

# Bulletin

The Official Publication of the Washington Building Congress | **Aug./Sept. 2009**

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# Bulletin

August/September 2009

Washington Building Congress is a nonprofit association made up of professionals from a variety of disciplines, all with an active interest or involvement in the Washington Metropolitan Area's real estate, design, and construction community. The organization was established in 1937 to represent the collective interests of its members by providing education and networking opportunities and by promoting the advancement of the building industry. For additional information about membership, joining a committee or the WBC Bulletin, call (202) 293-5922 or visit us on the web at [www.wbcnet.org](http://www.wbcnet.org).

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## Chairman's Letter



### Dear Members and Colleagues:

As I approach the end of my term as Chairman, I would like to take this opportunity to extend a special thanks to all of the dedicated committee members, and particularly our committee chairs and vice-chairs. Without each individual member's ideas and input, we could not have accomplished so much this year. The WBC leadership and staff will continue to address the needs of our valued members through the committee process next year. I would also like to personally encourage new members

and those of you who have not been active recently to volunteer some time to our great association and the industry. Please contact the WBC if you would like to serve on a committee or for further information.

This is the time of year when we are asked to pledge our ongoing commitment to the association by renewing our WBC memberships. Active membership in the WBC is especially important in the challenging economic climate. You recently received your 2009-10 dues invoice, Industry Index correction form and Index advertisement form. The WBC membership year runs from October 1 to September 30 each year and annual renewal payments are due September 30. If you have any questions regarding your membership or the WBC, please contact Rita Reis or Steve Kenton at (202) 292-5922.

At the end of August you received official notice announcing the slate of candidates for 2009-10 officers and directors. I am pleased to report that we have another impressive slate of candidates this year. Thank you to those Board members completing their terms on September 30. Special thanks also go to Nominating Committee Chair and Past WBC Chairman John Hardy. Please mark your calendars now for the Fall Kickoff Bull & Oyster Party and installation of officers scheduled for Tuesday, September 29, at Columbia Country Club.

In this issue we are highlighting the WBC Community Services 2009 Rebuilding Together project and the many dedicated individuals and firms who helped make this impressive initiative successful. Please take a moment to review the list of volunteers and take a look at some of the photos taken during the event. Special recognition is due to the entire Community Services Committee, Chair Anne Marie Tombros (Exponent), Vice-Chair and House Captain Winona Leaman (GPI/Greenman-Pederson), and Board liaison Steve Sullivan (Forrester Construction).

Please also take a moment to review the 72nd annual WBC Golf Outing special section in this issue recognizing our outstanding sponsors and tournament winners. Over 400 industry supporters came out for the outing and attended the reception at Lansdowne Golf Club. I would like to once again thank the Golf Outing Committee members, Co-Chairs Mike Baruccheri (Tishman Construction) and Dan Peyton (Suffolk Construction), our great volunteers and the WBC staff for yet another successful event.

The Summer Networking Party on August 20 was once again hosted by the Hammerheads Committee for the full WBC membership. The event was held on the spectacular open air roof at The Reef, a local hotspot located in the heart of Adams Morgan. Thank you to the Hammerheads Committee members, Chair Scott Mucci (Forrester Construction) and Vice-Chair Lisa Newton (BE&K Building Group) for putting together another outstanding series of events over the past year for the next generation of industry leaders!

My year as WBC Chairman has been immensely rewarding, both personally and professionally. I am confident that incoming Chairman of the Board Jonathan Kurtis and the new Board of Directors will keep the momentum going. My term as Chairman ends September 30 and Jon will take office on October 1.

It has been my honor to serve as WBC Chairman of the Board over the past year. Thanks again and let's keep our association moving in a positive direction next year!

Best regards,

**Paul Varela**

WBC Chairman of the Board

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# Industry Report

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## Cuozzo of CBM is a Feature Speaker for GWSCPA Webcast

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Anthony Cuozzo

**Anthony A. Cuozzo, Jr., CPA, CGFM**, senior vice president at Councilor, Buchanan & Mitchell, P.C. and WBC member, was one of two featured speakers in a

webcast on Thursday, July 16, 2009 sponsored by the Greater Washington Society of CPAs. The webcast reviewed the new structure and disclosures required by IRS form 990 that is required to be completed by every not-for-profit organization. The program concentrated on the new “core” part that all organizations will complete, as well as a variety of supplemental schedules that are required if certain situations apply. Special attention was given to Part VII of the form 990 and Schedule J, which both deal with reportable compensation paid to certain employees, officers and/or directors. The program also covered new questions on governance issues, changes in the computation of the public support test, and new disclosures regarding disregarded entities.

Anthony A. Cuozzo, Jr., CPA, CGFM is a senior vice president and Not-for-Profit Technical Principal with Councilor, Buchanan & Mitchell, P.C. (CBM). He has over 35 years of experience serving a variety of clients, including specialties in not-for-profit organizations and local governments. He currently serves as the principal in charge of both 501(c)(3) and 501(c)(6) organizations.

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## WBA Welcomes Four Additions to Its Team

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WBC member, Wisniewski Blair & Associates, Ltd. ([www.wba-arch.com](http://www.wba-arch.com)) is pleased to welcome **Sue Robbins**; **Christina Park**, LEED AP; **Betsy Rimlinger**, IIDA, LEED AP; and **Long Nguyen**, LEED AP to its team.

Sue Robbins brings with her more than ten years of experience working with government and commercial clients on interior renovations and build outs. She joins WBA as a Project Architect for WBA's Commercial team.

Christina Park, LEED AP, has come to WBA with experience in mixed-use and residential projects, and has joined the Commercial team as a Project Architect. Park has produced work in all phases of projects from pre-design through construction administration, and is well versed in both sustainable design and REVIT.

Betsy Rimlinger, IIDA, LEED AP, has joined the Interiors team as a Senior Interior Designer. She brings with her extensive experience in commercial, government, and academic work; and has been recognized by the Mid-Atlantic Chapter of IIDA for her work with CareFirst Blue Cross Blue Shield.

Long Nguyen, LEED AP, is a Senior Project Architect at WBA. Nguyen is well versed in BIM technology and has extensive experience in commercial and educational facilities. He specializes in pre-design phases, and is well versed in master planning, space planning and programming.

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## CBM's Crescenzi Receives "Spirit of Service" Award

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Vincent Crescenzi

**S. Vincent Crescenzi** CPA, CVA, CFE and president of Councilor, Buchanan & Mitchell, P.C., CPAs (CBM), a WBC member was honored with the “Spirit of Service Award” from

Enterprise Network Worldwide (ENW), an alliance of 110 independent accounting firms working together to provide the best possible service to clients on a worldwide basis. Crescenzi received this award for his consistent embodiment of the ENW principles of continuous improvement in leadership and excellence, ensuring that CBM maintains the highest standards of

excellence in client service, and is committed to upholding the standard of working for the best interests of CBM's clients.

With over 35 years as a certified public accountant and business advisor, Crescenzi has earned a reputation as an outstanding accountant and leader within the business community. He has extensive experience advising clients on their many needs including audits, tax planning, business development, business valuations, fraud examination, succession planning, and financial planning services. Crescenzi works with various types of clients including not-for-profit organizations, construction and real estate companies, professional service firms and others.

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## Promotions at Councilor, Buchanan & Mitchell, P.C.

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WBC member, Councilor, Buchanan & Mitchell, P.C. (CBM) is pleased to announce the promotion of **Sean C. Griffin**, CPA, MBA to audit supervisor. Griffin joined the audit staff of CBM in January 2004 and works primarily with the firm's automotive and construction clients.

Griffin attended Salisbury University where he graduated cum laude with a Bachelor of Science in Accounting. He received his Masters of Business Administration from Salisbury University graduating at the top of his class. Griffin is a member of the Construction Financial Management Association and is active in the Associated Builders and Contractors. He is also a member of the Maryland Association of CPAs and the Greater Washington Society of CPAs.

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## SMACNA and SMWIA Reach Contract Agreement

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The Sheet Metal and Air Conditioning Contractors National Association (SMACNA) Mid-Atlantic Chapter, a WBC member, and Sheet Metal Workers International Association (SMWIA) Local 100 have reached agreement on a new five year contract effective July 1.

The new contract addressed many important topics such as drug testing, apprenticeship and journeypersons ratios, holidays, wages, and many other issues that bring continued improvements to the trade.

Under the new agreement journeypersons total compensation begins at \$46.04 and increases incrementally to \$54.60 in 2013 per hour. In addition, workers receive eight paid holidays a year. Journeypersons are highly skilled craftsmen who have successfully completed a four year apprenticeship. Their training allows them to expertly install, fabricate, manufacture or service HVAC, industrial duct systems, architectural sheet metal applications or other sheet metal products.

The SMACNA Mid-Atlantic Chapter and SMWIA Local 100 work together in providing highly skilled and knowledgeable workers in the Maryland, Virginia, Washington, DC and Eastern West Virginia.

## Heery Promotes Ed Newman to DC Area Manager



Edward Newman

Nationally recognized design and construction management firm and WBC member, Heery International has appointed

**Edward C. Newman III** as its Washington, DC,

area manager. Newman was most recently the director of project development responsible for new client development and teaming opportunities throughout Washington, DC, suburban Maryland and Virginia.

The West Point graduate, who has a Bachelor of Science degree in Civil Engineering, has held leadership positions in major industry organizations, including serving as a past president of the Construction Management Association of America's (CMAA) National Capital Chapter.

Newman has more than 25 years experience in project management for

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public and private educational, health-care, transportation and municipal clients in the Mid-Atlantic area. He is a regular instructor in CMAA's training programs and has extensive experience with a variety of project delivery methods from concept to occupancy. He is a registered professional engineer, a LEED Accredited Professional and a Certified Construction Manager.

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### Announcements at Pierce Associates

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Pierce Associates, a WBC Member, is pleased to announce that Coordination Manager, **Scott Sheppard**; Asst. Coordination Manager, **Mike Stauffer**; and Lead Coordinator **Mike Spears** recently completed the United States Army Corps of Engineers Construction Quality Management for Contractor's Course. Also **Keith Gauthier** and **Joe Novak** recently joined the team as project manager and estimator.

Keith Gauthier joined as a project manager. Gauthier was most recently employed as a MEP project manager with a local General Contractor and Developer and brings 30 years of construction industry experience to the Pierce Associates team. He is presently working as a project manager at the New Campus East project in Springfield, VA.

Pierce Associates welcomed Joe Novak to its estimating team. Novak was most recently employed as an estimator with a local mechanical contractor. He has joined as an estimator and is currently working with the Special Projects Division in PAI's Alexandria, VA office.

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### Truesdell Joins HITT Contracting Inc.

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Allison Truesdell

WBC member, HITT Contracting Inc. is pleased to announce that **Allison Truesdell**, LEED® AP has joined HITT's Corporate Interiors and Law Firms divisions as director

of business development. Truesdell graduated from Virginia Polytechnic Institute and State University with a degree in Interior Design and has had many years of experience in the A/E/C industry in commercial interior design and business development.

She is an active member of CoreNet Global's Young Leaders Committee where she is the secretary and public relations chairperson, Commercial Real Estate Women's (CREW), Community Action and Communications Committee, and National Association of Industrial and Office Properties (NAIOP).

As director of business development, Truesdell will work on establishing long-standing relationships with new and existing clients. Her main focus will be on new business development opportunities for corporate interiors and law firms in the Washington, DC metropolitan area.

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## For 165 Local Residents, a New Career Commences

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Although the national economy still may be challenging for many job seekers, 165 new electricians launched into a new lifetime career on June 6, 2009. They graduated from the Joint Apprenticeship and Training Committee's (JATC) electrical apprenticeship program. This organization is sponsored jointly by WBC members, Local Union 26 of the International Brotherhood of Electrical Workers (IBEW), and the Washington, DC Chapter of the National Electrical Contractors Association (NECA).

The graduation celebration for the class of 2009 was convened at Martin's Crosswinds in Greenbelt, MD. Festivities were organized and conducted by training director, David A. McCord. He was a graduate of the apprenticeship program and has served as training director for 15 years overseeing training at state-of-art training centers in Lanham, MD and Manassas, VA with satellite facilities in Charles County, MD and Roanoke, VA. The ceremony is the culmination

of 800 hours of classroom instruction and 10,000 hours of supervised on the job training over a five-year period. The apprentices can choose from among several optional specialized certifications, including green jobs such as solar installation.

Unlike college formats, these apprentices are paid for attending class, and receive regular pay raises on the job as their skill and experience increases. Starting pay is more than five times the national minimum wage, with annual raises guaranteed. In addition, they receive excellent health and welfare benefits, including family members. The work is challenging, both in the classroom and on-site. But, many find the rewards more than compensating. Twenty-eight graduates in the class of 2009 were honored for their excellent academic achievements with final grade averages above 90. Three achieved valedictorian status; Todd M. Charron (96.4), Bryan S. Myers (93.72) and Susuana Danful (92.78). In addition, ten apprentice graduates were recognized for perfect attendance throughout the full five-year schedule.

The graduating apprentices are some of the 800 trainees preparing for their place among the more than 8,400 members of IBEW Local 26 who are employed by some 200 union signatory contractors. The electrical apprenticeship training program for the electrical industry was launched officially in 1948 and now invests about \$100 million nationally per year in preparing new entrants to succeed in the creation of our electrified infrastructure.

The metro JATC for the electrical industry is coordinated by members representing both management and labor. Chairman is Charles E. (Chuck) Graham, Jr., business manager of Local 26 and Vice-Chairman is Steven P. Kelly, president of John E. Kelly & Sons Electrical Construction, Inc.

Complete information describing the electrical apprenticeship curriculum, pay and benefits, and application instructions are provided on the industry Web site. For details, visit [www.washdc-jatc.org](http://www.washdc-jatc.org).

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## Balfour Beatty Construction Supports George Mason University Event

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John Tarpey

**John Tarpey**, president and CEO of Balfour Beatty Construction's Washington Division, demonstrated Balfour Beatty's support of small-, women- and minority-owned

businesses by speaking on a panel at George Mason University's Vendor Opportunity Fair, held at George Mason's Fairfax campus on June 11.

The first-ever event drew more than 150 people to network and learn about doing business with George Mason and other Virginia colleges and universities. Developing more opportunities for small-, women- and minority-owned businesses (SWaM) is a major focus for George Mason and the other public higher education institutions.

Tarpey was one of five business leaders on a panel that discussed what companies can do to succeed in the current challenging economic conditions. Balfour Beatty Construction was a platinum sponsor of the event. Balfour Beatty is part of the team that is developing and building The Mason Inn, a 171,567-square-foot hotel and conference center on George Mason's Fairfax campus.

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## Marchetto Joins Tishman as President of Construction Operations

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Peter Marchetto

WBC member, Tishman Construction Corporation Chairman, **Daniel R. Tishman**, today announced that **Peter Marchetto** joined the company as President of Construction

Operations. Marchetto has more than 25 years of construction management

# Industry Report

experience in diverse market sectors, including: high-rise office buildings; corporate campuses; interiors; education; hotels; courthouses; technology facilities; retail; restoration and many types of public buildings. Marchetto is also joining the newly created Office of the Chairman, which oversees all of the company's activities, with a particular focus on expanding Tishman's share of key markets and sectors.

In addition to Marchetto, the Office of the Chairman will include current Tishman executives: John T. Livingston, president of corporate operations for Tishman Construction; Jay Badame, regional president and chief operating officer of Tishman Construction in New York, New Jersey and Pennsylvania; and Daniel McQuade, regional president of Tishman Construction in New England, Nevada and California.

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## Arnold Joins Structure Tone

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Reginald Arnold

**Reginald J. Arnold, II** (Reg) has been named senior regional vice president for Structure Tone in Washington, DC—a WBC member. Arnold has full operations

responsibility for the region encompassing Washington, DC; Virginia; and Maryland. A seasoned construction professional, Arnold has over 26 years of experience exclusively in the capital region.

Arnold's major project experience includes both interior and base building construction of corporate office and campus complexes, as well as hospitality, healthcare, mission critical, life science and federal government facilities. These projects have ranged in value from \$5M to in excess of \$100M. Arnold comes to Structure Tone from Suffolk Construction where he started-up the firm's operations in the DC metropolitan area. Prior to that endeavor, Arnold served with HITT Contracting for 17 years starting as a senior project manager and

concluding as executive vice president.

Arnold began his career in 1983 at Falls Church Construction where he assumed progressively responsible assignments throughout his eight-year tenure. Arnold is active in several DC-area professional associations and charities, including Associated Builders and Contractors (ABC), Washington Building Congress (WBC) and National Association of Industrial and Office Properties (NAIOP). For ABC, Arnold served as an instructor at the organization's Project Manager Academy and was instrumental in developing the curriculum for its Superintendent's Academy. He attended George Mason University with a major in business administration.

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## SK&A Group Announcements

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WBC member, the SK&A Group is pleased to announce that two employees have recently become Leadership in Energy and Environmental Design Accredited Professionals (LEED APs). They are **Josh Woolcock**, project engineer in the Washington, DC office and **Craig Swift**, project engineer in the Rockville, MD office.

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## New Hire at SK&A Group

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Richard Ragold

The SK&A Group, a WBC member is pleased to announce that **Richard Ragold**, PE, has been hired as director of business development, government programs. Ragold

will coordinate the firm's pursuit of structural engineering work in the government sector and will interface with federal, state and local agencies, architects, contractors, A/E firms and owners to develop direct government contracts, subcontracting and teaming arrangements. Ragold is an experienced structural engineer who had his own firm for more than 25 years, but has focused more recently on business

development, and brings with him a wealth of information and network contacts as he represents all three offices of SK&A.

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## PSI, Inc. Welcomes New Employees

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Professional Service Industries, Inc. (PSI)—WBC member and national leader among geotechnical engineering, construction materials testing, environmental, and facilities engineering firms—is pleased to announce the following new employees: **Dana K. Eddy, P.E.**; **Richard E. Finnen, Jr., P.E.**; **Michael K. Dolan, P.E.**; **Snigdha Yerramilli**; and **Eric Ofei, PE**.

Dana K. Eddy, P.E.—has joined PSI's Baltimore-Washington Metropolitan operation as senior vice president of the Mid-Atlantic Region. Eddy was a principal at The Eddy Group prior to its acquisition by PSI on December 31, 2008. A graduate of Georgia Institute of Technology with a Master of Science in Civil Engineering and of Rensselaer Polytechnic Institute with a Master of Science in Business Administration, Eddy has conducted geotechnical analysis and evaluation for a diverse group of clients in the public and private sectors of the A/E/C industry. He brings more than 30 years of experience ranging in foundation type analysis, construction material engineering activities, management of quality control protocol, along with analysis and recommendation of material acceptability and applicability. In his new role, Eddy is headquartered in PSI's Fairfax, VA office and is responsible for the overall growth of PSI in Maryland, Virginia, and Washington, DC.

Richard E. Finnen, Jr., P.E.—has joined PSI's Baltimore-Washington Metropolitan operation as the department manager of environmental/geotechnical services. Finnen was a principal at The Eddy Group prior to its acquisition by PSI on December 31, 2008. A graduate of North Carolina State University with a Bachelor of Science in Civil Engineering, Finnen brings more than 15 years of experience to PSI. In his new role, Finnen is



headquartered in PSI's Fairfax, VA office and is responsible for technical product, marketing, and overall management of the geotechnical and environmental engineering departments.

Michael K. Dolan, P.E.—has joined PSI's Baltimore-Washington Metropolitan operation as the department manager of construction services. Dolan was a principal at The Eddy Group prior to its acquisition by PSI on December 31, 2008. A graduate of Bucknell University with a Bachelor of Science in Civil Engineering, Dolan brings more than 17 years of experience to PSI. In his new role, Dolan is headquartered in PSI's Fairfax, VA office and is responsible for quality assurance of the construction materials laboratory in addition to expanding the construction services department throughout the region.

Snigdha Yerramilli was hired as a staff engineer in the Fairfax operations office. Yerramilli earned a Bachelor of Science in Civil Engineering from Osmania University—Hyderabad, India and a Master of Science in Civil Engineering from the University of Nevada—Reno.

Eric Ofei, PE has joined the PSI Fairfax operations office as a new project engineer. Ofei earned his Bachelor of Science in Geological Engineering from the University of Science and Technology—Kumsai, Ghana and his Master of Science in Civil Engineering from the University of Maryland.

## **Professional Service Industries, Inc. (PSI) Grows Facilities Engineering Department**

Under the direction of its manager, **Daniel Milliron**, P.E., WBC member, PSI, has grown its Facilities Engineering Department to incorporate additional services in order to meet the growing needs of its clients'. PSI is now providing building commissioning services and building envelope testing and consulting, including window and façade testing services, from its Baltimore-Washington Metropolitan Area headquarters located in Fairfax, VA.

**Keith Wm. Bryan**, M.C.E.M., PSI's special projects manager, leads



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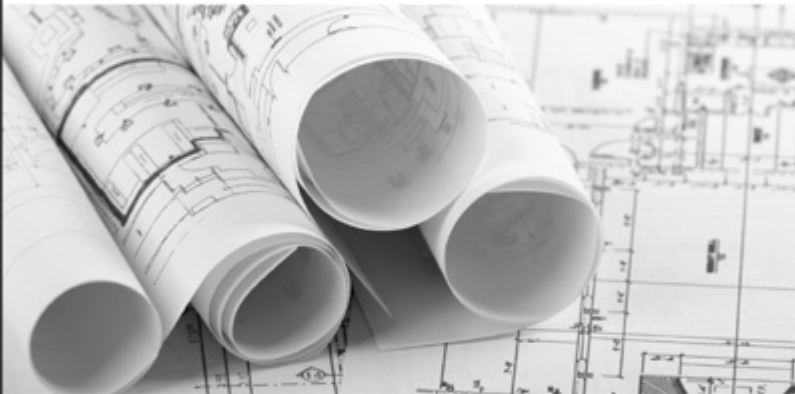
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the firm's commissioning and building envelope consulting teams. PSI is providing full commissioning services on buildings of all types with complex systems (i.e. mechanical, electrical, and plumbing (MEP) systems, security systems, and fire protection systems). In addition, PSI's team of experienced engineers, architects, and technicians are providing commissioning services for non-traditional systems such as building envelope (including curtainwall and roofing), special finishes, laboratory systems and equipment, indoor air quality, and others.

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- Training
- Follow-Up Verification of Actual System Performance

#### Cheung and Perez New Hires at Skanska

Skanska USA Building Inc.—a WBC member announces the hiring of **Katie Cheung** as marketing coordinator for its Rockville, MD office. In this position, Cheung will be responsible for proposal production within Skanska's Interiors Group, Education, Federal and other key markets. **Daimon Perez** was hired as environmental health and safety (EH&S) manager in its Rockville, MD office.

Cheung joins the marketing department with an extensive background in the construction and architectural proposal development process. She brings to Skanska significant expertise in developing presentations and preparing proposals for projects in government, education and commercial markets. She was previously employed by Matrix Settles and SmithGroup. Cheung graduated Cum Laude from George Mason University with a Bachelor of Science in Marketing. In her free time, she is an avid rock climber.



Perez is a seasoned construction professional who comes to the Rockville office from Skanska's office in San Juan, Puerto Rico. He brings to Skanska more than 13 years professional experience in Environmental, Health and Safety. In this role, he has guided project teams utilizing his talent and extensive skills in the implementation of responsive programs, policies and initiatives that meet EH&S requirements. He has mentored professionals and provided for the development of all staff involved in project EH&S.

While in Puerto Rico, Perez chaired the Safety Leadership Committee and assumed a leadership role in the local environmental efforts of the company, overseeing the environmental, safety and health execution for all Puerto Rico construction management projects. Since working for Skanska, Perez has developed and implemented new EH&S training, managed the EH&S programs for multimillion-dollar research and development laboratories and received numerous safety awards on behalf of clients including GlaxoSmithKline, Merck Sharp & Dohme, Eli Lilly and Bristol-Myers Squibb.

Perez is a member of the American Society of Safety Engineers, the Sociedad de Profesionales en Prevencion de Accidentes de Puerto Rico, the Puerto Rico Manufacturing Association and the local U.S. Green Building Council. He also is an authorized OSHA trainer in construction. Perez received both his Master's and Bachelor's degrees in Business Administration from the Universidad del Turabo.

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## Hankins and Anderson, Inc. New Employees and Promotions

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WBC member, Hankins and Anderson, Inc. announces the following new employees:

- **Mark Safirowski** has joined the Mechanical Department in the Hampton Roads office. Safirowski was formerly with Interbrand Design Forum.
- **Justin C. Wheeler**, P.E., has joined the Life Safety Department in the Hampton Roads office. Wheeler was formerly with R.W. Sullivan, Inc.

- **Ashley Moore** has joined the Marketing Department in the Glen Allen office. Moore was formerly with Timmons Group.
- **Chris Barrar**, E.I.T. has joined the Structural Department in the Glen Allen office. Barrar was a former intern with Hankins & Anderson and is a recent graduate of Virginia Tech.
- **Jo. W. Potts** has joined the IT Department in the Glen Allen office. Potts was formerly an Independent Contractor for Qualxserv.
- **Darlene M. Blake-Murillo** has joined the Human Resources Department in the Glen Allen office. Blake-Murillo was formerly with American Pride Inc.

Hankins and Anderson, Inc. Also Announces the Following Promotions:

- **Carl A. Cunningham**, P.E. LEED AP, has been promoted to senior associate. Cunningham has been with the firm's Structural Department for ten years and holds a Bachelors degree in Civil Engineering from the University of Texas at Austin.
- **William A. Goode**, JR, P.E., LEED AP, has been with the firm's Civil Department for seven years and holds a Bachelors degree in Civil Engineering and a Masters degree in Business Administration from Virginia Tech.
- **William C. Wheeler**, P.E., PMP, LEED AP, has been promoted to senior associate. Wheeler has been with the firm's Civil Department for eight year and the Project Management Department for one. He holds a Bachelors and a Masters degree in Civil Engineering from Virginia Tech.
- **Mark R. Leonardo**, P.E., has been promoted to associate. Leonardo has been with the firm's Structural Department for five years and holds a Bachelors degree in Engineering Technology from Old Dominion University.
- **Eric J. Shelton**, P.E., has been promoted to associate. Shelton has been with the firm's Life Safety Department for four years and holds a Bachelors degree in Mechanical Engineering from Virginia Tech.
- **Stefana N. Petrova** has been promoted to associate. Petrova has been with the firm's Mechanical Department for four years and holds a Bachelors degree in Mechanical Engineering from the Technical University of Sofia, Bulgaria.

- **Peter R. Chamberlain**, P.E., CEM, LEED AP, has been promoted to associate. Chamberlain has been with the firm's Mechanical Department for seven years and holds a Bachelors degree in Architectural Engineering from the Milwaukee School of Engineering.
- **Vernon A. Shaw** has been promoted to associate. Shaw has been with the firm's Electrical Department for eight years.
- **Donald G. Griffith** has been promoted to associate. Griffith has been with the firm's Electrical Department for five years and holds an Associates degree in Architectural Engineering from Bluefield State College.
- **Patricia Beasley**, PHR, has been promoted to associate. Beasley has been with the firm's Human Resource Department for one year and holds a Bachelors degree in Civil Engineering from the University of Virginia.
- **Mark Durham**, P.E., PMP, has been promoted to associate. Durham has been with the firm's Project Management Department for two years and holds a Bachelors degree in Civil Engineering from Duke University. Durham also holds a Masters degree in Civil Engineering from University of Virginia.
- **Katonda L. Potts** has been promoted to associate. Potts has been with the firm's Project Management Department for two years and holds a Bachelors degree in Architectural Engineering and a Masters degree in Construction Management from North Carolina A&T State University.
- **Cory M. Piland**, PMP, LEED AP, has been promoted to associate. Piland has been with the firm's Project Management Department for eight years and holds a Bachelors degree in Architecture from Virginia Tech.
- **David L. Hosfeld** has been promoted to associate. Hosfeld has been with the firm's Construction Administration Department for four years and holds an Associates degree in Structural Design from ITT College of Business.

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## Hankins and Anderson Named 2009 Circle of Excellence Firm

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PSMJ Resources, Inc. the premier management consulting firm for the architecture, engineering, and con-

# Industry Report

struction industries, announced Hankins and Anderson—as a 2009 Circle of Excellence firm for the second year in a row.

The PSMJ Circle of Excellence is determined by 13 individual benchmarks. These benchmarks are indicative of performance in the various aspects of business operations, including cash flow, overhead control, business development, project performance, staff utilization, and overall profitability. As one of the 44 recognized design firms, Hankins and Anderson's President and CEO **Michael Matthews, P.E.**, is honored to see his firm on the list again.

## Hankins and Anderson CEO to Service as ACEC Virginia President

**Michael Matthews, P.E.**, president and CEO of Hankins and Anderson, Inc., and a past president of the American Council of Engineering Companies (ACEC) Virginia, will again lead the organization as president in 2009–2010.

In addition to heading a 190-person, multi-discipline engineering firm and being a past president of ACEC Virginia, Matthews is also a past president of Richmond American Society of Heating, Refrigeration and Air-Conditioning Engineers Chapter and is a member of the National Society of Professional Engineers. His current involvement in ACEC Virginia included the chair position on the education committee, a member of the programs committee, and a past chair of the finance committee. Matthews also sits on the ACEC Federal Agencies Liaison committee at the national level. He has facilitated and served on numerous ACEC Virginia panels on topics including design/build, BIM and business management.

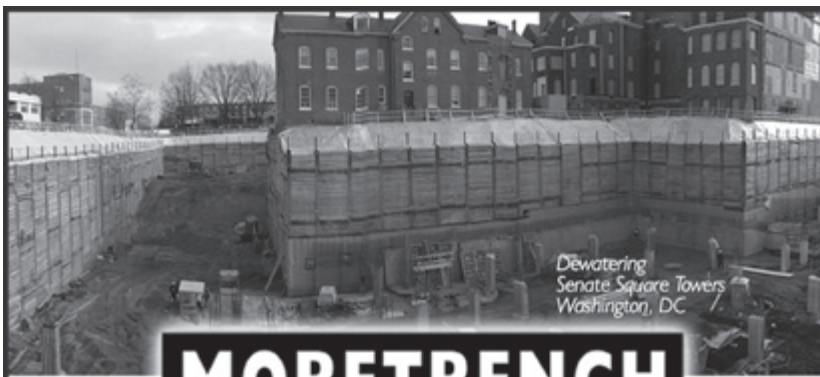
Matthews is a 1982 Mechanical Engineering graduate of Old Dominion University where he was honored as a Distinguished Alumnus. He has guest lectured at the University of Virginia on Private Practice Engineering and at the University of Richmond,

Robins School of Business on Motivation and Leadership. He also serves on the Economic Development Authority and the Board of Code Appeals in his home town of West Point, VA.

## Promotions at Singleton Electric Co. Inc.

WBC member, Singleton Electric Co. Inc. announces the following promotions: **Jack Singleton** to chairman of the board, **Joe Horan** to president, and **Scott Werner** to vice president.

- Jack Singleton has been with the company since 1972 and has been president for the last seven years.
- Joe Horan has been with the company since 1977 and was a project manager for 20 years. For the last 11 years, Horan has been vice president. In his new position, he will be in charge of the day-to-day operations of the company.
- Scott Werner has been with the company since 1996 and was a project manager for his first ten years with the company, has been the senior project manager for the last three years. Werner will be in charge of all projects and assist the president. **B**



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Joe Horan



Scott Werner

## On the Move...

PMA office's moved to 7508 Wisconsin Ave, 4th Floor, Bethesda, MD 20814. Please note: the phone and fax numbers will not change.

KANE Construction Inc. has moved to 438 N. Frederick Avenue, Fourth Floor, Gaithersburg, MD 20877-2458. The phone and fax number will remain the same.



# Defective Drywall Claims Prompt Legislation and Litigation

By Sheila Raftery Wiggins, Esq.

Certain imported drywall, primarily manufactured in China, is allegedly defective. It has been alleged that the drywall corrodes electrical wires and copper coils and emits “rotten egg” fumes that cause respiratory health problems. As a result, federal agencies have responded, and litigation has been increasing.

After the hurricanes of 2004 and 2005, reconstruction led to a sharp increase in the demand for drywall. Drywall shortages hit first and hardest on Florida’s Gulf Coast, leading contractors and distributors to use drywall from multiple sources, including Chinese manufacturers. From December 2008 to July 2009, the U.S. Consumer Products Safety Commission (“CPSC”) received approximately 608 complaints from residents of 21 states and the District of Columbia regarding health problems and property damage allegedly caused by the imported drywall. Most reports are from Florida, Louisiana and Virginia. The suspect drywall has been located primarily in residential properties of all types which were built or remodeled from 2004–2007.

## Litigation

Lawsuits are being filed against the manufacturers and distributors of the affected drywall. Homebuilders and contractors that installed the drywall need to be aware of their potential liability. For example, some builders were aware that the imported drywall was heavier and broke differently and in a more jagged manner than domestic drywall. Plaintiffs, therefore, may argue that these builders had notice that the drywall was potentially defective because of its unusual characteristics.

Moreover, architects or engineers involved in construction projects should be mindful of potential professional malpractice liability exposure. Any person in these roles named as a defendant may have significant indemnification or contribution rights against others in the chain of distribution that are more responsible. Liability may also fall on the design, construction and inspection teams based on breach of warranty claims.

It is unclear whether the drywall-related claims are covered by certain insurance policies. For example, disputes will arise as to whether the claim is subject to an exclusion, such as: (a) the pollution exclusion, (b) “your work, your product” exclusion, or (c) mold exclusions which are usually included in coastal areas. Regarding third-party property damage or construction-defect claims, a key issue concerns whether the claim for faulty workmanship claims give rise to



an occurrence under a general liability policy. Also, disputes regarding the “trigger of coverage” will likely arise between first-party policies. Finally, this exposure may create not just disputes but also new opportunities for insurers: underwriting opportunities for specialty insurers may arise from recently formed businesses that are inspecting homes for the presence of suspect drywall and to remediate damage.

## Investigation

The CPSC has coordinated with other federal agencies to investigate gypsum mining, particularly in the ShanDong (China) province which is the likely origin of some of the suspect drywall. This team also communicated with its Chinese government counterpart (General Administration of Quality Supervision, Inspection and Quarantine). In June 2009, the CPSC and two Chinese experts inspected homes in Florida and Louisiana.

The CPSC is investigating Customs and Border Protection databases to obtain data regarding the importers and builders who are suspected of using the imported drywall. To date, the CPSC confirmed that 5,503,694 sheets of Chinese drywall was imported into the United States during 2006. All of the

Continued on p. 12

## Guest Article

Continued from p. 11

major domestic gypsum manufacturers have been inspected and samples obtained for comparison with the samples of the imported product.

For private litigants, obtaining discovery from entities or persons located in China can be difficult and time-consuming. Accordingly, in cases where this evidence will be important, care should be chosen to select counsel with international litigation experience.

### Test Results

By August 21, 2009, the U.S. Environmental Protection Agency (“EPA”) expects to report on its test results of fifteen samples of various uninstalled drywall regarding their organic and inorganic compounds, metals and other properties. The CPSC is conducting studies of in-home indoor air samples and chamber studies to isolate the drywall’s chemical emissions from those of other products that can be found in a home (e.g., carpets and paint). The CPSC is also conducting an engineering analysis of the effects of emissions from the imported drywall on electrical components and fire safety equipment with respect to possible fire and shock hazards.

### Legislation

The U.S. House of Representatives recently passed an Amendment to the Mortgage Reform Act that calls for the HUD to study: (a) the availability of property insurance for residential structures with suspect drywall; and (b) the effects of the presence of suspect drywall on residential mortgage foreclosures. Both the U.S. Senate and the House recently introduced identical bills, Drywall Safety Act of 2009, to study the allegedly defective drywall imported from China between 2004 and 2007.

The 2010 Financial Services Appropriations Bill, which was approved by the Senate Committee in early July 2009, gives the CPSC \$113 million (\$8 million above last year) to fund, in part, investigation regarding the imported drywall and to expand the Import Safety Initiative which puts CPSC inspectors at key U.S. ports.

The issue of the imported drywall is being addressed on many fronts – litigation, legislation, and state and federal agency action. However, untangling the web of the effects of the imported drywall will likely be costly and time-consuming. **B**



Sheila Raftery Wiggins

**Sheila Raftery Wiggins, Esq.** is a Trial Partner with Duane Morris LLP. She successfully litigated lawsuits arising from both residential and commercial construction claims. She is also an experienced products liability litigator and has defended companies which manufacture, construct, and supply various construction and engineering related products.

## Regional Update

# Regional Development Committee

by Dennis Desmond, PJ Dick, Inc., Chairman

The Regional Development Committee is charged with tracking development and construction trends and presenting related information to the membership. In this current year, the focus of the Committee is staying apprised of emerging market trends and visiting leading projects.

In February, Committee members toured the Constitution Center project in Washington, DC, courtesy of member Martina Driscoll (Wiss, Janney, Elstner Associates). The project entails the massive modernization/renovation of the Nassif Building at 7th and D Streets, Southwest, Washington, DC. Tour members spent time discussing and admiring the new HVAC system, which utilizes chilled beam technology initially developed in Europe.

In May, Committee members toured the grounds of the former Lorton, Virginia, prison site. Under phase one of a project led by the Lorton Arts Fund, part of the space has been converted into gallery spaces. In phase two, nine buildings will be converted to other uses, including the transformation of a cafeteria into a cooking school. Committee Vice Chairman Nick Pasanella, who led the tour and whose company “3 Latitude” is managing one of the projects, called the Lorton development “an exciting change for Fairfax County.”

Committee members are preparing for another tour and an upcoming meeting with Valerie Santos, Deputy Mayor for Planning and Economic Development.

## Get Involved: Serve on a WBC Committee

Please lend a hand and make the commitment to get involved today! Contact the WBC at (202) 293-5922 for further information or go to [wbcnet.org](http://wbcnet.org) and complete a committee sign-up form.

### WBC Committees 2009–2010

- Community Services
- Craftsmanship Awards
- Hammerheads
- Marketing & Communications
- Membership Services
- Program & Education
- Regional Development
- Summer Golf Outing



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# Hurricane Season and Power Outages

By John E. Kelly, Jr.

Well, we're once again in the middle of Hurricane Season and the electrical power outages caused by severe thunderstorms. In the mid-Atlantic area it is always hard to predict if we will get hit by a hurricane and/or tropical storm, however we can always count on severe thunderstorms.

For those of us with mission critical facilities, we must always plan for the worst due to the severity of economical and human damage that would occur without electricity to power data centers, hospitals, communication centers and places that store food and conduct long term biological experiments, etc. Many people today also have an automatic home standby generator to back up either their entire home or just a portion as generator systems have become so affordable.

The best way to ensure your power is back up and running quickly is to install a permanently mounted automatic generator in conjunction with an automatic transfer switch. Generators today can be fueled by diesel, natural gas, LP gas or Bi-fuel. Most automatic generators today are designed to start up and provide power in ten seconds or less which usually ensures your outage will not cause severe problems. If you cannot afford even a ten second lapse, you can install an uninterruptible power supply (UPS) to carry you through until the genset provides power.

The Bi-fuel generator actually runs on natural gas and diesel at the same time, usually at a 75% natural gas to 25% diesel mixture, thereby greatly extending the amount of time the onsite stored diesel fuel will last. This will allow you to minimize the amount of diesel you need to store on site.

In mission critical facilities, it is quite common to have two or more generators paralleled together to a common connection point to ensure that if one generator fails, there are others that can still provide electricity to the critical power load. With the digital technology available today many facilities are paralleling generators digitally, thereby eliminating the very expensive and complicated paralleling switchgear used in the past. In fact, there is such a cost reduction that it is now feasible to parallel generators as small as 100 kw instead of only considering this option at one megawatt or more.

The other option in lieu of installing a permanent generator is to rent the power you need only when you need it. The big drawback to this option is that during an unplanned power outage, you will be without power until a temporary generator can be delivered and connected. You can count on at least a two hour down time and often quite a bit longer depending on local conditions.

When a hurricane is on the way with today's ability to predict where and how they will hit land, you will quite often have to go hundreds of miles to even find a rental available if you have not acted quickly enough. Every year we send many rentals from our facility in Maryland to Florida, Texas or anywhere along the



Left: Data Center  
2 (750) KW Modular  
Parallel System.

Below: Whiting Turner  
National Harbor Project  
Tower Crane

Southeast Coast when hurricanes hit because the local inventory has been cleaned out, sometimes a week or more before a hurricane landfall.

You can help shorten the time to connect your rental by having your electrical system pre-configured or re-wired to a manual transfer switch or power connector and preplanning where you would park the rental Genset and how much temporary wire you will need. This type of contingency planning help is available from competent companies that specialize in rental generators. Remember to allow for the appropriate room to park your genset. For example, a 1.5 megawatt generator is quite often mounted on a 40' wheeled tractor trailer rig. On the other hand, a 20 kw is about the size of a home air conditioning unit.

Finally, I would highly recommend not waiting until a storm is eminent to try and install or rent a generator. To lay out a design, get competitive pricing and have the generator system delivered often takes many weeks. Even contingency planning for a rental set up should be done well in advance of the storm season to allow for the planning and re-working of an existing electrical system.

For your peace of mind always insist on dealing with a generator company that employs Electrical Generating Systems Association certified (EGSA) technicians to ensure that the company you are dealing with is competent to support the products they sell and rent.

Good luck and plan ahead!

**John E. Kelly, Jr.** is the Founder and President of Kelly Generator and Equipment, Inc. established in 1992. He began in the electrical trades and quickly recognized the importance of stand-by generation both as a business opportunity and the positive contribution it serves in maintaining electrical power 24/7. He attained and still holds his license as a Master Electrician in the State of Maryland. John currently serves as the Vice President of the Electrical Generating Systems Association (EGSA) as well as a member of the EGSA Technician Certification Committee and the EGSA Strategic Committee. John has previously been an invited speaker at the Power Gen International Conference and as the EGSA representative speaking at the 2006 FEMA Conference in Atlanta, GA.

## Community Services

# WBC 2009 Rebuilding Together Project

**O**n April 25, Washington Building Congress members participated in the 21st annual Rebuilding Together National Rebuilding Day. Rebuilding Together, a non-profit organization devoted to rebuilding communities and preserving affordable housing, is the nation's leading nonprofit working to preserve affordable homeownership and revitalize communities across the country. The organization has over 200 affiliates with thousands of volunteers who every year rehabilitate and improve the homes of low-income people at no cost. Recipients of services included the elderly, disabled, military veterans and families in need.

This year the WBC Community Services Committee proudly adopted another Rebuilding Together house located in Falls Church, Virginia. The extremely appreciative recipient was disabled due to a courageous fight with cancer and related treatments. Special thanks go to House Captain Winona Leaman (GPI/Greenman-Pederson, Inc.), Co-Captain Rob Wenger (Foulger-Pratt Contracting) and Volunteer Coordinator Anne Marie Tombros (Exponent), who once again went above and beyond the call of duty to pull off this impressive transformation. Thank you also to all of the wonderful volunteers and supporters of this worthy community service project.

WBC Community Services Committee Vice-Chair Winona Leaman was nominated to serve as House Captain for the

second consecutive year and organized an overwhelmingly generous team of over 60 volunteers, representing 18 firms. Because of the scope of work involved with this year's home, many tasks were started prior to the actual project day. The interior of the house was completely repainted, all windows were replaced, hardwood floors were refinished, the bathroom was renovated, insulation was installed in crawl spaces and the attic, new siding and gutters were installed, and landscaping was completed.

Rebuilding Together is the leading national volunteer organization working in partnership with communities to rehabilitate owner-occupied low-income housing. Nationally, Rebuilding Together programs have rehabilitated over 105,000 homes and non-profit facilities using almost 2.5 million volunteers. Rebuilding Together provides home repairs free of charge and gives priority to those low-income households with older adults, persons with disabilities or families with children.

With the efforts of more than 57,000 community volunteers, Fairfax County Rebuilding Together affiliate RPJ Housing has repaired over 2,200 homes and non-profit facilities since it began sponsoring the program in 1988. This neighbor-helping-neighbor approach unites 2,000 skilled and unskilled volunteers from diverse backgrounds with 55 low-income homeowners and non-profit organizations each year. Volunteers are able to make both major and minor repairs and renovations that result in life changing improvements for the homeowners and organizations served.

For more information on the Rebuilding Together program, please go to [www.rebuildingtogether.org](http://www.rebuildingtogether.org).

## 2009 WBC Rebuilding Together Project Volunteers

### Boston Properties

- Lynne Coville
- Susan Craig
- Tito Cruz
- Susan DeRosa
- Meredith Furey
- Jeff Garner
- Mike Holland
- Jon Kurtis
- Caroline Kruger
- Yancey Kruger
- David Miller
- Ray Ritchey
- Barney Silver
- Nathanael Smithson

### Campbell Gibbons & Associates

- Arthur Gibbons
- Robert Haun

### CMJR Inc.

- Joe Gretchen

### Exponent

- Anne Marie Tombros

### Forrester Construction Company

- Steve Sullivan

### Foulger-Pratt Contracting

- Rick Bogart
- Stefanie Crespo
- Greg Hermandorfer
- Glodil Hernandez
- Andrea Hewitt
- Brandy Lowe
- Edwin Sorto-Barrera
- Rob Wenger
- George Williams

### Froehling & Robertson, Inc.

- Matt Weaver

### Gordon Associates

- Ken Ellis

### GPI /Greenman-Pedersen, Inc.

- Jamal Anwar
- Dennis Goldrick
- Winona Leaman
- Michelle Livshin
- Gabriella Parra

### GPR, Inc.

- Mario Alvarez
- Bladimir Coreas-Ramirez
- Vito Germinario
- Mike Gibson

### Hitt Contracting

- Mathew Hajec Inc.
- TJ Pake
- Steve Richbourg
- David Sommer

### Howery LLP

- William Devan
- Kelly Electrical
- Steve Kelly, Sr.
- Keith Swann
- Roger Volland

### John J. Kirilin, LLC

- Jason Barbee
- Brad Bolino
- Tim Cornell
- Al Round

### Lessard Group

- Tim Bakos

### McDonnell Landscaping

- Jon Fritz
- Carlos Gutierrez
- Tim McDonnell

### Mid Atlantic Air of D.C.

- Denny Douglas
- Rich Leeland

### Royals Commercial Services

- Landon Royals
- Leon Phillips

### Triple 'S' Pest Management

- Andrea Brubaker
- Joey Guinn

### Washington Building Congress

- Steve Kenton
- Raviya Ismail





## Feature Article

# The ABCs of CBEs, DBEs, and All the Rest

By *Diana Owen*

If you've picked up a bid invite or a contract lately, there's a good chance you've spotted the letters CBE, MBE or 8(a), and possibly even DDOT, SwaM, or MWAA DBE. As you probably know by now, these abbreviations are all associated with different certifications available to traditionally underrepresented groups (e.g., minorities and women) for the purpose of increasing racial, economic, and gender diversity in the private sector. Since such a large percentage of construction projects in the Washington, DC area are federally-, state-, or city-funded, more and more jobs now have small or disadvantaged business participation requirements. That number will no doubt continue to grow since the passage of the American Recovery and Reinvestment Act of 2009 (ARRA).

The certification process gets extra complicated in the Nation's Capital, where construction work is active across three different states (we are counting the District of Columbia as a state for these purposes), each with their own regulations, not to mention all the varying participation requirements on federal construction projects. Having, for example, a CBE (Certified Business Enterprise) status in DC does not guarantee eligibility to meet participation requirements on a new building at the University of Maryland or on a GSA tenant renovation. Since it can be both difficult and time-consuming to learn the particulars of each certification, below is a glossary to help keep track of the most common related acronyms and abbreviations.

**CBE—Certified Business Enterprise** This is the new name for businesses that meet the qualifications and receive certifications in the District of Columbia. The more familiar term is LSDBE (local, small, and disadvantaged business enterprises), but the District's DSLBD (Department of Small and Local Business Development) changed that name in 2005 to the more inclusive "CBE." Each different type of CBE earns a designated number of participation points on a project:

- **LBE (Local Business Enterprise):** 2 points; these businesses, like all other CBEs, must be conducted in DC.
- **SBE (Small Business Enterprise):** 3 points; average annual gross receipts over a three-year period may not exceed \$23 million for heavy construction, \$21 million for highway construction, and \$13 million for specialty trades.
- **DBE (Disadvantaged Business Enterprise):** 2 points; 51% or more of the ownership of these businesses are minority (African American, Latino, Native American), women, or disabled veterans.
- **DZE (Development Enterprise Zone):** 2 points; these businesses are located within certain low-income areas of the city. The DSLBD web site (<http://www.dslbd.dc.gov>) has an enterprise zone locator.

- **ROB (Resident-Owned Business):** 5 points; available for businesses owned by DC residents who pay DC income taxes.
- **LRB (Longtime Resident Business):** 10 points; available only to businesses that have been operating in DC for 20 or more consecutive years.

The maximum number of points a business may contribute to a project is 12. All CBEs automatically have the LBE designation, since all CBEs are required to operate in the District. Currently, most city-funded construction projects have a CBE participation goal of 35% or more, though a number of DC-based private projects are beginning to promote or require CBE goals as well. **For more information, visit [dslbd.dc.gov](http://dslbd.dc.gov).**

**DBE—Disadvantaged Business Enterprise** This term is probably the most misunderstood of them all. A DBE is any business that is considered a disadvantaged (e.g., minority-, women-, or disabled veteran-owned) business under the terms of the U.S. Department of Transportation (DOT); however, the DOT itself does not administer the certification process. Instead, states have their own certification programs and guidelines, and in the process of becoming a state-certified disadvantaged business, a business is often automatically given DBE certification, which is required meeting participation goals on state projects that receive additional funding from the U.S. DOT. For example, a disabled veteran has a masonry business, based in Baltimore, with revenues of around \$3 million a year. That business owner, in applying as an MBE through Maryland's MDOT certification program can simultaneously seek MBE and DBE statuses. However, the DOT has a limit on average gross annual sales of \$20,140,000, regardless of the type of business, which may differ from the limit set by the certifying state. **For more information, visit [osdbu.dot.gov/DBE](http://osdbu.dot.gov/DBE) program.**

**DDOT—District Department of Transportation** DC's DOT has its own certification program in addition to the CBE. This one is meant for DC DOT projects that receive additional funding from the U.S. Department of Transportation. Companies with a CBE status do not automatically receive the DOT's DBE status; instead, there is a separate – but less time-consuming – application process specifically for the DDOT. In December 2008, Adrian Fenty, Mayor of DC, Tim Kaine, Governor of Virginia, and Martin O'Malley, Governor of Maryland, signed a reciprocity agreement that makes it easier for businesses with a DOT status in one state to become certified in another state. For example, a DC-based company with a DDOT certification that is seeking certification in Maryland need only submit the Uniform Certification Application, as well as a few other documents, to Maryland's MDOT program, rather than go through the entire application process. **For more information, visit [dbe.ddot.dc.gov](http://dbe.ddot.dc.gov).**

**DMBE—Department of Minority Business Enterprise** Virginia's certifying agency for the SWaM status, sometimes referred to as the VDMBE. **For more information, visit [dmbe.state.va.us](http://dmbe.state.va.us).**

**DSLBD — Department of Small and Local Business Development** The District of Columbia's certifying agency for the CBE (formerly known as LSBDE) status. For more information, visit [dslbd.dc.gov](http://dslbd.dc.gov).

**GSA Schedules Program** A contracting program, sometimes referred to as the Multiple Award Schedules and Federal Supply Schedules, through the U.S. General Services Administration that provides task order work to qualifying contractors and suppliers. Many of these contracts have small business and 8A participation goals. For more information, visit [gsa.gov](http://gsa.gov).

**HUBZone — Historically Underutilized Business Zone** Businesses located in a HUBZone may apply for this status through the SBA. While this is a relatively easy process and can give contractors an edge in bidding for certain federal projects, HUBZone-certified businesses are heavily regulated and required to hire 35 percent of their workforce from their particular HUBZone. For more information, visit [sba.gov/hubzone](http://sba.gov/hubzone).

**LSDBE—Local, Small, and Disadvantaged Business Enterprise** Until 2005, the District of Columbia's Department of Small and Local Business Development (DSLBD) used this moniker to refer to businesses certified to perform set-aside work in DC. Certified Business Enterprise (CBE) is the new term, but many people still use CBE and LSDBE interchangeably.

**MBE — Minority Business Enterprise** This is the status conferred upon qualifying companies who apply to Maryland's MDOT program. Here, "Minority" refers not only to racial minorities, but to all underrepresented business owners, including women and disabled veterans. On state-funded construction projects, the MBE participation goal is currently 25 percent, with sub-goals of 10 percent women-owned businesses and 7 percent African-American owned businesses.

Most businesses that apply for MBE status are also eligible to apply simultaneously for DBE status. Both statuses have essentially the same eligibility requirements; the difference is that the DBE status is required in particular for MDOT projects that have additional funding provided by the U.S. Department of Transportation (DOT).

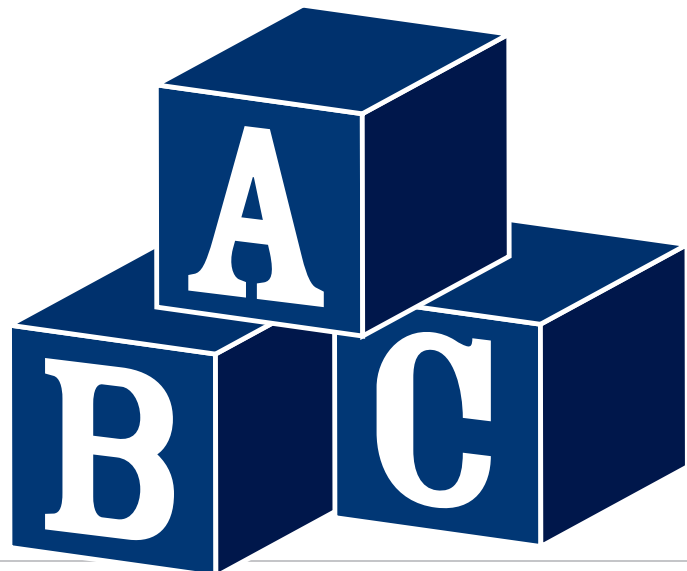
MBEs have the same limits on average gross annual sales as the SBA: \$33.5 million for general contractors; \$35.5 million for services; and \$14 million for specialty trades. In order to maintain DBE status as well, a firm's average gross annual sales must not exceed \$20,140,000, regardless of the type of work it does. For more information, visit [e-mdot.com/MBE\\_Program/overview](http://e-mdot.com/MBE_Program/overview).

**MDOT — Maryland Department of Transportation** The MDOT is the certifying agency for companies seeking MBE and DBE status from the state of Maryland. For more information, visit [e-mdot.com](http://e-mdot.com).

**MWAA LDBE/DBE Program—Metro Washington Airports Authority Local Disadvantaged Business Enterprise and Disadvantaged Business Enterprise Program** The MWAA also has its own certification program for contractors seeking work on certain projects for Dulles International Airport and Reagan National Airport. The MWAA can confer DBE status on companies that meet the U.S. DOT's DBE requirements; it also has participation goals for local businesses – that is, firms within a 100 mile radius of the airport – on certain projects. The MWAA is a participant in the Metro Washington Unified Certification Program (MWUCP), so firms already certified by another agency do not have to go through the entire application process to receive MWAA certification. For more information, visit [metwashairports.com/business\\_information/contracting\\_opportunities/equal\\_opportunity\\_programs](http://metwashairports.com/business_information/contracting_opportunities/equal_opportunity_programs).

**MWUCP— Metro Washington Unified Certification Program** In December 2008, a Memorandum of Understanding between the District of Columbia, Maryland, Virginia, WMATA, and MWAA was enacted in order to ease the certification process for DBEs between different states and certifying agencies. Under this order, any Maryland, Virginia, or DC firm that is already certified through DDOT, WMATA, MDOT, DMBE, or MWAA may qualify for an accelerated application for another of these certifications. Such firms need only submit the Uniformed Certification Application, as well as a Personal Net Worth statement, an individual federal tax return for the previous year, the firm's federal tax return for the previous year, and a copy of the latest certifying letter from the firm's home state. Applicants should note, however, that the MWUCP does not offer reciprocity with the CBE, which certifies only DC-based businesses.

**SBA—Small Business Administration** The SBA is the agency of the federal government charged with assisting small businesses. In the construction industry, general contractors with average annual sales of \$33.5 million and specialty trade contractors with average annual gross receipts under




## Feature Article

\$14 million are eligible to register with the SBA, which is done through the Central Contractor Registration (CCR; visit <http://www.ccr.gov>). This takes very little time and can give contractors an advantage on a number of federal projects. The U.S. Army Corps of Engineers (USACE), for instance, currently has a large amount of work designated for small businesses on projects at Ft. Belvoir and Ft. Meade. **For more information, visit [sba.gov](http://sba.gov).**

**SWaM — Small, Women, and Minority-owned business program** The SWaM refers to the state of Virginia's certification program, which is administered through the Department of Minority Business Enterprise (DMBE or VDMBE). Like the MDOT, the DMBE simultaneously certifies SWaM applicants as DBEs as well. Although the SWaM certification seems notably less ubiquitous than the CBE or MBE certifications, in 2006 Virginia governor Tim Kaine passed an executive order mandating a goal of 40 percent SWaM participation on state-funded construction projects.

Unlike the MBE or CBE certifications, the SWaM — intended for the sole purpose of giving disadvantaged businesses a jump start — lasts for only three years. Additionally, average gross annual receipts may not exceed \$10 million. **For more information, visit [dmbe.virginia.gov/swamcert.html](http://dmbe.virginia.gov/swamcert.html)**

**VDMBE — Virginia Department of Minority Business Enterprise** or the certifying agency for the SWaM status, also called the DMBE.

**8(a) BD Program — 8(a) Business Development program** named for Section 8(a) of the Small Business Act of 1953, designed to help small businesses compete in the marketplace. Average gross annual receipts for these businesses may not exceed a given limit of \$13.5 to \$17 million for general contractors and \$7 million for special trades. At least 51 percent of the ownership is part of a socially disadvantaged group (African American, Latino, Native American, Asian Pacific American) or can somehow prove social disadvantage (determined by a case officer). The 8(a) certification expires after nine years and cannot be renewed. It is most applicable for general contractors, as 8(a) contractors work directly with a contracting officer on a federal project. **For more information, visit [sba.gov/aboutsba/sbaprograms/8abd/index.html](http://sba.gov/aboutsba/sbaprograms/8abd/index.html).** 

**Diana Owen** is the business development director for The Justin Company, a CBE drywall and interior finishes firm in Washington, DC, and a member of WBC's Marketing and Communications Committee. She can be reached at [owen@justinco.net](mailto:owen@justinco.net).

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## NORMAN COURSE

**1<sup>st</sup> Place:** Southland Industries–Team 1

**2<sup>nd</sup> Place:** Faithful + Gould

**Closest to Pin:** Ben Patton

**Longest Drive:** Julie Williams  
and Mr. Brewer

**Putting Green Contest:** Joe Lovett

## RTJ II COURSE

**1<sup>st</sup> Place:** Tompkins Builders–Team 3

**2<sup>nd</sup> Place:** Akerman Senterfitt

**Closest to Pin:** Robert Parker  
and Dave Mehlbaum

**Longest Drive:** Kathleen Kochler  
and Casey Kersey

**Putting Green Contest:** Bud Herndon

## BELMONT COURSE

**1<sup>st</sup> Place:** J.E. Richards, Inc.–Team 2

**2<sup>nd</sup> Place:** Southland Industries–Team 4

**Closest to Pin:** Steve Reighard

**Longest Drive:** Kathy Madden  
and Reid Glennie

**Putting Green Contest:** Keith Barker

## OTHER CONTEST

**50/50 Raffle Winner–**Mike Leavitt







## Member Projects

Bethesda, MD-based **Frost Miller Group** recently redesigned the **Web site of the Washington, DC Joint Apprenticeship Training Committee (JATC)**, the agency responsible for training the region's union electricians. The new site will educate prospective students about careers in electrical construction and the JATC's state-of-the-art apprenticeship program. It also allows prospective apprentices to apply on line. The site, [www.washdcjatc.org](http://www.washdcjatc.org) enhances the JATC's web presence with videos, student blogs and a class scheduling form. A section of the site is in Spanish to appeal to the growing pool of skilled craftsmen from Latin America and South America. Frost Miller Group partnered with Corporate Zen, a web-development firm based in Arlington, VA, to build out the Web site.

**Balfour Beatty Construction** used a winning combination to achieve success on the **Food and Drug Administration's (FDA) Center for Devices and Radiological Health (CDRH) Office Building**: adopting a "do what is best for the project" mentality and maintaining a sense of urgency in the schedule. The result was substantial completion of construction three months early for the \$93.7 million, 393,000 square-foot facility at the FDA campus in Silver Spring, MD. A formal dedication was held in May. Throughout the project, Balfour Beatty provided the highest level of service to its clients, the General Services Administration (GSA) and the FDA. This included helping lead the effort to go beyond the LEED Certified sustainability requirements to meet the tougher, LEED Gold criteria. The six-story, concrete-framed project is built to progressive collapse specifications. Its exterior is made of brick, cast stone and curtain wall. Steel pedestrian bridges on the second and third floors link the building to adjacent laboratory facilities. Besides office areas, the interior features a 150-person conference center and high-density storage space. The building's centerpiece is a grand, six-story atrium that runs the length of the building, with clerestory windows above providing abundant daylight.

Balfour Beatty provided general construction services on the project. Other members of the CDRH project team

included Tishman Construction Corp. of Maryland, construction manager; KlingStubbins in association with **RTKL Associates**, architecture and engineering designers; **Dynalectric Company**, electrical subcontractor; **Pierce Associates**, mechanical subcontractor; **Miller & Long Company**, concrete subcontractor; and **Manganaro Midatlantic**, drywall subcontractor. The CDRH Office Building is the third project Balfour Beatty has completed since 2004 at the FDA's Silver Spring campus. Balfour Beatty also built the \$89.2 million, 573,261 square-foot Center for Drug Evaluation and Research Office Building, and the \$42 million, 123,000 square-foot Central Shared Use Building, which houses administrative functions.

The Groundbreaking Ceremony for The Johns Hopkins University Applied Physics Laboratory new Building 200 was held Friday, August 7, 2009. **Harvey-Cleary Builders**, the Construction Manager for the project, is commencing construction on the new **South Campus Building 200** which will house **The Johns Hopkins University Applied Physics Laboratory Space Department**. The facility, located in Howard County, will provide updated LEED Gold certified facilities for office space, computational laboratories and conferencing. Building 200, a five-story, 200,000 gross square-foot structure will be constructed on APL's new South Campus, across from the Laboratory's main entrance. Work is expected to take a year and a half, completing in 2011. Howard County has been instrumental with APL in the development of the project. This new facility provides a vibrant environment with modern office space, updated computing and conferencing capabilities for the Space Department staff to continue the pioneering space research for which the Laboratory has been known for the past 50 years. Morgan Gick McBeath Associates, Falls Church, VA is the Project Architect

**Structure Tone's** Washington, DC office has had a strong, steady series of awards over the second quarter, emphasizing the firm's geographic diversity in the Mid-Atlantic region, as well as its broad client base. Structure Tone

is managing construction of the **K&L Gates global headquarters renovation in Pittsburgh, PA**. The firm will be relocating its offices to 210 Sixth Avenue, a 280,000 square-foot space. The project includes high-end commercial interior fit-out of over half the building, mechanical and electrical services, and structural modifications. The ground floor lobby will also be renovated, along with the exterior plaza and loading dock area. All this work is to be completed in an occupied building. Structure Tone previously completed projects for K&L Gates in Boston, Miami and New York.

Structure Tone has been awarded the **Crystal Park 2 project** for Vornado/Charles E. Smith and a confidential client at 2121 Crystal Drive, Arlington, VA. This project entails construction of 22,000 square feet on the third floor. This is a LEED-CI project seeking Silver certification. The project architect is RTKL.

Structure Tone has been selected as general contractor for the 4,320 square-foot build-out of the fifth floor of the **Continuing Education Center for the Sanford Brown Institute in Landover, MD**. This project includes construction of three classrooms and teachers' offices. The mechanical/electrical work is being performed design-build; thus, Structure Tone is working closely with Interior Architects (IA) to consider the number of students that will be using the classrooms, the comfort level in terms of temperature, and accommodation for systems installed in the ceiling. The project also involves close coordination with Lincoln Properties, the landlord for the space, and its chief engineer, to ensure the success of the system being installed and the tie-in to the existing mechanical/electrical system.

Cushman and Wakefield selected Structure Tone for a 12,650 square-foot renovation of an existing office space at **11011 McCormick Road, Hunt Valley, MD**. The scope-of-work includes demolition of current space and the renovation/rebuild of office areas. Structure Tone is working with Design Collective Architects to complete this project.

Working with CB Richard Ellis and GTM Architects, Structure Tone is managing construction of the first floor realignment for **US Visit at 1616 North**



*Army Test Evaluation Command (ATEC) headquarters, Aberdeen, MD*

### **Fort Myer Drive in Arlington, VA.**

Structure Tone is currently completing the renovation of the fifth floor for US Visit, also at this location, and the success of this project led to the award of the additional floor.

The U.S. General Services Administration (GSA) has awarded **Grunley Construction**, a local general contractor, a \$34.9 million contract to complete renovations to the **Mary E. Switzer Building at 330 C Street, SW, Washington, DC**. Funding for this project is being provided by the American Recovery and Reinvestment Act of 2009. Grunley completed Phase 1 in 2008. Phase 2 involves modernization of 311,000 square feet of building space and the construction of a new 18,000 square-foot addition. The building will remain occupied throughout the period of construction. In addition to complete removal of the existing interior construction (including hazardous material removal) and installation of new HVAC, electrical, plumbing, fire/life safety and energy efficient lighting systems, Grunley will convert the sixth

and seventh floors mechanical spaces into open office space and extend renovated elevators to the new sixth and seventh floors. The balance of the project includes repair and cleaning of the façade; replacement of the perimeter windows and roof; and a “green roof system” on a portion of the building. Grunley Construction is listed among the Engineering News Record’s Top 400 and Top Green Contractors. The project, designed by HNTB, will strive to achieve LEED®-Silver and construction is already underway. Completion is scheduled for July 2011.

The team of **Foulger-Pratt Contracting** and **WDG Architecture** has been selected to provide design-build services for the new \$50 million **Army Test Evaluation Command (ATEC) headquarters building at Aberdeen Proving Ground, MD**. This award follows the Foulger-Pratt /WDG team’s commission for the Army’s Missile Defense Agency Headquarters building at Ft. Belvoir, in 2008. The ATEC headquarters will include 141,453 gross square feet of administrative, meeting and training

space on three levels. The building will support 610 personnel relocated from the Crystal City/Pentagon area as part of the Department of Defense’s Base Realignment and Closure Act of 2005 (BRAC). The new ATEC headquarters will house both the Army Evaluation Center (AEC) Command and the Army Test Evaluation Center (ATEC) Command, and support their mission to provide full spectrum developmental and operational testing and system evaluation of new weaponry and equipment. The ATEC headquarters will be comprised of two efficient and flexible administrative wings joined by a central atrium and ceremonial entry. The ceremonial entry will be three story glass enclosed spaces that will be ideal for welcoming congressional delegations, foreign dignitaries, and VIP’s that regularly visit the commands for testing and demonstrations. The building’s overall forms: bold, axial and space forming will establish a powerful presence on the Aberdeen Proving Grounds to support and represent its command mission. This mission will be clearly reflected in the building’s atrium,

## Member Projects

which will be outfitted for exhibits illustrating the command's work. The building will meet Anti-Terrorism Force Protection (ATFP) guidelines and will include a number of specialized features including a Secured Compartmented Information Facility (SCIF), Access Control features, and secured facilities for a Network Operations Center (NOC) and Operations Centers (OC). The team offered many features above and beyond the Army's requirements, including LEED-Gold construction, the central atrium, ceremonial entry, ten-foot ceilings, café, library, and central conference and training areas. The team anticipates that the upper floors, particularly the ATEC executive areas, will offer a stunning view of the Chesapeake Bay to the north.

### Southland Industries, Inc.,

one of the nation's largest mechanical contractors, has been awarded a design build contract by **Intercell USA, Inc., a biopharmaceutical manufacturing facility in Gaithersburg, MD.** Southland is providing turnkey design build mechanical contracting services to Intercell for the firm's 15,000 square-foot expansion of its existing pilot plant. The expansion is scheduled for completion by the end of the year. The Gaithersburg Intercell USA facility, employing about 100 people, is involved in the discovery and development of 'smart vaccines' that include only the essential ingredients and that stimulate T-cells and B-cells, the important elements of the human immune system. Intercell USA is developing a needle-free patch technology to administer vaccines.

**Trimark** is pleased to announce that the Food Processing Suppliers Associate has engaged Trimark to manage its **41,000 square-foot headquarters building in McLean, VA.** For further information please contact Jim Crawford at [jrcrawford@trimarkcorporation.com](mailto:jrcrawford@trimarkcorporation.com).

Trimark is pleased to announce that it has been awarded property management and facilities maintenance responsibilities for the **Phoenix at Clarendon Metro**, a 325,000 square-foot mixed-use condominium development in Arlington, VA. For more information please contact C. Russell Rowzie at [rrowzie@trimarkcorporation.com](mailto:rrowzie@trimarkcorporation.com). **B**

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### Regional Contracting Services, LLC

Regional Contracting Services, LLC is a woman owned-minority business located in Washington, DC and Baltimore, MD. The company specializes in rough carpentry which includes: toilet partitions, bath accessories, cabinetry and counter tops. They also provide fire-stop and through-wall-penetration and building installation. Regional has the capability to self perform finish and rough carpentry services. The company can supply and sell select building materials to meet contracting needs. Regional is certified by the following agencies: LSDBE—District of Columbia—Local Business Opportunity Commission; WMATA—Washington Metropolitan Area Transit Authority; MDOT—Maryland Department of Transportation; WBE—Women Business Enterprises; LDBE—Metropolitan Washington Airports Authority; and M/WBE—Certification for City of Baltimore.

## Company Profiles

### Burton Construction


Burton Construction is a leading full service commercial builder of professional and medical office buildings, interiors, corporate headquarters, mixed-use developments and industrial/distribution warehouses. The Burton team is comprised of talented professionals with an expertise in project delivery methods including: Design-Build, Design Assist and Competitive Bids. Burton has offices located in: Houston, TX; Dallas, TX; San Antonio, TX; Phoenix, AZ; and Washington DC.

### Dulles Electric Supply Corp.

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# WBC Calendar & Advertising Information

## Events Calendar

September	October/November	December
<ul style="list-style-type: none"> <li>• <b>September 9</b>, 6:00 – 8:00 a.m. Community Service–Miriam’s Kitchen</li> <li>• <b>September 17</b>, 5:00 – 8:30 p.m. Board of Directors Meeting and Dinner Capital Grille, Washington, DC</li> <li>• <b>September 24</b>, 7:30 – 9:30 a.m. Member Orientation Breakfast Duane Morris Office, Washington, DC</li> <li>• <b>September 29</b>, 5:30 – 8:00 p.m. Bull and Oyster Party Columbia Country Club, Chevy Chase, MD</li> </ul>	<ul style="list-style-type: none"> <li>• <b>October 14</b>, 6:00 – 8:00 a.m. Community Service–Miriam’s Kitchen</li> <li>• <b>October 22</b>, 6:00 – 8:00 p.m. Hammerheads Speed Networking (Location TBD)</li> <li>• <b>November 11</b>, 6:00 – 8:00 a.m. Community Service–Miriam’s Kitchen</li> </ul>	<ul style="list-style-type: none"> <li>• <b>December 8</b> Holiday Party</li> <li>• <b>December 9</b>, 6:00 – 8:00 a.m. Community Service–Miriam’s Kitchen</li> </ul>

## 2009 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**.

<b>January</b> Green Roofs  <b>February</b> Government Sales  <b>March</b> Economic Stimulus	<b>April</b> 53rd Annual Craftsmanship Awards  <b>May/June</b> Federal Contracting and Marketing	<b>August/September</b> The ABC’s of DBEs and All the Rest  <b>October</b> Current State of Green Building	<b>November</b> B.I.M. and Design-Build  <b>December/January</b> TBD
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Back Cover	\$830	\$670	\$540	Back Cover	\$1,121	\$905	\$729

## Ad Sizes

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

1/6 horizontal	4.43" w x 2" h
1/6 vertical	2.1" w x 4.2" h
1/3 square	4.43" w x 4.2" h
1/3 vertical	2.1" w x 8.6" h
1/2 horizontal	6.75" w x 4.2" h
1/2 vertical	4.43" w x 6.38" h
Back Cover	8.0" w x 7.5" h
Full-page	8.25" w x 10.75" h
Full-page + bleed	8.5" w x 11" h +1.25" bleed

The background of the advertisement is a photograph of three construction workers. They are wearing hard hats (one green, one white) and high-visibility safety vests. They are gathered around a table, looking intently at a set of blueprints. The setting appears to be a construction site with wooden framing visible in the background.

# 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.**

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