



March 2017

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## Four Development Giants Vying to Build New Labor Dept. Headquarters

- Four prominent Washington, DC, commercial real estate firms are lining up to develop the Department of Labor's new headquarters, the Washington Business Journal reported.

- At the end of last month, the General Services Administration (GSA), the real estate arm of the federal government, announced that it had whittled its list of potential sites to three locations not far from its current spot near the U.S. Capitol.

- From limited GSA information, the Business Journal was able to determine that

those companies in the running are (or related to) Douglas Development Corp., Redbrick LMD, the Ruben Cos. and Vornado Realty Trust. The department is seeking a building of 1 million square feet or more.

The DOL's plans to move are in the preliminary stages, and it has thus far put out feelers for a no-cost purchase or donated site, as well as a possible arrangement by which a landowner develops the new headquarters under a lease or design-build agreement. The next step for the GSA is to contract

with a third party to evaluate the sites to determine if any of them are feasible. At that time, the department will determine whether to go forward with its plans.

The GSA is farther along with its search for a site for a new \$2 billion FBI headquarters. If Congress approves funding for the new building, the GSA said it will announce both its site selection and contractor choice in March.

## Members Learn About Liens and Prompt Payment

Attorneys Ed Seglias and Jackson Nichols spent two hours with SMACNA Mid-Atlantic Chapter Members sharing their experience and expertise on liens, what they mean, what they do, and when to do it.

They told members that filing a lien whether it be in the District, Maryland, Virginia, or Pennsylvania, it is always a complex task. As such, they cautioned members to be conservative and be safe.

Seglias and Nichols focused on mechanic's liens, prompt pay rules, and bond law.



In discussing the various jurisdictions prompt pay regulations, attendees learned that in Virginia all local government agencies must pay for completed goods and services by the date provided in the contract

or if no date is specified, the latter of 45 days from the date services are provided or from the invoice date.

In D.C., the contractor or first

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*Serving Maryland,  
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Virginia*

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## Chapter Young Execs Visit SMACNA Headquarters

**Important  
2017  
Dates:  
Quality Construction  
Alliance  
Conference  
May 2-4  
Washington,  
DC**

\*

**SMACNA  
2017 Annual  
Convention  
Oct. 22-25  
Maui,  
Hawaii**



Vince Sandusky

On an unusually warm and sunny February day, SMACNA's newly formed Young Execs Committee visit met with key SMACNA staff members at the association's headquarters in Chantilly, Virginia.

This was an opportunity for members to learn more about the history of SMACNA and about its many products and services.

SMACNA CEO Vince Sandusky described SMACNA, discussed its history, and encouraged chapter members to take advantage of its professional development opportunities.

Eli Howard and Mark Terzigni focused their remarks on SMACNA's Technical Resources Program and updated the group about the new manuals and standards that will soon be released.



Bridgette Bienacker presented the association's Market Sector Councils and the Safety and Health Programs designed to help members maintain a safe work environment.

Suzanne Gallo gave an overview of the association's social media and web site. This is an invaluable tool in staying current on industry issues and a source of information.

After a tour of the office and a quick lunch, Deb Wyandt, Joye Blanscette, and Jason Watson discussed the role of the Labor Relations Department in helping chapters address issues and answer questions related to the collective bargaining process.



Eli Howard & Mark Terzigni

In attendance were Andrew and Jordan Pickens, Tom Hall, Geoff Parks, Ian Duckworth, Nick Vendemia, Rick Henson, Jamie Palermo, Casey Jenkins, Brett Trunnell, Will Wasson, Travis Brissey, Josh Maisel, and Jamie De van.

### General Membership Meeting

**March 15, 2017  
12 Noon—2 p.m.**

**SMACNA  
Mid-Atlantic Chapter  
Conference Room**

All SMACNA Mid-Atlantic Chapter Members who are signatories to the SMART Local 100 Washington, D.C. Collective Bargaining Agreement are invited to attend this special meeting to share ideas and thoughts about the next round of labor negotiations.

*While there is no charge for attending, members must be registered in advance. Lunch will be served.*

**SMACNA Mid-Atlantic  
7833 Walker Dr., Suite 640  
Greenbelt, MD**



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Tier subcontractor must pay undisputed amounts to their subcontractor within seven days after receiving payment for that work.

In Maryland the prompt pay rules apply to private projects where contractors are involved with improvement of any building—but not the construction of single-family residences or contracts with State or other public entities.

*For questions or additional information, please contact Ed Seglias or Jackson Nichols at 202/466-4110 or email: [eseglias@cobenseglias.com](mailto:eseglias@cobenseglias.com) or [jnichols@cobenseglias.com](mailto:jnichols@cobenseglias.com)*

## SMACNA Mid-Atlantic Welcomes Quote Software, Inc.

**Quote Software** recently joined SMACNA Mid-Atlantic as an associate member. They are a privately-held Eugene, Oregon based custom software company focused primarily on estimating and BIM estimating-related software and services.



For more information contact Christian De Baldo at 800/813-7020 or email: [christian@quotesoft.com](mailto:christian@quotesoft.com)

## 2017 SMACNA Annual Convention



### Sneak Preview

Plans are in the works for SMACNA's 74th Annual Convention! This year's event takes place in the always popular Maui, Hawaii October 22-25!

Members may choose from the Grand Wailea (Hilton) Resort & Spa or the Wailea Marriott which is next door and about a 10 minute walk.

While convention events will be held at both properties, members are urged to plan ahead for their air travel and hotel. Last year's convention in Phoenix sold out and some members were unable to get rooms at the hotel. Booking opens for this year's convention on March 15.

SMACNA Conventions always pack a lot of education, networking, and entertainment. Many events are planned to help members meet other contractors and expand their professional network of industry professionals

When not attending sessions, members have time to capture the 'aloha spirit' in this magnificent tropical setting bordering Wailea Beach and surrounded by the essence of Hawaiian island living. Fronted by the most beautiful beach on Maui, attendees will have access to breathtaking views and subtle Hawaiian decor. Wake up to a beautiful sunrise and choose from award-winning dining options from fresh fruit by a waterfall to a hearty breakfast with ocean views.

For complete details go to [www.smacna.org](http://www.smacna.org) or call 703/803-2980.

## *A Seminar to Help You:*

### **Become a High Performance Business**

- ◆ Identifying and selling to the upscale, service-driven customer.
- ◆ Utilizing a seven-step process to closing a profitable sale.
- ◆ Increasing the gross margin in your business.
- ◆ Developing a positive customer service environment.
- ◆ Differentiating your products and services.

**March 28, 2017**

**8 a.m. to Noon**

**SMACNA Mid-Atlantic Chapter  
7833 Walker Drive, Suite 640  
Greenbelt, MD 20770**

This program is for business owners, executive staff, superintendents, project managers, estimators, and others with bottom line and sales responsibilities.

**For Details Call 301/446-0002 x 100**

**Email: [info@smacnaatl.org](mailto:info@smacnaatl.org)**

# JATC AND RECRUITMENT UPDATE

## Washington Joint Apprenticeship Training Program

As most know, we stopped testing apprenticeship candidates for nearly two years due to the down turn in work and the inadequate demand by contractors for apprentices.

In that time period we did continue to take apprentices thru direct entry (18-month rule) or thru D.C. Step-Up. Most of them were to replace employees who retired.

With the demand of manpower from contractors increasing we recently resumed testing for new apprentices. Our last test was January 27th for a new class to start in April. The JATC will be selecting and assigning them to contractors that are entitled.

We have also seen an increase demand for DC Step-Up apprentices. This year will be our first graduating class since we changed our apprenticeship to a five-year program and there should be about 32 graduating.

As of January 18 2017 there are 253 apprentices. This is in contrast to 179 in June of 2015.

On another note a decision has been made to put a hold on the proposed school additions. This was mostly due to cost over runs, so in the mean time we will be making some minor renovations to the existing structure to improve flow and updating some teaching aids such as computerized black boards, welding exhaust, main

office relocation) In 2018 we will be hosting the regional Apprentice Contest.

## Recruitment

We continue to maintain articulation agreement with over 12 high school tech centers. Our recruiter continues to participate in local career and job fairs. This includes programs at area high schools, community colleges, Job Summits, and Maryland and Virginia Skills USA competitions. All in the Washington D.C. Maryland, and Virginia areas.

To date we have had five apprentices completing the program and becoming mechanics.

*Submitted by Jerry Robinson, Chairman of the JATC and President of Stromberg Metal Works*



## ACE Sponsors Events in Maryland and Virginia to Meet Lawmakers

**Virginia**—On January 11 members of the Alliance for Construction Excellence (ACE) were in Richmond to meet Virginia State Senators, Delegates, and even Cabinet members.

This annual event is always a great opportunity to share with lawmakers the concerns and interests of the construction industry. By representing specialty sub contractors, ACE has a strong message of being able to create jobs, make buildings safer and more energy efficient, and encouraging states to enforce the worker misclassification laws on the books. SMACNA Chapter Executive Bernie Brill was on hand for this event.

**Maryland**—Annapolis was the scene on January 31 when ACE dined with members of the Maryland House Economic and Senate Finance Committees. One of the issues discussed was the pending public hearings on mandatory paid sick leave. For the fifth consecutive year bills have been brought before these committees. This year, Governor Larry Hogan submitted his own paid sick leave bill.

Representing SMACNA Mid-Atlantic at this event were President Dale Trunnell, Vice President Kathy Bigelow, and Treasurer Kevin Grenier. Both events were well attended and ACE representatives were well received.



**TUESDAY  
SEPTEMBER 12!  
2017 CHAPTER  
ANNUAL  
MEETING**

**11 a.m.—2 p.m.**

- Table Top Displays
- Networking
- Great Food
- Guest Speaker