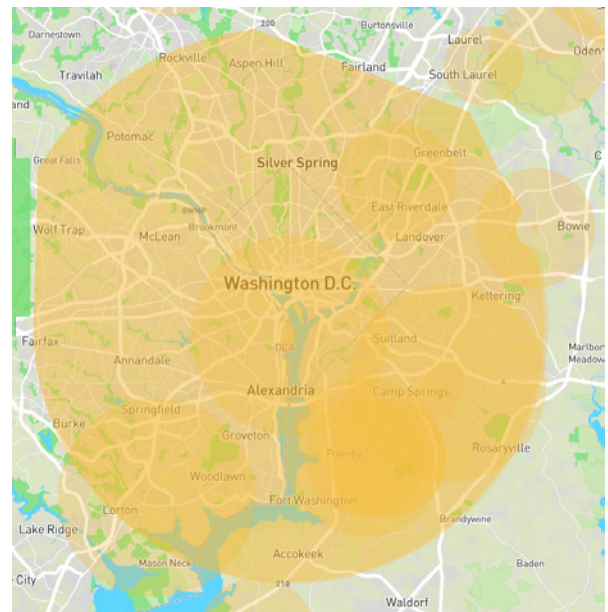
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# Drones in Construction

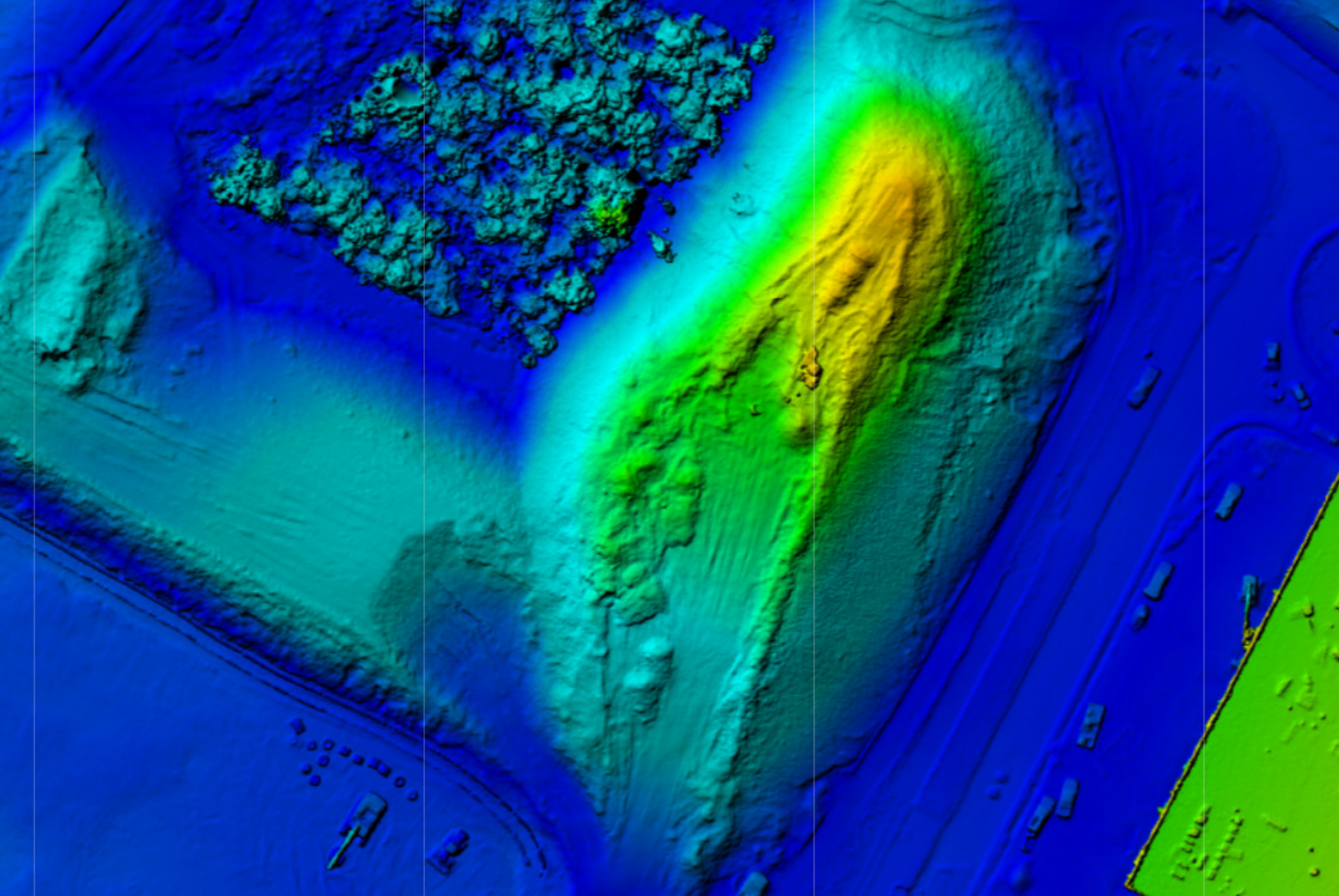
by David Stone  
Director of Virtual Construction  
HITT Contracting Inc.

**D**rones have been around for a while, but they really burst into the construction scene in 2015 when companies like DJI began offering fairly sophisticated UAVs (unmanned aerial vehicles) for the price of a tablet computer and made them relatively easy to fly. Today most robust drones can fly themselves by programming a predetermined path—they can even land back at the point of origin with minimal operator interface. Regardless of automation, the FAA requires commercial users to acquire a Part 107 license to fly drones. As a drone pilot you have several responsibilities, including knowing where and how to fly in restricted zones, which are most commonly found near airports. In the Washington, DC region, there are three major airports we must contend with. The resulting temporary no fly zone is fairly large based on the proximity to sensitive facilities and seats of government. Getting permission to fly in these locations is very difficult, but not impossible.

Flight Restrictions in the D.C. Area







*Top: Volumetric Data; above: Remote Monitoring and Verification of Site Construction:*

In construction, the low hanging fruit for drones began with the ability to attain aerial imagery of the site on demand vs. airplane-based photography, which is typically more expensive and not as consistent. One of the big advantages with pre-programmed flight paths is the consistency of the data over time. Consistency allows construction teams to use the images as an as-built timeline for the project. Drones take many pictures of the site during each mission and the software can stitch the images together to create multiple collateral formats. Most commonly we leverage the photomosaic image, which is equivalent to the Google map satellite view, but with current data and high resolution. Because the large number of images capture many angles of the project site, the software can leverage a method called photogrammetry to produce 3D data / model. Most of the time drone data is used in plan view to allow users to quantify site elements that have volume, such as stock piles or dirt spoils. To that end we can also leverage the photomosaic to measure distances and overlay design CAD data to QC field work. While the quantity information is useful, end users must understand the level of granularity may not be sufficient to confirm items that require high accuracy, which may better be achieved with laser scanning technology.





Drones take many pictures of the site during each mission and the software can stitch the images together to create multiple collateral formats.

An important development in the democratization of the drone data collateral is the web interface. This has allowed non BIM-savvy users the ability to do most of the functions described in this article without access to sophisticated software, and with a minimal learning curve. Combining the ease of use of the collateral with the ability to order flights similarly to Uber makes the entire enterprise more seamless and less cumbersome. Many general contractors don't have a dedicated drone operator; if they have trained operators, they may not be available for project sites that are far removed from the office. The on-demand missions allow companies to overcome these critical logistics obstacles. Other services that can be provided via web interface are 360 images and videos that allow remote stakeholders invaluable insight to the project status.

As we look at what has been achieved in a fairly short amount of time from leveraging drones for inspections, quantifying, and measuring, it is intriguing to imagine what the next evolution of drone collateral will be. How might other technology interface to provide even more value? Artificial intelligence (AI) offers many opportunities to analyze data to automate some of the inspection and review items including safety, schedule, and security. Looking at robotics, we can already see how drones are very automated and rely on combinations of sensors, GPS, and programming to navigate our jobsites. What if they also delivered tools or nuts and bolts on demand to workers on a high rise? Or actually do work? [F](#)

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# hittle Schools and Studios

*Artist's rendering of the Whittle Schools and Studios on Connecticut Ave. in Washington, D.C.*

by Peter Ginzburg  
WBC Innovation Committee

**T**he Whittle Schools and Studios is innovating education with their global teaching philosophy and cutting-edge buildings. It is a first of its kind project in the nation's capital combining learning facilities and living space for k-12 students and staff from the metro area and all over the world. The Whittle School and Studios is one of the most advanced educational institutions bringing students from all over the world into an immersive and hands on learning environment. Whittle Schools is launching their worldwide educational program simultaneously in DC and Shenzhen, China with beautifully innovative boarding school campuses.

Students are encouraged to travel abroad to other campuses throughout the globe to learn new cultures without disrupting their studies as is common with typical study abroad programs. The school is built on the groundwork of an existing building on 4000 Con-

necticut Ave in DC. Intelsat, a company that deploys satellites to connect the world formerly owned the building. Teachers use the Montessori model, encouraging students to learn through play, work with their hands and interact with the environment around them. Students not only learn about history, but take trips outside the classroom to museums and monuments. The teachers as well as experiences during community volunteer work teach humanities. Science and technology are experienced firsthand through onsite maker spaces that allow the students to creatively express ideas and to build upon those thoughts.

A few key people brought their teams together to contemplate the possibilities of the modern classrooms, and develop a plan to construct them. Ron Corrado from the Whittle school managed the project and leveraged the expertise of ARUP to reimagine the existing office space of the facility into a classroom





*The open-air design allows a great deal of light to wash over the classrooms, giving the building a natural and freeing feeling.*

light warm colors. The extensive use of natural materials complements the plants in the courtyard and trees on the campus lending a very organic atmosphere to the space.

Whittle Schools believes in getting the space just right by taking digital models out of virtual reality and into the physical realm with full size mock-ups. The Whittle School connected industry experts from Ayers Saint Gross for architecture, ARUP for engineering, Renzo Piano for design, Turner Construction for general contracting, Shapiro & Duncan, Inc. for mechanical systems and Rosendin for electrical systems. The entire team came together to design, engineer and construct mock-ups of several classrooms, dorms, other spaces and models of the entire building to ensure the space felt just right. After the models were finalized, the team went to work on of the full scale project.

This is not a school of yesteryear, where students felt as if they were roasting throughout their education. Don Zeiders with Shapiro & Duncan, Inc. assisted with the mechanical design of the entire building to bring the advanced air conditioning system to reality. Efficiency of the building is a top prerogative for the Whittle Schools with a desired LEED silver or gold accreditation rating. Radiant panels help bring fresh

environment conducive for learning. The building is made of twelve modules, each itself a medium sized octagon shaped building. Courtyards on the ground and glass enclosures on the roof connect each module to form one cohesive structure. Spanning the size of a city block, students and faculty can move around freely from one side of the building to another with a clear view of the sky in any weather. The open-air design allows a great deal of light to wash over the classrooms, giving the building a natural and freeing feeling. Glass walls barely encumbered by concrete structures enhance the liberating sensation with a view clear enough that it allows people to see through multiple modules at once. All the finishes inside the building are coordinated with the furniture and flooring employing





*The entire team came together to design, engineer and construct mock-ups of several classrooms, dorms, other spaces and models of the entire building to ensure the space felt just right.*

air, comfortable temperature and minimal mechanical noise to enhance learning. Incorporating fresh air with cooling and heating piping, the radiant panels hang in every classroom like modern art installations. The panels emanate or absorb energy only on almost what is directly under them instead of heating up the surrounding air using excess power. The effect of the panels is compared to how the sun warms a person; directly under its rays, but not when obstructed.

The classrooms deploy sound deadening materials so the students can hear the teacher clearly without distortion. Fan coil units installed outside the dormitories make for easy maintenance of the equipment and reduce noise for the occupants. Two large existing mechanical plants feed hot and cold water to all main systems in the facility, including the radiant panels to run the building. Shapiro & Duncan, Inc. repurposed the remaining chilled water storage tanks to act as rainwater storage, furthering the green aspect of the building. New Niagara open protocol controls integrated with existing systems to give the building operator full domain over the entire structure. This allows future automation to integrate into the building with minor updates instead of completely reengineering the project.

With a loaded schedule and a tight deadline, Shapiro & Duncan, Inc. scanned the existing mechanical systems in 3D and designed all the mechanical systems virtually in CAD using Navisworks software. Their vir-

### Follow these links to learn more:

**Whittle Schools and Studios:**

<https://www.whittleschool.org/en/>  
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**Shapiro & Duncan, Inc.:**

<https://www.shapiroandduncan.com/>  
<https://www.youtube.com/watch?v=K3n6bjOpKYU>

**ARUP:**

<https://www.arup.com/expertise/services/buildings/architecture>

**ASG Architects:**

<https://asg-architects.com/>

**Turner Construction:**

<http://www.turnerconstruction.com/>

**Rosendin Electric:**


<https://www.rosendin.com/>

tual design coordinators digitally toured the building many times, looking at thousands of valves and miles of pipe. They modified the system to ensure easy maintenance and the ability of the system to expand in the future with relative ease. Shapiro & Duncan, Inc. will use their fabrication facility to pre-manufacture many of the mechanical systems instead of building on site.. Planning with digital models and ending with an actual creation saves time and ensures high quality work with fast onsite installation.

Like the Whittle Schools, Shapiro & Duncan, Inc. employs a hands-on teaching approach. The craftsmen and women went through hands on apprenticeship

training at Shapiro & Duncan, Inc.'s facility and others to develop and enhance their fabrication and trade skills. With many trades working on the project concurrently, coordination and communication became the key to success. Shapiro & Duncan, Inc. shared their digital information through BIM Revit software with the owner, the architect and others so multiple people could work on the model simultaneously. Everyone involved made changes in real time and coordinated on the project efficiently to bring this school to life.

The state-of-the-art educational facility started as an idea that formed into a digital model and later transformed into a reality. The walls of the school bear witness to the testament of the brain power and physical exertion that went into creating an educational facility that acts as arbiter for a new way of teaching. Current students at Whittle Schools study history inside and outside the classroom. Future students will study the Whittle Schools as a part of history and the impact on education all over the world.


*Special thanks to Jerry Shapiro (President), Don Zeiders (Project Executive), Mark Drury (Vice President of Business Development), of Shapiro & Duncan, Inc. Ron Corrado, Mary Lisa Geppert, Mike Stakias, of Whittle Schools and Studios, Matt Larson of ARUP and Joe McNamara of ASG-Architects for the site walks and interviews.* 



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# Member Projects



AC Hotel by Marriott, Washington, DC (Photo courtesy off OTO Development)

## Lendlease Breaks Ground on New AC Hotel

Lendlease recently broke ground on a new **AC Hotel by Marriott** in Washington, DC. The project is being developed by **OTO Development**, which is part of **The Johnson Group**. OTO has contracted with Lendlease to provide general construction services for the hotel.

This AC Hotels by Marriott project brings the European-inspired brand to DC's central business district, on the site of the former Smith & Wollensky restaurant near the popular Dupont Circle neighborhood. The new 14-story, 219-key post tension design includes a curtain-wall façade with architectural precast concrete, masonry, metal panels, and punched windows. Amenities are slated to include a first-floor lounge and dining area with high ceilings, a second-floor fitness center, hydration stations on every floor, and a penthouse with two meeting spaces and outdoor seating. **F**

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# New Members

## New Company Members

### Emerald Ironworks, Inc.

14861 Persistence Dr.  
Woodbridge, VA 22191  
P: 703-690-2477  
www.emeraldironworks.com  
REPRESENTATIVE: **JUSTIN PIGOTT**

### Southland Industries

22340 Dresden St.  
Dulles, VA 20166  
P: 703-834-5570  
www.southlandind.com  
REPRESENTATIVES: **CHRIS BROOKS,**  
**TRISTAN CHURM**

## New Small Business Member

### Maryland Computer Service Inc.

8510 Wedding Drive  
Welcome, MD 20693-3608  
www.marylandcomputerservice.com  
P: 301-202-6521  
REPRESENTATIVE: **STEVE JOHNSON**

## New Government/Institution Members

### Phelps Architecture, Construction and Engineering Senior High School

704 26th St., NE  
Washington, DC 20002  
P: 202-729-4360, F: 202-442-8438  
www.phelpsdc.org  
REPRESENTATIVES: **TERESA BROADNAX,**  
**DESEPE DEVARGAS, TOSHA SHIRRIEL,**  
**OLATUNDUN TEYIBO**

### University of the District of Columbia

Department of Architecture and Urban Sustainability  
4200 Connecticut Ave., NW, Suite 104E  
Washington, DC 20008  
P: 202-274-5774  
www.udc.edu/causes/architecture  
REPRESENTATIVES: **RALPH BETTON, SUSAN**  
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# N New Members

## New Member Descriptions

### Emerald Ironworks, Inc.

In business since 1981, Emerald Ironworks is a custom architectural metal fabrication and installation company located in Woodbridge, Virginia. The company works with some of the largest general contractors in the Washington, DC metropolitan area and specializes in feature/interconnecting/monumental stairs, elevator trim and cladding, base and column cladding, glass railings, canopies and miscellaneous metals. Emerald Ironworks prides itself on integrity, responsiveness and quality.

### Maryland Computer Service Inc.

Maryland Computer Service focuses on Managed IT Services for Small to Medium Businesses. Advising business owners and managers how to maximize the use of their information technology to meet and exceed their IT products, services, and goals. Many companies designate an employee or even an entire department to manage their IT services. However, choosing an outside company to manage and consult regarding information technology gives companies an outside point-of-view on various decisions that are often overlooked internally. Maryland Computer Service is staffed with only the best IT professionals that focus on helping businesses maximize their technology. Our IT professionals will work closely with you to analyze your company's goals, then create and implement an effective IT plan to meet them.

### Phelps Architecture, Construction and Engineering Senior High School

Phelps Architecture, Construction and Engineering (ACE) is one of Washington, DC's finest high schools. Its mission is to prepare students for higher education and careers in the ACE industries. A cherished legacy leads to a compelling vision of Phelps ACE Senior High School.

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# N New Members

Every student will have access to a strong academic program, a diverse curriculum, and hands-on rigorous instruction. Students will increase their critical thinking and organizational skills in order to prepare them for college and the professional workforce. When Phelps ACE students graduate from high school they will be dually certified; they will earn a high school diploma and a certificate of completion for a specific CTE specialty program.

### **Southland Industries**

As one of the nation's largest MEP building systems experts, Southland Industries provides innovative, practical results for your engineering, construction, service and energy needs. Optimizing each stage of the building lifecycle with their in-house expertise, they connect to your business strategy by delivering holistic solutions. 



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For 30 years, Forrester Construction has made its mark on the DC landscape building landmarks, strong partnerships, and an award-winning team. To celebrate this anniversary and say thank you to everyone who played a part in our success, Forrester is supporting 30 community and AEC industry organizations through donations.

**We can't wait to see what we will build together next.**

[www.forresterconstruction.com](http://www.forresterconstruction.com)

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**WBC  
Holiday Party**

**Tuesday, December 11, 2018**  
**6:00 to 8:30 p.m.**  
**Congressional Country Club**  
8500 River Road | Bethesda, MD  
*Business Attire Please - Jacket Required by Club*

Please join WBC Chairman Mike Baruccheri, member host Stephen Spencer and guests for the premiere industry event of the season, the **WBC Holiday Party**.

Don't miss this great opportunity to come together with friends and colleagues as we enjoy good fellowship and share the cheer of the holiday season.

**Holiday Cheer, Delicious Food, Amazing Desserts & Open Bar.**

**Register Online at [www.wbcnet.org](http://www.wbcnet.org) by December 7**  
**\$170 WBC Member & Guest (per person) \$220 Non-Member (per person)**  
**No Walk-Ins Allowed**



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# Calendar of Events

Dates and times subject to change.

## November

November 14, 2018  
**CRAFTSMANSHIP AWARDS  
 NOMINATION/ENTRY DEADLINE BY 5 P.M.**

November 15, 2018  
 11:30 am to 1:00 pm  
**CRAFTSMANSHIP AWARDS  
 COMMITTEE MEETING**  
 WBC Office

November 29, 2018  
 5:30 to 8:00 pm  
**REGIONAL DEVELOPERS FORUM  
 & RECEPTION**  
 The Wharf InterContinental | Washington, DC  
 Please join us for an informative evening of industry insights as our accomplished panelists discuss current and emerging developments in the region and share information regarding some of the premier projects coming online over the next few years.

**Schedule of Events:**  
**4:45 - 5:30 p.m.** – Registration & Pre-Reception  
**5:30 - 7:00 p.m.** – Panel Presentation  
**7:00 - 8:00 p.m.** – Reception

## December

December 6, 2018  
 9:00 to 10:15 am  
**LEAN CONSTRUCTION SEMINAR**  
 WBC Conference Room

December 11, 2018  
 3:00 to 5:00 pm  
**BOARD OF DIRECTORS MEETING #2**  
 Congressional Country Club | Bethesda, MD

December 11, 2018  
 6:00 to 8:30 pm  
**HOLIDAY PARTY**  
 Congressional Country Club | Bethesda, MD

## January 2019

January 17, 2019  
 8:00 am to 4:30 pm  
**CRAFTSMANSHIP AWARDS JUDGING DAY**  
 Maggiano's Little Italy Restaurant | McLean, VA

January 17, 2019  
 4:30 to 7:00 pm  
**WINTER NETWORKING**  
 Maggiano's Little Italy Restaurant | McLean, VA

## February 2019

February 20, 2019  
 4:00 to 6:00 pm  
**BOARD OF DIRECTORS MEETING #3**  
 WBC Conference Room

## March 2019

March 29, 2019  
**CRAFTSMANSHIP AWARDS BANQUET  
 63RD ANNUAL CRAFTSMANSHIP AWARDS**  
 Marriott Wardman Park Hotel  
 Washington, DC

## Advertising Information

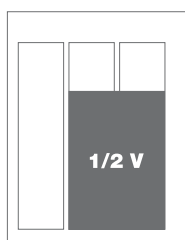
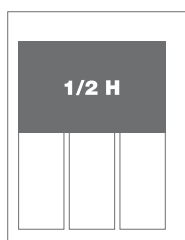
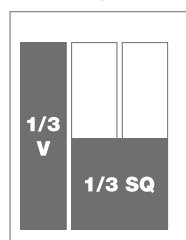
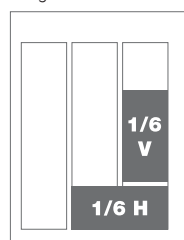
The **Bulletin** covers issues of importance to the building industry, news about WBC members and information about upcoming events. The topics listed below will be covered as feature articles in upcoming issues of the **Bulletin**. Persons interested in contributing information or advertising should contact WBC before the third week of the month preceding the issue. The **Bulletin** is published ten times a year by WBC. To place an ad, submit material or for more information call **202.292.5922**.

## Editorial Calendar

<b>February / March</b>	Sustainability
<b>April / May</b>	Craftsmanship Awards
<b>June / July</b>	Rebuilding Together
<b>August / September</b>	Marketing & Communications
<b>October / November</b>	WBC Leadership & Committees
<b>December / January</b>	Members Giving Back

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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

## 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

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### Non-Member Rates:

1 time	3 times	6 times	
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1/3 vertical or square	\$311	\$257	\$203
1/2 horizontal or vertical	\$581	\$473	\$392
Full-page	\$851	\$689	\$554

### Position

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