

Bulletin

The Official Publication of the Washington Building Congress | February 2010

Inside ▶

Industry Report.....	2
Green Building Issues.....	5
Small Business Needs.....	6
Twinbrook Redevelopment.....	7
Member Projects.....	13
New Members.....	16
WBC Calendar.....	20

Retrofitting Washington's Suburbs

JBG Tackles Twinbrook



THE INDUSTRY HAS ITS UPS AND DOWNS.

WE JUST MAKE SURE WE KNOW THE INS AND OUTS.

— *Managing your Workers' Compensation claims is our passion.* —



Insurance Services, Inc.

703-359-5910

www.preferins.com

Workers' Compensation, Commercial Automobile, Property,
General Liability, Umbrella, Group Benefits and Bonding.
Risk managers for more than 250 contractors.



Bulletin

February 2010

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.

CHAIRMAN OF THE BOARD

Jonathan Kurtis, Boston Properties

CHAIRMAN-ELECT

Chuck Asmar, Asmar, Schor & McKenna, PLLC

VICE CHAIRMEN

Jim Klein, The JBG Companies

Paul Mella, Dynalectric Company

Steve Richbourg, HITT Contracting Inc.

TREASURER

Joel Zingesser, Grunley Construction Company, Inc.

SECRETARY

Tamara McNulty, Duane Morris LLP

PAST CHAIRMAN

Paul Varela, Watt, Tieder, Hoffar & Fitzgerald, LLP

DIRECTORS

John Barron, Foulger-Pratt Contracting, Inc.

Dan Buckley, Flippo Construction Co., Inc.

Lynne Coville, Boston Properties

Carl Hirrlinger, James G. Davis Construction Corp.

Karen Roberts, Forrester Construction Company

Steve Smithgall, Balfour Beatty Construction

Dave Tacchetti, Clark Construction Group, LLC

Mike Leavitt, Project Sight, LL

Joe Schall, PEPCO

PRESIDENT & CEO

Steven J. Kenton, CAE

ASSOCIATE DIRECTOR

Rita F. Reis

EDITOR/DESIGNER

David Irish / Frank Sheehan, 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 2010. All rights reserved.



Washington Building Congress

16201 St., NW, Ste. 810
Washington, DC 20006
T: (202) 293-5922 | F: (202) 429-1922
www.wbcnet.org

Chairman's Letter

Dear Members and Colleagues:



The Washington Building Congress is going strong. Participation and involvement are at record levels and we achieved an impressive 87% member retention rate this year. To date we also have 19 new company members along with 75 new additional reps. The Membership Services Committee, led by Chair Scott Mucci (Forrester Construction Company), Vice-Chair Brett Snyder (P&P Contractors), and Board liaison Karen Roberts (Forrester Construction Company), deserves special recognition for this impressive achievement in a difficult environment.

Since the beginning of 2010 we have held a Board of Governors meeting, Craftsmanship Judging, Winter Networking, two Small Business Seminars, Hammerheads @ Lucky Strike, Star Awards Judging, and the Hall of Fame video session. Coming up in March is the 5th annual St. Patrick's Membership Party and the 54th annual Craftsmanship Awards Banquet. Attendance and participation keep growing and our association is positioned for another great year.

I would like to mention the fantastic January edition of the *Bulletin* focusing on members giving back to the community. What a great story to tell! This was such a success that we have decided to make this an annual issue each year. This was a winning collaborative effort between the Community Services and Marketing & Communications Committees. Thanks go to all the committee members from both groups, Community Services Chair Anne Marie Tombros (Vango, LLC) and Vice-Chair Winona Leaman (GPI/Greenman-Pederson), along with Marketing & Communications Co-Chairs Louise Boulton Lear (Davis Construction Corporation) and Katie Garrett (David M. Schwarz Architects).

The Program & Education Committee held the second of a three part small business seminar series on February 23 at the office Dune Morris in the District. This informative session focused on teaming agreements and mentor/protégé programs and featured panelists Tamara McNulty (Duane Morris) and Sarah Graves (Husch Blackwell Sanders). Part three is scheduled for April 7 and will cover payment rights and claims avoidance. Thanks again to the Program and Education Committee, Chair Jim Coleman (Watt, Tieder, Hoffar & Fitzgerald), Vice-Chair Mike Miskelly (Froehling and Robertson) and Board liaison Joe Schall (Pepco) for the great team effort.

The spectacular WBC Craftsmanship Awards Banquet is coming up soon on Friday, March 26. This year we will be personally recognizing over 380 individual craftsmen for their valuable contributions to our industry. We received 314 entries this year, of which 78 received Craftsmanship Awards. Out of these 78 winners, the eight "best of the best" entries were nominated for Star Awards. Three Star Award winners will be announced at the end of the awards banquet. We will also be inducting five new members into the Craftsmen Hall of Fame. Please join us for the 2010 Craftsmanship Awards banquet on March 26 at the Marriott Wardman Park Hotel.

Thank you to the Craftsmanship Awards Committee, Chair Mike Shoemaker (IBEW Local 26), Vice-Chair Allen Slaughter (Dynalectric Company), and Board liaison Lynne Coville (Boston Properties) for another great event. We sincerely appreciate everyone's strong support this year as we celebrate our craftsmen and their "Standard of Excellence for a New Beginning."

I look forward to seeing you at an upcoming WBC program or event. Thank you for your active participation and ongoing support of our great association!

Best regards,

Jonathan Kurtis
WBC Chairman of the Board

Special Thanks to Our
2009 Corporate Sponsor



FOULGER-PRATT

Industry Report

PSI Welcomes Zobel

PSI, a WBC member welcomes Robert Zobel, PhD, PE as a new project engineer in their Herndon, VA operations office. Zobel earned his Bachelor of Science and Master of Science in Civil Engineering from the University of Florida and his Doctorate in Civil Engineering from the University of Texas.

HKS Promotions

HKS, Inc., a top-four architectural firm and WBC member, promoted Shannon Kraus, AIA, ACHA, LEED AP, to associate principal/senior vice president and Jonathan Borrell, AIA, was promoted to vice president.



Shannon Kraus

Jonathan Borrell

GPI / Greenman-Pedersen, Inc.



David Thibodeau

WBC member, GPI / Greenman-Pedersen, Inc. is pleased to announce the addition of David Thibodeau, PE, LEED AP BD+C.

Thibodeau is a senior mechanical engineer and project manager responsible for commercial and government projects including those with LEED ratings. Thibodeau has extensive knowledge of energy modeling and system optimization. Thibodeau received his Bachelors Degree in Mechanical Engineering from Virginia Polytechnic and State University in Blacksburg, VA.

Skanska USA Taps Bill Lemley, Kelly Wallace

Skanska USA, a WBC member, announced that its building business unit, which is a leading provider of construction management, preconstruction, and design-build services, has recently hired Bill Lemley as senior superintendent and Kelly Wallace as general superintendent in the company's Rockville office, serving clients in the Greater Washington, DC, Baltimore and Northern Virginia areas.



Bill Lemley

In his new role at Skanska, Lemley will apply 32 years of industry experience that includes overseeing more than 30 projects in government, commercial, higher education, and K-12 sectors. He will be responsible for all onsite activities and will supervise, sequence, coordinate, and monitor all work for adherence to the project performance criteria. He will also manage the efforts of subcontractor field staff and promote and enforce jobsite safety, cleanliness and security. Prior to joining Skanska, Lemley served as the senior field coordinator for Opus East.



Kelly Wallace

Wallace's 22 years of industry experience includes providing senior level direction and supervision for the planning and execution of multimillion-dollar projects ranging from \$10 million to \$490 million for government and private-sector clients. He will be a member of the building team at the recently acquired parcel known as 10th and G located at 733 10th Street in Washington, DC 10th and G is self-financed by Skanska's commercial development business unit and work is underway. Wallace, who is a designated safety trained supervisor, previously served as vice president for Clark Construction, L.L.C. He

received his Bachelor of Science in building construction from Texas A&M University.

HITT Contracting Inc. Promotes 11 Employees

WBC member, HITT Contracting Inc. has promoted 11 employees in the Falls Church office to the titles of project manager, senior project manager, vice president, senior vice president, and senior superintendent.



Jim Landefeld

Senior Vice President, Jim Landefeld joined HITT Contracting in 1999 and has more than 32 years of experience in the construction industry. Landefeld spearheaded the construction of HITT's current headquarters at 2900 Fairview Park in Falls Church, VA. He provided expert administration through every phase of the project, from working drawings to furniture installation. In his new role as senior vice president, he will continue to work directly with HITT ownership to provide executive leadership for the company's future business direction. He will maintain his role as director of HITT Major Projects, focusing on large-scale turnkey projects for single-tenant occupants from government facilities to hospitals and headquarter office buildings.



Cliff Chow

Vice President, Clifford J. Chow joined HITT Contracting in 1998 and has more than 19 years of experience in the construction industry. Chow specializes in high-end corporate interior projects and has worked with some of HITT's most recognizable corporate clients as a national account manager. In his new role as vice president, he will work directly with HITT ownership to provide executive

leadership for the company's future business direction. Chow will also play a key role in the definition of HITT Contracting's corporate culture and will continue to provide overall guidance and supervision to HITT's Corporate Interiors project teams. As HITT's largest market sector, Corporate Interiors provides dedicated teams focused on delivering commercial spaces ranging in size from a single office renovation to complete tenant / owner build-outs.



Kim Roy

Vice President, Kimberly Roy joined HITT Contracting in 1999 and has more than 14 years of experience in the construction industry. In 2009, Roy was named one of *Building Design + Construction Magazine's* Top "40 Under 40" for her contributions to the A/E/C industry. She has delivered more than \$375 million of construction work ranging from complex office buildings and parking garages to new hotels and corporate headquarters. In her new role as vice president, Roy will work directly with HITT ownership to provide executive leadership for the company's future business direction as well as continuously advocate for women in the A/E/C industry. She will also continue to provide executive oversight for the completion of complex construction projects for the hospitality, healthcare, government, and corporate office sectors.

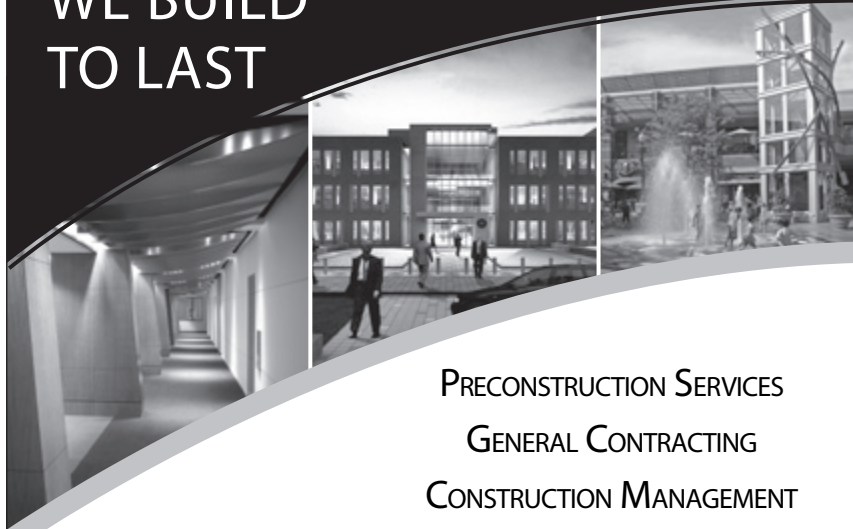


Steve Schoenefeldt

Senior Project Manager, Stephen J. Schoenefeldt joined HITT Contracting in 1996 and has more than 17 years of experience in the construction industry. Schoenefeldt has experience working on construction projects for various market sectors from corporate and high-end law firm clients to large-scale government and

Great Buildings | High Quality Interiors | Successful Projects | Enduring Relationships

WE BUILD TO LAST



PRECONSTRUCTION SERVICES
GENERAL CONTRACTING
CONSTRUCTION MANAGEMENT
DESIGN BUILD

240-499-9600
foulgerpratt.com



For more than 30 years and 400+ clients, we have kept the legal side of your industry in perspective while you soar to new heights.

We are WTHF.

BUILDING SOLUTIONS

Ranked #1 Construction Law Firm in the United States in 2009 by Chambers USA, the Legal 500 US and Best Lawyers in America



WATT, TIEDER, HOFFAR & FITZGERALD, L.L.P.®

Washington, DC Metro | Irvine, CA | Las Vegas, NV | San Francisco, CA | Munich, Germany
www.wthf.com

Domestic Construction
Government Contracts
International Construction
Suretyship
Real Estate

Industry Report

educational facilities. He was also previously a member of HITT's Safety Department. In his new role as senior project manager for HITT's Technology sector, Schoenefeldt will continue to draw upon his diverse experience to provide comprehensive project oversight ranging from estimating and scheduling to management and quality control. The HITT Technology group facilitates speed to market, hyper tracked projects for a variety of mission-critical facilities, including data centers, call centers, telecom switch sites, NOC, LAN, broadcast centers and trading rooms.

Other promotions at HITT include:

Senior Superintendent

- John Carter
- Vaughn C. Ledford
- Mario Maldonado, III
- James W. Nirich

Project Manager

- Brian S. Lantz
- Matthew E. Manders
- Luis Sirotzky, Jr.

President Obama Visits JATC Electrical Training Facility

The Washington, DC Joint Apprenticeship & Training Committee (JATC) received a visit from President Obama on February 16th. The President toured the state-of-the-art electrical training facility in Lanham, MD and gave remarks about clean energy, announcing \$8.3 billion loan to build a nuclear power plant in Georgia.

The JATC provides training to electricians in the Washington, DC metropolitan and surrounding areas. It offers accredited three and five year programs where apprentices receive classroom and on-the-job training in electrical construction including an extensive alternative energy curriculum.

Accompanied by International Brotherhood of Electrical Workers (IBEW) Local 26 Business Manager Chuck Graham; President Obama and Secretary of Energy, Dr. Steven Chu took a 30-minute tour of the electrical



President Obama tours the JATC training facility in Lanham, Md.

training facility. They viewed the AutoCAD, motor control, programmable logic controllers (PLC) and life safety labs while JATC instructors demonstrated how each area works and as well as how technology can conserve energy. In the PLC lab, assistant JATC director, Ralph Neidert showed the President how variable frequency drives and power quality meters save the facility thousands of dollars on their energy bills. Rhett Roe, assistant JATC director made President Obama's day when he encouraged him to set off the fire alarm in the life safety lab.

"I was just mentioning that I got a chance to pull the first fire alarm since I was in junior high. And I didn't get in trouble for it," President Obama said later.

Sean Myers, director of special projects at the JATC and Kevin Burton, JATC instructor demonstrated the motor control and AutoCAD equipment. All of the instructors appreciated President Obama's comment that they were "right there" with Secretary Chu during the technical discussions.



During his remarks, the President noted, "This is an extraordinarily impressive facility, where workers are instructed on everything from the installation of sophisticated energy hardware and software to the basics of current and resistance. We need to look no further than the workers and apprentices who are standing behind me to see the future that's possible when it comes to clean energy."

JATC apprentices earn family sustaining wages for the classroom and on-the-job training and graduate with real industry experience and recognized credentials at no cost to the student. The JATC is sponsored by the Washington, DC Chapter of National

Continued from p. 17

Issues in Green Building and Construction

by Daniel Kwon, P.E., LEED AP

As the impact from the recent economic downturn continues into 2010, the construction market has continued to contract and become more competitive. However, one sector of the construction market is showing continued growth. Green building has grown from being a negligible part of the overall construction market a decade ago, to 10% of construction today, and is forecast to grow to comprise up to a quarter of the overall construction market by the middle of the next decade.¹

Measurements of green building are difficult to quantify, but several different sources of information point to a large and growing influence of green and sustainability measures. As of December 2009, 91 buildings in the District of Columbia alone have achieved at least some level of LEED certification, one of the most common measures of green building.² The push for green building in general has come from all areas of the building industry, with owners as diverse as the General Services Administration, United States Navy, and Marriott International all having implemented green building programs that can include minimum LEED certification standards for new construction. Green building has also received an unprecedented push from the Recovery and Reinvestment Act of 2009 (better known as the stimulus package). Substantial amounts of the stimulus funding have been targeted towards energy efficiency and green/sustainable construction. The impact of these measures has been especially pronounced in the Washington D.C. metro area due to the influential role of government spending on the local construction market.

Due to the recent growth in the use of sustainability concepts in construction, many of the risks are not yet fully understood. Construction as an industry has evolved over time such that the allocation of risk between parties has been long established. However, the risks associated with green building are new and as a result, commonly accepted standards of practice have not yet emerged. What follows is a high-level overview of some emerging risks that parties should fully appreciate when considering involvement in green building projects:

Cost / schedule overruns. Delivering a project on time and within budget are always at the heart of any construction project. Green building requirements can introduce additional uncertainties into the execution of a project, depending on the particular aspects of the construction that are green. Examples can include additional time, coordination, and costs for green roofs, water reclamation systems, and other specialty systems. The enhanced commissioning processes associated with energy efficient build-

ing designs are also likely to require additional time to complete. Even relatively unsophisticated green buildings can have materials that are more expensive and that take longer to procure and install.

Building performance. Many green building products have been rushed to market. Only time will tell if they all live up to their advertised performance expectations. In addition to long-term uncertainties associated with material performance, unexpected consequences at the design level also can be expected to occur. Expected energy or water savings may not materialize, leading to disputes over who is responsible for additional building operation costs. Designs intended to increase daylight to interior spaces may result in claims of glare and headaches, and lower overall worker productivity. Green roofs or skylights may lead to water intrusion issues during building occupancy.

In addition to building defect issues, most certifications such as LEED are handled by third-party agencies independent of the owner or contractor. In certain situations, tax incentives (or penalties) can be dependent upon award of these certifications, a situation likely to lead to disputes should these certifications be ultimately denied.

Selection of qualified contractors and materials. Due to the relatively new nature of green building, selection of key contractors and designers will be difficult. Until the green building becomes commonplace, experience levels among project participants is likely to vary widely. The more experience that each project participant can bring to the project, the less likely it will be that problems like the ones discussed above will materialize.

The growing incorporation of sustainability is one of the biggest impacts on the construction process in the last decade. The popularity of green certification programs has continued to grow, and an increasing number of municipalities have mandated minimum levels of building performance or certification. It is not out of the question for these certifications to continue to grow so widespread that they will ultimately become officially adopted on a nationwide scale. The sooner contractors and owners become accustomed to building green, the more competitive they will be in the construction marketplace. **B**



Daniel W. Kwon is a Senior Associate in Exponent's Construction Consulting practice, where he specializes in the preparation of schedule related change orders and claims. His projects include serving as an on-site scheduler, damages analysis, and claim preparation for numerous types of commercial and heavy civil projects. In addition to his schedule and damages work, Mr. Kwon also

has significant experience in residential construction estimating. He has also performed engineering audits for a major public utility, and has participated in the scheduling and scope analysis of several process plant fire rebuild projects. Mr. Kwon is a registered Professional Engineer, and a Leadership in Energy and Environmental Design Accredited Professional (LEED AP).

1 United States Green Building Council, "Green Building Facts."
2 <http://www.usgbc.org/LEED/Project/CertifiedProjectList.aspx>

Marketing and Communications Committee

Small Business Needs

by Michelle Honey, FAIA

Thought addressing “Small Business Needs” would be -- simple, straightforward, and rather easy, however since so much information exists to support small businesses many of those in need have difficulty determining what’s right or best for them! Outlining business opportunities and identifying resources may improve the way for those developing their small businesses as well as recognizing the ‘time is now!’ Bridget Bean, Director of the Small Business Administration’s Washington Office energizes small businesses and shares the philosophy --“success is all about being focused.” She adds “always think of your next success and plan for it!” Here’s the plan.

Business Opportunities

Government agencies (at the federal level) use government contractors to secure a wide variety of services--from design to construction by soliciting federal government bid opportunities. Opportunities exist for businesses who are trying to find federal agencies that buy what they sell. The real challenge is finding federal bid opportunities that apply; in doing so it is necessary to determine how to prepare a strong or convincing solicitation response.

Research by the Army Corps of Engineers suggests it takes approximately 18 months for small businesses to land their first contract. Another way to achieve a ‘win’ is to consider partnering. Where should a small business look to find a partner—a subcontractor or prime? Firms can search FedBizOpps for new solicitations and query potential partners through networking options or track firms that have won contracts and may be looking for subs. At the same time recognize large firms typically reach out to develop mentoring, teaming, and/or partnering relationships to strengthen their responses and meet the requirements of the solicitations by the inclusion of small businesses. Small businesses consists of small businesses owned and controlled by service disabled veterans; qualified HUBZone small businesses; small business owned and controlled by socially and economically disadvantaged individuals; and small businesses owned and controlled by women --all can position themselves well to succeed in this market.

Resources

Concurrently, federal projects require set-aside goals for small businesses with agencies often challenged to identify small businesses to meet contracting obligations. Do your homework. Understand procurement requirements and recognize there are agencies and associations to help you both online and in person.

As an example, the General Services Administration (GSA) promotes the procurement of goods and services for the government and is mandated by law to encourage the participation of small, small disadvantaged, women-owned

small, HUBZone small, veteran-owned small and service-disabled veteran-owned small businesses in its procurement programs. The responsibility for helping to meet this goal is centered in several small business offices (the Office of Small Business Utilization, its Regional Small Business Utilization Centers (SBUCs) and the Small Business Technical Advisors (SBTAs). The Office of Small Business Utilization (OSBU) is located in Washington, DC, and has nationwide responsibility for GSA’s small business programs. The OSBU also has Regional Small Business Utilization Center (SBUC) representatives in 12 locations throughout the US with a mission to provide access to opportunities for small, minority-owned, women-owned, HUBZone, veteran-owned and service-disabled veteran-owned small business owners. According to its website, the OSBU helps develop small business opportunities and provides liaison services on small business matters between GSA, Congress, the Small Business Administration (SBA) and other federal agencies. See their homepage for events and networking opportunities.

The SBA first released its small business scorecard in 2007 with the same tips still true today. SBA recommends targeting agencies that regularly fall short of small business contracting goals as a great way to increase government business. Before you start, make sure to:

- Register your business at www.CCR.gov and with the SBA.
- Secure certifications such as 8(a) or Service-Disabled Veteran-Owned Business.
- Collect references for selected past contracts
- Search contact information for decision makers at target agencies.

Small businesses that desire to do business with the US Army Corps of Engineers (ACoE) should visit their web site to learn about the missions and the types of services being procured. You can contact the Deputy for Small Business in your area to discuss your firm’s capabilities, interest and capacities to perform.

Even though stimulus funding for federal projects will soon be exhausted; public projects will continue to need small business services whereas private work remains less certain. Be prepared to move forward now!

Promote Your Business

Based on current market forecasts and trends, networking can promote your business. Economic forecasts and trends help direct markets to pursue and influence areas of potential business growth. With this said, develop strategic thinking by developing a company mission, business strategy, staff and resource organization to determine how to and with whom to position and market your business. Positioning includes prospective clients or agencies targeted and again mentors, partnerships or teaming opportunities developed. Refresh your business plan annually; remember to be patient, devote time and a commitment to the growth of your business and the development of new business opportunities.

Continued on p. 17



The Alaire at Twinbrook Station.

Sustainably Retrofitting Washington's Suburbs

JBG Tackles Twinbrook

by Anthony Greenberg and Jon Zubiller

Been to the Twinbrook neighborhood of Rockville recently? If you have, chances are you were taken aback by the pace, volume, and diversity of development activity underway in this once sleepy corner of suburban Maryland. A fully repositioned Hilton hotel and conference center, new apartments and retail delivering at the Twinbrook Metro, aging government labs repurposed as Class-A, sustainable offices, to say nothing of on-going City and County led planning and re-zoning efforts (Twinbrook straddles the City of Rockville/Montgomery County line)...all evidence of a suburban transformation that, in spite of recent market conditions, appears as steady as it is comprehensive.

Like so many of Washington's close-in suburbs, Twinbrook possesses tremendous development potential, but has been

plagued by the many problems typical to traditional suburban patterns of land-use. Despite high Area Median Income (AMI), public investment in mass transit, day and night-time populations, well-established and diverse residential communities, and a track record of retail success, the half-mile radius around the Twinbrook stop on Metro's Red Line, until recently, presented as a textbook case study in sprawl. Auto-dependent and highly congested, low density and lacking in visual interest, and unsafe and uninviting for pedestrians and cyclists, development in this area was unsustainable and, over the long run, unsupportable. All this is changing, and changing fast.

The changes now evident in the Twinbrook submarket are the first fruits of a concerted effort, begun well over a decade ago, to address both the symptoms of sprawl and its underlying causes at this transit-oriented location. The JBG Companies (JBG), a local real estate development, investment, and management firm has led this transformation, working closely with City and County officials, community groups, and transit agencies, and drawing on the expertise of top design, engineering and planning firms such as David M. Schwarz Architects (DMSAS), a nationally recognized architecture firm also based in Washington, DC.

With all eyes on accelerated climate change, climbing gas prices, unsustainable commuting times, and loss of community connections, suburban grayfields are development's new greenfields. However, unlocking the potential of these sites

Feature Article



Creating the place, the Masterplan for Twinbrook Station.

and overcoming persistent suburban conditions, mindsets, and regulations can try even the most seasoned developers. Strategies at Twinbrook employed by JBG and its design team (read “everything but the kitchen sink”), should hold some relevance for others as they too tackle suburban retrofits in the Washington area and beyond.

Overcoming Traditional Zoning

Historically, development in Rockville, as in other suburbs of Washington, was guided by traditional Euclidean zoning codes – segregation of land uses into distinct districts came standard, with further limitations then placed on development density within those districts. The strict application of these codes resulted in a series of disjointed, low-density single-use communities that forced residents and visitors to rely on personal vehicles for transportation. Additional auto-oriented policies – high parking ratios, wide ROWs designed to allow for travel at high speeds, and large required turning radii to name a few – only exacerbated the suburban sprawl-scape.

Much to their credit, elected officials and City and County planners have been working hard to undo this damage, through a series of comprehensive plan, neighborhood plan, zoning ordinance and building code revisions. While well-intentioned, planning theory’s “best practices” don’t always acknowledge the underlying economics or market realities that drive the practice of real estate development. Developer input in the re-planning process can be helpful in ensuring that new policies do in fact promote, rather than stymie suburban re-development.

A few years back, for example, when the City began to redraw its zoning requirements and move toward a form-based

code with the formation of the Representatives of Rockville Zoning Ordinance Review (RORZOR) committee, JBG and DMSAS collaborated to provide additional insight to the City about potential pitfalls in its draft ordinance, along with market perspectives on how best to use new zoning to reshape Rockville into a more sustainable, pedestrian-oriented, urban village.

Using the 1800 block of Rockville Pike, an existing JBG-owned, typical suburban retail strip center surrounded by surface parking, JBG and DMSAS created an illustrative case study to demonstrate likely re-development scenarios under the new draft ordinance. These scenarios highlighted how certain requirements as drafted, such as minimum public open space, proposed building heights and setbacks, recommended sidewalk widths, and elimination of on-street and retail teaser parking could paradoxically hamper the place creation they were intended to encourage, or even risk perpetuating the type of development already in place.

The case study also provided an alternative, comprehensive re-development scenario that maintained City goals, but allowed the developer sufficient flexibility to achieve the site’s highest and best use. It showed how creating a limited amount of on-street parking was necessary to attract and support ground floor retail uses, included appropriate sized sidewalks and open space, and provided height limits that were more in line with construction types and market-demanded ceiling heights. Ultimately, the adopted form-based code included many of the changes suggested by JBG and DMSAS. Rather than discouraging developers as rigid form-based codes can do, the new zoning will encourage (but guide) re-development – knowing this, JBG is working the 1800 block of Rockville Pike and other JBG controlled sites into the City approvals queue.

Re-Purposing Existing Building Stock

Given the arduous, lengthy approvals efforts that have become part and parcel of vertical development in the suburbs, the re-purposing of existing building stock is among the most effective ways to jump start an area’s re-development and revitalization. This is a sustainable strategy to boot – they say the greenest building is the one that’s already built, the embodied energy of building materials and the construction process contributing disproportionately to a building’s life cycle carbon footprint (to say nothing of the waste diverted from landfills by re-cycling and re-use).

Re-purposing has distinct challenges, as traditional suburban architecture and building forms often prove difficult to cost-effectively bring up to contemporary functional and aesthetic standards. When done well, selective re-purposing of existing structures can nevertheless contribute valuable momentum to a suburban retrofit, quickly bringing visual interest, new tenants/residents, and increased vitality to an area, and hastening arrival of a critical mass. In Twinbrook, JBG’s Element 12420 – the adaptive re-use of a 93,000 SF vacated government office and warehouse facility – is a prime example of successful re-purposing.

Delivered in January 2009, Element 12420 transformed every aspect of a 1960’s era building – its design (provided by



*Top: Element 12420
fully re-purposed.
Bottom: Element 12420
before re-purposing.*



DNC Architects and Gensler), its construction, and its performance. Element's industrial loft aesthetic maintained but elevated the character of the Twinbrook area, and was achieved with large divided curtain wall windows, exposed ductwork, detailed masonry, and high (12'-16') ceilings. The entire building was refurbished with energy efficient HVAC systems and windows, and elevators and bathrooms were fully modernized. 86% of construction debris was diverted from landfills through an innovative deconstruction and salvage plan – the building was pre-certified LEED-CS silver, but has submitted for Gold certification. Here, renovation was an opportunity to drastically reduce costs by reusing structure, reduce construction schedule and carrying costs, and quickly bring new Class-A space to market.

Creating the Place

Segregation of land uses in Twinbrook, as historically mandated by suburban zoning, long ago yielded several distinct, limited-time-of-day destinations with tenuous connections to one another: to the west, one- and two-story retail surrounded by surface parking lots line Rockville Pike; to the north, subdivisions of single family homes and garden apartments stretch to Viers Mill Road and into Montgomery County; across Twinbrook Parkway to the east, government offices and laboratories define the landscape; and to the south, light industrial and

flex warehouses dot Parklawn Drive as it turns sharply toward White Flint. The void at the center of these disparate uses... the Metro station itself, acres of surface parking lots encircling and impeding access to the Metro platforms. The result here as in so many other suburbs is an area with positive attributes and proud pockets of activity without a clear center of gravity—the whole somehow becoming less than the sum of its parts.

Filling the hole in this donut and creating the place here is Twinbrook Station – a joint venture between JBG and the Washington Metropolitan Area Transit Authority (WMATA) to transform over 26 acres of existing commuter parking lots into a 2.2 million square foot, vibrant mixed-use community. A multi-phased project, Twinbrook Station is an ambitious project that hopes to re-define the entire submarket. At full build-out, Twinbrook Station will include 1,595 apartments and condominiums, 220,000 square feet of ground-floor retail, a new park, and The Mark at Twinbrook Station, a 325,000 square foot Class-A office building designed by DMSAS.

Feature Article

Twinbrook Station will connect and anchor the sprawling and segregated uses that currently surround the Metro station, and will provide the area with new, quality architecture, a robust public art program, usable open space, and active streetscapes (including a new main street) – the focus and energy needed in the heart of Twinbrook. With its first phase, The Alaire, delivering this spring, the project is well on its way to helping define the “there” there. The Alaire broke ground in 2008 and over the coming months will bring to the area 279 luxury apartments and approximately 15,500 square feet of neighborhood amenity retail (including a branch of Chevy Chase Bank, a salon, and quick casual restaurants).

Increasing Visual Interest

When given the opportunity to re-develop a large suburban area, a typical response by developers has been to build out sites cheaply and quickly in hopes of maximizing return. Subdividing large sites into small parcels and pad sites for individual development, repeating off-the-shelf designs with little regard to planned use, and building one or two story buildings with inexpensive materials and limited (if any) detail or visual interest is standard operating procedure. The result of which for years could be seen every day in and around Twinbrook as one traveled along Rockville Pike, or to typical area shopping centers. Historically, these monolithic and drab suburban buildings rely on massive signs and bright lights to provide visual interest, and to orient and direct users. In creating these quickly built suburban centers, all too many developers forget that towns and cities are built and rebuilt over time. It is this fabric of facades, created in different cultural contexts and by many designs and designers, which makes the “place” believable.

Perceiving these potential pitfalls, and with an eye toward avoiding them, JBG has enlisted the services of not just one architect for its work in and around Twinbrook, but of a number of well-respected architecture and landscape firms – each with its own area of expertise, its own design vocabulary, and its own architectural vernacular. To be sure, DMSAS has worked on several of JBG’s plans and building designs for the area, but so too have Torti Gallas and Partners who have provided smart, New Urbanist neighborhood plans, DNC Architects for office and lab designs, Grimm + Parker Architects and The Preston Partnership for multifamily residential work, AECOM/EDAW for streetscape and landscape designs, and MV+A Architects, who are retail specialists, to create an attractive and active ground floor retail plane throughout JBG’s area projects. Utilizing the strengths of each firm, JBG has set the stage for a successful, organic and authentic re-development of the area.

Enhancing Walkability and Access to Transit

Enhancing walkability and improving access to transit are also critical variables in the place creation equation, and necessary components of any successful suburban retrofit. Suburban streetscapes tend to be built for the automobile,



Improving Access to Transit, the Mark at Twinbrook Station.



creating a barren, unsafe and uninviting space for pedestrians and cyclists. Pedestrian access to transit hubs too is often less than optimal – fenced parking facilities forcing unattractive and indirect walking routes. At Twinbrook Station and other area projects, JBG and its design teams have focused on addressing these conditions, through intricately designed “complete” streets (where new streets are being constructed), that provide ground floor retail with outdoor seating, ample articulation of and fenestration in building facades, tree-lined, paver sidewalks of appropriate widths, improved lighting, and balanced street dimensions to building height ratios.

Access to transit is also a key element, and Twinbrook Station is creating seamless access to Twinbrook’s Metro platforms, which see over 1000 daily transit trips. For example, when designing The Mark, Twinbrook Station’s Class-A office building sited immediately adjacent to the Twinbrook Metro’s west entrance, JBG and DMSAS worked together to transform necessity into amenity, through the re-design of the existing metro entrance and bus drop-off loop into a pedestrian plaza activated by the mix of ground floor retail and upper level office uses that surround the space. By so addressing both the upgraded Metro plaza and Chapman Avenue, The Mark reorients the pedestrian to and from street and metro, reinvigorating a once barren space.



Enhancing Walkability, the Mark at Twinbrook Station.

More broadly, by bringing neighborhood streets into the project, and running high-quality sidewalks throughout the development, Twinbrook Station is designed to create walkable connections for all in the community, not only to transit, but to services, dining, entertainment and each other – significantly reducing the area’s reliance on single occupancy vehicles, improving quality of life, community connections, and health and wellness.

Minimizing Environmental Footprint

Suburban infill of the variety underway at Twinbrook is, in and of itself, among the most sustainable forms of smart growth. Rather than greenfield development in far-flung suburbs, the dense development planned and underway around the Twinbrook Metro will limit vehicle miles traveled (VMT), and associated carbon emissions. The form and function of suburban infill projects, when well-planned with mixed-uses and walkable streets can further reduce environmental footprint. Twinbrook Station is an excellent example – in recognition of JBG’s environmentally conscious approach to re-development there, Twinbrook Station has been designated a Smart Growth project by the Washington Smart Growth Alliance, and was the first project in the Washington, DC, area to be awarded Stage 2 LEED for Neighborhood Development Gold-level certification for its plan.

But good planning and smart site selection are only part of the equation. The buildings themselves, either renovated or newly constructed by JBG project teams, have and will continue to be designed sustainably, and constructed with future generations in mind. Reduced energy consumption and potable water use, eco-friendly building materials and construction practices, healthy day-lighting and ventilation strategies, high-performance building and systems designs, and smart operations and management are always considered, along with LEED certification, which is now generally seen as a minimum standard.

Working with the Community

In the suburbs, community involvement in the development process can be particularly tricky and extremely important to properly manage. Given the magnitude of land use changes often proposed – new uses, higher density, urbanization in general – acute fear of the unknown and resistance to change can lead to organized opposition to re-development. That said, groups and representatives from surrounding communities and neighborhoods, if integrated early on into the visioning and planning process, can be tremendous sources of information. They can become tremendous allies in the approvals process and help integrate new development, and new residents and tenants into existing neighbor-

Feature Article



The Alaire under construction.

hoods, contributing to increased overall sense and pride of place. After all, who better to assess how these areas function, and what their current inhabitants most want and most fear. The key is in distinguishing between blind NIMBY opposition and constructive community comment (over the years there has certainly been plenty of both at Twinbrook), and in being open to making the most of positive community involvement.

To that end, JBG has taken a proactive approach to outreach, involving local residents and business owners, as well as City and County staff, in area walking tours, town hall style community meetings, and design charrettes – not just soliciting input, but capitalizing on community viewpoints to improve project plans. The central village green in JBG’s plan for Twinbrook Station, for example, came directly from neighbors’ desire for additional active, public open space, and has become a defining element of the project’s development plan. Building scale and architectural style in the sections of Twinbrook Station abutting Cambridge Walk, an existing collection of townhomes, too respond to townhome residents’ adjacency concerns – the quaint internal street created by these structures is now considered one of the project’s best assets.

Going Forward...

Retrofitting suburbia is no easy task, but, going forward, it is a process that will increasingly occupy developers and designers alike. The challenge will be in creating suburban places of enduring value and relevance – places that are

built up over time and are not obviously a part of just one moment, that respond to but do not falter in the face of changing market conditions, that remain consistent with changing consumer and lifestyle preferences, and that stay current despite emerging design trends or new technologies. Developers and designers will have to continue to approach this task incrementally, one re-purposing, one new building, and one project at a time. With experiences from working to re-develop Twinbrook in hand, JBG and DMSAS continue to work on projects together and on their own, at Twinbrook, in and around the Washington area, and around the country. By promoting both good planning and design, and educating those in the position to drive development, the hope is to not only stop the spread of suburban sprawl, but to create the types of diverse and dynamic places that all will enjoy, and will want to explore. **B**

Anthony Greenberg is a Vice President in development at The JBG Companies, where he specializes in mixed-use, infill development at transit-oriented sites across the Washington, DC metropolitan area. Prior to joining JBG, Mr. Greenberg was a developer at Clark Realty Capital, L.L.C. where, as a LEED® Accredited Professional, he directed Clark Realty’s sustainability initiatives

Headquartered in Chevy Chase, Maryland, The JBG Companies is an active developer, owner and operator of office, residential, hotel and retail properties with more than \$10 billion in assets under management and development. Founded in 1960, JBG has established a reputation as one of the leading real estate companies in the Washington metropolitan area. More information can be found by visiting the company’s Web site: www.JBG.com.

Jon Zubiller is an Associate and LEED Accredited Professional at David M. Schwarz Architects, based in Washington, DC. Since joining the firm in 2001, Jon’s tenure incorporates most of the master plan, campus planning and mixed-use projects the firm has developed including the current master plan and renovation and design of the Orioles Spring Training Facility in Sarasota, Florida.

David M. Schwarz Architects, is a nationally recognized architecture firm with over 30 years experience in the design, master planning, and interiors of everything from private residences to wineries, sports facilities, civic centers, libraries, concert halls, hospitals and mixed-use buildings. The firm currently is working on projects that include a boutique hotel within DC’s energetic U-Street corridor, performing arts centers in Las Vegas, NV and Carmel, IN and an undergraduate business school for USC Upstate in Spartanburg, SC. Please visit the firm’s website at www.dmsas.com to find out more about our work and design process.

Member Projects

John C Grimberg Co. Inc. was recently awarded an indefinite-delivery/indefinite-quantity large multiple award construction contract (N40080-10-D-0492) for various large dollar construction projects within the area of responsibility of the **Naval Facilities Engineering Command (NAVFAC)**. The maximum dollar value, including the base period and four option years is \$750,000,000. All work on this contract will be performed within NAVFAC Washington's area of responsibility, to include Maryland (55 percent), Virginia (30 percent), and Washington, DC (15 percent). The contract has an expected completion date of December 2014. The Naval Facilities Engineering Command, Washington, Washington, DC, is the contracting activity. The work with the contract is expected to involve a variety of design-build project types including administrative, academic, industrial, academic, laboratory, civil, infrastructure, and more.

St. Albans School, an independent school for boys on the grounds of the National Cathedral in Washington, DC, is celebrating its 100-year anniversary. To position the school to continue to thrive in its second century, St. Albans undertook construction of an ambitious new building at the center of the campus – Marriott Hall, a five-story addition designed by Skidmore, Owings & Merrill LLP that ties three adjacent buildings together and provides expansive new indoor and outdoor space for learning and interaction.

Tishman Construction Corporation of DC, acting as the owner's representative, oversaw the pre-construction and construction process, working closely with the St. Albans staff on virtually every aspect of the project, including selection of the general contractor, value engineering, quality control and compliance, cost tracking, change control, management of sub-consultants, and daily reporting and coordination.

Marriott Hall, the showpiece of the school's centennial celebration, links St. Albans' traditional lower campus to the upper campus in an impressive, state-of-the-art facility with sweeping views of the National Cathedral, the Olmstead Woods, and the Washington



skyline. The building, which opened for the current school year, bridges Decker Terrace and connects the Lane-Johnston Building with the Ellison Library, the Stuart Building and the Lawrence Pool, uniting the Upper School by architecturally unifying the disparate buildings of the campus. The 35,000 square-foot hall boasts a glass-and-stone facade, landscaped terraces, retaining walls, and expansive observation decks. The 75 foot-high concrete structure incorporates a multitude of intermediate levels and houses nine new classrooms, 13 faculty offices, open gathering areas, an expanded Refectory, Sam's Bar (a food café for students), a bookstore, and a loading dock. Within the expansive landscaping, green roofs were constructed on the upper observation terrace. In addition to the construction of the Marriott Hall addition, the project included the renovation of the New Wing Building, home of the Upper School library and Trapier Theater. A multi-purpose turf was also incorporated into the plan at the Little Field, located at the center of the campus, to provide the students with a year-round athletic field. Acknowledging that school operations had to continue uninterrupted during construction, Tishman, along with St. Albans and the general contractor, **Coakley & Williams Construction, Inc.**, developed detailed



Above: St. Albans' new building, Marriott Hall. Left: A 35-foot underpinning pit at the St. Albans' construction site.

logistics and phasing plans before actual work began in September 2007. The construction itself was extremely challenging. Marriott Hall was designed and built as a connection between several adjacent buildings. Multiple finished floor elevations, as well as numerous terraces and walkways, created a complex engineering task. In addition, sandwiching a new building between existing buildings required structural foundation enhancements. The engineers determined that the foundations of the three existing buildings adjacent to the new construction needed to be strengthened by digging, in staggered stages, 3 foot x 5-foot underpinning pits. The deepest hand-dug pit was more than 35 feet in depth, requiring workers to wear oxygen masks during excavation. The adjacent campus buildings were closely monitored throughout the excavation. The construction team overcame another major obstacle while proceeding with the excavation work. While installing

Member Projects

**Design-Build,
Preconstruction Services,
Construction Management,
General Contractor**



Knowing you've been around over 100 years is impressive to some clients. Knowing what you can build for them in the next eighteen months impresses them more.

Manhattan Construction has completed the last 60 projects on time and within budget. Every project gets our total attention from day one to completion.

MANHATTANCONSTRUCTION.COM

703.204.1400



Army National Guard Readiness Center Addition (ARNG), Arlington, Va.

sheet piles and related excavation, several site utilities were discovered. As a result, significant utility relocations took place during the initial phases of work. Work was re-sequenced several times to allow for modified pile installation methods and redesign of the utilities connecting the various campus buildings. Excavation was strategically planned for an extensive de-watering and sediment erosion control system after piling work was completed. The task of architecturally blending the new construction into the adjacent buildings' forms and finishes also required patience and communication with the school, the architect, and the contractors. Even the stone work, which was a major feature of the new building, required extensive review. For example, to ensure accuracy, workers built wall mock-ups that were approximately 4 x 4 feet in size. More than five walls were constructed before the stone finish, size, and color were approved by St. Albans and the architect. Several more mock-ups were required before the mortar depth and color were approved. Even after receiving the final signal to proceed, the mock-ups were maintained as a reference until several stone walls were completed. To learn more about St. Albans School, visit www.stalbansschool.org.

Tompkins Builders was proud to host the **Army National Guard Readiness Center Addition (ARNG)** topping

out ceremony on January 8, 2010 at the Arlington Hall Station in Arlington, VA. This is the second National Guard Readiness Center Tompkins has been selected to build; the first center was completed in 1993. Additionally, this is the 3rd Base Realignment and Closure (BRAC) project awarded to Tompkins Builders. Construction includes a new 250,000 square-foot, nine-story addition to the current Army National Guard Center that is designed to meet all force protection (ATFP) requirements, as well as corresponding site work improvements. Upon completion in 2011, the project will seek a LEED® Silver certification from the United States Green Building Council. The second component of the project is a five-story precast parking garage. The parking garage will consist of approximately 3.5 stories below grade and 1.5 stories above grade. In topping out, the ARNG project has come a long way since the ceremonial groundbreaking on December 1, 2008. The building's cast-in-place concrete structure is complete, structural steel work is in progress, interior work at lower levels is in progress, MEP installation is ongoing, and close-in material construction has begun. Between Tompkins and its subcontractors, there have been approximately 250,000 man-hours recorded

Member Projects

as of the job's start date on December 1, 2008. Tompkins plans on meeting the aggressive schedule which is scheduled to reach substantial completion in the second quarter of 2011. Tompkins' upper management, project team and staff, representatives of the Army National Guard, architect/engineer team, and sub-contractors involved in the completion of the construction today were all present at this benchmark topping out event. As a part of the festivities Tompkins and its subcontractors provided a variety of prizes for raffle to all workers on the job. Prizes included gift cards, t-shirts, hats and several flat screen TVs. The event proved to be a celebration of the achievement of one of the project's major milestones, completion of the building's cast-in-place concrete structure. Ambitions are high as the team moves forward to meet the challenges on the road to completion. There is every confidence that all significant milestones will continue to be reached by the ARNG team throughout the duration of this project.

GPI / Greenman-Pedersen, Inc. recently completed a project for **Winrock International** in Arlington, VA. GPI provided engineering consulting services for the mechanical, electrical, plumbing, and fire protection systems. The 22,700 square foot interior tenant space was designed with a certification goal of LEED Silver. Sustainable design strategies included HVAC zoning and controls for energy efficiency, Thermal design based on ASHRAE standards for better occupant comfort, and better indoor air quality control during construction and before occupancy. Additionally, lighting power density was reduced to 18% better than allowed by ASHRAE 90.1-2004. By utilizing energy efficient T8 fluorescent fixtures for general illumination and LED task lights, light levels were increased on work surfaces. GPI worked with OTJ Architects on this project.

Turner Construction Company's Washington, DC Business Unit which includes Turner Interiors and Hampton Roads, the satellite office, is pleased to announce the launch of our new Web site representing Turner as the local builder with national resources. The new Web



Award-winning Work Since 1960

Boatman Magnani has been satisfying customers in Metropolitan Washington since 1960. Our craftsmen have an attention to detail that is second to none. Countless times we have been recognized for our quality fabrications and installations.

BOATMAN AND MAGNANI INC.

MARBLE • STONE • TERRAZZO • MOSAICS
SLATE • GRANITE • CERAMIC TILE

(301) 336-7700 Fax (301) 336-4463
office@boatmanandmagnani.com

600 Ritchie Road • Capitol Heights, MD 20743



Interior of Winrock International, Arlington, Va.

site, www.turnerwdc.com, will serve local and national clients as well as the subcontracting community by keeping them informed of industry news and local business unit activities and accomplishments. The DC Business Unit will utilize the Web site as the company's

primary marketing vehicle. The Web site features employment and subcontracting opportunities, business unit news and community activities, local industry associations, portfolio, and information on specialized services such as green buildings and BIM. **B**

New Members

Companies

Helbling & Associates, Inc.

9000 Brooktree Road
Suite 150
Wexford, PA 15090-9256
www.helblingsearch.com
helbling@helblingsearch.com

Representatives: **Thomas J. Helbling**,
Richard T. Nawoczynski, **Wesley R. Miller**,
Ryan R. Pugh, and **Sami L. Barry**

Company Profiles

Helbling & Associates, Inc. Established in 1992, Helbling & Associates is a retained executive search consulting firm that caters primarily to clients within the higher education, healthcare, and construction sectors. Among clients are a majority of the Ivy League institutions, prominent public colleges and universities, leading healthcare entities, and top general contractors and developers throughout the United States. For these clients, they completed more than 1,200 searches, securing individuals at senior and executive levels in a variety of capacities, from executive administration to financial, from facilities management to construction oversight, and from marketing to human resources. With higher education and healthcare clients, they place talented professionals in facilities and operations, utilities and energy, architecture, planning, design and construction, and real estate portfolio management positions. At Helbling & Associates, they pride themselves on working in partnership with clients, and envision each opportunity to work with an organization as a step toward developing a long-term partnership in order to serve as a continuing resource in clients' growth and success. Helbling & Associates take clients unique needs and goals seriously and intend to identify, attract, and secure the individual who will best match in terms of capability and experience, as well as in terms of the organizations culture and principles. They offer clients:

- a small team approach that brings together the knowledge and successes of professionals' combined 125+ years of recruiting experience
- consultative style which provides outside perspective for organizations, competitive intelligence, and information on industry standards and practices
- unparalleled determination to perform successfully on each search assignment undertaken

Representatives

Smith, Currie & Hancock LLP

1901 Pennsylvania Avenue NW
Suite 601
Washington, DC 20006-3405

Dirk D. Haire
ddhaire@smithcurrie.com

Doug P. Hibshman
dphibshman@smithcurrie.com

Stephen J. Kelleher
sjkelleher@smithcurrie.com



ONE-STOP FOR ALL YOUR REPAIR AND RESTORATION NEEDS

Yes, Structural Preservation Systems (SPS) is still the largest concrete repair specialty contractor with the best project managers and craftsman in the country ... but, **SPS also provides a complete package of repair and restoration services for any of your projects.** For the general contractor, owner or engineer, SPS is your one stop shop for repair and restoration services.

▶ Historic Preservation and Restoration

- Brick and Stone Re-pointing
- Brick and Stone Repairs
- Jahn Certified Craftsmen
- Various Cleaning Techniques

▶ Wood and Custom Millwork Shop

- Wood / Metal Window Restoration
- Wood Door Repairs/ Replication
- Wood Ornamental Trim Repairs

▶ Parking Structure Repair Specialists

- Repair of Structural Components
- Waterproofing and Protection Systems
- Aesthetic and Plaza Deck Upgrades

▶ Building Envelope and Facade Repair and Restoration

- Facade Repair
- Re-caulking and Waterproofing
- Masonry Restoration
- Window and Door Replacement

▶ Strengthening of Concrete and Masonry Structures

- Structural Failure/Damage
- Increased Loads
- New Slab Penetrations
- Blast Mitigation
- Low Concrete Strength
- Honeycomb/Void Repair

When you need specialty repair contracting ... turn to the nation's largest and leading specialty contractor, SPS.

STRUCTURAL

**PRESERVATION
SYSTEMS**

800-899-2902
www.spsrepair.com

Continued from p. 6

Finally learn to market and reach new customers. Develop network contacts and promote your brand presence by attending seminars, exhibiting at tradeshows, contacting clients as well as identifying existing customers. Use e-commerce. Develop a web site-- evaluate search engines and local web marketing.

The Time Is Now

Ms. Bean of SBA suggests small businesses should take advantage of 'free'

Continued from p. 4

Electrical Contractors Association and IBEW Local 26. It graduates approximately 100 apprentices each year. A video and transcript of the President's remarks can be found at the www.whitehouse.gov.

JBG Companies Announces Promotions

The JBG Companies, WBC member of Chevy Chase, MD, announced that Joe Babarsky has been promoted to Vice President and Jim Klein has been promoted to Vice President. Babarsky joined JBG in May 2004 and brings 31 years of experience to JBG. Joe has successfully provided JBG with superior construction management on Arlington Gateway, Arlington Westin, 1101 K Street, Bethesda North Marriott hotel and now the Potomac Yards Marriott hotel. He previously spent time working for Davis Carter Scott and Hughes Group Architects.

Klein has been with JBG since September 2005 and brings over 35 years of experience to JBG. He has provided unmatched leadership to projects such as the US Department of Transportation, 300 New Jersey Avenue, North Bethesda Market and L'Enfant Plaza. Klein previously worked with Bovis and Morse Diesel International. **B**

resources; ask questions early and build relationships especially with lenders to grow and nurture your business. She ensures, "there's no better time than right now to be a small business and no better place geographically than DC!"

WBC Seminars

The WBC planned several programs to support and train small businesses with their next scheduled for Tuesday, February 23, 2010 entitled "Teaming Agreements and Mentor /Protégé Programs." **B**

Michelle Honey, FAIA, a member of the WBC Marketing and Communications Committee, is the Vice President, Development of Educational and Institutional Services for Hess Construction + Engineering Services, a Mid-Atlantic construction management company. Hess serves clients in primary and secondary education, higher education, Federal education and facilities management. Hess is based in Gaithersburg, Maryland and has offices in Baltimore and Washington, DC.

The **SK&A** Group

Smislova, Kehnemui & Associates, P.A.
Potomac, MD (301) 881-1441

SK&A Structural Engineers, PLLC
Washington, DC (202) 659-2520

Eastern Testing & Inspection Corp. (ETI)
Potomac, MD (301) 881-8313

www.skaengineers.com

Consistently providing superior structural engineering and inspection services to our clients.




This is Grunley

Serving Metropolitan Washington for more than 50 years as ...

- General Contractor
- Design/Builder
- Construction Manager

GRUNLEY
Building on Tradition



15020 Shady Grove Road | Suite 500 | Rockville, Maryland 20850
T: 240.399.2000 | F: 240.399.2001 | www.grunley.com



2010 WBC Craftsmanship Awards Banquet

“Standard of Excellence for a New Beginning”



Friday, March 26, 2010
5:30 to 9:30 p.m.

Marriott Wardman Park Hotel
2660 Woodley Road, NW, Washington, DC

SCHEDULE OF EVENTS
(time subject to change)

- | | |
|---|---|
| 5:15 pm - Craftsmen Registration | 6:45 pm - Dinner <i>(cash bar-wine served with dinner)</i> |
| 5:30 pm - Cocktail Reception <i>(open bar)</i> | 8:00 pm - Craftsmanship Awards Ceremony and Star Awards Presentation |

RESERVATIONS
(Deadline for reservations is March 19, 2010)

Please reserve _____ seat(s) for the Awards Banquet *(Tables of 10)*
RESERVATIONS MUST BE RECEIVED IN WRITING AND WILL NOT BE ACCEPTED WITHOUT PAYMENT.

Contact Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email *(for confirmation letter)*: _____

PAYMENT

Received Before March 12, 2010
\$150 per person

Received After March 12, 2010
\$165 per person

- My check (payable to the Washington Building Congress) in the amount of \$ _____ is enclosed.
- Please charge the amount of \$ _____ to my credit card # _____
- AMEX - VISA - Master Card Expiration Date _____ Card Security # _____
- Name (on card) _____ Signature *(required)* _____

Cancellation Policy: Fees will be refunded only if WBC receives written notice of cancellation on or before March 12, 2010. In the event of cancellation, WBC will retain \$50 per person of initial fee to cover administrative costs. No refunds after March 12, 2010.

Hotel Rooms

A block of rooms at the Marriott Wardman Park Hotel has been reserved for banquet attendees. A special rate of \$219 is available by calling the Marriott Reservation Line at (800) 228-9290. Rooms are available on a first-come, first-served basis. The cut-off date for this special rate is March 05, 2010. Please be sure to mention **Washington Building Congress Room Block** when making your reservation to receive this special rate.



1620 I Street, NW, Suite 810 * Washington, DC 20006-4033
 phone: (202) 293-5922 * fax: (202) 429-1922
www.wbcnet.org



THE ELECTRICAL ALLIANCE
United for Quality

 **WARNING**

HIGHLY SKILLED

Whether it's maintenance, renovation or new construction,
give your project the energy it deserves.

From everyday maintenance and building renovations to green building construction, the high-powered contractors and electricians of NECA and IBEW Local 26 are the cost-effective, 24/7 solution when you need an electrical contractor in Washington, Maryland and Virginia. They're highly-trained, certified in the latest energy-saving technology and motivated to meet your budget and schedule. Find out more today at electricalalliance.org

THE ELECTRICAL ALLIANCE
National Electrical Contractors Association and Local 26 IBEW

200 Contractors and 8,000 Electricians **United for Quality.**



WBC Calendar & Advertising Information

Events Calendar

March

- **March 3**, 4:00 – 6:00 p.m.
Board of Directors Meeting #3, Ritz Carlton, Tysons Corner, VA
- **March 3**, 6:00 – 8:30 p.m.
Evening Program and Reception, Ritz Carlton, Tysons Corner, VA
- **March 16**, 9:30 – 10:45 a.m.
Marketing and Communications Committee Meeting, WBC Office
- **March 11**, 5:00 – 7:00 p.m.
St. Patrick's Day Party
Siné Irish Pub and Restaurant

March / April

- **March 26**, 5:30 p.m.
Craftsmanship Awards Banquet
Marriott Wardman Park Hotel, Washington, DC
- **April 7**, 8:00 a.m.
Small Business Seminar III,
Duane Morris LLC Office
- **April 20**, 9:30 – 10:45 a.m.
Marketing and Communications Committee Meeting, WBC Office
- **April 28**, 4:00 – 6:00 p.m.
Board of Directors Meeting #4, WBC Office

May / June

- **May 18**, 9:30 – 10:45 a.m.
Marketing and Communications Committee Meeting, WBC Office
- **June 14**
Summer Golf Outing
- **June 15**, 9:30 – 10:45 a.m.
Marketing and Communications Committee Meeting, WBC Office
- **June 23**, 4:00 – 6:00 p.m.
Board of Directors Meeting #5, WBC Office

2010 Editorial Calendar

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

January

Member Charitable Giving

February

Effective Urban Planning

March

Economic Update & Outlook

April

54th Annual Craftsmanship Awards

May/June

Industry Legal Issues

July/August

Rebuilding Together

September

TBD

October

TBD

November

TBD

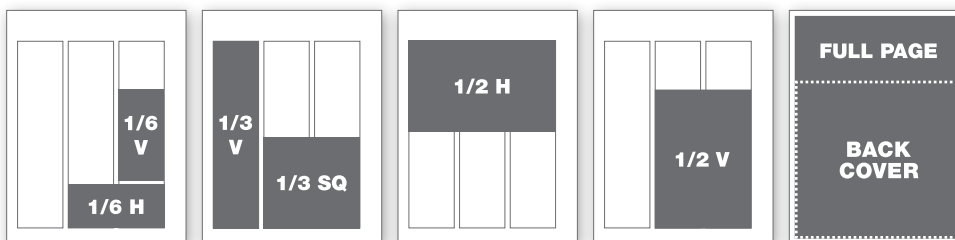
Ad Rates

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

	1 time	5 times	10 times
Non-member Rates:			
Black and White			
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
Color			
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 +125" bleed



CAUSE MEANS EXCELLENCE

IN MECHANICAL CONSTRUCTION AND SERVICE

When you do business with one of the outstanding mechanical contractors who belong to CAUSE, you're dealing with a firm whose management and workers have made a binding, written commitment to excellence.

Twenty-five years ago, the **Mechanical Contractors Association of Metropolitan Washington**, together with **Plumbers Local 5** and **Steamfitters Local 602**, signed a pledge - to each other, their customers and the people of the national capital area:

No strikes or lockouts, the highest quality work, ethical bidding procedures, unmatched productivity through efficient work practices, safety first always, and a special commitment to the finest training of our workforce. CAUSE, the *Contractors and Unions Seal of Excellence*, was created to oversee the agreement.

In 2009, we wanted to celebrate a quarter century of keeping those pledges. And the best way we knew how was to renew all of them for another twenty-five years. **At least.**

For More Information Visit Our Website | www.causegmw.org



Patella

PREMIUM ARCHITECTURAL WOODWORKING

Combining Old World Craftsmanship with New World Technologies



Patella

303 FELLOWSHIP ROAD, SUITE 101, MT. LAUREL, NEW JERSEY 08054
WWW.PATELLAUSA.COM TEL: 856 727 9022 FAX: 856 727 9044

WASHINGTON / BALTIMORE • NEW YORK • DALLAS • CHICAGO • ATLANTA • LOS ANGELES • MONTREAL • TORONTO