

# Bulletin

The Official Publication of the Washington Building Congress | Dec. 2012/Jan. 2013

## Inside ▶

Industry Report.....	2
WBC Holiday Party.....	18
Guest Article.....	19
Regional Development Cmte.....	20
Member Projects.....	21
New Members.....	23
WBC Calendar.....	27



# Bulletin

Dec. 2012 / Jan. 2013

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).

CHAIRMAN OF THE BOARD  
**Jim Klein**, The JBG Companies

CHAIRMAN-ELECT  
**Joel Zingesser**, Grunley Construction Co., Inc.

VICE CHAIRMEN  
**John Barron**, Foulger-Pratt Contracting  
**Tamara McNulty**, Black & Veatch  
**Joe Schall**, PEPCO

TREASURER  
**Carl Hirrlinger**, James G. Davis Construction Corporation

SECRETARY  
**Dan Buckley**, Flippo Construction Co., Inc.

IMMEDIATE PAST CHAIRMAN  
**Paul Mella**, Dynaletric Company

DIRECTORS  
**Mike Baruccheri**, Tishman Construction Corp.

**Lynne Coville**, Boston Properties

**Paul Ellas**, The JBG Companies

**Katie Garrett**, David M. Schwarz Architects

**Michael Leavitt**, John Moriarty & Associates of Virginia, LLC

**Nicolas Pasanella**, Insight Property Group

**Allen Slaughter**, Dynaletric Company

**Brett Snyder**, JBG Rosenfeld Retail

**Anne Marie Tombros**, Vango Construction Consulting

PRESIDENT & CEO  
**Steven J. Kenton**, CAE

ASSOCIATE DIRECTOR  
**Rita F. Reis**

EDITOR/DESIGNER  
**Frost Miller Group**

Bulletin is published 10 times a year by Washington Building Congress, Inc. Individual subscriptions are available for \$139 per year. The articles in this publication are the opinions of the authors and do not necessarily represent or reflect the policies or opinions of Washington Building Congress. Copyright 2013. All rights reserved.

 Washington Building Congress  
1620 I St., NW, Ste. 810  
Washington, DC 20006  
T: (202) 293-5922 | F: (202) 429-1922  
[www.wbcnet.org](http://www.wbcnet.org)

## Chairman's Letter

Dear Members and Colleagues:



I am pleased to report that over the past several of months all of our committees have been meeting on a regular basis and moving forward with outstanding programs and initiatives for 2013. I would like to personally thank all committee chairs, vice-chairs, members and board liaisons for volunteering and providing their valuable commitment of time and expertise. I would also like to extend special thanks to all of the renewing WBC members and welcome all new members joining us this year. We are very close to achieving our renewal goals and it is rewarding to see the positive membership trend. Thank you to the entire Membership Services

Committee, Chair Emerson Teer (Clark Construction Group), Vice-Chair Earl Biglow (Davis Construction) and Board Liaison Brett Snyder (JBG Rosenfeld Retail) for the remarkable progress towards achieving both our membership retention and recruitment goals this year.

The WBC Board of Governors has also continued to move forward on a very positive note since we reengineered the meeting format last year. Members of the board enjoy direct contact with an influential group of business leaders representing all facets of our industry and receive firsthand information regarding industry issues and trends. All past WBC Chairmen, members of the Board of Directors and committee/task force chairs and vice-chairs serve on the Board of Governors, along with an impressive cross-section of appointed industry leaders. Montgomery County Executive Ike Leggett addressed the group in November, and Stephen Fuller, Dwight Schar Faculty Chair and University Professor Director, Center for Regional Analysis, School of Public Policy George Mason University, will be the special guest speaker on May 10.

The Small Business Committee is planning a follow-up to the successful showcase series held last year. On March 14, in conjunction with the annual St. Patrick's Membership Party at McGinty's Public House in Silver Spring, the committee will be holding a pre-event get together for small business members and non-member. Small business representatives will have an excellent opportunity to meet members of the Board of Directors and Small Business Committee in a casual setting right before the main networking event. Please contact Steve Kenton at the WBC if you have a small business you would like to invite to the pre-event or if you have any questions. Thank you to the Small Business Committee and Chair Diana Owen (The Justin Company), Vice-Chair David Singleton (Singleton Electric) and Board Liaison Anne Marie Tombros (Vango Construction Consulting) for keeping our small business initiatives moving forward.

The 57<sup>th</sup> annual WBC Craftsmanship Awards program, "Celebrating Quality Craftsmanship", received 262 outstanding entries this year. I would like to extend special thanks to the more than 175 judges who volunteered a full day of their valuable time for Judging Day on January 10. The Membership Services Committee hosted the Winter Networking event at Maggiano's following the day of judging with almost 300 people in attendance. Please take a moment to review the great sponsorship opportunities available for this year's program and mark your calendars now for the Craftsmanship Awards banquet on Friday, March 22. Thank you to the Craftsmanship Awards Committee, Chair Julie Forsht (Efficient Power Source), Vice-Chair Joe Arnold (Manhattan Construction) and Board Liaison Lynne Coville (Boston Properties).

I look forward to seeing you at one of the upcoming WBC events. Once again, thank you to all of our renewing WBC members and welcome to all new members! We look forward to your active participation and ongoing support of our exceptional association!

Best regards,

**Jim Klein**  
WBC Chairman of the Board

2012-2013 Corporate Sponsor





**Thank you**  
for your continued support.

**GPI**  
Greenman-Pedersen, Inc.  
Engineering and Construction Services

530 Gaither Road, Suite 100 Rockville, MD 20850 240.268.1820 www.gpinet.com

**GRUNLEY**  
Building on Tradition

General Contractor  
Design-BUILDER  
Construction Manager at Risk



commercial | mixed-use | residential

15020 Shady Grove Road, S-500 | Rockville, MD 20850 | 240.399.2000 | www.grunley.com

**GPI / Greenman-Pedersen, Inc. New Additions**



*Bart Jones*

GPI / Greenman-Pedersen, Inc. is pleased to announce the addition of **Bart Jones, PE**. Jones is an electrical engineer with over 10 years of experience in electrical design. His experience includes design of power and interior/exterior lighting for commercial and institutional facilities, government agencies, and entertainment/hospitality facilities. Bart received his Bachelor's Degree in electrical engineering from Purdue University.



*James Hunt*

**James Hunt** has also joined the GPI team as a mechanical designer. Hunt has over 15 years of experience in HVAC and plumbing design including design of commercial, institutional, educational, and medical facilities, as well as multifamily housing, and places of worship.

**Skanska USA Hires Raymond L. Hubbard, III as Account Manager and Construction Veteran Pamela Murray Johnson as Project Executive**



*Raymond Hubbard, III*

Skanska USA, a leading provider of construction management, preconstruction, and design-build services, announced the hire of **Raymond L. Hubbard, III** as an account manager for its Washington D.C. metro area.

Hubbard brings more than 34 years of experience to Skanska, during which he has led joint venture agreements, developed lasting client relationships, negotiated mergers and

acquisitions and facilitated an abundance of major projects for various industries, including transportation/civil, government/military, residential, office, sport and data center construction.

Before joining Skanska, Hubbard served as senior vice president for Clark Construction, where he worked on various substantial development projects throughout the Washington, D.C. region. He served as the project director/senior vice president in constructing an 82-acre National Geospatial Intelligence Facility in Fort Belvoir, Va. for the U.S. Army Corps of Engineers, Reston Town Center Phase I a 1.2 million square foot mixed-use center composed of theatres, shops, restaurants, two office buildings, a Hyatt Hotel, 3000 space parking garage, and all the streetscapes.

Additionally, Hubbard's portfolio consists of 15 years in transportation and civil work including construction of the New Carrollton Metro Station in Md.

Hubbard attended George Washington University for civil engineering, and graduated from the Wharton University Summer Executive Business Program. He's also OSHA and CCHEST Safety Certified.



*Pamela Murray Johnson*

Skanska USA also announced that it has hired education construction veteran **Pamela Murray Johnson** as project executive for its growing Washington D.C. office.

Johnson brings more than 20 years of experience delivering new construction and renovation projects to clients in the K-12 and higher education sectors throughout Washington D.C., Maryland, Virginia, New Jersey and Pennsylvania.

In her new role as project executive, Johnson is responsible for providing direct management oversight on K-12 construction projects in the Metro Washington D.C. area and will leverage her expertise to ensure projects are delivered on schedule and within budget. She will also oversee construction of the

new Mann Elementary School Modernization project in Washington, D.C.

Throughout her career, Johnson has facilitated an array of complex new construction and renovation projects on time and on budget for clients. For example, she oversaw the construction of Phelps Career High School Modernization, the School Without Walls High School Modernization, the Eastern High School Modernization, and the Takoma Education Campus reconstruction project, all which required approvals from organizations, such as U.S. Commission of Fine Arts. She was also responsible for developing the Rowley Hall renovation, a multi-use academic and residential facility at Marymount University in Arlington, Va.

Before joining Skanska, Johnson served as a project executive for Turner Construction Company, where she worked on many education construction projects.

Johnson graduated from Howard University with a Bachelor's degree in civil engineering and worked as a bridge engineer in Wisconsin where she became a licensed professional engineer. In addition, she is a management instructor for the NeighborWorks Organization.

---

### **Mark Laudo, AIA, Joins Grunley Construction as Director of Preconstruction Services**

---



*Mark D. Laudo*

Grunley Construction Company, Inc., a large general contractor, is pleased to announce that **Mark D. Laudo**, AIA, has joined the company as director of preconstruction services. In this role, Laudo will manage all design-build and design-assist projects, both pre- and post-award; participate in the design development process; perform conceptual estimating services; and coordinate with project owners and designers to meet the needs of individual projects. Laudo has 28 years of progressive experience in the construction industry

ranging from project architect to construction executive for a local general contractor. Most recently, he served as vice president of operations for Brothers Concrete and BakerDC, LLC – a subsidiary of Baker Concrete. Laudo is a graduate of The Pennsylvania State University with a Bachelor's Degree in Architecture. He is also a registered architect in the State of Virginia.

---

### **Denes Joins PSI**

---

PSI announces that **Andrei Denes** has joined their Herndon office as a staff engineer. Denes is a graduate of the Technical University of Cluj Napoca, Romania with a Bachelor's Degree in civil engineering – roads, bridges and railroad Program. **B**



## WBC Members Give Back

# WBC MEMBER CHARITABLE GIVING

The Washington Building Congress is proud to once again recognize the commendable charitable giving by our member firms and their employees. The scope of the industry's positive impact on the community is far reaching and worthy of praise. Thank you to everyone who contributed to this well received initiative and please keep in mind that we will be happy to recognize the charitable causes your company supports over the coming year in the *Bulletin* and on the WBC website.

WBC also has several terrific opportunities throughout the year to give back and support our community. The next major community services activity is the April 27 Rebuilding Together Workday. WBC will once again be adopting a house of a very worthy family and making a real difference their quality of life. Please be on the lookout for further details regarding the 2013 Rebuilding Together initiative and contact Steve Kenton at the WBC if you would like to volunteer time, provide materials or make a monetary contribution.

Please also be on the lookout for a major announcement regarding the WBC 75<sup>th</sup> Anniversary Casino Night in May to benefit local charities.

Thank you for supporting our community and the association!

*WBC Community Services Committee*  
Sarah Farrar, Chair  
Jane Cherney, Vice-Chair  
Allen Slaughter, Board Liaison  
Jim Klein, WBC Chairman of the Board

### Aronson Systems Gives Back

Aronson prides itself on giving back to the community and every employee at Aronson is allotted up to 40 hours of volunteer time per year. During 2012, employees were busy making a difference in numerous ways and collectively contributed to; three boxes of children's books for kids in the care of National Center for Children and Families with the Dr. Seuss Day Children's Book Drive, two large boxes of school supplies for the City of Rockville's Back to School Jam, 12 boxes of food for Thanksgiving food drive, 37 pairs of glasses collected for One Sight, countless students impacted via Junior Achievement, \$13,410 raised by wearing denim for Charities of the month, \$5,610 for Hearts & Homes for Youth's Silent Auction, and finally eight holiday wish lists fulfilled for youth in need.



Aronson Systems



Balfour Beatty

## WBC Members Give Back



Balfour Beatty

### Balfour Beatty Construction 2012 Community Involvement

In 2012, Balfour Beatty Construction continued its long-standing partnership with Shelter House, a community-based, non-profit organization serving homeless families in Fairfax County. This year Balfour Beatty employees donated thousands of dollars, spent hours fixing up apartments for homeless families to live in and donated basic needs items, school supplies, cribs, and toys. Employees also spent time with Shelter House children, chaperoning trick-or-treating and serving Thanksgiving dinner to victims of domestic violence.

Balfour Beatty's charitable work is not limited to Shelter House; employees walked and ran for various causes, served food to homeless veterans, raised money for various cancer research organizations and aided a subcontractor team member injured in a severe motorcycle accident. In addition, Balfour Beatty played an active part in the George Mason University community, by partnering with the University to donate services toward the construction of a laboratory, and helped launch the Distinguished Balfour Beatty Graduate Fellowship, which will be awarded to recruit an outstanding graduate student. Below is a list of Balfour Beatty's charitable activities in 2012.

**January:** For the fourth year in a row, Balfour Beatty participated in the Department of Veterans Affairs' Winterhaven Homeless Stand Down in Washington, D.C. More than 20 Balfour Beatty employees prepared and served food for hundreds of homeless veterans and volunteers at the annual event. Balfour Beatty donated 21 winter coats to the U.S. General

Services Office of Infrastructure and Campus Development's "One Warm Coat Drive." The coats were donated to the 801 homeless shelters located on the St. Elizabeth East Campus in Washington, D.C.

**March:** Balfour Beatty employees volunteered at So Others Might Eat, serving lunch to the local homeless and hungry. Balfour Beatty also participated in the second annual Red Shoe 5K Run and Walk, benefitting the Ronald McDonald House Charities of greater Washington, D.C.

**April:** Balfour Beatty employees participated in Denim Day in support of awareness against sexual violence. Employees raised \$205, which was donated to Shelter House in support of the cause.

**May:** The company was recognized at the 2012 Washington Business Journal Corporate Philanthropy Awards, which honor local companies that contribute to the community, both financially and through volunteer work. Balfour Beatty was a major sponsor at Shelter House's annual fundraising event, donating \$10,000 as the Silent Auction sponsor. The company also donated urgent need items of three cribs and mattresses to Shelter House.

**June:** Balfour Beatty sponsored a team in the Air Force Cycling Classic's Crystal Ride in Arlington, Va. The event raises money for the Intrepid Fallen Heroes Fund, a national leader in supporting the men and women of the U.S. Armed Forces and their families. The Western State Hospital project team in Staunton, Va. raised \$230 in donations from jobsite workers for Valley Mission Shelter, a local homeless shelter.



## WBC Members Give Back

Balfour Beatty matched the funds raised, allowing the team to shop and donate items to the shelter. The company hosted a volunteer event at the Fairfax County Patrick Henry Family Shelter where five volunteers spent the day landscaping, mulching around the shelter's playground and performing interior paint touch-ups.

August: Western State Hospital project employees donated \$275 in school supplies to the United Way's "Stuff the Bus" campaign, which provides local children with school supplies. An additional \$430 was spent on commonly used items for the local Valley Mission Shelter. Balfour Beatty also held a school supplies drive to benefit the children of Shelter House and completed construction of the teaching lab at George Mason University. The project converted an existing computer lab into the Civil, Environmental and Infrastructure Engineering (CEIE) Teaching Lab. Balfour Beatty made significant donations in the form of project management, supervision, labor, and materials costs. The estimated value of the work was \$276,000.

September: Balfour Beatty's Business Acquisition department sponsored a "walk your lunch off" 2.2 mile walk to benefit Shelter House that raised \$665, contributing to Shelter House's goal of raising \$35,000 during Fannie Mae's Help the Homeless campaign. The Western State Hospital team donated cases of water and Gatorade to ten clients participating in the Virginia Department of Behavioral Health and Developmental Services Special Olympics in Hillsville, Va. They also supported a subcontractor employee after he was injured in a motorcycle accident. Upon learning that he had undergone multiple surgeries and had two young children at home, the jobsite team collected donations and sent him a prepaid VISA card.

October: Volunteers assisted with Shelter House's annual HalloweenFest for children. The children were accompanied by three volunteers, trick-or-treating in the dorms of Marymount University. Balfour Beatty donated \$160 worth of Halloween costumes. In October, employees also participated in the Lee National Denim Day to support breast cancer awareness and donated \$434.

November: Balfour Beatty donated and served a Thanksgiving dinner to residents of Artemis House and raised more than \$2,780 for the national Movember event. In addition, the CEIE department at George Mason announced the launch of the **Distinguished Balfour Beatty Graduate Fellowship**. The \$10,000 annual fellowship, \$5,000 of which is donated by Balfour Beatty Construction with George Mason matching, will be awarded to recruit an outstanding CEIE graduate student, supplementing his or her research assistantship.

December: Dozens of gifts were donated to residents of Patrick Henry Shelter House through a holiday wish list program and the company holiday party raffle raised \$2,057 for Shelter House. Balfour Beatty volunteers helped with Shelter House's Annual Holiday party, facilitating games, gift distribution and food service for the residents, and finally made a \$10,000 year-end donation to Shelter House.



The Barbour Group

### The Barbour Group Raises Money for the MDA

The Barbour Group, Gaines and Company, and LAI Construction Services, Inc. co-hosted the Fourth Annual Party for a Cure event on Thursday June 7<sup>th</sup>, 2012, at the Engineer's Club in Baltimore, Md.

Event attendees enjoyed live entertainment, heavy hors d'oeuvres and spirits. Through the event and the silent auction, the Fourth Annual Party for the Cure raised the bar this year donating \$75,104 to Muscular Dystrophy Association (MDA). MDA is a nonprofit health agency dedicated to curing muscular dystrophy, ALS and related diseases by funding worldwide research as well as providing comprehensive health care and support services, advocacy and education.

All of the proceeds were used to provide hundreds of local children with the opportunity to attend MDA summer camp, a specially designed camp for young people who use wheelchairs or with limited mobility to participate in a wide range of activities; receive medical care at the MDA's clinic at Johns Hopkins; have repairs made to their durable medical equipment and most importantly allow MDA to continue to fund vital research to find a cure.

## WBC Members Give Back



### Clark Construction Group's 2012 Community Outreach

Clark Construction Group (Clark) is committed to giving back to the community. In 2012, Clark employees logged over 5,000 volunteer hours on projects big and small, from coast to coast.

In Washington, D.C., Clark's project teams focused on preparing tomorrow's workforce to build skills and capacity within the local community. The CityCenterDC project team established a partnership with the Phelps Architecture, Construction, and Engineering Academy. This multi-dimensional alliance includes teaching a field engineering course and providing tutoring services for students studying for the Project Lead the Way Engineering Certification exam. Down the street at City Market at O Street, Clark, in partnership with Living Classrooms, hosted a development program to assist local residents with returning to the workforce. At the U.S. Coast Guard Headquarters and National Museum of African American History and Culture jobsites, it participated in Don Bosco Cristo Rey's Work Study Program, an initiative that exposes high school students to a professional work setting as they earn money toward their tuition. Clark's relationship with Cristo Rey extends beyond Washington, D.C. to California, where projects such as the Hall of Justice and Long Beach Courthouse are providing opportunities for students to gain valuable, hands-on work experience.

In addition to these outreach initiatives, Clark continued its support of Rebuilding Together and DCBIA's Community Improvement Day. In April and September, more than 100 Clark volunteers showcased their construction talents on home and community rehabilitation projects. Clark continues to support charitable organizations that provide services and assistance to military members and their families. Recently, the company formed a relationship with Team River Runner, a non-profit organization that supports the rehabilitation of injured military service members through kayaking and canoeing. This year Clark, and local subcontractors, raised over \$200,000 for Team River Runner through the Adopt a Kayak program. The company also organized the first ever



### Dixon Hughes Goodman Gives Back to the Washington, D.C. Region

Dixon Hughes Goodman believes in giving back to the people of the metropolitan Washington, D.C. community. Their business allows Dixon Hughes Goodman to continue to work every day, and therefore the company stays connected to the community both internally and externally through local efforts.

Dixon Hughes Goodman supports its communities through underwriting worthwhile business, cultural and social services programs and activities through both monetary contributions and contributions of time and talent. In its recent involvement with March of Dimes, more than 100 employees walked in the March for Babies event at National Stadium in Washington, D.C., raising close to \$70,000 for the cause. Offices from across the nation collected non-perishable food and cash donations for local food banks in its First Annual Count the Cans initiative to help support the people of our communities. Employees in the Washington, D.C. metro region gave over 11,500 pounds of food to local food banks to help organizations feed families in need throughout the summer.

In partnership with Lee Denim and the American Cancer Society, Washington, D.C. area offices participated in the Lee Denim Day that raised over \$500 for the movement to rise above breast cancer. Additionally, its yearlong Jean's Day initiative gives employees the option to wear jeans to the office on Fridays in exchange for a five dollar donation to a charity of their choice. This policy gives employees a fun perk and in addition to benefiting the community.



## WBC Members Give Back

### DPR Construction Has a Passion for Building and Giving Back

“We will be as integral and indispensable to the communities we operate in as the Boys and Girls Clubs and The Red Cross” has been a long-term goal of DPR’s and the DPR Foundation. Over the last 20 years, DPR has contributed several million dollars and volunteered thousands of hours, both as a company and individually, to support community causes.

#### Maryland Multi Cultural Youth Center (MMYC)

The DPR Foundation selected MMYC-Riverdale for a 2012 grant of \$ 90,000. In addition to the DPR Foundation grants to enhance Healthy Habits through learning about good food choices and activity, the DPR staff conducted First Aid and CPR training, coordinated in kind donations to improve the facility and programs, and chaperoned field trips. In cooperation with the MMYC program’s own AmeriCorps volunteers, DPR staff conducted programming such as “Lunch & Learns” which presented information and food samplings from India, Guam, Lebanon, Bolivia, Japan, and Kenya. Staff also conducted clinics and demonstrations for football, soccer, zumba, and golf. Finally, it sponsored a weekend camping trip for a group of MMYC students, exposing them to activities such as hiking, orienteering, survival skills and team-building.



DPR Construction

#### Rebuilding Together

DPR participated in Rebuilding Together for the annual “Christmas in April.” This year DPR repaired a home in Falls Church, Va. The project consisted of renovations to a three-bedroom home to make the living situation more accessible for a disabled woman living alone, including grab bars and improvements to the restroom and easy-use door handles.

#### Annual Food Drive benefiting Food for Others

DPR organized its annual holiday food drive between Thanksgiving and Christmas. Through employee donations, in-kind donations and subcontractor involvement, DPR donated 6,300 pounds of food to Food for Others.

#### ChildHelp

DPR supported ChildHelp USA through school supply drives and other in-kind donations. Childhelp exists to meet the physical, emotional, educational, and spiritual needs of abused, neglected and at-risk children.

#### The Plunge

DPR’s Terry Edmondson participates in the Super Plunge every year which supports the Special Olympics of Maryland. This January, 50 plungers jumped into the bay once an hour every hour for 24 straight hours to raise money and awareness for the over 10,000 athletes, and raised over \$600,000.

#### Dynalectric Company Continues Community Support

Dynalectric supported the community tremendously in 2012. Dynalectric participated in an annual food drive for Thanksgiving with the Loudoun County Holiday Coalition. The week before Thanksgiving, one car of food and gift cards were delivered to the Coalition for needy families. Each year during the Holiday season, Dynalectric adopts a family from the Loudoun County Abused Women’s Shelter. In 2012, Dynalectric adopted a family of four, a mother and three children. The mother provided a gift wish list of items for her family and Dynalectric employees provided an abundance of gifts to give. Dynalectric employees donated all of the gifts from the family’s wish list and also donated money for the mother to buy any additional items needed.

#### The Electrical Alliance Helps the Community in 2012

The Washington, DC Joint Apprenticeship and Training Committee (JATC), End Hunger in Calvert County, So. Maryland Job Source, State of Maryland DLLR and the Tri-County Council for Southern Maryland joined forces to help people in need get jobs.

The program trained 30 people to make them employable in the field of electrical construction and placed them on the JATC’s available to work list for trainees. As the class progressed the JATC will assigned them to employers as R1 (entry level) trainees. The first class was held on July 23rd at Calvert Career Center High School in Calvert County, Md.

## WBC Members Give Back

The classes ran twice a week for 15 weeks and covered power and hand tool identification, material identification, conduit bending, basic wiring of switches and receptacles, introduction to blueprints, OSHA 10-hour safety certification, and first aid/CPR certification.

The new program began with an idea from JATC Assistant Director Ralph Neidert. After JATC Director David McCord and he discussed McCord's participation in a bike race to support End Hunger, Neidert set about forming a partnership. The JATC is sponsored by the Electrical Alliance, a cooperative effort between the Washington, D.C. Chapter of National Electrical Contractors Association (NECA) and the International Brotherhood of Electrical Workers (IBEW), Local 26.

Members of the Electrical Alliance and its Joint Apprenticeship and Training Committee (JATC) also sponsored two booths at Big Build on September 22 to give local kids a hands-on glimpse into the career of an electrician. Kids installed wire to light a bulb, bent conduit and decorated light switch plates.

City residents were also given a better opportunity for employment in the electrical industry because Electrical Alliance contractors collaborated with the Department of Employment Services, Office of Apprenticeship for the District of Columbia for Washington D.C.'s Step Up Program.

Washington D.C.'s Step Up Program allows residents who do not initially qualify for apprenticeship programs to be employed in skilled trades for up to a year while receiving supplemental training to help them better qualify for available apprenticeship opportunities. The Step Up program interviews potential candidates and the 15-20 accepted participants receive a salary paid by the Electrical Alliance contractor to which they are assigned. Participants receive tools, books, instruction, and attend JATC classes and work on construction projects throughout the city.

### William H Gordon Associates Helps Those in Need

As a family-oriented company, William H Gordon Associates, Inc. (Gordon) believes in giving back to the community by helping those in need. In 2012, employees at both office locations found ways to make a difference in the lives of others.

Gordon's Chantilly office provided various items to several charities this year. Through the generosity of employees, coats for local families, backpacks for needy children, cell phones for disadvantaged individuals and toys for the annual "Toys for Tots" campaign were all donated.

The Charleston, Wv. office purchased prizes used as incentives for the Ranson Elementary School "Get Active - Get Fit" initiative in the spring. In the fall, employees gathered food items in support of the school's student council collection efforts which were donated to the Community Ministries food bank. Just like the company's multi-disciplinary business model, Gordon believes that by working closely together amazing results can be produced in the community.



GPI / Greenman-Pedersen

### GPI / Greenman-Pedersen Participates in Community Events

GPI / Greenman-Pedersen, Inc. participated in several annual events to give back to the community and encourage employee bonding while supporting great causes.

#### GPI Cares Fund – Hurricane Sandy Relief

GPI's Corporate office established a GPI Cares fund to raise money to help those in communities hit hardest by the storm. GPI matched every dollar contributed by employees and raised a total of \$25,000 for the cause. All funds were given to local relief agencies and shelters in New York and New Jersey who were deemed to provide the most immediate and direct relief to those in need.

#### JDRF Real Estate Games

The Juvenile Diabetes Research Foundation (JDRF) holds an annual competition of different games to raise money. Teams from the local real estate industry come together and compete in games such as tennis, spinning, wrestling, etc. This year, 16 GPI employees participated in events including basketball, ping pong, volleyball, foosball, tug-of-war, and volunteered to work the events.

#### CANstruction

GPI participated in CANstruction 2012 held at the National Building Museum in Washington, D.C. For the build-out, 22 firms from the A/E/C industry came together. The year's theme was "monumental," and GPI depicted man's first landing on the moon, titled "One Giant Leap for Cankind." Through the generous donations of our clients, and by hosting a poker tournament and car wash, GPI was able to raise the funds necessary to purchase the 1,800 cans which were ultimately donated to the Capital Area Food Bank.



## WBC Members Give Back



### Miriam's Kitchen

Six GPI employees assisted Miriam's Kitchen in serving breakfast to over 200 homeless in Washington, D.C. Volunteers helped prepare breakfast, set up the dining hall and welcome everyone at the door as they arrived.

### Gingertown

Seven GPI employees participated in the 2012 Gingertown event, which donated gingerbread structures to local hospitals, healthcare facilities and community support organizations. GPI contributed a School of Dentistry covered in Chiclets gum to the Gingertown campus.

### Jubilee Support Alliance – Holiday Program

The Jubilee Support Alliance has an annual Holiday Program in December that provides residents of Jubilee Housing with gifts during the holiday season. This year GPI sponsored two local families and provided them with gifts such as winter clothing, gift cards and toys for the children.

GPI also supported Zero – The Project to End Prostate Cancer and Movember, events that raise funds and awareness for men's health.

### Grunley Deeply Involved in Community Efforts in 2012

Grunley Construction Company, Inc. (Grunley) has long believed that companies have a responsibility to support and become actively involved in their communities. Grunley is committed to giving back and enhancing the quality of life for less fortunate citizens. The company fulfills this commitment through monetary gifts, in-kind donations, volunteer support, and pro-bono work. Each year, Grunley employees generously donate hundreds of hours to volunteer initiatives. Several of the philanthropic activities that Grunley participated in during 2012 are:

Thirty Grunley employees participated in Juvenile Diabetes Research Fund's Real Estate Games at American University. Employees competed against other companies in various Olympic-style games during this day-long event that raised \$400,000 in funds in support of the fight against Type 1 Diabetes.

The Bike to the Beach for Autism (B2B) organization combines its passion for cycling with fundraising and awareness for the developmental disease, autism. On August 3<sup>rd</sup>, B2B organized a charity ride in which more than 300 cyclists biked 104 miles from Washington, D.C. to Dewey Beach, De. to benefit Autism Speaks. Grunley sponsored a team of seven cyclists that raised more than \$13,000 for the cause in its first year of participation, with the entire event raising \$295,000.

Every August, Grunley sponsors a Back-to-School Supply Drive for a local school or organization. This year's proceeds went to benefit both the Phelps High School in D.C.'s Ward 5 and St. Elizabeth's Supply Drive for students in Ward 8. Grunley's employees donated enough supplies to equip more than 200 students with backpacks full of basic school necessities. Additionally, the company donated several large boxes of supplies to the Phelps School.

Grunley also held its annual blood drive with the American Red Cross. This year, 26 Grunley employees, including CEO/CFO, Kenneth Grunley, provided blood donations.

Each month, volunteers in Grunley's main office set up an assembly line and prepare bagged lunches for one of several, local non-profits. In less than 30 minutes, approximately ten volunteers made over 100 bagged lunches. The beneficiaries of this year's bagged lunches were Manna Food Center and the Children of Mine Youth Center.

Approximately 40 Grunley volunteers armed with tool boxes joined 700 other volunteers from across the construction industry and within the local community and gave Congress Heights Recreation Center in Ward 8 a much needed makeover through DCBIA's 20<sup>th</sup> annual Community Improvement Day. Grunley was generously supported by Lorton Stone, MasterCare Flooring, Superior Iron Works, Aggregate Industries and Sunbelt Rentals with donations, support, and participation.

Grunley participated in the Leukemia & Lymphoma Society's (LLS) Light the Night Walk. The Grunley for a Cure Team was comprised of 15 walkers and raised over \$6,000 in support of LLS.

Architecture in Schools (AIS) is an eight-week program that matches volunteer architects with public school teachers giving the students an opportunity to interact with people from the profession as they hone in on their analytical and creative skills. Connie Lai and Dominique Wilmore collaborated to develop a program of eight activities that allowed the kids to have fun while learning basic architectural principles for a fourth grade class at Patterson Elementary School in SW, Washington, D.C.

The Grunley team at the Arts & Industries Building (AIB) has been working with students and faculty at the Phelps ACE High School for the better part of two years. Luca Covi helped students complete their senior project, designing a sidewalk connecting the school gym to a parking lot. The AIB team assisted the students with a number of activities including excavating, constructing forms, and placing concrete.

This year, Grunley partnered with Operation Second Chance and SAVE. Both organizations conduct a holiday wish list program, where either the families of an injured soldier who

## WBC Members Give Back

has just returned home from the war, or families who have been victims of domestic violence, are in serious need of some holiday joy. For the 2012 holiday season, Grunley adopted three families from each organization and granted every wish on each family member's wish-list.

Eleven Grunley employees took part in the 5K Jingle Bell Jog hosted by AGC's Young Constructors Forum in Arlington, Va. In addition to sponsoring its runners, Grunley sponsored the goody-bags for the event. The funds raised benefitted the Trust for the National Mall, an organization whose mission is very important to Grunley—to help restore, revitalize and preserve the National Mall, home to the enduring symbols of our democracy, for present and future generations.

In addition to the various community outreach events that Grunley takes part in, the company is also a proud supporter of several organizations, including the American Heart Association, Trust for the National Mall, National Building Museum, DC Preservation League, ACE Mentor Program of the Greater Washington Area, Glen Echo Park Partnership for Arts and Culture, Washington Architectural Foundation, Bread for the City and the DC Students Construction Trades Foundation.

### HITT Contracting Supports Many Charitable Causes in 2012

HITT Contracting continues to offer their support to many charitable causes throughout 2012. The company culture embraced a team effort in supporting national organizations as well as those within our local communities.

HITT's 2012 contributions included the following organizations: Children's Hospital Foundation, Sibley Memorial Hospital Foundation, INOVA Life With Cancer Program, Higher Achievement Program, American Cancer Society, Mary's Center for Maternal and Child Care, Special Ops Warrior Foundation, Ann Storck Center Inc. and Washington Nationals Dream Foundation.

HITT's charitable support and efforts have also helped support other organizations such as: The American Lung Association, American Heart Association, Salvation Army, Toys for Tots, Susan G. Komen 3-Day for the Cure, DCBIA Community Improvement, Calvary Women's Services, Children's Cancer Research Fund, Feeding America: Hunger Relief Charity, Food & Friends Inc., Doctors Without Borders, Wounded Warriors Project, Phoenix Houses of the Mid-Atlantic, American College of Building Arts, Virginia Tech Building Construction Program, Georgia Tech Building Construction Program, Rappahannock Historical Society, The Home, Arlington YMCA, Unity Club, Hope Connections for Cancer Support, Children's Chance, the Leukemia & Lymphoma Society, INOVA Blood Drive, Juvenile Diabetes Real Estate Fundraiser, The Ken Ayers Foundation, Light the Night, Make a Wish, Germanna Association, Fishburne Military School, Virginia Intermont College, Virginia Hospital and others.

HITT Contracting looks forward to continuing support, service, and partnership in order to positively impact the lives of those in need world-wide.



### HKS Gives Back To Local Schools, Hands On D.C. and through Operation HKS Cares

In spring 2012, HKS's Washington, D.C. office participated in "Architecture in the Schools"—a volunteer program with the Washington Architectural Foundation. Architecture in the Schools matches volunteer architects with public school teachers to enrich children's learning experience—bridging the gap between what is learned in school and everyday life. HKS volunteers Shantee Jamison, Chad Porter, Kate Renner and Amber Wirth collaborated with health and physical education teacher Coach Jackie Johnson to develop an eight-week syllabus focused on blending physical activity, sustainability and architecture for a fifth grade class at Martin Luther King Elementary School. This was HKS's fourth year to participate in the Architecture in Schools program. HKS pledges one percent of the firm's billable hours to serve the public good through architectural-centric projects via the one percent Solution program, sponsored by Public Architecture.

Hands on DC is an all-volunteer, nonprofit organization that organizes projects to improve the physical condition of Washington, D.C. public schools and raises funds to support local college scholarship programs. This year, 139 teams went into 22 D.C. schools, completed 220 total projects and helped raise \$55,000 for work-a-thon projects and scholarships. In 2012, the firm donated \$500 for project supplies, and sent a team of volunteers to Payne Elementary School, where they painted a large, world map mural on the school's playground for students to enjoy.

HKS supports U.S. troops through "Operation HKS Cares," a bi-annual, firm-wide effort. Operation HKS Cares began more than ten years ago and sends thank you cards and care packages to troops overseas. In light of HKS's roll in the construction of the new Walter Reed National Military



## WBC Members Give Back

Medical Center (WRNMMC), the HKS Washington, D.C. office lead a “Thank You Care Package” effort in the Mid-Atlantic region specifically geared toward wounded warriors. Employees showed their stars and stripes by supplying gifts such as games, toys, books, movies and special treats, and signing thank you cards with words of encouragement. This December, stockings were delivered to WRNMMC to show appreciation.



Insurance Associates

### Insurance Associates Supports Worthy Causes as a Company and as Individuals

In the past couple of years, Insurance Associates (IA) has donated over \$125,000 to more than 200 local, worthy causes. Among these causes, IA strongly supports Samaritan Ministries with a donation of \$5,000 yearly, and the Yellow Ribbon Fund, A Wider Circle, Catholic Business Network, and Boys and Girls Club of Washington.

IA supported the Trust for the National Mall by doing a 5K Jingle Bell Jog walk/run in Arlington, Va. and won the award for having the most participants from one company.

In addition to the company’s support of charities, employees of IA donate in excess of 500 hours a year of their own personal time to local organizations. Some of these organizations include; FACETS, Boys & Girls Club of Frederick County, and Home Builders Care Foundation. Several of the employees have active roles in the organizations such as serving as president and being a member of the Board of Directors.

### The JBG Companies Volunteers Throughout 2012

Several non-profits in the Washington, D.C., area were the beneficiaries of The JBG Companies 2012 Days of Giving, part of the JBG Cares community service program, which donated more than 1,600 hours of volunteer time, financial support and in-kind services this summer.

JBG launched the Days of Giving initiative three years ago in commemoration of the company’s 50<sup>th</sup> anniversary, making it an annual project aimed at encouraging staff to volunteer with a variety of organizations that work to enhance the communities in which JBG does business. JBG Cares committee members Lisa Bradford and Lauren Rash spearheaded this year’s effort, coordinating nearly 400 JBG employees to volunteer with eight organizations, making 2012 Days of Giving the largest yet.

The 2012 Days of Giving program also supported the following organizations; the Capital Area Food Bank’s Kids Café Program, Rebuilding Together Alexandria, A Wider Circle, Arlingtonians for a Clean Environment, Food & Friends, Habitat for Humanity and Rock Creek Conservancy.

### JCM Associates, Inc. Matches Employee Donations

Over the past ten years, JCM Associates, Inc. has matched dollar for dollar all donations raised through the generosity of employees and friends of the JCM family. These donations are delivered to Children’s National Medical Center (CNMC), Dr. Bear’s Closet in Washington, D.C. every December.

Dr. Bear’s Closet is a program that helps to boost the spirits of patients and their families by providing fun activities that include toys, games, books, and portable computers. Dr. Bear’s Closet also provides housing for out of town families in financial need. A well-stocked Dr. Bear’s Closet ensures that every patient has a gift for holidays, birthdays and most importantly, a little something to serve as a reward for their courage in fighting an illness. In December, JCM delivered \$57,000 in checks and toys to Dr. Bear’s Closet. The total raised in the first ten years is in excess of \$314,000.



JCM Associates, Inc.

## WBC Members Give Back

### The Washington D. C. Office Lend Lease 2012 Community Service Summary

The Washington D.C. Office of Lend Lease is proud to continue Lend Lease founder Dick Dusseldorp's vision for Lend Lease, by having staff volunteer in numerous community projects around the Washington D.C. metro area. Dusseldorp believed that Lend Lease would be a sustainable and socially conscious organization that gives back to the communities in which it operates in, because it was the right thing to do.

By participating in community service projects that generate short and long term benefits for community partners, Lend Lease employees learn the importance of sustainability and giving back, both in their personal and professional lives. In 2012, the Washington, DC Lend Lease office employees served the local community by participating in the numerous events.

Lend Lease employees prepared and provided lunch, snack packing and landscaping for the Rockville, Md. Ronald McDonald House Projects. At Guiding Eyes for the Blind, one of the leading guide dog schools in the U.S., nine Lend Lease employees gathered at the Smithsonian's Air and Space Museum to give puppies in training the opportunity to experience a wide variety of sights and sounds. Several Lend Lease employees helped the Oyster Restoration Center build Reef Balls. The Reef balls mimic natural oyster reefs, providing surfaces where young oysters can settle. The hollow concrete balls also provide habitat for fish and crabs.

Lend Lease employees and their families participated in the 20<sup>th</sup> Annual DCBIA Community Improvement Day to renovate the Congress Heights Recreation Center. The Rec Center received a new breezeway, pavilion, and shade structures throughout the site; along with, enhanced pathways, community gardens, new seating, signage and parking. Finally, employees came together to assemble and decorate 20 bears for donation to the Children's Inn at the National Institutes of Health.

### Perkins+Will's Social Responsibility Initiative in 2012

Perkins+Will was founded on the idea of "ideas and buildings that honor the broader goals of society" in 1935 and as perpetuated that commitment to social and sustainable responsibility into the present. The commitment was formalized with the establishment of the Social Responsibility Initiative in 2007 at a leadership retreat in New Orleans. Since then, Perkins+Will has been committed to support the local and international socially responsible projects by building a relationship with Public Architecture and has committed to donating one percent of billable time each year to pro-bono work. The D.C. office has committed over 500 hours of labor to the following projects.

In 2012, the DC Office of Perkins+Will took on two pro-bono projects through Design for the Greater Good that spanned from the rural areas of Haiti to our backyard. Six and a half million Haitians struggle to survive on less than \$2 per day, and many go without life's basic needs. Perkins+Will DC was approached in late 2011 by the Community Coalition for Haiti (CCH) to provide pro-bono design services for a 1200 square-foot school and community center building in the rural Haitian village of Mont Fleure.



Perkins+Will

CCH is a Richmond, Va.-based non-profit with a more than 20 year commitment to serving the Haitian people. The school and community center buildings are currently under construction by teams of volunteers and it will progress as funding is available. The project has grown and the site will eventually incorporate an expansion of the school to accommodate 300 students, offices for community leaders, community gardens, a kitchen, a well and an orphanage. Each of these functions will be a first for Mont Fleure, a village where children previously had no access to education, electricity or running water and where they often go an entire day without a meal.

The Work Place DC (TWPDC) is a non-profit organization seeking to co-locate various small non-profit organizations providing workforce development services to approximately 2,000 DC residents annually. Through the Washington Architectural Foundation, TWPDC approached Perkins+Will to assist in determining how much space they need and how the space need to function to support their mission.

Perkins+Will led a visioning session with the core members of TWPDC and completed programming interviews over the summer of 2012. The finalized Program of Requirements was issued in the fall of 2012 and will be used by TWPDC to evaluate how much space they will need as they reconfigure and fundraise for the project.

The Washington DC office of Perkins+Will engaged in numerous volunteer activities throughout the year under an umbrella called Service+. In the spring, Perkins+Will donated clothes to Suited to Succeed, volunteered at the Capital Area Food Bank to pack boxes of donation, volunteered to repair a home of a deserving family for Rebuilding Together Day, built work tables for a sustainable farm in Edmonston, Md., and ran the Race for Hope 5K for the National Brain Tumor



## WBC Members Give Back



Rippeteau Architects

Society. During the summer the office hosted a canned food drive that collected 770 pounds of food for the Capital Area Food Bank and constructed a Russian tower out of cans for the Washington Architectural Foundation's annual CANstruction.

Perkins+Will also designed a landscape feature at Congress Heights Recreational Center for DCBIA's annual Community Improvement Day, constructed a Ginger Ale House at David M. Schwarz Architect's annual Gingertown event to benefit local hospitals, helped the children at the Boys and Girls Clubhouse #14 create candy cane mice for the holidays, and hosted an office-wide toy drive to collect 280 gifts for DCBIA's annual Care & Share event at the Boys and Girls Club.

### Rippeteau Architects Contributes to Many Causes

Rippeteau Architects (RipArchs) does not view charity as separate entity from daily goals. Every year at CANstruction, RipArchs team constructs a big pile of cans during the competition at the National Building Museum, which donates each can to the food bank. For DCBIA Community Improvement Day, RipArchs sponsors and works the event. RipArchs participates in Toys for Tots and gives cash to sponsor toys for children via DCBIA and TheArc.

As a sponsor of the Green Tie Affair this year the company donated ticket proceeds to N Street Village. During the annual Logan Circle Holiday House Tour, RipArchs sponsors and contributes cash and personal time to the success of this inner-city neighborhood. RipArchs additionally sponsors the Gallery's annual auction and artsy soiree. Employee Katherine White participated in the Architecture in the Schools project, where she finished teaching fourth and fifth graders at Washington, D.C.'s Simon Elementary School about architecture. Finally, RipArchs sponsors the District Architecture Center and the annual American Architectural Foundation Gala.



Shapiro and Duncan

### Shapiro and Duncan Give Back in 2012

Shapiro and Duncan (S&D) continues to be a proud supporter of the Montgomery County Student Construction Trades Foundation, and the students of Thomas Edison High School, the DC Students Construction Trades Foundation and the students in the Academy of Construction and Design at Cardozo Senior High School. It works with the students to help them gain on the job apprenticeship training in HVAC & Plumbing along with several other companies constructing single family homes. In 2012, it partnered with Tanks Direct for a second year to help the Maryland Food Bank with canned good donations. The entire program donated 2,757 non-perishable food items. Annually at the National Building Museum's Big Build, employees volunteer their time to teach young children about the HVAC and Plumbing trades by doing simple activities like cutting pipe, installing pipe and doing simple take-off.



## WBC Members Give Back



SIGAL



Skanska

In partnership with Hess Construction, \$23,800 was raised at the 2012 Junior Achievement's bowl-a-thon fundraiser. Junior Achievement is a non-profit that works to empower young people to own their economic success.

Since 2003, Shapiro & Duncan has been involved with ACE Mentoring of Washington D.C., mentoring students and providing scholarship funding. Several employees donated Toys for Tots and participated in Race for the Cure. S&D also works with Montgomery County Public Schools to participate in "Career Day." For the past six years, S&D employees have contributed over \$30,000 towards Children's Hospital National Medical Center in honor of an employee's son who continues his fight against cancer. Last year, employees pulled together to help a co-worker who had to take a leave of absence to undergo cancer treatments and raised just under \$10,000 to contribute towards his recovery.

### SIGAL's Charitable Efforts

SIGAL employees volunteered at the Capital Area Food Bank and sorted donated food and miscellaneous items, and assembled weekend bags of food for children in the area. SIGAL employee Bryan Stolz, LEED specialist, participated in the Green Apple Day of Service at Daniel A. Payne Elementary School in Southeast D.C. On Saturday, September 29<sup>th</sup>, 2012 hundreds of green school related volunteer projects were taking place around the world. The USGBC- NCR Chapter focused its efforts on the playground area at Payne, making it a safer and more attractive place to play, and created a mural, an outdoor classroom and rain garden.

SIGAL employees and hundreds of other volunteers from the real estate industry provided labor, resources and goodwill to the local community. Activities included planting, painting, installing landscaping and general site clean-up. SIGAL & GCS employees donated five dollars each for the opportunity

to wear their favorite team jersey in support of Breast Cancer, and all money collected supported the National Breast Cancer Foundation, Inc. Tanks Direct and SIGAL Construction formed a partnership to meet the goal of donating 2,000 per month to the Maryland Food Bank, and SIGAL donated five boxes.

The DCBIA Care and Share program returned to the Boys & Girls Club of Greater Washington, located at THEARC in Ward 8, to host its annual children's holiday party. SIGAL Construction and its employees participated in the DCBIA Care and Share program's annual children's holiday party by purchasing various presents for the children, by interacting and playing games with the kids, painting, and making Christmas cookies all the while filling up on pizza and having good fun.

### Skanska 2012 Volunteer Activities

Skanska volunteered with Rebuilding Together Alexandria and made repairs to an elderly widow's home. In six hours Skanska moved ten cubic yards of dirt to re-grade the backyard, expanded a driveway with 32 bags of rocks, planted 12 bushes, dozens of petunias, seeded the back yard with two bags of grass seed, removed weeds from the quarter acre plot, moved the mailbox, installed a doorbell, replaced a screen, patched holes, repaired cabinets, re-caulked molding, installed a smoke detector and mounted a fire extinguisher.

Skanska helped sponsor and volunteered with the District of Columbia Building Industry Association Community Improvement Day. At this year's 20<sup>th</sup> annual community improvement day, hundreds of Skanska volunteers and helped sponsor the Congress Heights Recreation Center by cleaning, weeding, sodding, and planting flowers and shrubs.

Skanska also collected clothing and toys to help 23 children in Maryland have a brighter Christmas morning with the Salvation Army. Skanska provided toys and clothing to



## WBC Members Give Back

children in need for the 2012 Angel Tree program. Unlike many other programs, sponsors purchase gifts for their specific angel via the information provided on the angel tag.

Skanska sponsored a Christmas lunch for Carpenters Shelter David's Place in Alexandria, Va. A hot lunch was prepared and served by Skanska volunteers. The Carpenter's Shelter offers many services including transitioning the homeless to independent living. By empowering clientele to address the issues that caused homelessness and providing the tools necessary to achieve lasting independence, 90 percent of those who complete the shelter's program never return to homelessness again.

### Southland Industries' Charitable Efforts of 2012

As part of an ongoing initiative to give back to the local community through charitable organizations across the nation, Southland Industries donated both time and money over the course of 2012. Zoning in on causes that strike a chord with Southland's Mid-Atlantic Division employees, the company continued to support many of the organizations and efforts of which it has been an advocate in years past.

Southland's Mid-Atlantic Division hosted its Fourth Annual Tee-Off for Charity Golf Tournament. The event attracted 144 participants and raised \$62,000, with proceeds going toward the USO of Metropolitan Washington. Southland was later recognized for this donation as a top corporate sponsor at the organization's Ninth Annual Stars and Stripes Night in October 2012.

Continuing to support the men and women serving in the military, Southland donated \$5,000 to Team River Runner. Benefiting active duty and veteran service members, the

non-profit organization aims to provide physical exercise to wounded military personnel and their families through paddle sports. The Southland Green Team, a group dedicated to conserving natural resources and supporting sustainable practices, participated in the Loudoun County Watershed Cleanup event hosted by Keep Loudoun Beautiful. The event consisted of eliminating trash and other extraneous items from local waterways. Focusing on adolescents, Southland also made some charitable efforts within Washington, D.C. this year. Three Southland employees volunteered their time teaching freshmen at Phelps ACE High School a lesson in "Construction Project Team and Careers in Construction," while a separate team of Southland construction professionals donated labor and materials for the retrofit of The House, a multi-purpose building where activities and support are made available to at-risk, inner city youth and their families in the Anacostia community.

Southland employees organized donations and skilled volunteers to travel to Union City, Nj. and repair damages caused by Hurricane Sandy. The Southland crew performed select demolitions and drywall work on the buildings affected by the October storm. Southland also contributed an entire truck bed of canned food to the November annual holiday food drive hosted by LINK Against Hunger, a non-profit organization that works to provide a week's worth of non-perishable foods to families in need during the critical holiday season, and held one in December. In addition, the company participated in the Toys for Tots program in December by donating various toys for each age group as well as \$2,000 to the cause. Overall, Southland made donations of various kinds throughout the year and plans to continue such efforts in the years to come.



Southland Industries

## WBC Members Give Back

### Washington Gas — Producing Value for the Community

At Washington Gas, nothing provides pride and pleasure than participating in the communities in which the company lives and serves. The company's success is defined in many ways, including being able to contribute substantively to the community's well-being.

Year after year, Washington Gas employees take pride in all areas of work but find the greatest rewards in reaching out to help those less fortunate. Our company is a member of the community as a natural gas utility and an institution that continually and consistently lends a helping hand.

Washington Gas' Charitable Giving Program is focused on the environment, education and health. The program supports hundreds of regional charitable organizations through donations, in-kind contributions and employee fundraising. In 2012, Washington Gas provided approximately \$1 million in corporate donations to charitable area organizations.

The Washington Gas employee volunteer program was formed in 2003 to give employees increased opportunities to assist in our local community, and employees have embraced this program with increasing numbers of volunteers and volunteer hours over the last ten years. Washington Gas' 2012 fiscal year boasted the highest levels of volunteer dedication with close to 600 employees giving nearly 10,000 hours of their time to charitable organizations throughout the District of Columbia, Maryland and Virginia.

During the past year, volunteers completed 54 projects. In the District of Columbia, Washington Gas and Washington Gas Energy Systems and Services served as docents, solar experts, greeters and guides at the Department of Energy's Solar Decathlon. In Winchester, Va., Washington Gas Shenandoah Station employees collected 2,360 pounds of food that was donated to the Blue Ridge Area Food Bank. Volunteers also donated more than 700 knitted and crocheted items for the neonatal intensive care unit at Inova Fairfax Hospital. Lastly, the companies served as timekeepers, moderators and judges at the Maryland Science Bowl—an academic competition for high school students in Rockville, Md.

The signature philanthropic program is the Washington Area Fuel Fund (WAFF), which provides funds for all types fuel (natural gas, electric, oil) to heat the homes of families in need. WAFF is administered by The Salvation Army and Washington Gas pays all of the administrative funds to ensure that every dollar donated goes to help neighbors stay warm in the cold winter months.

In 2012, WAFF disbursed more than \$944,000 to help more than 7,500 residents. Since the program launched in 1983, WAFF has disbursed more than \$22 million and has helped more than 254,000 people. That type of achievement would not be possible without the generosity of the entire community: employees, customers and area businesses and residents.

For the fifth consecutive year, *The Washington Business Journal* recognized Washington Gas' corporate social responsibility in two areas. The company was ranked 15<sup>th</sup>



Washington Gas

out of 25 companies in volunteer hours and ranked 20<sup>th</sup> out of 50 companies in the metropolitan area for our corporate giving program.

Most recently, Washington Gas executives took a new approach to volunteerism. Working with the District of Columbia and other partners, executives selected the Department of Parks and Recreation's Harrison Recreation Center on 13<sup>th</sup> and V Streets, NW, out of a field of several contenders as their inaugural community service project. Executives, staff members, business partners, volunteers from Washington Gas Energy Systems, and DC Youth Build installed new energy efficient appliances, painted and spruced up the outside area with repaved basketball courts and landscaping. The final plan called for the installation of a rooftop solar panel to improve heating efficiency and reduce utility costs at the center.

Washington Gas employee volunteers raised more than \$80,000 for the 2012 Leukemia & Lymphoma Society's Light the Night Walk and the company contributed a \$10,000 corporate sponsorship that made the team one of the top performing corporate teams for the National Capital Region this year. Since 2000, Washington Gas and employees have reached a milestone and raised more than \$563,000 to fight leukemia, lymphoma and related blood diseases. The time and hard work provided by the dedicated employees are at the heart of all the communities served. Through projects and advocacy efforts, Washington Gas is not just involved in the community, they are committed to it. **B**





## WBC Holiday Party

WBC collected  
553 books for  
TURNING THE PAGE

*A Special Thanks  
to Our Sponsors!*

### Event Sponsors

Chiaromonte Construction Company  
The Duggan Rhodes Group  
Grunley Construction Company  
Maurice Electric Supply Co., Inc.  
rand\* construction corporation  
The Severn Group  
The Truland Group, Inc.  
Watkins Meegan LLC  
The Whiting-Turner Contracting Company

### Food & Beverage Sponsors

Commercial Hardware of MD  
Fox Rothschild LLP  
HITT Contracting Inc.  
Insurance Associates, Inc.  
The JBG Companies  
Kelly Generator & Equipment, Inc.  
PerLectric, Inc.  
Rosendin Electric, Inc.  
Watt, Tieder, Hoffar & Fitzgerald, LLP

### Valet Parking Sponsors

Barbara J. Architectural Sales, LLC  
Foulger-Pratt Contracting  
PEPCO

# Airside Direct—An Option Worth Exploring

## The Optimal Solution for your Sheet Metal Needs

Change is an inevitable challenge facing all construction businesses today. Construction is not only one of the oldest businesses on earth, but it is still one of the most important in today's economy and culture. The growth of construction management, use of prime contractors, the introduction of BIM, and the many other innovations are entering the industry today at lightning speeds.

The paradigm of the construction industry has shifted dramatically in recent years from general contractors having large numbers of workers on the job to having work performed by dozens of subcontractors who are specialists in their individual areas. Going one-step further, most will acknowledge the common practice of subcontractors subbing the work out to other subs creating further distance between the general contractor and those in the field.

To bridge this gap the Sheet Metal and Air Conditioning Contractors' Mid-Atlantic Chapter Association is working to increase awareness of the value of general contractors working directly with the sheet metal/HVAC contractor—just as they do with the electrical, mechanical, and other trades.

The sheet metal trade is unique in construction as it not only installs its product, but sketches and fabricates it as well. There are clear and distinct benefits of general contractors working directly with sheet metal and air conditioning contractors. The following are some reasons why it is in the best interest of general contractor to consider this practice:

1. Current construction design lends itself to more to air handling and distribution and less to traditional hydronic methods. In fact, some surveys indicate that a typical modern mechanical job might involve 65 percent ventilation and 35 percent piping.
2. In many parts of the country, bidding directly with the sheet metal contractor is already an established practice. General contractors recognize the need to have a clear and direct communications with the sheet metal contractors.
3. In today's environment of energy management, LEED, Green Building, IAQ requirements, and air handling and distribution, the general contractor and owners are more dependent on the expertise of the sheet metal and HVAC companies.
4. By bidding direct, the general contractor is closer to the latest technologies, information, and money saving ideas available from their sheet metal/HVAC contractor.
5. Direct bids present an opportunity for the general contractor to exert greater control and scrutiny over the project.

6. By repositioning the sheet metal contractor as a prime sub, the general contractor avoids additional mark-up of the sheet metal/HVAC contractor's proposal, has greater control over change orders, and more importantly, creates a new pathway of communications with a key construction partner.

A direct contract relationship with the sheet metal/HVAC contractor means working personally with the talented project managers, supervisors, and top-level executives who run the company and are an asset to every job.

For more information, please contact Bernie Brill at SMACNA Mid-Atlantic Chapter at [bernie@smacnaatl.org](mailto:bernie@smacnaatl.org) or call 301/446-0002 x 101. **B**

### Items normally included in an airside contract with sheet metal/HVAC Contractor:

1. All sheet metal ductwork
2. VAV and air outlets
3. Duct insulation
4. Airside testing and balancing
5. Fans other than those directly associated with air conditioning units
6. Dampers
7. Functional louvers that are not part of the curtain wall
8. Fan maintenance
9. One-year damper inspection as required by the National Fire Protection Association Code#105.



## Regional Development Committee

# Stromberg Metal Works, Inc.

On December 18<sup>th</sup>, ten members of the WBC Regional Development Committee had the opportunity to meet with the management team and tour the fabricating facilities of Stromberg Metal Works, Inc. (SMW, Inc.). Started in 1940, SMW, Inc. is the oldest, union sheet metal fabricating operation in the Washington, D.C. area. SMW, Inc. has fabricated and installed massive and intricate duct work and architectural sheet metal in hundreds of high profile projects throughout D.C. and the entire Mid-Atlantic Region. With three main offices in Beltsville, MD and Richmond and Raleigh, VA, as well as six additional storage and staging locations in the area, SMW, Inc. services their customers, fabricating over 95% of the final product they produce and install.

As shop prefabrication (vs. on the job site) has improved the speed and quality of the overall construction process of most trades, SMW, Inc. has embraced and advanced the Building Information Modeling (BIM) process and has internally developed high level expertise in the capabilities and usage thereof. The BIM process encompasses building geometry, spatial relationships, geographic information, and quantities and properties of building components. From the original BIM loaded drawings, SMW, Inc. personnel can quickly identify and readjust the fabrication of their products to avoid the conflicting space needs (and project time delays) of multiple trade subcontractors. Additionally, SMW, Inc. has enhanced their systems to submit and quickly secure SMACNA approvals of their adjusted BIM drawings.

Automation has enhanced and accelerated the fabricating process, with the new technology issuing “system generated directives” for cutting, bending and welding of the product. These machine directives used to be handed-off and manually implemented on the fabrication shop floor but now come directly from the PCs in the PM/Designers’ offices. SMW, Inc. has two state-of-the-art Plasma cutting machines that cut the product with perfect tolerance and reduced scrap waste. Similarly, insulation and noise reducing linings are system controlled and precisely installed. Spiral duct and seam welding machines have also accelerated and improved the quality of high production duct work.

SMW, Inc.’s architectural metal shop can fabricate virtually any piece of metal for any specific project. Working closely with Owners, Designers and Contractors, SMW, Inc. has fabricated and installed everything from complex catwalks to pizza oven liners.

SMW, Inc. has a deeply embedded safety culture in their employees and work tirelessly at maintaining safe and efficient fabrication and installation operations. That culture and continuous training of employees has generated an exemplary safety record and a very favorable .65 workman’s compensation mod.

The committee would like to thank Bernie Brill of SMACNA Mid-Atlantic for arranging the tour and Chairman/CEO Robert Gawne, President Jerry Robinson, Executive Vice President Richard Freeman and VP of Operations Gary Valdisera of Stromberg Metal Works, Inc. for leading the tour and explaining their operations. **B**



## Member Projects



**Top:** KBR Building Group to Construct The Acadia, Mixed-Use High-Rise Residential Project, in Arlington, Va. **Bottom:** Forrester Completes Construction of minibar by José Andrés.

The first floor features a fitness center with private studio for personal training, mailroom, clubhouse, business center with café, and private conference room for residents. The two-tier building provides a swim-deck on the seventh floor featuring an infinity-edge pool with saltwater system, barbecue area, club kitchen, shower rooms and massage room. The 19<sup>th</sup> floor offers a penthouse clubroom with an open demonstration kitchen to accommodate large groups, as well as an outdoor barbecue area, seating and views of Arlington and the D.C. skyline. The three below-grade parking levels include a pet grooming room, bike storage and bike workrooms where residents can fix their bikes. The Acadia's dog-friendly park is connected to the adjacent The Millennium and The Gramercy, creating a fluid connection for all of Metropolitan Park buildings. Public art pieces will also be featured in the parks in an effort to support the artists. Building materials consist of a granite and limestone skin and incorporates an enhanced acoustical package for the whole building. The first floor consists of 16,350 square-foot retail.

WBC member **Forrester Construction** completed construction of Award-winning chef José Andrés' restaurant **minibar** in a new location and with a new look. The critically-acclaimed culinary testing ground featuring an elegant central kitchen that invites guests to immerse themselves in a culinary journey. Now officially open in Penn Quarter, Forrester Construction renovated the 3,750 square-foot space in collaboration with Spanish architect and designer Juli Capella and DC-based architecture/design firm CORE. This marks Forrester's fifth construction project for José Andrés' ThinkFoodGroup.

**Costello Construction**, a Maryland-based firm and WBC member providing general construction services to public and private sector clients, recently completed construction on the new state-of-the-art headquarters for the **City of Rockville Police Department**

**KBR Building Group** has been awarded a contract to construct **The Acadia** at Metropolitan Park, a 411 unit mixed-use, residential building in Arlington, Va. The Acadia will be the third building to be constructed in the multi-phase Metropolitan Park development, located near Washington D.C. in the area known as Pentagon City. Construction of The Acadia is underway with KBR Building Group's regional office in Vienna, Va. leading construction for

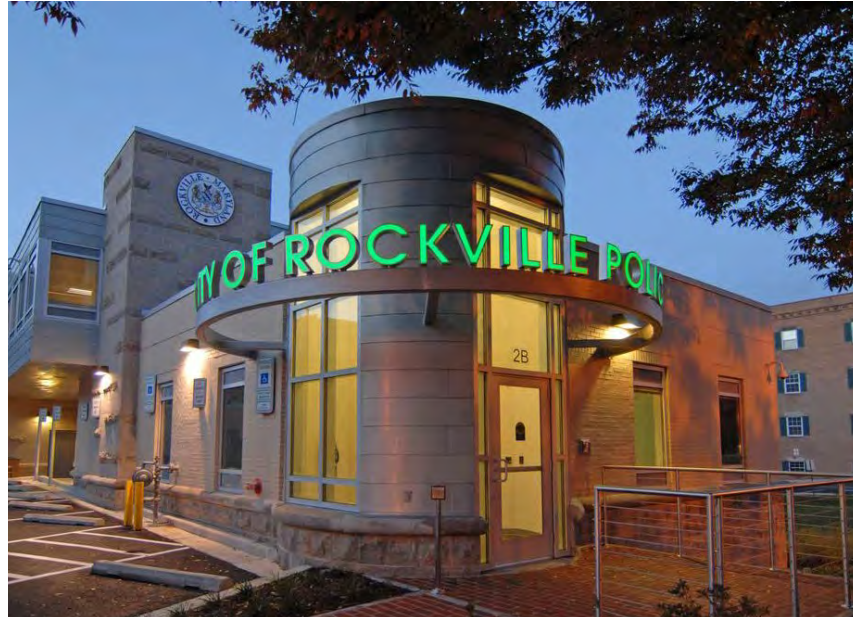
The Acadia. Designed for LEED Silver, the 677,154 square-foot, 19-story Acadia will include three levels of underground parking with ground-floor retail. The Acadia is adjacent to the phase one and phase two developments — The Millennium at Metropolitan Park (completed in summer 2010) and The Gramercy at Metropolitan (completed in 2008) — both constructed by KBR Building Group and winners of project recognition awards for construction excellence.



## Member Projects

in Rockville, Md. The site of the new Rockville Police Station is a former historic United States Post Office; therefore it was extremely important to Costello to maintain the original building's integrity. To do so, the team performed extensive restoration to the existing masonry, marble, terrazzo, doors and exterior windows. In addition, they created a three-story, 14,500 square-foot "Annex" building on the same site. The Annex is particularly unique because it has a vegetative green roof system, skylights, a blast- and bullet-resistant curtain wall, storefront glass, masonry and cast stone veneer. In addition, both the Annex and the building that formerly housed the post office have hydraulic elevators and exterior zinc metal panels.

**Costello Construction**, is also pleased to announce it has been selected by **Montgomery County to build the new library** in Silver Spring, Md. This 70,000 square-foot, \$35 million project is expected to meet the unique needs of an increasingly urban, ethnically and culturally diverse residential and business community of Montgomery County. Costello Construction will build the library from the ground up with the goal of completion in 22 months. This LEED Silver-certified building will be divided into five stories, with the library occupying the third, fourth and fifth floors. The third floor will contain the meeting rooms, media collection, the young adult area, the disability resource center and the main circulation work area. The fourth floor will house the adult collections with a large, quiet study room overlooking part of Silver Spring. The fifth floor will be the children's floor with an integrated early learning area, program room, tutor rooms and another meeting room. There will be computer workstations throughout the entire building as well as seating and electric outlets for those who choose to bring their own laptops or tablets. Pyramid Atlantic, a non-profit art group, will occupy part of the basement, part of the first floor and the entire second floor. A coffee shop is also planned for the first floor.



*The new City of Rockville Police Department headquarters, recently completed by Costello Construction.*

The Silver Spring Library project implements several innovative design and construction features. The most significant façade element is the expansive all-glass curtain walls. The Library utilizes a unitized curtain wall system whereby the system is made and assembled in a fabrication facility and delivered to the project in large sections. It is then set in place using a mobile crane. This system allows for expanded quality control and significantly reduced field installation durations. In addition, the Library is utilizing an Integrated Package Equipment Center (IPEC) for the HVAC system. The IPEC unit combines the chillers, boilers, pumps, and air-handling units into a single unit with all inner connections factory installed and assembled. An IPEC unit again provides the highest quality while at the same time allowing for a very fast installation time. The Library also combines an escalator system with a large ornamental staircase that is the focal point of the building's interior.

WBC member, **Grunley Construction Company, Inc. (Grunley)**, a large general contractor, has been awarded a \$35.8 million contract by Fairfax County Public Schools to renovate the **Carl Sandburg Middle School** in Alexandria, Va. In addition,

Grunley will construct three additions to the school totaling 6,000 square feet. This is the fifth project Grunley will perform for the Fairfax County school system. The renovation will include enlarging classrooms and replacing windows, doors, finishes, and major building systems including HVAC, plumbing, electrical and special systems. An automatic sprinkler system will also be installed. The gymnasium and cafeteria will be modernized during the summer months. The first addition will serve as the school's new administrative offices and main entry. The second addition will feature a gymnasium lobby. The third addition will include a corridor linking the existing building circulation. All three additions will be concrete masonry units with brick façades to match the existing building architecture. Site work will consist of reconfiguring a kiss-and-ride lot, utility and pavement work, and landscaping. The Carl Sandburg Middle School houses 1,200 students and faculty. Students affected by the construction process will be moved into a series of mobile classrooms as the phasing of the project dictates. Construction is underway and the project is targeted for completion in March 2015. **B**

## New Members

### Clark Nexsen

1331 L Street NW  
Suite 600  
Washington, D.C. 20005  
p. 202-461-3160  
f. 202-461-3266  
www.clarknexsen.com  
jhinsley@clarknexsen.com  
Representative: **Jeremy Burge**

### Corbett Technology Solutions Inc.

4151 Lafayette Center Drive  
Suite 700  
Chantilly, VA 20151  
p. 703-633-1426  
f. 703-631-3396  
www.ctsi-usa.com  
bslaninka@ctsi-usa.com  
Representative: **Brian Slaninka**

### Seeger, PC

2620 P Street, NW  
Washington, D.C. 20007  
p. 202-822-8838  
f. 202-822-6982  
www.seeger-law.com  
Representatives: **Stephen M. Seeger**  
and **Michael C. Zisa**

### Universal Builders Supply, Inc.

5720 Columbia Park Road  
Cheverly, MD 20785-3825  
p. 301-772-7171  
f. 301-772-5272  
www.ubs1.com  
amandaf@ubs1.com  
Representative: **Mark Tsirigos**

### WSP Flack & Kurtz

1600 Wilson Boulevard  
Suite 1200  
Arlington, VA 22209  
p. 571-527-1476  
f. 202-362-5588  
www.wspfk.com  
Ashley.austin@wspfk.com  
Representatives: **Christian J. Agulles**  
and **Brian D. Carroll**

## New Government Members

### Department of Defense

9800 Savage Road  
Suite 6607  
Fort Meade, MD 20755  
p. 301-252-7945  
c\_bradford@verizon.net  
Representative: Christopher C. Bradford

### Montgomery County Department of General Services

101 Monroe Street  
9<sup>th</sup> Floor  
Rockville, MD 20850  
p. 240-777-6016  
f. 240-777-6030  
www.montgomerycountyind.gov  
rob.klein@montgomerycountyind.gov  
Representative: **Rob Klein**

## New Small Business Members

### FLBE, Inc.

560 Herndon Parkway  
Suite 200  
Herndon, VA 20170  
p. 703-481-8306  
f. 703-481-8307  
www.flbeinc.com  
Representatives: **Francisco Bitvin**  
and **Rhonda Roe**

### Merritt Woodwork

133 Converse Road  
Marion, MA 02738  
p. 617-470-1508  
www.merrittwoodwork.com  
jna@merrittwoodwork.com  
Representative: **James Anderson**

### O'Connor Construction Management, Inc.

1200 G Street NW  
Suite 800  
Washington, D.C. 20005-6705  
p. 202-299-0530  
f. 202-747-7510  
www.ocmi.com  
tstrandberg@ocmi.com  
Representatives: **Tom Strandberg**  
and **Garrett Terlaak**

## New Company Profiles

### Clark Nexsen

Clark Nexsen, PC is an award winning architecture, engineering, interior design, planning, and landscape architecture firm that has been in continuous operation for over 90 years. The firm's architecture, engineering, interior design and planning design teams specialize in healthcare, commercial, offices, government, college and university, recreational, manufacturing and land planning projects. Clark Nexsen has been recognized as one of America's leading design firms, as cited in the Almanac of Architecture & Design, DesignIntelligence's annual fact book and ranked as one of the Top 500 National Design Firms by Engineering News-Record.

### Corbett Technology Solutions Inc.

Since 1969, Corbett Technology Solutions, Inc. (CTSI) has served the Northern Virginia, Washington, D.C., and Maryland commercial and institutional marketplace. As a full turnkey electronic systems integrator, CTSI offers quality end-to-end communication solutions in audio visual and professional sound systems, videoconferencing, voice systems, healthcare and education specific communication systems, voice/data internetworking, security, fire, and certified premise wiring.

### O'Connor Construction Management, Inc.

O'Connor Construction Management, Inc. is a valued leader of quality management solutions for the built environment that takes ownership of our clients' needs and problems, and values clients resources as their own. O'Connor Construction Management, Inc. is a full service, independent construction management company. O'Connor was founded in 1982 as a cost consultancy for owners and design professionals, with offices throughout California, Las Vegas, and Washington, D.C. Over the past 30 years, services have broadened to excel at every aspect of program, project and construction management.

### Merritt Woodwork

With an expertise refined over nearly four decades, and a heartfelt fidelity to the tradition of fine Craftsmanship, Merritt Woodwork is America's unsurpassed provider of custom architectural woodwork, joinery, and furniture for elite residential, commercial, and marine environments.



## New Members

### Seeger, PC

Seeger, PC is a specialized litigation law practice serving construction, developer, surety, and government contractor clients in the Washington, D.C. and Mid-Atlantic region.

### Universal Builders Supply, Inc.

One of the largest scaffolding/hoisting/access/safety/protection companies in the world, UBS has been serving the construction industry with distinction since 1931. Known for innovative engineering, designs and state of the art inventories of high speed hoists, aluminum access equipment and the latest patented access and protection systems, UBS has been called upon to participate in some of the most prestigious and challenging projects in the world.

## New Representatives

### AHA Consulting Engineers

1050 17<sup>th</sup> Street NW  
Suite 600  
Washington, D.C. 20036-5517  
p. 202-776-7188  
www.aha-engineers.com

#### Rob Courson

rob\_courson@aha-engineers.com

### Black & Veatch Corporation

1300 17<sup>th</sup> Street North  
Suite 1010  
Arlington, VA 22209  
p. 703-243-0938

#### Nicki Davis

davisn@bv.com

#### Benjamin Eldridge

eldridgeb@bv.com

#### Daniel Sink

sinkd@bv.com

#### Patrick Burns

burnsp@bv.com

### Capital Tristate

8511 Pepco Place  
Upper Marlboro, MD 20772-2500  
p. 301-909-6500  
f. 301-735-8051  
www.capitaltristate.com

#### Jordan Laycook

Jordan.laycook@capitaltristate.com

#### Ed Hutchinson

ed.hutchinson@capitaltristate.com

#### Roy Wallace

roy.wallace@capitaltristate.com

#### Jim White

jim.white@capitaltristate.com

**THE JBG COMPANIES**

CREATING AND PRESERVING  
INVESTOR VALUE  
FOR MORE THAN 50 YEARS

JBG.COM

**The SK&A Group**  
Providing superior structural consulting engineering services for 52 years.

Structural Design | Restoration & Renovation of Existing Structures | Structural Investigations | Construction Monitoring & Testing

**SK&A Structural Engineers, PLLC**  
1155 Connecticut Avenue, NW, Suite 800  
Washington, DC 20036 | (202) 659-2520

**Smislova, Kehnemui & Associates, P.A.**  
12505 Park Potomac Avenue, Suite 200  
Potomac, MD 20854 | (301) 881-1441

**Eastern Testing & Inspection Corp.**  
12505 Park Potomac Avenue, Suite 200  
Potomac, MD 20854 | (301) 881-8313

www.skaengineers.com

## Clark Construction Group, LLC

7500 Old Georgetown Road  
Bethesda, MD 20814-6133  
p. 301-272-8100

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

### Dave Mehbaum

[dave.mehlbaum@clarkconstruction.com](mailto:dave.mehlbaum@clarkconstruction.com)

### Andrew Clarke

[Andrew.clarke@clarkconstruction.com](mailto:Andrew.clarke@clarkconstruction.com)

### Jessica Hibbert

[jessica.hibbert@clarkconstruction.com](mailto:jessica.hibbert@clarkconstruction.com)

### Cecilia Newman

[Cecilia.newman@clarkconstruction.com](mailto:Cecilia.newman@clarkconstruction.com)

### Ben Eitan

[ben.eitan@clarkconstruction.com](mailto:ben.eitan@clarkconstruction.com)

### Bill Bartling

[bill.bartling@clarkconstruction.com](mailto:bill.bartling@clarkconstruction.com)

## Clune Construction

1521 Westbranch Drive  
McLean, VA 22102-3204

p. 703-962-1814

f. 703-962-1570

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

### Eric Dooley

[edooley@clunegc.com](mailto:edooley@clunegc.com)

### Conor Brandavist

[cbrandavist@clunegc.com](mailto:cbrandavist@clunegc.com)

### Kevin Daniels

[kdaniels@clunegc.com](mailto:kdaniels@clunegc.com)

### Jeremy Jewart

[jjewart@clunegc.com](mailto:jjewart@clunegc.com)

### Melissa Smith

[msmith@clunegc.com](mailto:msmith@clunegc.com)

## H&A Architects & Engineers

4880 Sadler Road

Suite 300

Glen Allen, VA 23060-6150

p. 804-285-4171

f. 804-217-8520

[www.ha-inc.com](http://www.ha-inc.com)

### Larry Willis

[l.willis@ha-inc.com](mailto:l.willis@ha-inc.com)

## Hensel Phelps Construction Co.

4437 Brookfield Corporate Drive  
Suite 207

Chantilly, VA 20151-2122

p. 703-828-3200

f. 703-802-1580

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

### Mike Choutka

[mchoutka@henselphelps.com](mailto:mchoutka@henselphelps.com)

## Hill International, Inc.

1225 I Street NW

Suite 601

Washington, D.C. 20005

p. 202-408-3008

f. 202-406-3058

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

### Jesse Rivas

[jesserivas@hillintl.com](mailto:jesserivas@hillintl.com)

## ISEC, Inc.

9305 Gerwig Lane

Suite M

Columbia, MD 21046-2904

p. 410-381-6049

f. 410-381-6812

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

### Bill Grothmann

[wagrothmann@isecinc.com](mailto:wagrothmann@isecinc.com)

## James G. Davis Construction Corporation

12530 Parklawn Drive

Rockville, MD 20852-1740

p. 301-881-2990

f. 301-468-3918

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

### Tim Butler

[tbutler@davisconstruction.com](mailto:tbutler@davisconstruction.com)

### Mark Ruiz

[mruiz@davisconstruction.com](mailto:mruiz@davisconstruction.com)

### Natalie Bryner

[nbryner@davisconstruction.com](mailto:nbryner@davisconstruction.com)

### Jon Ellen

[jellen@davisconstruction.com](mailto:jellen@davisconstruction.com)

### Andrew Cook

[acook@davisconstruction.com](mailto:acook@davisconstruction.com)

### Emily Kanner

[ekanner@davisconstruction.com](mailto:ekanner@davisconstruction.com)

### Greg Ghent

[gghent@davisconstruction.com](mailto:gghent@davisconstruction.com)

### Giacomo Goyzueta

[ggoyzueta@davisconstruction.com](mailto:ggoyzueta@davisconstruction.com)

### Steve Ghent

[sghent@davisconstruction.com](mailto:sghent@davisconstruction.com)

### Steve Phillips

[sphillips@davisconstruction.com](mailto:sphillips@davisconstruction.com)

## KONE, Inc.

4420 Lottsford Vista Road

Lanham, MD 20706-4851

p. 301-459-8660

f. 301-459-8666

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

### Tim LaLonde

[tim.lalonde@kone.com](mailto:tim.lalonde@kone.com)

### Nick Alexander

[Nicholas.alexander@kone.com](mailto:Nicholas.alexander@kone.com)

## National Fire Protection, LLC

515 Dover Road

Rockville, MD 20850-1388

p. 301-340-6500

f. 301-309-1284

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

### Nick Culotta

[nculotta@natlfire.com](mailto:nculotta@natlfire.com)

### Anthony Innocenti

[tinnocenti@natlfire.com](mailto:tinnocenti@natlfire.com)

### James Walter

[jwalter@natlfire.com](mailto:jwalter@natlfire.com)

## Recycled Aggregates, LLC

1721 South Capitol Street SW

Washington, D.C. 20003-3517

p. 301-336-6700

f. 301-499-9400

[www.re-agg.com](http://www.re-agg.com)

### Mike Glidden

[mglidden@re-agg.com](mailto:mglidden@re-agg.com)

### Mike Burke

[mburke@re-agg.com](mailto:mburke@re-agg.com)

### Tom Sutton

[tsutton@re-agg.com](mailto:tsutton@re-agg.com)

## Ruppert Landscape, Inc.

23601 Laytonsville Road

Laytonsville, MD 20882-2525

p. 301-414-0022

f. 301-414-0422

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

### Angela Howes

[ahowes@ruppertcompanies.com](mailto:ahowes@ruppertcompanies.com)

## Siemens Industry, Inc.

6435 Virginia Manor Road

Beltsville, MD 20705-1244

p. 301-837-2600

f. 301-206-2141

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

### Tony Pompa

[tony.pompa@siemens.com](mailto:tony.pompa@siemens.com)

### Brian Judd

[brian.judd@siemens.com](mailto:brian.judd@siemens.com)

### Brad Turgeon

[brad.turgeon@siemens.com](mailto:brad.turgeon@siemens.com)

### Mike Piotrowski

[mike.piotrowski@siemens.com](mailto:mike.piotrowski@siemens.com)

## SIGAL Construction Corporation

2231 Crystal Drive

Suite 200

Arlington, VA 22202-3718

p. 703-302-1500

f. 703-302-1520

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

### Paul Vayo

[pvayo@sigal.com](mailto:pvayo@sigal.com)



### **Sterling Mirror and Glass**

4375 Nicole Drive  
Lanham, MD 20706-4349  
p. 301-918-2600  
f. 301-918-3534  
www.sterlingmirror.com  
**Christopher Maier**  
chris@sterlingmirror.com

### **Turner Construction Company**

1110 Vermont Avenue NW  
Suite 200  
Washington, D.C. 20005-3563  
p. 202-789-0770  
f. 202-898-2531  
www.turnerconstruction.com

#### **Craig Kennedy**

ckennedy@tcco.com

#### **Mike Whearty**

mwhearty@tcco.com

#### **Duane Brunot**

dbrunot@tcco.com

#### **Mark McKenna**

mmckenna@tcco.com

#### **Kim Kessler**

kkessler@tbius.com

### **WDG Architecture, PLLC**

1025 Connecticut Avenue NW  
Suite 300  
Washington, D.C. 20036-5411  
p. 202-857-8300  
f. 202-463-2198  
www.wdgarch.com

#### **Mark Keen**

mkeen@wdgarch.com



## THE PRACTICE OF SOLUTIONS

When all you have is a hammer, every problem looks like a nail. That's the trouble with many law firms — a one-size-fits-all approach that doesn't take the client's business into account. But at **Asmar, Schor & McKenna**, we're "big toolbox" people, specialists in smart ideas and effective solutions from project development through delivery.

Visit us at [www.asm-law.com](http://www.asm-law.com) to learn more about our attorneys and qualifications, our decades of industry experience, and our services in all areas of construction law, government contracts, commercial real estate transactions and commercial leasing.



ASMAR | SCHOR  
MCKENNA

202-244-4264

[www.asm-law.com](http://www.asm-law.com)

5335 Wisconsin Avenue, NW | Suite 400  
Washington, D.C. 20015

# WBC Calendar & Advertising Information

## Events Calendar

### February

- **February 16**, 10:00 a.m.–12:00 p.m.  
Food & Friends  
219 Riggs Road, NE, Washington, DC
- **February 20**, 5:30–7:30 p.m.  
Hammerheads Networking  
Continental Pool Lounge, Arlington, VA
- **February 27**, 5:30–8:00 p.m.  
Developer Panel  
Marriott Metro Center, Washington, DC

### March

- **March 16**, 10:00 a.m.–12:00 p.m.  
Food & Friends  
219 Riggs Road, NE, Washington, DC
- **March 22**,  
Craftsmanship Awards Banquet  
Marriott Wardman Park Hotel  
Washington, DC

### April

- **April 20**, 10:00 a.m.–12:00 p.m.  
Food & Friends  
219 Riggs Road, NE, Washington, DC

### May

- **May 18**, 10:00 a.m.–12:00 p.m.  
Food & Friends  
219 Riggs Road, NE, Washington, DC

## 2013 Editorial Calendar

The **Bulletin** covers issues of importance to the building industry, news about WBC members and information about upcoming events. The topics listed below will be covered as feature articles in upcoming issues of the **Bulletin**. Persons interested in contributing information or advertising should contact WBC before the third week of the month preceding the issue. The **Bulletin** is published ten times a year by WBC. To place an ad, submit material or for more information call **(202) 292-5922**.

### Dec/Jan

Members Giving Back

### Feb/Mar

Sustainability

### Apr/May

Craftsmanship Awards

### Jun/Jul

Rebuilding Together

### Aug/Sep

TBD

More information to come

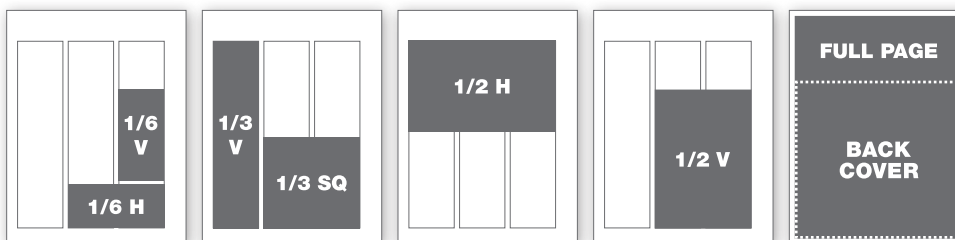
## Ad Rates

	1 time	5 times	10 times
<b>Member Rates:</b>			
<b>Black and White</b>			
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
<b>Color</b>			
Inside Front Cover	\$730	\$590	\$480
Inside Back Cover	\$730	\$590	\$480
Back Cover	\$830	\$670	\$540

	1 time	5 times	10 times
<b>Non-member Rates:</b>			
<b>Black and White</b>			
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
<b>Color</b>			
Inside Front Cover	\$986	\$797	\$648
Inside Back Cover	\$986	\$797	\$648
Back Cover	\$1,121	\$905	\$729

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

## Ad Sizes



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
Back Cover	8.0" w x 7.5" h
Full-page	8.25" w x 10.75" h
Full-page + bleed	8.5" w x 11" h +1.25" bleed