February/March 2023

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lease take some time to enjoy this Bulletin Innovation & Technology special edition featuring several enlightening articles provided by members of the Innovation Committee. The group is overseen by Chair Tony Esteve (Rosendin Electric), Vice-Chair Amanda Whitaker (Shapiro & Duncan) and Board Liaison Mike Wilson (Carr Companies). Thank you for putting together another outstanding selection of relevant information.

The DEI Task Force organized the well-received Women Building NOVA event on March 8 in collaboration with NAWIC NOVA chapter. Thank you to DAVIS Construction for hosting this excellent Women in Construction Week event at their office. I would like to recognize Task Force Chair Keven Lugo (DPR Construction), Vice-Chair Josh Kappel (DAVIS Construction) and Board Liaison David Osei (Redbrick LMD) for their ongoing focus on diversity, equity and inclusion in our industry.

The Program and Education Committee is planning a series of informative programs and seminars this year. On February 15, the group hosted The Future of Office Space evening program and reception at The LINE DC hotel. The committee is also planning to return to the Archer Hotel in Tysons for an Industry Titans panel and outdoor reception. I would like to thank the dedicated committee members, Chair Megan Ross (Coakley & Williams Construction), Vice-Chair Tim Hogan (HITT Contracting) and Board Liaison Jared Oldroyd (Clark Construction Group).

Congratulations to our 76 Craftsmanship Awards winning teams, two Hall of Fame inductees and three Star Award winners. WBC received 198 nominations this year and over 360 hard-working men and women were individually recognized during the awards banquet on March 31 at the Omni Shoreham Hotel. Amazing job once again by the Craftsmanship Awards Committee, Chair Erik Kaniecki (CBG Building Company), Vice-Chair Richard Mills (Dynalectric Company) and Board Liaison Layli Pietri (Balfour Beatty Construction).

The Community Services Committee is planning for the annual Rebuilding Together Workday on Saturday, April 29th, in Alexandria. This year's team is being led by House Captain Kent Fee (LSM), Co-Captains Hannah Clark (Carrier) and Nathan Tegarden (R.W. Murray Co.), and Safety Coordinator Dave Hamilton Jr. (G&M Services). The group will be reaching out to members soon seeking volunteers and other support. Special recognition also goes to the committee, Chair Juliane Medd (Consigli Construction), Vice-Chair Lauren McLaughlin (Smith, Currie & Hancock) and Board Liaison Andrew Tomlinson (G&M Services).

The Small Business Committee held a Small Business Federal Opportunities Seminar & GC Showcase at Balfour Beatty's office on March 9th. Following the informative panel presentation, nine general contractors participated in the showcase attended by over 70 small business reps. Thank you to Layli Pietri and Balfour Beatty for hosting the event. This productive committee is headed up by Chair Shona Rothman (Smith, Currie & Hancock), Vice-Chair Doug Smith (Soil Consultants Engineering) and Board Liaison Maria Snyder (Construction Cleaning Consultants).

The Hammerheads Committee hosted a sold out networking event at Swingers Dupont mini golf on February 9th. The group is planning a limited attendance Cinco de Mayo River Cruise on May 5 and a DC United game outing open to all members September 20th. Thank you to the committee members, Chair Shaheen Dabestani (Intertek-PSI), Vice-Chairs Izzy Agostini (Johnson Controls) and Marguerite Lee DeVoll (Watt, Tieder, Hoffar & Fitzgerald), and Board Liaison David Stocks Jr. (Stocks Management Group).

Please consider getting involved with one of WBC's committees. Thank you for your ongoing support. Best regards,

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Bob Freas, WBC Chairman of the Board

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Meet the Hammerheads

Hello WBC! We'd like you to meet some of the committee members of the Hammerheads group!

Lauren Bartlett is the Marketing Coordinator for KCCT. KCCT is a local fullservice architecture, planning, and interior design firm with a global reach. We have created innovative and monumental architecture and interior design projects for federal government and private clients since 1983. We pride ourselves on our unconditional com-



mitment to service and design, whether delivering high-quality architecture, planning, interiors, security, historic preservation, or sustainability projects.

What drew you to this position/industry? I actually went to school for fashion marketing, and I got offered a job in the industry from a family friend and haven't left since.

What are some innovations in your field you are **excited about?** The AEC industry has become very innovative across all media platforms. As a Marketer it is exciting to develop fresh and different content than the industry has ever seen in the past.

What changes would you like to see to the industry? Attracting women to this profession. When I was a student, I did not understand all of the opportunities the industry has to offer.

How do you imagine the industry might change in 50 years? Very technology and AI driven.

What do you hope to gain from WBC membership? I want to grow my network. Being a part of the Hammerheads Committee has already helped that!

What has been your favorite project? Which was most challenging? Why? My favorite and most challenging project was creating KCCT's 2022 in Review video. This was my first video I have create that has really taken my skills to the next level. Trying to ensure the flow of the video through timing, transitions and audio was very challenging, and if anyone knows anything about video editing, they will understand that is key. It is exciting to see the my skills have developed over the years.

What tools do you use to stay organized? I could not live without my calendar and a to do list. When I make my weekly to do lists, I organize by the most important at the top.

How have you managed the stress of tight

deadlines? Planning. I make sure to plan out my week and month. If I can control it, I will not schedule meetings the week of a deadline.

What inspires you? The creativity and innovation that goes into every project and the feedback once it is complete.

Kaitlin Krasic is a Construction Marketing and Business Development Associate at GE Frisco in Upper Marlboro, MD.

What drew you to this position/industry? I honestly never expected to be in

the construction industry. When



I Graduated from college with a marketing degree I fully expected to wind up in a marketing agency somewhere. When I saw an advertisement for an open position as a Marketing and Business Development Associate at a lumber company I didn't apply at first considering I knew nothing about the industry. But when a challenge beckons, I can never seem to shy away from it. The more I looked into the marketing presence within construction companies, the more I realized that this was an opportunity to delve into a completely different world, where my opportunities to learn more about marketing were vast and I would get the chance to step out of my comfort zone and begin my career in business development as well! Two years later and I love my job and the company that I work for. I have also learned so much about this amazing industry and have met so many of the wonderful people and personalities that make construction what it is today.

What are some innovations in your field you are excited about? I am so excited about the growing digital presence within the industry. Being in marketing, it allows for there to be so many different avenues where I can reach people. I am also looking forward to the sheer amount of opportunities the growing presence of technology creates for the industry to grow and develop further.

What changes would you like to see to the industry? As a woman in the construction industry, and having just finished celebrating Women In Construction week, I am so proud of the steps already taken to increase the number of women in this industry. Though I am proud of how far we've come, I am excited to push further and continue to see an increase

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in strong, successful, and intelligent women working side by side within this industry.

How do you imagine the industry might change in 50 years? The great thing about this industry is that it is forever changing and evolving. We are all constantly reaching new heights and achieving more than we originally thought possible. I think in 50 years, there will be many more sustainable practices in place to aid in the preservation of our ecosystems and communities. But the sky is truly the limit.

What do you hope to gain from WBC membership? I have already gained so much through my membership in WBC. I look forward to continuing to grow my network and create meaningful relationships with more amazing people within this industry. I am also always looking for opportunities to get involved with my surrounding communities and donate my time and efforts to bettering those communities around me. I believe WBC provides ample ways to get involved and truely make a difference, and I plan to utilize those resources more in the future.

What has been your favorite project? Which was most challenging? Why? Because I am in marketing, my favorite project isn't necessarily one that was created on a jobsite. But you can still visit it! This past year I have worked alongside my fellow teammates at GE Frisco to complete a huge expansion at our mill, this expansion was donned the name "Project Sherman". Throughout the process of strategizing, prepping the site, and completing the expansion; I was there, gathering content and editing videos to post on our social media pages. We are finally done with the expansion at our mill and our final video is going out at the end of March. The entire experience of being involved with the expansion and finding ways to hype up what we were doing and market it successfully was an amazing one that I will not soon forget!

What tools do you use to stay organized? A lot of my tools are digital ones like ASANA and Google Calendars. I also utilize Canva and Hubspot very frequently to create and schedule my posts and emails.

How have you managed the stress of tight deadlines? Tight deadlines can be tough. But in my experience the stress that comes along with them is dependent on time management and your level of preparedness to take on a project with a tight deadline. I am still learning this though, so when stress does become a bit cumbersome, I take it one step at a time. And once the day is up, I go home and curl up with a good book to unwind, relax, and prepare for the next day where I do it all over again. What inspires you? I pull inspiration from many sources, but a majority of it comes from the amazing people that I have in my life. My family and friends are all people who work tirelessly every day to not only reach success but to ensure that they are always growing, developing, and bettering themselves. I am also so lucky to be surrounded by many people at work who lead by example and continue to support each other every day. I am blessed to have so many people in my life that I can look to for guidance, inspiration, and support and it is those people who I strive to be like every day.

Aaron Shapiro is the Business Development Manager for Shapiro & Duncan and has been with the company for five years. Shapiro & Duncan provides mechanical engineering and construction solutions, including designbuild, fabrication, installation, and maintenance services. A third-generation family-owned business, Shapiro & Duncan has



been serving customers in the D.C. area since 1976 for complex commercial, government, and institutional projects that require first-rate performance, work quality, and customer service.

What drew you to this position/industry? I started working in the field during summers in high school and knew I wanted to be involved with construction. While pursuing an Architectural Engineering degree at Penn State, I interned at a consulting Engineering firm. After graduation, I knew I wanted to continue in construction and joined the family business. I enjoy the unique challenges of each project and the culture of the construction industry.

What are some innovations in your field you are excited about? Sustainability continues to be at the forefront of driving change in construction. Pushing the envelope in reducing emissions and consumption is causing a lot of innovation and positive change. HVAC equipment is consistently evolving to become more efficient.

What changes would you like to see to the industry? I am very passionate about workforce development and want to see the industry do a better job attracting young talent from vast backgrounds. We need to continue to improve the stigma around construction.

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How do you imagine the industry might change in 50 years? I am really interested in how robotics and Virtual Reality/Augmented Reality can be implemented into a project. There is potential for this technology to increase efficiency and make our jobs safer.

What do you hope to gain from WBC membership? I want to continue to grow my network and learn from my peers. I found that being a part of a committee has helped amplify what I get out of WBC. It has also been a great opportunity to help support local charities and communities.

What has been your favorite project? Which was most challenging? Why? The Heights school in Arlington, VA has been both my favorite and most challenging project. Being a design-assist trade partner allowed us to provide constructability and budget advice to the project before it was completely designed. Also, a tight project schedule and unconventional building design made it both challenging and rewarding when we successfully completed the project.

What tools do you use to stay organized? I have started using the Microsoft To-Do tool to get away

from putting sticky notes all over my desk. I enjoy that it syncs to all my devices so I can get the same information on-site, at home, or in the office.

How have you managed the stress of tight deadlines? Planning is key in every aspect of the job. When I have a tight deadline, I block out time to make sure I can get it done. I found closing out Outlook and putting headphones in can be a good way to prevent distractions when you're on a time crunch. Also, having an experienced team helps with the stress, I always know that I have the resources I need around me to get the job done.

What inspires you? The final product inspires me. This industry builds the infrastructure that supports our community. Whether it's a hospital that saves lives, a school teaching the future workforce, or an apartment providing housing, our work provides a physical structure that will benefit the public for future g enerations.

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Federal Tax Incentives for Geothermal Effective In 2023

By WaterFurnace International

With the Inflation Reduction Act, a geothermal project completed in 2023 may qualify for:

- 30% bonus rate
- 10% bonus rate for domestic content
- Up to \$5 per square foot tax deduction
- 5-year accelerated depreciation and
- 1-year bonus depreciation

Thirty Percent Bonus Rate

The Section 48 Energy Investment Tax Credit (ITC) allows owners to claim a tax credit for the cost of energy property. Upon election, tax-exempt entities and state, local and tribal governments are also eligible for direct payments of the ITC. The ITC was extended with a 6% base credit rate and 30% bonus rate for geothermal heat pump property that begins construction before Jan. 1, 2035 and was put in use after Jan. 1, 2023. Projects under 1 MW (approximately 284 tons) qualify for the bonus rate, and projects over 1 MW must meet prevailing wage and apprenticeship requirements.

Ten Percent Bonus Rate for Domestic Content Projects

To qualify for an additional 10% bonus rate, the owner must prove that the manufactured product within the completed project was made in the U.S. Projects under 1 MW (approximately 284 tons) qualify for the 10% bonus rate. Projects over 1 MW must meet prevailing wage and apprenticeship requirements for the 10% bonus, otherwise, it's a 2% bonus. The adjusted percentage of the total cost of the components and subcomponents of the project must be attributable to components that are mined, produced or manufactured in the U.S. The adjusted percentage is 40% for projects that begin construction before 2025 and 55% for projects that begin construction after 2026. Tax-exempt entities and state, local and tribal governments are also eligible for direct payments of the ITC.

Accelerated Depreciation of Energy Property

Qualified energy property is classified as a fiveyear property in section 168(e)(3)(B)(vi) of the Internal Revenue Code, meaning the cost of the property can be deducted on an accelerated MACRS basis. For depreciation purposes, the cost basis must be reduced by onehalf of the energy tax credit. In addition to accelerated depreciation, a one-time bonus depreciation is available. In 2023, the taxpayer can depreciate 80% of the cost in the first year with the one-time bonus depreciation. In 2024, the rate goes to 60% and gets reduced each year until eventually 0% in 2027. By comparison, to accelerated depreciation, conventional commercial heating and cooling systems are generally depreciated on a 39-year straight-line basis.

EPAct 179D

This energy efficiency commercial building tax deduction applies to new and existing buildings that

have been completed since Jan. 1, 2006. The energy efficient commercial building property needs to be placed in service in the taxable year. It allows for a tax deduction in the year the property is placed in service. The deduction can be up to \$5 per square foot for projects meeting prevailing wage and apprenticeship labor requirements with the amount depending on reduction of total annual energy and power costs for the building.

Who's Eligible

Equipment that uses the ground or ground water as an energy source for heating and cooling a building is eligible for the tax credit. The system must be in the United States and only its owner can claim tax credits or depreciation deductions.1 After equipment is installed, the taxpayer must take legal title of the equipment and have all necessary licenses and permits needed for its operation. Starting in 2023, section 6418 allows for commercial taxpayers to transfer the credit to other taxpayers.

How to Claim These Tax Advantages

Use IRS Form 3468 to claim the ITC. The tax credit can be used to offset both regular income taxes and individual alternative minimum taxes (AMT). If the tax credit exceeds the income tax liability, the loss can be carried back one taxable year and the remaining balance can be carried into future years. Use IRS Form 4562 to claim the 5-year and the one-time bonus depreciation. Commercial building owners can take the



179D for building projects completed since Jan 1, 2006. A standard form for 179D will be available within IRS Form 7205. To claim a 179D deduction, use the "Other" deduction line. IRS Form 3115 is used for catch-up on all prior year unclaimed EPAct 179D deductions. Designers of government projects must amend prior year returns and can only adjust the prior 3 years.

New Construction Example

A corporation in a 30% tax bracket builds a new office building for \$2,000,000 and installs a geothermal heat pump system. They moved into the building during the 4th quarter of 2023.

Project Cost	GSHP Cost	Buil	ding Sq Ft	Tax Rate		EPAct 17	9D	Disc Rate	,
\$2,000,000	\$975,000		,000 sq ft	30%		\$5.00 sq ft		4%	
					Year				
WITH TAX INCENTIVES ³		0	1	2	3	4	5	6	39
Project Cost		\$(2,000,000))						
30% Tax Credit			\$292,500						
10% Domestic Content			\$97,500						
Value of 80% Bonus			\$187,200						
Value of 5 Yr MACRS			\$9,360	\$14,976	\$8,986	\$5,382	\$5,382	\$2,714	
Value of 39 Year D	epreciation		\$192	\$192	\$192	\$192	\$192	\$192	\$192
Value of EPAct 179D Deduction			\$300,000						
Total Tax Incentive		\$(2,000,000) \$886,752	\$15,168	\$9,178	\$5,574	\$5,574	\$2,907	\$192
% paid for by Tax in 1st yr	Incentives	44%							
NPV of Benefits		\$855,030							
WITHOUT TAX IN	CENTIVES								
Project Cost		\$(2,000,000))						
39 Year Depreciation			\$15,385	\$15,385	\$15,385	\$15,385	\$15,385	\$15,385	\$15,385
39 Year After Tax	(30%)	\$(2,000,000)) \$15,385	\$15,385	\$15,385	\$15,385	\$15,385	\$15,385	\$15,385
NPV of Benefits		\$289,711							
Added NPV of Tax Incentives		\$565,319							

Total Station &

By Datum Tech Solutions

3D laser scanning is the fastest, most accurate way to provide a digital representation of an object or environment's geometric shape and dimensions. A common term for this process in the architectural, engineering, design, and manufacturing world is "reality capture". Using 3D laser scanners to accurately capture surface data points (a point cloud), along with high-definition imagery (via integrated cameras) of an object or environment results in an informational, digital representation of that area of focus. The data point cloud received from 3D laser scans are incredibly precise (in most cases, millimeter accuracy). Scanning enables construction professionals to improve their productivity and workflows, while enhancing speed in design, fabrication, construction, and maintenance. While laser scanning is a popular tool for construction projects around the world, there are a multitude of professions that have adopted the technology to utilize the data as a tool for object, environment, and scene recreation and capture. Architecture and engineering, interior design, manufacturing facilities, aviation, marine, entertainment, historical preservation, and the criminal justice system are several of those professions.

Virtual design and construction (modeling the structure before construction) has become a mainstream way to ensure all stakeholders on a project understand the outcome and how that will be achieved. 3D mapping (laser scanning) allows project owners, architects and engineers to verify accuracy before, during, and post-construction. The time needed for this process is dramatically reduced using laser scanning. Mapping that would ordinarily take days, are now done in hours. Building Information Modeling (BIM) can greatly reduce the number of constructability issues and risks when used upfront in design for coordination of trades and detailing specific building phases.

Continuing to reassess the model's evolution against the actual onsite LIDAR scans can greatly improve productivity and ensure a true match between virtual model and final structure. In identifying model-to-reality issues, the resolution of laser scans enable virtual designers to compare computer 3D models to scans to identify costly or time-consuming mistakes. Whether it's routing duct work where other mechanical, electrical, or plumbing (MEP) elements already exist, or determining whether enough space exists to position a plumbing or electrical asset, the precise models - accurate to within 1/32" inch - generated by laser scanning answer many questions before the first shovel hits the ground. LIDAR point cloud data is delivered as a custom file type, matching the end-user's data processing and modeling software. LIDAR plays a large role in improving productivity and ensuring a true match between virtual model and the final structure.

In the case of historical preservation, 3D scanning continues to be utilized to develop digital models of some of the most iconic landmarks and historic buildings throughout the world. The ability to capture three dimensional, digitally accurate "twins" without any

physical disturbance of heritage sites has enabled the preservation, restoration, and replication of historical artifacts and structures. Such was the case with the Notre-Dame Cathedral. In 2010, Andrew Tallon, an art professor at Vassar, took a Leica ScanStation C10 to Notre-Dame and, with the assistance of Columbia's Paul Blaer, began to scan every piece of the structure, inside and out. It is because of that scan data that the rebuild after a recent fire has replicated the exact detail as it was before. Sometimes LIDAR scanning of historic monuments can open the door for numerous discoveries and a deeper understanding of how these incredible structures came were built.

In recent years, laser scanning technology has greatly impacted forensic science. LiDAR, also referred to as the foundation of laser scanning, is used for commonly known operations such as radar enforcement on highways. However, the accuracy, reliability, and objectiveness of BIM solutions has lent its hands to various other forensic-related tasks for public safety. Offering innovative features such single point 3D positional accuracy, full weather-protected optics, HDR imaging, laser

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scanners are becoming less of a luxury to Investigators and more of required investigative, documentation tool. Blood stain pattern analysis, shooting incident reconstruction, traffic collision, data collection, and general crime/accident scene reconstruction can all be significantly streamlined with the combined effort put forth by LIDAR scanners and software.

All things considered, laser scanning represents a notable improvement in three dimensional design and survey accuracy and efficiency. As more industry professionals adopt this technology, available equipment and best-use practices will continue to evolve. There are many forms of LIDAR instruments in use today such as terrestrial-based (tripod), hand-held mobile, drone deployed, autonomous robotic vehicle mounted, and others. Who knows where this fast-moving technology will take us next.



<u>Be seen in</u> the right place. Contact Rita Reis at reis@wbcnet.org

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Co-Generation 101 – A CHP Primer

By Chuck Miller, Low Carbon Solutions Outreach Manager Washington Gas, A WGL Company

Combined Heat and Power (CHP), or Co-Generation, as it is commonly referred to, is a technology whereby a single fuel source is used to produce two beneficial products—in this case electricity and thermal energy.

CHP systems generate electricity and capture the heat from the generation process similar to the way heat is captured from a car engine to heat the vehicle. Energy that would otherwise be wasted and released into the atmosphere is reclaimed to produce useful thermal energy, in forms such as steam or hot water. This useful thermal energy can be used for space heating, domestic hot water, steam generation or even chilled water cooling through a process called absorption cooling. Regardless of how the product is used, the application of CHP technology improves overall system efficiency by using heat that would otherwise be wasted to deliver an additional product.

How does CHP differ from traditional technologies?

When determining overall system efficiency, the evaluation is a simple comparison between fuel consumed using traditional technologies to deliver, (for example electricity and hot water) and the fuel consumed to produce the same commodities using a CHP system.



Graphic courtesy of UGI Performance Solutions

Under a traditional approach, electricity is produced at a power plant miles away from the consumer and delivered through transmission lines to the consumer's location. The systems used to produce this electricity (other than nuclear) typically operate from 36% to 40% efficiency¹ with 60% of energy being lost to the atmosphere as heat and generation losses. Electrons are then transported through transmission lines to the consumer location but in this process, the resistance of the lines themselves cause additional losses of 3% for transmission and generation so that for each unit of fuel consumed at the power plant producing electricity only about 37% of that fuel is converted to actual consumable electricity at the point of use.² At this point, if a consumer wants to have hot water, a local boiler or hot water system is utilized to produce the desired commodity. These systems typically operate at around 75% to 85% efficiency, and it may be slightly higher for modern systems.³ Even so, the overall system consumes fuel to generate electricity and hot water, while experiencing efficiency losses in both processes creating an efficiency of about 51%.⁴



Graphic courtesy of UGI Performance Solutions

Conversely, a CHP system converts fuel to electricity directly at the consumer location, so no transmission line losses occur. Additionally, because no extra fuel is used to produce hot water, the overall system efficiency to produce the same consumed commodities is nearly 80%.⁵ As shown by the diagram on the above, for the same effective output CHP systems can use less fossil fuel. This means that operating costs and carbon emissions are lower and energy efficiency is greater. Furthermore, since generation is on-site, the availability of both power and water is higher, ultimately providing a more resilient platform.

Additional Benefits

CHP technologies hold enormous potential to improve the nation's energy security and resilience and help us meet our climate goals. CHP positively impacts the strength of local economies and supports national policy goals in several ways.

Specifically, CHP can:6

- Improve energy efficiency by capturing heat that is typically wasted and released into the atmosphere
- Increase the resilience of our energy infrastructure by limiting congestion (due to reduced load on the transmission lines) and offsetting transmission losses

- Enhance our energy security by reducing our national energy requirements and helping businesses weather energy price volatility and supply disruptions
- Improve business competitiveness by increasing energy efficiency, which can help manage costs

Efficient CHP systems consume less fossil fuel, and thus can yield reduced greenhouse gasses emissions than traditional systems used for similar commodity production, but these efficiencies also translate directly to economic impact. Many customers can see up to a 35% reduction in equivalent spend on gas and electricity.

Additionally, as the utility energy infrastructure evolves, CHP systems are immediately ready to operate using biofuels, renewable natural gas or hydrogen that could be generated through sustainable technologies such as solar energy. Existing systems have already successfully demonstrated that they can operate using a 20% blend of hydrogen and natural gas and some systems in production operate 100% on hydrogen.

Furthermore, a natural benefit of CHP is that it can operate on various energy sources and is not weather or daylight dependent which can be inconsistent supply sources. CHP systems have runtime availability percentages upwards of 95% so even if the sun is not shining, CHP systems are still producing power and thermal energy. This makes CHP systems an ideal complement to a microgrid or battery storage system. When batteries are discharged for an extended period or inclement weather prevents solar generation for an extended period, consumers with CHP systems would still have power and thermal energy available to them. There are many companies that excel in the optimization of the usage mix of these resources for maximum savings or minimal energy usage. Furthermore, the technologies for microgrid deployment are exceptionally complementary. To provide a resilient microgrid solution, some guaranteed source of generation needs to be part of the equation and rather than using inefficient and diesel back-up generation overall microgrid benefit can be enhanced by the addition of a reliable and resilient generation technology that also produces thermal energy.

² https://www.epa.gov/chp/what-chp

- ⁴ https://www.epa.gov/chp/chp-benefits
- ⁵ https://www.epa.gov/chp/chp-benefits

¹https://www.epa.gov/chp/what-chp

³ https://www.epa.gov/chp/what-chp

⁶ https://betterbuildingssolutioncenter.energy.gov/chp/about

Incentives

In August 2022, President Biden signed the Inflation Recovery Act which supports technology advances that could have a positive impact on achieving climate goals while reducing operating costs and creating job opportunities. As part of this bill, an Investment Tax Credit (ITC) incentive was established so that if a consumer (end-user) invests in an energy efficiency technology (such as CHP), they could potentially receive 30% of the system value as a dollar-for-dollar tax incentive. If the consumer chooses a product that is produced in the United States, they could be eligible for an extra 10% tax incentive and if the system is deployed in a defined opportunity zone or land-scarred location the end-user could be eligible for another 10% incentive. In total, an end user of a CHP system could receive up to a 50% ITC for deploying a CHP system.

Additionally, state, local and utility incentives may also be applied. For example, the Maryland Energy Administration (MEA) offers up to \$650,000 toward a qualified CHP installation. In the same region, a local utility offers up to \$1000 per KW for installed CHP systems. So, for a 1MW CHP system located in the right Maryland location, consumers could receive up to \$1.65M dollars in cash incentives plus up to a 50% investment tax credit (subject to qualifications). That's quite a discount.

Unfortunately, the incentives identified above will not go on forever. Utility and state incentives are modified annually, and the Inflation Recovery Act stipulates that its incentive program for CHP sunsets on December 31, 2024. It does however stipulate that consumers looking to move forward with a CHP installation can "safe harbor" their incentive rewards by investing a minimum of 5% of the total installation cost prior to the sunset deadline. To reach this safe harbor investment level, system engineering, design and product selection will need to be completed by the deadline. The balance of the safe harbor could be equipment or technologies deposits in support of the CHP system installation. If this criteria is met, users will have an additional four years beginning on January 1, 2025 to complete and commission their CHP system.

Getting Started

The first step in understanding whether you can benefit from a CHP solution is understanding how much electricity and thermal energy you consume or "plan to consume." For existing facilities, the simplest way to do this is to review and analyze a full year's worth of utility bills. Or better yet, review 15-minute interval data from your utility so you can see exactly what your peak loads are. This analysis can be completed by many energy service providers and should be the first step in your evaluation.

Additionally, you will need to understand what your operating profile looks like. For example, in commercial real estate, a user may have significant electric and thermal consumption between the hours of 6AM and 10PM but literally no consumption between the hours of 10PM and 6AM. For facilities that have inconsistent consumption, a financial model should be developed to understand where and how every kilowatt and btu is consumed. Once this is developed, a financial metric can be assigned to this energy consumption and a user can fully understand what their potential savings can be. Some consideration should be made for the value of resiliency as in some instances, such as data centers, not having power or thermal energy could mean the difference between staying in business or closing.

Final Considerations

As a final consideration, customers with good credit could invest in these energy efficient technologies without spending significant amounts of money or, any at all, in some cases. CHP technologies have been around for 50 years and there are many investors who seek to own and operate these systems. Under what is known as an "Energy Services Agreement" (ESA) or sometimes a "Power Purchase Agreement" (PPA) thirdparty investors will provide the capital necessary to install CHP systems. Under this structure, the thirdparty investor is the ultimate owner of the asset and as such receives all the tax and financial incentives that are associated with the installation. The final consumer, who is often called "the off-taker" pays little-to-no money up front but agrees to pay back a small amount of the invested capital with each kilowatt or btu consumed. There are many different structures and mixes

of the final financial arrangement but all of them typically result in savings for the customer while laying out little-to-no capital. It does however require a long-term commitment and relationship with the asset owner who, in effect, becomes your own personal utility.

Under these arrangements, asset owners are typically responsible for all operations and maintenance of the assets and provide some form of operational guarantee that assures the off-taker that power and thermal energy will be available when it is needed. Off-takers are typically responsible for paying for the fuel consumed by the CHP system and this activity can simply be a pass-through from the asset owner, so no physical purchasing is required. However, the purchase of this commodity represents a risk to the off taker that he should fully understand. When dealing with fuel risk, it is best to consult with an energy buyer or broker who can assist you in getting the best value commodity purchase with the lowest associated risk.

Conclusion

GRUNLEY

CHP technologies continue to advance and are becoming more and more integrated with the modernization of grid infrastructure as a mechanism to provide added resiliency and improved overall system efficiency. In stand-alone configurations, CHP systems provide economic and operational benefits that can have significant impact on your bottom line. Coupled with federal, state and utility incentives, CHP systems make sound economic sense. Whether you own a system outright or finance it through some other financial structure, the economics of CHP can have real impact on your wallet but in the end, it might be knowing your lights are always going to turn on that provides you the most value.

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Case Study: NH Foundation

By OnsitelQ

OnsiteIQ provides a definitive verification layer for real estate construction. The company works with real estate owners, developers, and investors to deliver the construction intelligence needed to make business-critical decisions about their portfolios. OnsiteIQ delivers 360° imagery of active builds across real estate holdings, offering an accurate record of progress to date, along with real-time project analysis and actionable insight.

Below is a recent case study.

NHP Foundation is on a mission to preserve America's affordable housing, and in recent years, increase supply. The Temenos Place project in downtown Houston is one of the most significant contributions to date and will create permanent supportive housing for local residents exiting homelessness. Once complete, this project will provide a robust permanent supportive services program designed to prevent 95 households from being displaced, and thousands more over the building's expected lifespan.

Challenge

Ensuring efficient operations during construction and aligning a diverse set of stakeholders is a significant challenge when developing affordable housing. The Temenos Place project involves funding from city, county, and federal sources, all of which adhere to strict controls for payment application verification and verifiable progress reports. Weekly construction status

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meetings are held as well as monthly site walks to validate progress. Furthermore, because NHPF will own and operate the building for its lifespan, the project team wanted to provide a referenceable visual record of construction for future maintenance and repairs. A solution was needed to help the NHPF team execute the project with a high degree of operational efficiency, align the diverse stakeholder group, and ensure a complete visual record after building completion.

"We wanted to dramatically increase our ability to garner consensus on project progress, deliver a high degree of project transparency, and foster trust with our stakeholders."

Jason Soifer, Temenos Project Executive

Solution

After an extensive assessment of possible solutions, OnsiteIQ was hired to streamline the construction management process and keep diverse stakeholders aligned. Within weeks, OnsiteIQ was integrated into the construction team's workflow, providing weekly visual records of Temenos Place construction progress. The team leverages this record in their daily routine including the ability to virtually walk the jobsite no matter where they are in the country. Team members can quickly gain needed context at any time. When the construction team hosts weekly owner, architect,



contractor (OAC) meetings, they are able to show before and after progress, removing any ambiguity as to the status of the project.

The ability to pull up the project during a meeting and put everyone in the room or elevation being discussed has been indispensable. In one instance, there was debate over the progress of exterior rough grading even though subcontractor payments backed up the claim. By simply pulling up OnsiteIQ's imagery of the rough grading, it was clear that the dirt was level and two feet higher than the previous site walk which won the day.

"Now, pay application verification is fast. We show up to the bi-weekly meetings and quickly gain consensus with our stakeholders. Everyone feels comfortable and trust is high," says Jason Soifer, Temenos Project Executive.

Results

Verifiable Progress Tracking

OnsiteIQ enables the Temenos project team to pull together progress exhibits 50% faster than previous methods, critical time now available to improve project performance. Additionally, the entire team can be inside the building for a virtual site walk at any time, ensuring collaboration and fostering a working environment based on trust.

Pay Application Verification

Visual proof of progress is at the project team's fingertips without any effort on their part to manage or organize imagery. This backs up all pay applications with unequivocal evidence leading to a 100% success rate on the Temenos project pay application requests.

Collaborating with Project Stakeholders

Travel costs and time are cut significantly using OnsiteIQ. Rather than walking the jobsite and taking notes or capturing pictures, the team quickly scans the jobsite including the ability to recall exact project locations. This is especially effective during OAC meetings and site walks. These efficiency gains enable the NHPF project team to manage multiple concurrent projects which otherwise would not have been possible.

Identifying and Mitigating Risk

Rework is also avoided when construction errors are detected with OnsiteIQ which ultimately saves money and avoids schedule delays. NHPF can readily identify and mitigate risks which may not have been detected otherwise.

"I've incorporated OnsiteIQ into my standard operating procedures. Construction management is 25% more productive as a result, and stakeholders have high trust in our management of the project."

Jason Soifer, Temenos Project Executive

Conclusion

Construction of the project is expected to be complete in 2023. OnsiteIQ is providing the NHPF project team with verifiable progress tracking at their fingertips, a 100% success rate on pay application requests, improved stakeholder collaboration, and the ability to identify and mitigate project risks. Jason Soifer and the project team have incorporated OnsiteIQ into their standard operating procedure for Temenos, expanded to other NHPF projects, and plan to leverage OnSiteIQ on additional projects as they come online.

Once complete, access to OnsiteIQ will be handed over to the maintenance and operations teams for quick reference inside a wall, under a slab, or whatever else may be needed. Preserving America's affordable housing is the stated mission and the NHPF Foundation in partnership with OnsiteIQ is one step closer to achieving that.

DC Building Energy Performance Standards (BEPS): Time to Take Action

By Henry Ko, Sales Manager SIEMENS Industry, Inc.

As the tax filing deadline quickly approaches, another deadline comes even sooner: Compliance pathway selection for DC BEPS on April 1, 2023. By now, all owners and managers of buildings greater than 50,000 square feet in Washington, DC have been made aware if they are in or out of compliance with the first round of the DC BEPS Regulations. April 1st is the deadline for those owners and managers out of compliance to select how they plan to comply with those regulations by the end of 2026.

Most buildings may have already elected a compliance pathway by now, but if not, there are still a couple weeks to decide on the best path to compliance. There can be many factors in the decision, but some of the common ones are: cost of implementation, level of effort required, and sustainability of the efforts made. This last factor is important because the DC BEPS is going to be an iterative process. Once you successfully gain compliance through the first round, the next round starts in 2027 and will likely have higher standards. So the improvements in building efficiency will have to be sustained and possibly improved upon.

There are four pathways that can be chosen for compliance:

1. **Performance Pathway –** To successfully complete this pathway, the building must achieve a 20% reduction in site Energy Use Intensity (EUI). This

reduction will be measured between the building's 2026 benchmark vs the average of 2018 and 2019 benchmarks.

- 2. **Standard Target Pathway –** Based on the building's property type, the Energy Star score of the building must meet or exceed the standard target based on DC BEPS requirements. This is the same standard Energy Star score that the building was compared to when determining compliance or non-compliance for this first round.
- 3. **Prescriptive Pathway** This pathway involves performing an energy audit and working with the DOEE to develop a plan of energy efficiency measures to implement. Both the owner and DOEE must agree and sign off on the plan. During implementation, reports and documentation pertaining to it must be provided to the DOEE. Post implementation, monitoring and verification reports must also be provided to the DOEE to validate savings achieved.
- 4. Alternative Pathway Likely to only be used in special circumstances, but this pathway involves the owner submitting a plan to be approved by the DOEE that achieves energy savings comparable to the requirements in the performance pathway.

Of the four pathways, the first two are likely to be the most elected as they are straight forward targets, and they do not require additional reporting or efforts with the DOEE. Depending on how far out of compliance a building is from its performance standard, pathway 1 may be much easier to complete than pathway 2 or vice versa. For example, if a building currently has an Energy Star score of 35 and its standard target is 72, then achieving a 20% reduction in EUI could be much easier than bringing up the Energy Star score to the standard.

Regardless of the path chosen now, the most important action is to have a long term plan of how to achieve and sustain compliance. Ensure understanding of where the building is currently falling short or if the building is being properly scored by Energy Star. Layout improvement measures with associated level of effort, cost, and impact to prioritize implementation. Identify any needed capital improvements to achieve long term compliance sustainability. Remember, meeting compliance in 2026 is the immediate goal, but planning and working towards higher standards now will make it much easier to achieve compliance long term. Energy Service providers (like Siemens!) have certified Energy Engineers that can help with audits, planning, reporting, and implementation to help with meeting compliance if needed.

What are the implications for not meeting compliance you may ask? The penalties set by DOEE can be quite steep! Maximum penalties can be up to \$10 per square foot capped at \$7.5 million total. These penalties would be reduced proportionally to the level of compliance that the building has achieved relative to its target. With these levels of penalties, it is clear that compliance is being enforced to continuously improve the energy efficiency of buildings within DC and to work towards the goal of reducing greenhouse gas emissions by 60% by 2030.



Sycamore & Oak Site Tour

On February 24 2023, Redbrick LMD, alongside The Emerson Collective hosted the Washington Building Congress at their beautiful project scheduled to open spring of 2023. The project showcases not only support for the community, equity building and support for local business; it showcases execution of a unique once in a lifetime project made entire out of mass timber. The project is a 24,000 SF pavilion designed by one of the world's foremost influential designers, developed by world class group development group with an eye for sustainability and built by a minority Black-owned general contractor.

Located in the heart of Ward 8, the Sycamore and Oak Retail Village is an interim structure scheduled to open in the Spring of 2023. Currently, it is the largest free-standing mass timber structure in the Washington DC metropolitan area. Beyond the sustainability and beauty of this emerging building material, this project also reflects deep community engagement, innovative technology for onsite food preparation and solar power, and critical investments in small, local, and Black-owned businesses. Leading and supporting the IRV are partners, Redbrick LMD & The Emerson Collective.

The Sycamore and Oak Retail Village features a mix of Ward 8 lifestyle retail, job training, restaurant, and event space bringing vibrant chefs, shops, entertainment, and community events. The development was designed by the Congress Heights community through a community engagement process that solicited feed-





back through surveys, focus groups and community meetings. Final decisions regarding the specific stores and amenities were solidified through the engagement of hundreds of Congress Heights residents. Each of the eight retail and lifestyle brands, four restaurants, and fitness space that were selected to be in the village are led by residents of the surrounding community.

The Sycamore and Oak Retail Village is setting the stage for a long-term plan for development on the site of a 600,000+ SF mixed-use sustainable development designed by architect David Adaye and Adjaye Associates in collaboration with the residents of Congress Heights and Redbrick LMD being the lead developer. The vision for the full development is an exciting new town square surrounded by ground-level retail that includes high-quality, local food concepts. A hotel, office building and mix of multi-use residential housing (affordable and workforce housing) are in the works in addition to a pilot Community Equity Endowment Fund that will give an ownership interest in the project for the direct benefit of Congress Heights residents.





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Arlington's New Zoning Amendment If You Build It...

By Kelly Ormsby, NCIDQ Senior Project Manager, Interior Designer at Arium AE

Arium AE is ready to help local businesses take advantage of a new zoning amendment designed to help increase occupancy and bring people back to city centers.

With the increase of hybrid and remote work, many downtown districts throughout the region are facing lower occupancy than in previous years. This lowered occupancy results in lower tax income for the city and lower traffic into businesses that once supported the region's thriving downtowns. Arlington County, Virginia, has come up with a solution that may help increase occupancy and bring people back to city centers.

On January 13, 2023, Arlington passed a zoning amendment allowing urban colleges and universities, artisan workshops, retail, artisan beverage, urban agriculture, and animal boarding spaces to occupy specific commercial office, mixed-use, multifamily, and high-density residential zones. These spaces have previously had to go through more scrutiny to occupy Arlington's commercial office districts or have been unallowed; however, opening them up could bring income into the city by reducing vacancy rates and driving increased tourism.

The new college and university allowance will create classroom and office spaces encouraging students to live in Arlington as they complete their studies. Further encouraging learning and increasing retail opportunities, the new allowance for artisan workshops will bring retail, galleries, and Makers Spaces – which create a place for people of all ages to learn a new skill and create functional and artistic objects – into the city.

On the entertainment side, artisan beverage and urban farming opportunities will bring more visitors to Arlington. Artisan beverage makers, including craft brewers and distilleries, will be able to occupy spaces up to 20,000 square feet and produce up to 15,000 barrels a year. The new urban agriculture spaces allow for growing flowers and plants in soil or using aquaculture, aquaponics, aeroponics, or vertical gardening. This should help increase the area's access to fresh foods and flowers and tap into Virginia's mid-2023 allowance for cannabis cultivation.

Previously, these uses have been relegated to less occupied areas, requiring occupants to visit these establishments outside the town center. As workers opt to work outside commercial zones and closer to home and amenities, these changes will help revitalize downtown Arlington by attracting new visitors and residents. Arium AE's multidisciplinary team of architects and engineers has designed dozens of breweries, distilleries, and retail businesses throughout Maryland and Northern Virginia. The firm has over 35 years of experience assisting clients across the real estate industry with creative building use conversions, facility assessments, and space planning. We'd love to hear about your next project; please contact us at **info@ariumae.com**.



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Smith Pachter McWhorter Lawyers Join Haynes Boone

Smith Pachter McWhorter PLC is pleased to announce that 19 of its lawyers have joined <u>Haynes and</u> <u>Boone, LLP</u>. The lawyers will continue their practice from Smith Pachter McWhorter's current location in Tysons, establishing a Northern Virginia office of Haynes Boone.

Haynes Boone is an international corporate law firm, with about 650 lawyers and offices spanning Texas, New York, California, Charlotte, Chicago, Denver, Virginia, Washington, D.C., London, Mexico City and Shanghai. Haynes Boone was featured in the BTI Consulting Group's 2022 "A-Team" report, which identifies the law firms that in-house counsel commend for providing superior client service. The firm also is recognized as a leader in DEI initiatives. It achieved Mansfield Rule 5.0 certification in October 2022 after completing a rigorous 12-month collaboration with Diversity Lab.

"We are thrilled to join the attorneys of Haynes Boone," said Smith Pachter McWhorter Managing Member Kathryn Griffin. "We view this as a positive step for our clients. The firms' complementary practices and shared culture enhance our ability to support our clients in a wider range of geographic areas and specialties while retaining the concentrated capabilities developed by the lawyers of Smith Pachter McWhorter."

Also joining Haynes Boone are SPM Members Edmund Amorosi, Todd Garland, Jennifer Mahar, Zachary Prince, Daniel Rounds, Jonathan Shaffer and Brian Vella; Counsel Richard Johnson, Stephen Knight, Val McWhorter, John Pachter, Daniel Ramish and Greg Smith; and Associates Jacob Bollinger, Lea Dickinson, Aaron Kor, Michael Maroulis, and Roxanne Reinhardt.

"We are delighted to join forces with such a preeminent group of lawyers who share our culture and strategic vision," said Haynes Boone Managing Partner Taylor Wilson. "The collective experience of our firms' attorneys advances Haynes Boone's ability to continue providing exceptional service to our clients and making meaningful contributions to their businesses."

About Smith Pachter McWhorter PLC

Founded more than 35 years ago, Smith Pachter McWhorter is a preeminent boutique firm focusing on counseling and litigation in the areas of government contracts, construction, and white-collar law. The firm represents many of the largest government contractors, construction contractors, and engineering and design firms, along with mid-sized and smaller companies. In Chambers USA 2022 (Chambers and Partners), Smith Pachter McWhorter ranked among the nation's top firms in Government Contracts and among the leading firms in Virginia in Construction.

Consigli Expands Mid-Atlantic Operations

Consigli Construction Co., Inc. recently announced that it has named three new Project Executives in the Washington, D.C. office: Christopher Candiello, Joseph Ockershausen and Jared Geary. In their new roles, each will expand leadership in the D.C. office and help solidify Consigli's presence in the Mid-Atlantic Region to further develop its regional expertise and market reach.

Chris Candiello has been with Consigli since 2017 and brings over 25 years of experience in the higher



education market. Candiello will oversee complex higher education projects and continue to lead and expand Consigli's presence in the higher education market in the Mid-Atlantic region. Prior to joining Consigli, he served in facilities project management roles at both Tufts University and Harvard University. Candiello currently oversees the new SNF Agora building at Johns Hopkins University, Smith Hall Renovation at Towson University and Farrand House at Dumbarton Oaks.

As a 27-year industry veteran, Joe Ockershausen joins Consigli from a local mid-size general contractor and has overseen projects of



varying sizes and complexities in D.C., Maryland and Virginia. He will focus on leading and growing Consigli's public and residential/mixed use markets. Joe is already overseeing the design-build renovation and expansion of Adams Education Campus School, a historic school that was the first in the country to implement a bilingual program. Most notably, Joe recently oversaw the expansion of the D.C. Courts building and construction of the Tucker Road Ice Rink in Fort Washington, Md.

Jared Geary has over 15 years of local industry experience and joins Consigli from a local general contractor. He has successfully overseen



various life science and healthcare construction projects of different sizes and scopes across the Mid-Atlantic region. He began his career as a Superintendent for a major home builder in Baltimore, Md. He then moved to a large general contractor where he established its small project division with the capacity to construct over 100 projects a year. Jared's background in operations will help to grow Consigli's special projects division while also expanding its portfolio in the life sciences and healthcare markets.

"Our Mid-Atlantic office is continuing to take on some of the DMV's most

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challenging and high-profile projects. We are committed to delivering exceptional projects and Raving Fan service," **said Phil Brault, Director of Operations, Mid-Atlantic.** "The addition of Chris, Jared and Joe will bolster our rapidly growing Consigli family. Their local expertise and leadership will provide a relationship forward approach to the execution of our projects in close partnership with our clients and trade partners."

About Consigli

Consigli Construction Co., Inc. is a leading construction manager in the Northeast and Mid-Atlantic. Consigli services clients across all markets, including academic, health care, life sciences, institutional, energy, corporate and federal. Founded in 1905, Consigli is now an employee-owned (ESOP) company providing its people a direct benefit of its success and creating a culture of accountability. The company has offices in Massachusetts, Washington, D.C., Maine, Connecticut and New York. Consigli has received numerous awards for its craftsmanship and employment practices, including being nationally recognized as a 2021 Forbes Best Employer. For more information, visit consigli.com, follow us on Twitter at @Consigli1905 and on LinkedIn at https://www.linkedin.com/company/ consigli-construction/.



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WB Engineers + Consultants

1101 Wootton Parkway Suite 1050 Rockville, MD 20852 P: (301) 279-6300 https://wbengineering.com/ REPRESENTATIVES: DONNA CASTELLI, VERONICA MONTINOLA

WB Engineers + Consultants is a national MEP/FP engineering, technology consulting, code consulting, commissioning, and program management firm. We are committed to our vision of transforming building infrastructure and environments to transform business. We are experts in building decarbonization, and designing electric vehicle infrastructure, critical facilities, and science and technology spaces.

Mark Your Calendar!

WBC Golf Outing Monday, June 12, 2023

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alendar of Events

April 2023

APRIL 22 10:00 am - Noon **ANACOSTIA WATERSHED EARTHDAY CLEANUP**

Seafarers Yatch Club, Washington, DC

APRIL 29 8:30 am - 4:00 pm **REBUILDING TOGETHER WORKDAY** Private Home, Alexandria, VA

May 2023

MAY 3 8:30 am - 10:00 am **PROSPECTIVE MEMBER NETWORKING** rand* construction, Alexandria, VA

MAY 5 5:00 pm - 7:00 pm HAMMERHEADS CINCO DE MAYO RIVER CRUISE 580 Water Street SW, Washington, DC

MAY 10 12:00 pm - 2:00 pm **NETWORKING TIPS FOR ONLINE AND OFFLINE CONTRACTORS**

Smith, Currie & Hancock, Tysons, VA

MAY 17 WBC BOARD OF GOVERNORS MEETING MAYOR MURIEL BOWSER PRESENTATION By Invitation Only

June 2023

JUNE 12 7:45 am to 4:30 pm **GOLF OUTING**

Belmont and Golf Clubs at Lansdowne, Leesburg, VA

Advertising Information

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

Editorial Calendar

Members Giving Back
Technology & Innovation
Craftsmanship Awards
Rebuilding Together
Marketing & Communications
WBC Leadership & Committees

Advertising Rates

Member Rates:	1 time	3 times	6 times
1/6 horizontal or 1/6 vertical	\$155	\$130	\$110
1/3 vertical or square	\$230	\$190	\$150
1/2 horizontal or vertical	\$430	\$350	\$290
Full-page	\$630	\$510	\$410
Position			
Inside Front Cover	\$830	\$670	\$540
Non-Member Rates:	1 time	3 times	6 times
Non-Member Rates: 1/6 horizontal or 1/6 vertical	1 time \$210	3 times \$176	6 times \$149
Non-Member Rates: 1/6 horizontal or 1/6 vertical 1/3 vertical or square	1 time \$210 \$311	3 times \$176 \$257	6 times \$149 \$203
Non-Member Rates: 1/6 horizontal or 1/6 vertical 1/3 vertical or square 1/2 horizontal or vertical	1 time \$210 \$311 \$581	3 times \$176 \$257 \$473	6 times \$149 \$203 \$392
Non-Member Rates: 1/6 horizontal or 1/6 vertical 1/3 vertical or square 1/2 horizontal or vertical Full-page	1 time \$210 \$311 \$581 \$851	3 times \$176 \$257 \$473 \$689	6 times \$149 \$203 \$392 \$554
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Dates and times subject to change.