

# Construction**TODAY**

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**SPRING 2009** Published by the General Building Contractors Association, Inc.

## Stimulus Update

### History of the IAP

### Waldorf Astoria Comes to Philadelphia



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Welcome to the spring edition of *Construction Today*® magazine. The time has never been better to look to the Association for guidance in this turbulent economic environment. The General Building Contractors Association (GBCA) is leading the discussion on many topics that are paramount to today's construction market.

The issue that is on the entire news media's mind is *stimulus funding*. Pennsylvania's own senator, Arlen Specter, cast the deciding vote on the President's first stimulus package, which many in construction claim that is simply not enough. Covered inside *Construction Today*® is a broad perspective on the package and what it means to the area. Speaking of Senator Specter, it is important to note that he also came out against "card check" legislation, which unfairly removes the right to a private ballot and forces contractors into binding arbitration. How can you tell your client that you are giving your best price when it will ultimately be decided by a third party in binding arbitration? Please remember to thank the Senator for his position on this critical legislation.

In addition to the Stimulus discussion, this issue's Government Update covers many of the current bills in Philadelphia City Council and the Pennsylvania legislature. House Bill 400, "Employee Misclassification", ensures that contractors are not able to use undocumented workers on construction sites in Pennsylvania. The GBCEA, through its participation in the General Contractors Association of Pennsylvania (GCAP), is working to ensure that taxpayers are getting what they pay for.

Also covered inside the magazine is the history of the Industry Advancement Program (IAP). This program, started at the GBCEA, is the hallmark of the construction industry and enables the Association to deliver quality service and leading education to the industry at an affordable price. Be sure to read up on this important program.

Despite all the grim news about work volume there are still several projects that are moving forward in the region. Of particular note is the new Waldorf Astoria tower located on Chestnut Street. This new residential tower will put another icon of progress in the sky, which will telegraph to all that the region is hopeful and vibrant.



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in Challenging Economic Times

#### Cover Photograph:

States are committed to distributing information about stimulus funds quickly and efficiently. Visit [www.recovery.pa.gov](http://www.recovery.pa.gov) for stimulus programs around the state.



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# T.N. WARD COMPANY



**T.N. WARD COMPANY** specializes in construction for not-for-profit clients. They are currently underway with The Salvation Army Ray and Joan Kroc Corps Community Center in Philadelphia, a two story steel framed, 130,000 SF state-of-the-art community center set on a 12 acre site. In addition to the generous gift by Joan Kroc, the Salvation Army has received grants and donations from the city, state and individuals. Designed by MGA Partners and PZS Architects, the project features a worship and performing arts center, community room, daycare, classrooms, interior and exterior gathering spaces, café, gymnasium, leisure pool, competition pool, multi-purpose exercise rooms, two level fitness center, social services, community farm and athletic fields. T.N. Ward Company is proud to be the Construction Manager for this very exciting project that will transform its neighborhood when complete in 2010. To learn more about this project email [Campaign@SalvationArmyKrocCenter.org](mailto:Campaign@SalvationArmyKrocCenter.org).

Founded in 1918, T.N. Ward Company has been involved in all types of construction including healthcare, multi-family housing, industrial, entertainment and higher education. Their considerable success in working with many types of not-for-profit clients as well as federal, state and city funding agencies led to their award of The Salvation Army Kroc Center.

With a commitment to diversity, T.N. Ward's not-for-profit experience includes housing for seniors, healthcare projects, schools and universities. To find out more about T.N. Ward's capabilities, go to [www.tnward.com](http://www.tnward.com).



Renderings Courtesy of MGA Partners



# Industry Leaders

**THE INDUSTRY LEADERS PROFILE** offers an overview of the outstanding firms in the construction industry. *Construction Today®* is pleased to feature AmQuip Crane Rental LLC and Frank Bardono, Jr. as the Spring 2009 Industry Leader profile.



**Name:**

Frank Bardono, Jr.

**Title:**

President & COO

**Company:**

AmQuip Crane Rental LLC

**Location:**

Headquartered in Philadelphia, PA.  
10 regional offices in OH, KY, TN, GA, FL, MD, MA, NJ, AL.

**Current Projects:**

AmQuip is a crane rental company which supplies cranes and operators for all lifting related projects. We currently have equipment and people working in more than 30 states and 2 other countries.

We focus on the non-residential sector, which includes projects at power plants (coal and nuclear), wind turbine farms, hospitals, casinos, refineries and other similar types of sites. Large current jobsites include the Atlanta Airport terminal expansion, Harvard University, Yale University, and a new clean-coal plant near the Indiana-Illinois state line.

**Awards/Honors:**

Engineering News Record (ENR) Top 25 Newsmakers of the year, March 2009; Specialized Carriers & Riggers Association (SCRA) Governing Board; North American Tower Crane Safety Committee Chairman; and the Sunoco Certificate of Excellence Award.



**Business Philosophy:**

Surround yourself with the smartest people you can find who share your passion. Always maintain the highest level of integrity in every aspect of your life and career and dominate your market or region. We strive to be "GLOCAL". That is, we want to work "globally" but treat everyone "locally." Be the best, and the biggest may come naturally.

**Best aspect of job:**

The crane rental industry is one which built by the most devoted and loyal people I have ever been around. Everyone, from our employees and customers to our competitors, shares a passion and loyalty similar to a college football game. There is never a dull moment, no two jobs are alike, and when push comes to shove, the entire industry works together to find ways to make our industry the safest and most competitive crane rental market in the world. The US Crane rental industry symbolizes the American spirit.

**Toughest part of job:**

I never like to lose a job to the competition. We have over 600 cranes now, making us one of the five largest crane rental companies in the USA. But I still take every lost deal personally and ask for an opportunity to do whatever the customer needs to get the job done safely and within their budget. Hopefully, the sales reps do as well, and that helps us to get the next deal.

"The crane rental industry is one built by the most devoted and loyal people I have ever been around." - Frank Bardono, Jr.

**Most important lesson learned in the business:**

Don't burn any bridges!!! No matter how bad something or someone is, it always seems to come back around. Our industry is very small, so the "little guy" we alienate today could be the "big guy" we need tomorrow. I hope I live by that rule.

*Engineering News Record*  
chose Frank Bardono, Jr.  
as one of the top 25  
Newsmaker of 2008 for  
his work on the recently  
enacted Philadelphia Tower  
Crane Legislation.

**Thought of the future of construction:**

Everything keeps getting built bigger, higher and heavier. This is requiring much more expertise, engineering and safety. As the industry grows (and we will come out of this current slump sooner than later) there will be a greater focus on the ability of the crane rental company to supply turn-key lift solutions with greater insurance and safety requirements. AmQuip is leading this change, and I believe it will benefit all of the industry and allow everyone to work safer as we progress into the future.

**Alternative career choice:**

Well, pro-golf would be nice, but a 16 handicap won't get there. I suppose I would try politics just so I could have an impact on trying to re-direct some of what I feel is misguided spending at this time.

**Company most admired:**

The company I most admire today is Hewlett Packard. Mark Hurd, the CEO, is a friend of mine who has given me some great advice over the years. His ability to take over HP during a tough time and turn it into the most profitable and largest computer company in the world is amazing to me. He is very humble and he attributes it all to his people.

**Individual most admired:**

Both of my parents. My mom and dad raised six children and gave us each the opportunity to succeed at everything we tried. We always came first. I know how hard it is to balance a job, a marriage and show my wife, Priscilla and 13 year old daughter, Alexys the attention that they deserve. Anytime I start getting too involved in something that takes away from my family, I remember how my dad and mom made it to every ball game I ever played. The sacrifices we all make for work should never come at the expense of our family, and I try to emphasize that to all of our employees. It's hard, but I think it should be a goal for us all.■



Bardono says the future of the industry is that everything keeps getting built bigger, higher and heavier. This is requiring crane rental companies to have much more expertise in engineering and safety.



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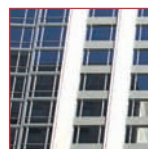
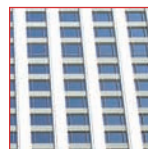
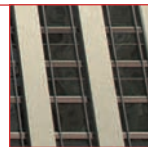
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# the Waldorf Astoria

## A Collaborative Effort

Kelly Lange

### How One Local Developer is Bringing the Legend to Philadelphia

**W**HEN TIM MAHONEY, CEO AND founder of Mariner Commercial Properties in Ardmore, partnered with Brook Lenfest in 2000 to purchase the site located at the northeast corner of 15th and Chestnut streets, they were thinking big. But neither could have predicted they would be thinking 58-stories-big nearly a decade later. Not only were the two Philadelphia real estate moguls proposing to develop the city's sixth-tallest building, they were proposing to do it alongside one of the world's premier names in hospitality.

On October 30, 2008, it was announced that a Waldorf Astoria Hotel and Residences was coming to Philadelphia with Mahoney and Lenfest as the masterminds behind the undertaking.

Bringing the Waldorf Astoria brand to Philadelphia was certainly no small feat, and though it all started with just two of the most recognizable names in Philadelphia real estate, Mahoney and Lenfest knew it would take a solid and experienced team to take the project from concept to concrete. "We were undoubtedly devoted to this project, living and breathing it from day one,

but it was critical that we find the architects, co-development partners, and designers that would share in our ambition and be as devoted to the project as we are," said Mahoney. "We knew the project would require a team of experts that were not only the best in their trades, but a team that would remain committed to developing this five-star project regardless of the obstacles we would inevitably face," he added.

#### The Architect: Capturing the Vision in Design

The first step for Mahoney was to find an architect that would capture his vision of the future of luxury living in Philadelphia. "I had long respected the work of David Ertz and Cope Linder Architects, so in 2001, we enlisted the firm to design a 50-story (575 feet) luxury condominium building," explained Mahoney. In 2006, the decision was made to add a hotel component to the project. Cope Linder went to work refining the classically contemporary granite and glass tower, completely re-designing the tower to 58 stories (670 feet). According to Mahoney, it was Cope Linder's experience in



**Top Left:**

The \$420 million mixed-use project will be located at 15th and Chestnut streets in Center City, Philadelphia.

**Right:**

The Waldorf Astoria will open in 2013 and will be the city's first vertically integrated hotel and residential project.

**Bottom:**

Left to right – The developers of the Waldorf Astoria Philadelphia Hotel and Residences: Jeff Cohen (COO and EVP, Gatehouse Capital), Tim Mahoney (President and CEO, Mariner Commercial Properties) and Marty Collins (President and CEO, Gatehouse Capital).



both the residential and hospitality industries that seamlessly transitioned the design from residential to mixed-use.

### The Co-Developer: Proven Hospitality Expertise

With hotel licensing and management added to the list of considerations, Mahoney and Lenfest sought a co-development partner with proven expertise in the hospitality industry. In October of 2007, they joined forces with Gatehouse Capital Corporation of Dallas, Texas to co-develop the \$420 million mixed-use project with Mariner. Gatehouse is recognized across the country for its roster of five-star hospitality-centered mixed-use developments and hotels, including the W Hollywood Hotel & Residences, W Hotel San Diego, W Hotel Silicon Valley and W Dallas - Victory Hotel and Residences.

Sustainable practices to be utilized in the building include: vegetative roof systems, captured rainwater irrigation for all landscaping, installation of an active chilled beam HVAC system, and resident access to hybrid or electric vehicles for personal use.

### The Brand Partner: Luxury is the Name of the Game

When Mahoney and Lenfest decided to brand their hotel and residences with a premier flag, they reached out to several global brands, but each had a different vision for the project. In late 2007, Hilton Hotels Corporation (HHC) approached them and was aggressively looking to strengthen and cultivate its luxury portfolio of one-of-a-kind properties across the globe. Ross Klein, Global Head of Luxury and Lifestyle Brands, HHC, said, "We identified Philadelphia as a market where there is significant growth potential in the luxury and lifestyle sectors." It was this belief in the Philadelphia marketplace that assured Mahoney and Lenfest that Hilton was the right partner for the project.





### The LEED Consultant: Fusing Luxury and Sustainability

The Waldorf Astoria Philadelphia is one of only a few mixed-use developments in the world designed to achieve LEED Gold certification. Because sustainability was an absolute necessity for Mahoney, he knew it was critical that his development team include the services of a world-class LEED consultant to ensure the project would not only meet a high benchmark for sustainability, but would do so without compromising the five-star experience that residents and guests expect. "Re:Vision Architecture of Philadelphia has guided us through this process, and surprisingly, we've found no shortage of extremely high-quality and innovative building products to use in this project from some of the most prominent and respected names in the industry," said

"We are looking forward to the challenges that lie with building a 58-story project on a busy corner of downtown Philadelphia, especially one that is designed to achieve LEED Gold certification."

- Mike Delaney, L.F. Driscoll

Mahoney. A sample of the sustainable practices to be utilized in the project include: vegetative roof systems, captured rainwater irrigation for all landscaping, one of the first U.S. hotel installations of an active chilled beam HVAC system, and complimentary resident access to a small fleet of hybrid or electric vehicles for personal use.

### The Builder: Bringing it Alive from Concept to Concrete

As plans for the project grew increasingly complex, execution of Mahoney and Lenfest's vision became a key consideration. But they knew L.F. Driscoll, a partner since 2001, would be up for the task. "For the past nine years, we have been committed to helping Mariner Commercial Properties and Gatehouse Capital develop a quality project

in the most cost-efficient manner," said Mike Delaney, VP of Estimating at L.F. Driscoll. "We are prepared for and looking forward to the challenges that lie with building a 58-story project on a busy corner of downtown Philadelphia, especially one that is designed to achieve LEED Gold certification."

### The Interior Designer: The Five-Star Treatment

The Waldorf Astoria Philadelphia will be the city's first vertically integrated hotel and residential project, and it is imperative

that guests and residents alike receive the same five-star treatment and access to the finest amenities. To ensure five-star comfort throughout, the development team selected Frank Nicholson Inc. (FNI) of Boston to lead the interior design of the public spaces, spa, 126 residences and 181 hotel rooms. FNI specializes exclusively in the design of top-market luxury hotels and residences around the world and has spearheaded the design of more than 75 five-star properties in Boston, Kuwait, Tokyo, Miami and Palm Beach, Florida.

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### The Technology: Home Automation is Just the Beginning

To guarantee an unprecedented degree of building automation, Mahoney and his development team turned to Johnson Controls, Inc., the world's leader in building automation technologies and system integration. Through a partnership with Control 4 and Frankentek Residential Systems LLC, a high level of home automation will be incorporated into the design of the residences. For example, residents will have a choice of touch-panel controls that regulate lighting, climate, entertainment, and access to concierge service.

When it opens in 2013, the Waldorf Astoria Philadelphia will set new standards for sustainable luxury, in large part because of the partnerships that were formed throughout the development process. From architect and developer to contractor and LEED consultant, interior designer and building automation, the pieces have fallen into place to create what will surely be a hallmark of luxury living in Philadelphia for many years to come.■

*Kelly Lange is a Public Relations Consultant at the Brownstein Group. For more information on the Waldorf Astoria, visit [www.waldorfphiladelphia.com](http://www.waldorfphiladelphia.com).*

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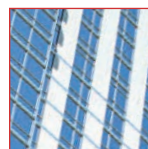
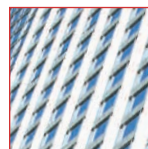
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# the American recovery & reinvestment act

J. Bradford McIlvain and Natalie D'Amora

## Opportunities for Contractors in Challenging Economic Times

**T**HE NATION IS FACING ONCE-IN-A-generation challenges due to the current economic climate. In particular, the commercial construction industry has been impacted by tight credit markets and declining demand.

In January of 2009, the nation suffered its biggest monthly decline in nonresidential construction activity in fifteen years dropping 4.3 percent, with a small 0.3 percent rebound in February, according to the Commerce Department. That same month, the Associated General Contractors of America (AGC), the largest and oldest national construction trade association in the United States, estimated that one in ten construction workers nationwide was unemployed.

Like the rest of the country, Philadelphia's commercial construction market has contracted, with major projects derailed by the economic conditions. According to the *Philadelphia Inquirer*, at least five hotel projects proposed last year for Center City Philadelphia have been delayed or canceled. (*Inquirer*, March 15, 2009). Likewise, proposed casinos and luxury condominium projects are floundering. Even Donald Trump, the eternal optimist, has delayed the luxury

condo tower originally proposed for the Delaware River waterfront.

Without new projects starts, the Philadelphia construction industry is shedding jobs. All told, between early 2007 and early 2009, employment in the construction industry in the five county Philadelphia area declined by 12 percent, according to preliminary figures released by the Bureau of Labor Statistics.

In response to these economic conditions, the AGC and its chapters, including the General Building Contractors Association (GBCA), lobbied Congress for an economic stimulus measure that included substantial infrastructure investment to help the construction industry recover. The AGC submitted written and oral testimony to Congressional hearings and tens of thousands of letters from member across the country in support of the stimulus bill.

On February 13, 2009, Congress passed the American Recovery and Reinvestment Act of 2009. This economic stimulus legislation promotes economic recovery by pumping \$787 billion into the United States economy. It primarily consists of tax relief, funding for infrastructure investment, state budget stabilization, and benefit programs.



# Federal Stimulus Funding At-A-Glance

## Transportation Infrastructure

PROGRAM	FINAL BILL
Highway and Bridge Construction	\$27.5 billion
Competitive Surface Transportation Grants	\$1.5 billion
Transit Funding	\$6.9 billion
Fixed Guideway Infrastructure Investment	\$750 million
New Starts Grants	\$750 million
Amtrak and Intercity Passenger Rail Construction Grants	\$1.3 billion
High Speed Rail Corridors	\$8 billion
Airport Improvement Grants	\$1.1 billion
Facilities and Equipment	\$200 million
TSA Explosive Detection Systems	\$1 billion
Coast Guard Bridges	\$240 million
Assistance to Small Shipyards	\$100 million
<b>Subtotal</b>	<b>\$49.3 billion</b>

SOURCE: AGC

## Water and Environmental Infrastructure

PROGRAM	FINAL BILL
<b>CLEAN WATER</b>	
Clean Water State Removal Fund (SRF)	\$4 billion
Drinking Water State Revolving Fund (SRF)	\$2 billion
Rural Water and Waste Disposal	\$1.4 billion
<b>WATER RESOURCES</b>	
Corps of Engineers	\$4.6 billion
Bureau of Reclamation	\$1 billion
Watershed Infrastructure	\$340 million
International Boundary and Water Commission	\$220 million
<b>ENVIRONMENTAL CLEANUP</b>	
Superfund Hazardous Waste Cleanup	\$700 million
Leaking Underground Storage Tanks	\$200 million
Nuclear Waste Cleanup	\$6 billion
NOAA Environmental Research and Infrastructure	\$830 million
Brownfields Cleanup	\$100 million
<b>Subtotal</b>	<b>\$21.4 billion</b>

SOURCE: AGC

## Building Infrastructure

PROGRAM	FINAL BILL
GSA Federal Buildings and Facilities	\$5.6 billion
<b>DEPARTMENT OF DEFENSE</b>	
Military Construction	\$2.8 billion
Operations and Maintenance	\$4.2 billion
<b>VA CONSTRUCTION</b>	
VA Medical Facilities	\$1 billion
National Cemetery Administration	\$50 million
State Extended Care Facilities	\$150 million
<b>SCHOOL CONSTRUCTION</b>	
K-12 Schools	see note
Higher Education Facilities	see note
<b>HOUSING FACILITIES</b>	
Community Development Block Grants	\$1 billion
Public Housing Capital Fund	\$4 billion
HOME Investment Partnerships	\$2.3 billion
Native American Housing Block Grants	\$510 million
Lead Paint Removal	\$100 million
Rural Community Facilities	\$130 million
<b>OTHER FACILITIES</b>	
National Science Foundation Facilities	\$400 million
USDA Facilities	\$200 million
U.S. Geological Survey Facilities	\$140 million
Social Security Administration Facilities	\$500 million
Bureau of Land Management Maintenance and Construction	\$320 million
U.S. Fish and Wildlife Maintenance and Construction	\$280 million
National Park Service Maintenance and Construction	\$750 million
Forest Service Maintenance and Facilities	\$650 million
Bureau of Indian Affairs Facilities	\$500 million
Indian Health Services Facilities	\$500 million
Community Health Services	\$2 billion
FEMA Infrastructure Grants	\$300 million
Firefighter Fire Station Construction	\$210 million
State Department Facilities	\$90 million
DHS Headquarters Consolidation	\$200 million
Ports of Entry Construction	\$700 million
<b>Subtotal</b>	<b>\$21.6 billion</b>

NOTE: \$8.8 BILLION AVAILABLE TO GOVERNORS ON A DISCRETIONARY BASIS FOR PUBLIC SAFETY, PUBLIC SCHOOLS, AND HIGHER EDUCATION FACILITY SCHOOL MODERNIZATION, RENOVATION, AND REPAIR.

## Stimulus Infrastructure Funding

The infrastructure programs include funding for federal construction projects, local transit funding, and school construction. Infrastructure projects are intended to create jobs in the short term and provide sustained value by modernizing the nation's infrastructure. Projects which can quickly get off the ground are the priority, with the hopes that they will create jobs to fuel the economic recovery. These "shovel ready" projects typically have been designed, permitted, and are ready to go out for construction bids.

A large portion of the stimulus funding is in the form of block grants to the states. For example, the Commonwealth of Pennsylvania is expected to receive \$9.4 billion in

Stimulus funding is flowing.

At presstime the PA

Department of

Transportation had

already awarded

\$73 million in contracts.

direct federal stimulus funds. Pennsylvania has allocated this funding primarily to health care and education programs (\$6.5 billion) and transportation and infrastructure projects (\$1.4 billion). In order to encourage states to quickly disburse the funds, the legislation requires that states must award half of the infrastructure funds within ninety days of its passage.

The remaining stimulus funds are allocated to the different federal agencies like the Department of Transportation, Federal Transit Authority, Federal Aviation Authority, and the Department of Energy for agency-specific infrastructure projects. For example, the stimulus package allocated \$8.4 billion specifically to the Federal Transit Authority for transit infrastructure projects.

## Stimulus Projects in the Philadelphia Area

The Philadelphia area is expected to receive over \$600 million in funding for

area infrastructure projects. The bulk of the funding is for mass transit and highway construction.

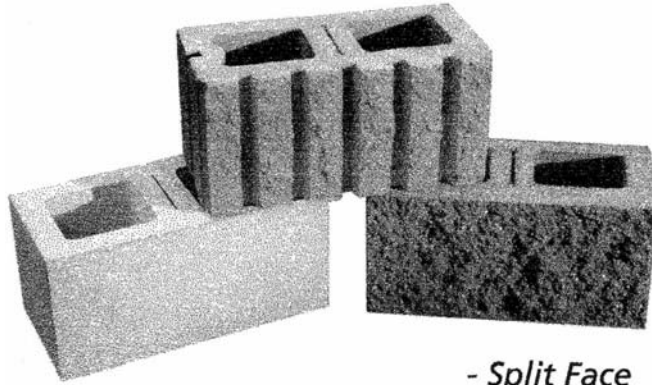
## SEPTA

The Federal Transit Authority has allocated \$200 million dollars to the Southeastern Pennsylvania Transportation Authority (SEPTA). SEPTA has identified twenty seven "shovel-ready" projects which it will fund with stimulus money. SEPTA is required to commit the funding to projects with six months of the passage of the stimulus legislation. Some of the projects slated to receive funds include:

- rehabilitation of the Spring Garden and Girard subway stations on the Broad Street Subway line;
- rehabilitation of the Darby Transit Center and the 69th Street Terminal restrooms;
- station improvements at Croydon, Philmont, Langhorne, Fox Chase, North Wales, Tulpehocken, Warminster, Glenside and Chestnut Hill;
- repaving, bridge and roadwork at Elwyn, Malvern, and on the R5 Lansdale line; rail work and fiber optic installation on the Media/Sharon Hill routes; and,
- right of way and yard projects on the

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SEPTA is also seeking out additional funding under other provisions of the stimulus plan.

### Highway Construction

The Greater Philadelphia region is expected to receive \$318 million in highway construction funding from the Federal Transit Administration, as estimated by The Economy League of Greater Philadelphia. The Delaware Valley Regional Planning Commission reports that the following requests for project funding have been made by the Pennsylvania Department of Transportation and counties in Southeastern Pennsylvania:

- information technology installation on I-95;
- bridge repair and re-pavement on the Blue Route;
- repairs to Girard Point Bridge; and
- ramp reconstruction, traffic signals and resurfacing throughout the region.

### City of Philadelphia

The City of Philadelphia is expecting to receive infrastructure funding in the form of block grants of \$22.5 million from the Department of Energy to fund projects to increase energy efficiency in city-owned buildings. In addition, Philadelphia intends to compete for discretionary grants from other federal agencies. In particular, Philadelphia hopes to secure up to \$120 million in capital funding for the water department.

### Philadelphia International Airport

Philadelphia International Airport expects to benefit from a different portion of the stimulus plan – the bond provisions. Construction projects at the Airport are often financed through bonds. The stimulus legislation provides for a temporary repeal of the alternative minimum tax limitations on the certain bonds issued in 2009-2010. As a result of this provision, interest on Airport bonds does not have to be included in an investor's adjusted earnings for the purposes of the alternative minimum tax. As a result of this provision, the Airport's cost of borrowing is reduced because the bonds issued by the Airport are more appealing to investors.

Without new projects starts, the Philadelphia construction industry is shedding jobs. All told, between early 2007 and early 2009, employment in the construction industry in the five county Philadelphia area declined by 12%, according to preliminary figures released by the Bureau of Labor Statistics.

The Philadelphia Inquirer reports that the Airport intends to issue two bonds totaling \$441 million in the next two years. (Inquirer, Feb. 28, 2009). These bonds will be used to finance major improvements to Terminal F and to the outbound baggage system of Terminals B and C. The Airport also hopes to receive additional funding from the City for other projects.

### Other Federal Projects/Grants

Federal agencies have allocated funding or awarded grants for the specific projects which fit within the agencies' funding priorities.

### Department of Veteran Affairs Projects:

Philadelphia VA Medical Center has received \$6.65 million to renovate the emergency department, the behavioral health clinic and the dental lab.



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Southeastern Veterans' Center has received \$17.1 million to build a 120-bed new long term health care facility in Spring City, Chester County.

Coatesville VA Medical Center has received \$3.9 million to renovate its pharmacy, replace the electrical distribution system, and upgrade boiler plant controls.

#### Department of Energy Grants:

Sysco Food Systems will receive a grant of \$840,000 to make its 190,000 square-foot new distribution facility expansion LEED certified. Sysco Food Systems is located in Philadelphia.

The Bridge Business Center will receive \$1 million in funding to renovate a chemical laboratory with an environmentally friendly energy system. The Bridge Business Center is located in Bucks County.

To see a current list of projects approved and grants issued, check [www.recovery.pa.gov](http://www.recovery.pa.gov).

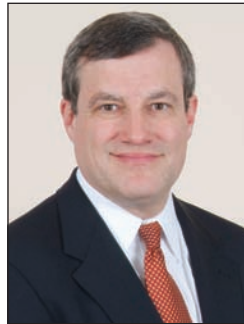
#### GBCA's Outreach on Stimulus Issues

The GBCA has hosted two education programs on the federal stimulus legislation. On March 12, 2009, the GBCA held a Forum on

the Economic Stimulus Plan addressing the impact of the legislation on projects in the Philadelphia area. The Forum featured the following speakers: Jeffery D. Knueppel, P.E., Chief Engineer and Assistant General Manager of Southeastern Pennsylvania Transportation Authority; Anne Papageorge, Vice President for Facilities and Real Estate Services for the University of Pennsylvania; Andy Rachlin, Deputy Chief of Staff to the Deputy Mayor for Planning and Economic Development for the

City of Philadelphia; and Michael Oscar from U.S. Senator Arlen Specter's office.

In addition on April 1, 2009, Ken Simonson, Chief Economist for the AGC, and Soultana Reigle and Robert Hess from Prudential Real Estate Investors presented a program on the impact of the stimulus package on a national level, and provided analysis on the outlook for the construction industry. For more information on the GBCA contact 215-568-7015 or [www.gbca.com](http://www.gbca.com) ■



*J. Bradford McIlvain is Deputy Chair of Dilworth Paxson's Litigation Department, Chair of its Environmental Group and Co-Chair of its Construction Group.*



*Natalie D'Amora is a litigation associate and a member of the Dilworth Paxson Construction Group.*



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- Local Union 542, International Union of Operating Engineers
- Local Union No. 592, of Philadelphia, Pennsylvania of the Operative Plasterers and Cement Masons  
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# IAP 101:

## What does the IAP do for you?



Walter P. Palmer, Jr.

### The history of the pioneering program that continues to better the industry

**O**N MAY 1, 1960, THE GENERAL Building Contractors Association (GBCA) entered into collective bargaining agreements with the Carpenters Metropolitan District Council, the Cement Masons Union and the Laborers District Council. In each of these agreements was a section establishing the new and innovative Industry Advancement Program (IAP). This Industry Advancement Program is recognized as the earliest active program of its kind in the United States.

For five decades now the IAP has provided the resources to permit the GBGA to carry out programs that have benefited the construction industry and the community alike. Even with this long and continuous history of success, Industry Funds in general still seem to remain a mystery in the minds of many. It is for this reason we are devoting a feature article in *Construction Today*® to explain the IAP – what it is, why it exists, how it works, and who benefits. IAP-101 will help everyone, especially newcomers to the industry, to better understand and appreciate the often-misunderstood term “IAP.”

As you read on, I will ask you to keep in mind that this entirely new concept would never have been possible if it were not for a very special group of contractor members of the GBGA, labor union leaders, and the Executive Director of the Association. Their

dedication, cooperation, and foresight made all this possible. I know this for a fact. I joined the GBGA in 1962 and I knew each of them personally.

With this in mind, let me take you back to the 1960's to set the scene. The 60's were anything but boring in Philadelphia, or for that matter in our nation in general. The 1960's were a time for firsts: the first person set foot on the moon, the first heart transplant took place, the first hand calculator sold for \$2500, the first cash dispensing machine came into existence, and the first laser was used. There was Vietnam, Martin Luther King, Jr. the Beatles, and a presidential assassination. The Eagles beat the Packers for the NFL championship, the 76ers won the Eastern Division NBA Championship, Roger Maris hit 61 homeruns and Jackie Robinson was elected to the Baseball Hall of Fame. In construction, I-95, Penn's Landing, and Veteran's Stadium were being built. With all this and more going on, a small construction trade association, GBGA, with a tiny office in the Architects Building in center city Philadelphia, was struggling with how to provide much needed services with very limited resources. GBGA needed to come up with a bold new concept that would revolutionize construction association financing. And they did.



At that time it was recognized that it was no longer possible to rely solely on the dues from the Association's membership to support much-needed industry-wide programs. To effectively service the industry, the buyers of construction, the public, and its members, GBCA would have to expand its labor relations functions and begin to develop new activities. A method of assessment had to be found that would spread the cost of funding these activities and services equitably among all those who would benefit and not just those who chose to retain membership in the local Association.

The men who had the foresight to conceive the IAP knew that needed construction education programs for employees at all levels could now be developed...Recruitment of young people into the industry could be undertaken...Programs in construction safety, public relations,

research, apprentice training, industry relations with architects and engineers could be considered realistically...Labor relations services would be expanded and handled in a complete and professional manner...And management participation in Health and Welfare Funds and Pension Funds, market development and uniform-bonding principles would all become part of the Association's daily activities. A trained professional staff would be on hand to carry out the administration and insure the continued success of each program. GBCA would be the administrator of the IAP, and the construction industry, including the workforce, the owners, and the general public, could look forward to an unprecedented period of advancement.

As the IAP began to take shape, the programs and activities that the industry used to talk about came into being almost

overnight. What had been a torturous process of frustration, knowing what was needed yet not possible due to a lack of funds, was no longer a problem. As it became evident that these new programs and activities were tremendously beneficial to the entire industry and users, many of IAP's early critics soon became its staunchest supporters. The IAP in Philadelphia soon became the envy of construction trade associations over the entire United States and frequently was, and still is, used by others as a model.

What is the secret of the success of the Industry Advancement Program in Philadelphia? One answer lies with the many industry-conscious employers who give freely of their time by serving on its many committees and Board of Directors. These men and women have dedicated themselves to the improvement of an industry that has served



Harry Taylor - Executive Director, GBCA

The IAP principle was simple. Every employer of a building tradesperson contributes cents per hour for each employee hour worked towards a fund used to advance the construction industry. Since every firm benefits, every firm should contribute its fair share.



Ray Shoemaker



James Clearkin, Sr.



Jack McQuade



Jack English

them well and feel that their contribution has been necessary and important. I agree. To be effective and lasting, an IAP must be well administered. Over the years the GBCA has never deviated from the strong principles and commitments that were formulated when the IAP was first developed. Each activity is carefully reviewed before funds are allocated or expended. Each activity is periodically evaluated for its usefulness towards the betterment of the industry. In short, those who manage and administer the Industry Advancement Program have always attempted to act as prudently as any corporate business entity either large or small.

As provided for in the collective bargaining agreements with the previously mentioned unions, the GBCA is the sole administrator of the IAP. GBCA has five officers: Chairman of the Board, Senior Vice Chairman of the Board, Vice Chairman of the Board, Treasurer, and President & CEO. It has a 25 person Board of Directors that meets on a regular basis, a full time professional staff, and numerous active committees. It is through this organizational structure that programs, activities, and costs are developed and controlled.

And so today you can see, the Industry Advancement Program has provided the wherewithal necessary to permit the GBCA, as administrator, to give a new meaning to the theory and practice of a service organization. Through broad based worthwhile IAP activities, literally every segment of the construction industry, as well as the city, state, and general public have benefited. The fact that the GBCA/IAP led the nation is not as important as the fact that its programs have stood the test of time and have the credibility of being used successfully by other groups across the country.

#### Postscript:

I have not elaborated in detail on the IAP Activities in Education, Labor Relations, Safety, Industry Relations, Public Relations, Market Development, and Research. It was not the intention to give a complete report of the over all IAP, but more of an introduction and background.

In closing I want to expand more on what I feel add to the reasons for the success of this system of financing and the way it is administered by the GBCA. Certainly the wisdom of the early leaders and the dedication of the GBCA members and staff played a great part, if not the greatest part. But,

there are many factors for this success where others have had difficulty. First and foremost, the root of the IAP is in the collective bargaining agreement. It clearly states that a cents per hour employer contribution shall be paid for each employee working under that agreement. This is for all employers, not just GBCA members. The theory being that since every firm benefits, every firm should contribute its fair share. There is also language that permits and limits what can and cannot be funded by the IAP. GBCA has always followed these guidelines to the letter.

GBCA has always tried to work in harmony with all the unions to promote Union construction. It has been the position of the leadership of the Association that there is a great value in working together with all

groups within the industry towards the betterment of the entire union construction industry.

Clearly the establishment of an Industry Advancement Program in 1960 in Philadelphia has permitted a relatively small construction trade association in a restricted five country territory to engage in some of the most innovative, exciting, and beneficial activities imaginable. There is no question this has brought value to an entire industry in the Philadelphia region.

I hope this short piece has provided you with a better understanding and appreciation of this simple but innovative term...IAP.■

*Walter P. Palmer, Jr. is the Senior Labor Advisor of the General Building Contractors Association.*



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# Government Update

## From the PA Capitol

As this edition of *Construction Today*® goes to press, policymakers in the PA State Capitol are crossing their fingers as Pennsylvania gears up for its best chance for big revenue – April 15.

Unfortunately, Pennsylvania collected only \$3.9 billion in General Fund revenue for the month of March – that's \$334.6 million, or 7.9 percent, less than anticipated. That continues a depressing trend with regard to state finances. Fiscal year-to-date General Fund collections total \$18.7 billion and are \$1.6 billion or 7.9 percent below estimate.

With the most serious budget negotiations still weeks away, there is a growing debate as to whether or not the Commonwealth can balance its budget on spending cuts and economic stimulus funding alone. Most in Harrisburg don't believe that any major tax increase (personal income, sales, corporate, etc.) will be a part of the final budget package. However, there are those who argue that we must do something to increase state revenues.

Otherwise, key services and programs will go unfunded.

While the exact fate of many state budget lines remain in question, Pennsylvania does have a full slate of capital construction projects in the pending file.

At its March 27 Board Meeting, the General Contractors Association of Pennsylvania (GCAP) heard presentations from several state agencies, including the Departments of General Services, Conservation and Natural Resources and Military and Veterans Affairs, about their capital construction plans for 2009-10 and beyond.

During the meeting, key personnel from seven agencies addressed the GCAP Board of Directors to share details about their capital priorities. Among the largest projects discussed were the Department of Corrections plans for four new correctional facilities as well as major construction efforts on campuses throughout the State System of Higher Education.

On the policy front, GCAP Executive Director, Terry McDonough, outlined GCAP's support for the overall intent of HB 400



(Lentz, D-Delaware) during an April 2nd informational hearing held by the House Labor Relations Committee on the bill. HB 400 establishes the Construction Industry Independent Contractor Act and provides specific criteria for independent contractors in the construction industry. It also proposes strict penalties on employers who misclassify their employees.

McDonough said employee misclassification has a severely negative impact on the entire construction industry and told the Committee that HB 400 was a step in the right direction. However, he was clear that the legislation must be amended to include safeguard language for contractors who properly classify their employees, but who may be engaged in a construction project with other employers who do not.

During the meeting, McDonough emphasized that GCAP believes a contractor is responsible for its own workers. A general or prime contractor is not involved in the relationship between a subcontractor and its workers and may not know how those workers have been classified. There should be no liability for a GC/prime contractor due to any misclassification by a subcontractor. That is why GCAP continues to

work on safeguard language to make HB 400 an effective tool to prevent the problem of employee misclassification.

### From the NJ Capitol

#### Governor Corzine Signs Bills to Help Achieve Goals of NJ's Energy Master Plan

Governor Jon S. Corzine has signed three pieces of legislation that will help support both cogeneration projects, and the development of solar energy and wind energy installations.

These bills are designed to further New Jersey's ongoing efforts to protect our environment, to combat global climate change, and make the state and nation less dependent on foreign energy sources.

Bill A1558/S2265 requires developers to offer solar energy systems in certain new home construction. It also provides that the Commissioner of Community Affairs, in consultation with the Board of Public Utilities, would be required to adopt standards on technical sufficiency of the solar energy systems to be installed. Bill A2550/S1299 permits the location of cer-

tain wind and solar facilities in industrial zones.

Bill A2507/S1932 authorizes the BPU to use Retail Margin Fund monies to provide grants for combined heat and power production, energy efficiency projects and programs promoting renewable energy and energy efficiency. This money will primarily be used to develop cogeneration facilities, and will provide a \$450 rebate for every kilowatt of capacity installed.

Environmental quality and reducing the impact of greenhouse gasses has been an ongoing goal of the administration. The Energy Master Plan (EMP) released last year aims to reduce energy usage by 20 percent by 2020, using efficiency measures and our burgeoning clean-energy industry in New Jersey. The EMP also sets a goal of producing 30 percent of the State's energy from renewables, also by 2020.

The Governor also signed the Energy Savings Improvement Plan into law, making it easier for municipalities, among other entities, to retrofit municipal buildings and schools with energy-saving measures with no up-front costs. In 2007, New Jersey passed the Global Warming Response Act, which requires a reduction in carbon emis-



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### New Jersey Awards Stimulus Funds to Various Projects

Two stimulus-funded projects that have been recently announced include a \$30 million bridge-painting job on Routes 1 and 9 and a \$15.3 million bridge-painting program on I-280. In addition, the NJ Transportation Commissioner said he planned to allocate half the state's \$1.07 billion allotment of highway and mass-transit stimulus funding to approved projects by the end of April. The full allotment should be spoken for by the end of June. That spending is on top of a \$3.8 billion package of highway and mass-transit projects the state plans to pay for its own funds, borrowed money and federal aid.

In addition, the State Department of Environmental Protection is currently reviewing about 500 public works projects worth a total of \$2 billion. Officials are trying to pare down a long list of applications for the \$160 million in stimulus funding earmarked for New Jersey.

Four toxic Superfund sites also have been selected to compete for a share of \$600 million in clean-up funds that the federal Environmental Protection Agency is to award from stimulus funding by May 1. And eight forest service projects have been accepted for final consideration to receive a share of the \$500 million in forest fire reduction funds the stimulus program includes.

### From the City

#### Philadelphia City Council Holds Hearing on the Philadelphia Tax Abatement and LEED Certification

In April, City Council heard testimony on Bill 090167, which would condition the tax abatement on the level of Leadership in Environmental and Energy Design (LEED) rating achieved by a developer: 100 percent abatement if a building attains LEED Platinum certification (the highest possible rating), to ten percent abatement for LEED Certified (the minimum rating). Residential and commercial construction and renovation projects that did not go through the LEED process would not be eligible for any property tax abatement.

Deputy Mayor Andrew Altman said that while the Nutter administration supports efforts to incentivize energy efficient buildings, altering the abatement program is not the right way to do it. Restricting the city's tax abatement program by tying it to LEED ratings would, Altman said, "have significant unintended and negative consequences for development."

The Nutter administration is concerned about the proposal because the LEED rating process happens after a building is constructed, not before, "and developers need certainty about future property taxes so that they might build those costs into their development pro formas," Altman said. Altman also expressed concern that because Philadelphia's building codes do not match LEED standards or other, similar energy efficiency standards, it would make the city dependent on private inspectors. "In effect, control of Philadelphia's tax incentive decisions would be placed in the hands of the private sector."

### GCAP is working on developing HB400, the Employee Misclassification Act.

Another overarching concern was the increased cost of building green. Various cost statistics were shared in testimony that ranged from zero to 20 percent. Ultimately however, all participants did agree that encouraging energy efficient construction in the city should be a City priority.

As of press time, the bill was being held in the Finance Committee.

#### Philadelphia City Council Holds Hearing on the Use of PVC in City Projects

In March, City Council's Committee on Licenses and Inspections held a hearing on Councilman Darrell L. Clarke's bill to allow the use of PVC pipe in construction. Currently the plastic pipe can be used only in structures of three stories or fewer with four units or fewer.

The Nutter administration has backed the bill, saying Philadelphia's construction costs are

driven up by requiring metal pipes. Opponents argue that cast-iron pipes are safer.

As of press time, the bill is being held in committee.

#### Philadelphia City Councilman Curtis Jones Jr. Introduces a Contractor Licensing Bill

City Councilman Curtis Jones Jr. has introduced a contractor licensing bill that will impose additional requirements on those required to obtain a contractor license and to provide for City publication of contractor information and investigation of contractor violations.

The GBCA will meet with Councilman Jones to discuss this bill. As of press time, no hearing has been scheduled.

For a copy of Bill 090222, contact communication@gbca.com or (215) 568-7015.

#### Council Working to Extend Building Permits

Philadelphia City Councilman Frank DiCicco is working with City Council to pass legislation that would allow the Department of Licenses & Inspections (L&I) to extend zoning and building permits for projects for up to an additional year. This legislation was introduced to prevent projects that are stalled financially from having to go get new permits once the economy rebounds. A hearing on this bill will be held on Wednesday, May 13, 2009.

#### Nutter Appoints GBCA Members to Panel on Taxes & Competitiveness

In March, Philadelphia Mayor Michael A. Nutter appointed Emily Bittenbender, Bittenbender Construction and Angelo Perryman, Perryman Building & Construction Services to his task force on "tax policy and economic competitiveness." Both Bittenbender and Perryman are Board Members of the General Building Contractors Association (GBCA).

The task force will evaluate the city's tax structure with an eye toward determining which policies make the city less competitive. The group will evaluate the city's tax-abatement program and other development policies, as well as local labor costs.

The panel is made up of 18 business executives, academics and other local leaders and will present its recommendations to City Council and the Mayor in September.■



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## Finding shelter from the storm

### WHAT STORM IS COMING?

After more than four years of declining insurance prices, a "hardening" in the commercial property and liability insurance market is coming. Insurance for contractors will likely become more difficult later this year and continue for several more years. This change is in reaction to continuing insurance underwriting losses and huge investment losses suffered by many insurers.

### HOW WILL THIS STORM IMPACT MY CONTRACTING FIRM?

In addition to higher premiums, many broad coverage terms and conditions that are routinely available to contractors may be pulled back or become prohibitively expensive to obtain in the future.

### WHAT COVERAGE RESTRICTIONS ARE LIKELY TO OCCUR?

#### On Commercial General Liability Policies -

1. Increased restrictions on liability insurance for residential construction.

2. Restrictions on Additional Insured coverage and contractual liability protection provided to owners by general contractor or to general contractors from their subcontractors. Many liability insurers will only want to cover an Additional Insured for liability claims "arising in whole or in part out of the Named Insured's work" -- no longer covering claims due to negligence of the owner, architect or any other party -- or so-called broad form hold harmless agreements.
3. Not covering Additional Insureds for completed operations exposure after job completion -- just for current operations.
4. Not covering punitive damages, even where insurable by law.
5. Mandatory new deductibles or increasing existing deductibles.
6. Including legal defense costs within policy limits rather than payable in addition to policy limits.
7. Limiting coverage to only the specific types of work declared on the contractor's policy at inception.
8. Imposing an absolute exclusion of any professional liability-related claims.



### Umbrella Liability Policies

1. Umbrella insurers are also likely to follow the underlying general liability restrictions indicated above, such as limiting coverage for additional insureds, excluding punitive damages and restricting coverage for construction defect claims.

### On Property Insurance and other policies --

Insurers are likely to impose coverage restrictions on the renewals of property and other specialty policies including contractors' pollution and professional liability policies. Property and liability deductibles will be increased and insurers will mandate higher insured property values and premiums.

### WHAT STEPS CAN BE TAKEN TO ELIMINATE OR ROLL BACK THE IMPACT OF THESE CHANGES?

You can:

1. Reduce your incurred losses. Many contractors spend a great deal of time bidding out their insurance coverage each year, but not working to lower their claims. Losses represent almost 70% of the premiums paid, so reducing them through aggressive safety and loss control programs will have the greatest impact on reducing costs.
2. Closely manage the adjustment of every claim. Many insurers may slow down the process for adjusting claims and be tougher in the negotiation and settlement of insured losses. They may also be

slower to accept the tender of defense for claims filed against additional insureds.

So when a claim happens -- it's critical to:

After more than four years of declining insurance prices, a "hardening" in the commercial property and liability insurance market is coming. Insurance for contractors will likely become more difficult later this year and continue for several more years.

- a. Establish procedures for prompt reporting, investigation and then defense of claims. Where appropriate, to settle legitimate insured claims quickly.
- b. Evaluate the insurance company's defense strategies, and insist upon input in the selection of legal defense counsel. Also challenge the loss reserves set.
- c. Require prior notification from the insurer before changes in reserves on open claims and prior to settlement.

### 3. Other coping strategies:

- a. Increase deductibles on all property insurance policies -- before mandated by insurers when they may not provide a corresponding premium reduction.
- b. Consider using large deductibles, retrospective rating or captive insurers for general liability and workers' compensation coverages if total annual premiums exceed \$250,000 per policy.
- c. Confirm the continuation of broad coverage in renewal policies. Approach backup insurance companies who may be more willing to offer broader coverage in the event your insurer tries to restrict your renewal coverage.
- d. Carefully review renewal Certificates provided by your subcontractors and vendors to confirm required coverages are still provided -- such as proper contractual liability and Additional Insured endorsements.
- e. Increase your umbrella and property insurance coverage limits now -- not later when it may be more difficult and more expensive to do so.
- f. Consider buying long-term insurance policies now, before the marketplace tightens. 18-months, or even in some cases 24-month terms, can be locked in now with favorable pricing and coverage.■




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*Phil Glick is a Senior Vice President and Construction Practice Leader at ECBM Insurance Brokers and Consultants in West Conshohocken, PA.*

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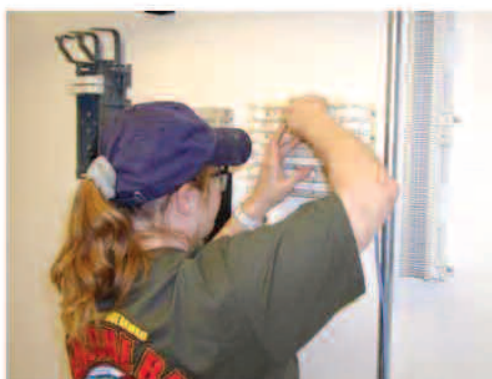




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# fighting the tower of babel in the construction industry

John Nabholz

## How agcXML can increase productivity

**I F WE LOOK TO GENESIS WE SEE: "ALL** mankind spoke a single language..." and "They have just begun to exploit their linguistic unity, just think of what they will do later! Nothing will be unattainable for them!" Unfortunately for the Babylonians "God gave them different languages and that ended the building of the city. The city was called Babel which means confusion."

Even with the advent of e-mail and cell phones, some level of confusion still seems to be a part of every American building project. As an industry, we continue to see improvements in productivity in all areas of the economy, with the exception of construction. Per government statistics, the construction industry is less productive today than it was just 10 years ago! At the same time, all non-farm industries (including construction) have enjoyed at least a 20% increase in productivity, according to the US Bureau of Labor Statistics and US Dept of Commerce 1990 – 2001. While communication is just one area where the construction industry can improve, it is a critical requirement to risk management and reducing rework.

Many companies are using "Project Management" software to handle their document management needs. Unfortunately, we are creating islands of information where each RFI, Supplemental Instruction, Change Order, Pay Request, etc., has to be keyed into each contractor's document management system. This duplication of effort continues up and down the food chain, with each party attempting to protect themselves with profuse documentation.

Other industries are way ahead of the construction industry. The automobile industry, for example, does all or most of their contract and supply management electronically between the computer systems of manufacturers, engineers, suppliers, etc. You may have heard the buzzword "XML" that came out a dozen years ago, and how it was going to revolutionize the business community. Well, like most things, XML has not lived up to the hype, but it is being used daily in many industries to improve efficiencies.

So, what is this XML thing? Simply, it is just a standard way of tagging information



such that it can be sent from one computer system to another, either within a single company or between systems at multiple companies, with no loss of information and no re-keying. Think of it as the "Rosetta Stone" for mapping or translating a document from one system to another. With it, different computer systems can be programmed to read the common standard format and thus exchange documents with all other systems that support the XML standard.

Some vendors suggest that the solution is for everyone to simply use the same Project Management system in a collaborative environment. Clearly, this solves the "Tower of Babel" of competing proj-

ect/document management systems that don't talk to each other. Unfortunately, there is not one project/document management system the whole industry can use! Follow the contracting food chain to its source and you will see that owners have the most influence as to what project/document management system should be used by the building team. How will the construction industry improve productivity, if we cannot even pick our best method of managing the paperwork on a project!

If we follow the lead of other industries, we can preserve the productivity of each company picking their own Project Management system, and establish a stan-

dard way of transferring or routing communications directly between each company's Project Management systems. These small efficiencies will also improve your information worker's job satisfaction, as mundane and redundant tasks are eliminated. The larger benefits, though harder to quantify, will come from the more rapid exchange of information and more information that is consistent available to all members of the project team.

The good news is that the Associated General Contractors of America (AGC) Electronic Information Systems (EIS) Committee has been working on this problem for several years and has recently released a standard called agcXML.

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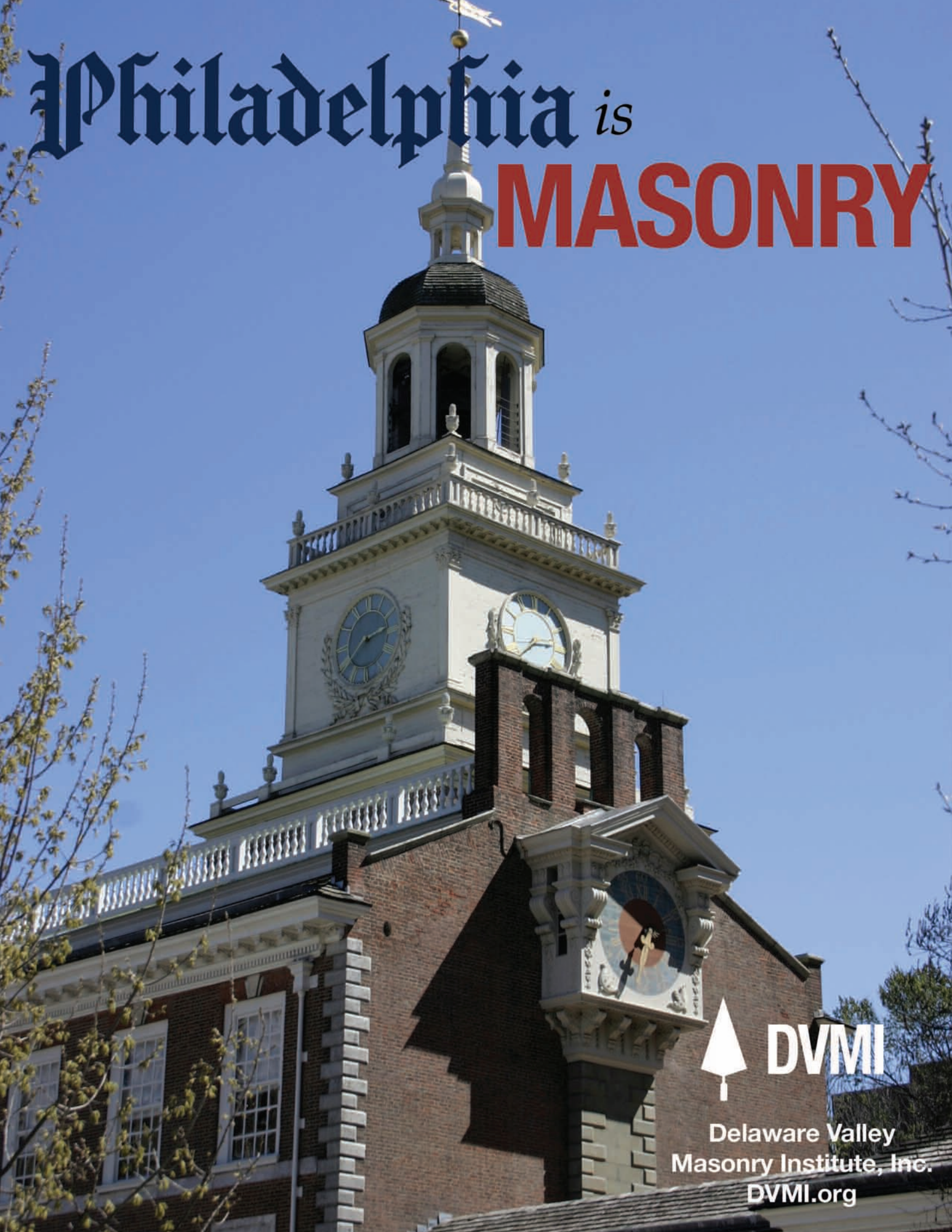
What is agcXML?

It is a standard way  
of tagging information  
such that it can be sent  
from one computer  
system to another,  
with no loss of information  
and no re-keying.

Currently, several software companies are working to incorporate agcXML into their products. Once enough systems support this standard, everyone will be able to use their favorite Project Management or Accounting system and easily exchange standard construction data. More importantly, we will be using the project management system that best fits our company, and not the one dictated by each of our very different customers.

Please contact your software vendor and ask them when they will be including agcXML support in their products or go to [www.agcxml.org](http://www.agcxml.org) for more information. agcXML: Don't Buy Construction Software Without It.■

*John Nabholz is the Information Services Manager for Nabholz Construction and is a Member of the Associated General Contractors of America (AGC) Electronic Information Services (EIS) Committee and AGC XML Taskforce Chair.*



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Secretary Creedon is strategically involved in the Commonwealth's allocation of funds from the economic recovery bill. Learn more about PA's plans and how businesses can benefit from this bill: from affordable housing construction and renovating school district buildings, to upgrading aging water/sewer systems and promoting business and residential energy efficiency.

**PANEL DISCUSSION A:**

**Infrastructure** *"Horizontal Construction leads to Vertical Construction"*

**Moderator:** *Inga Saffron*, Architecture Critic,  
*The Philadelphia Inquirer*  
*Christopher Holliday*, Vice President, STV Incorporated  
*Jeffrey D. Knueppel*, Chief Engineer, Southeastern Pennsylvania Transportation Authority (SEPTA)  
*Paul K. Marchetti*, Exec. Director, Pennsylvania Infrastructure Investment Authority (PENNVEST)  
*Barry Seymour*, Exec. Director, Delaware Valley Regional Planning Commission

**PANEL DISCUSSION B:**

**Minorities in the Workforce?** *"Cultivating Diversity in the Construction Industry"*

**Moderator:** *Walter P. Palmer 3rd*, President, GBCA  
*Michael Bell*, Exec. Director, Office of Economic Opportunity  
*Angelo Perryman*, President, Perryman Building & Construction  
*Judith Ritter*, President, Ritter Contracting  
*Carl E. Singley*, Chair, Mayor's Advisory Commission on Construction Industry Diversity

**COST:**

Tickets are \$45.00 for GBCA and Greater Philadelphia Chamber of Commerce Members. Tickets are \$80.00 for non-members.

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Visit [awards.gbca.com](http://awards.gbca.com) for more information.

**MAYOR'S ADVISORY COMMISSION ON  
CONSTRUCTION INDUSTRY DIVERSITY  
RELEASED FINAL REPORT**

The Mayor's Advisory Commission on Construction Industry Diversity has released its final report to Philadelphia Mayor Michael A. Nutter. The report includes forty-four specific recommendations to increase inclusion of minorities and women in the construction workforce. These recommendations include action items for government (e.g., the Office of Economic Opportunity), contractors, and unions. In addition, the report includes thirty-one recommendations to increase inclusion of minority, female and disabled construction contractors.

At the official announcement on March 17, 2009 the Mayor said "we have a lot of work to do." The Mayor then tied the importance of the stimulus funding Philadelphia is to receive with the opportunity to increase diversity in construction. The Mayor admitted that a career in construction takes a "certain amount of study, heart and dedication." He continued, "you can't just walk up and say I need a job. If you want this kind of lifestyle, get dedicated." The GBCA will work with the Mayor, OEO, and the construction trade unions to implement the recommendations of the Commission to answer the Mayor's request that "diversity in the workplace be the lifeblood of the City."

For an executive summary of the report, visit [www.gbca.com](http://www.gbca.com).

## **16TH ANNUAL TRANSPORTATION, BUILDING & CONSTRUCTION AWARDS HONOR GBCA MEMBERS, BITTENBENDER CONSTRUCTION AND JACK DONNELLY, L.F. DRISCOLL**

The 2009 Project of the Year Award at the March of Dimes' 16th Annual Transportation, Building & Construction Awards Luncheon was presented to the Please Touch Museum. This project was a joint venture between members Daniel J. Keating Company and Bittenbender Construction.

In addition, the 16th Annual Transportation, Building & Construction Awards presented 2009 Service to Humanity Awards to Jack Donnelly, CEO, L.F. Driscoll Co. (a GBCA member); Carl E. Dranoff, President, Dranoff Properties; and Sam Malone, Business Manager, Iron Workers Local 405. The honorees were selected by a committee of their peers and honored for their achievement and leadership in their respective professions and for their efforts to promote economic development within Southeastern Pennsylvania.

## **MACINTOSH ENGINEERING ANNOUNCES NEW P.E.s**

MacIntosh Engineering has announced that Nicholas Kowalski and Chelsea Collins, of Wilmington, DE office and Steven LaBriola of the Exton, PA office, have become Registered Professional Engineers.

Nicholas Kowalski holds a Bachelor of Science Degree in Civil Engineering from Drexel University. Kowalski's current projects include Neumann College Sports, Spirituality, and Character Development Center and the Hockessin Library.

Chelsea Collins holds a Bachelor of Science Degree in Civil Engineering from The University of Virginia, and a Master of Science in Structural Engineering from the University of California, Berkeley. Collins' projects include the Justison Landing development and the Marion P. Thomas Charter School.

Steven LaBriola holds a Bachelor of Science Degree in Architectural Engineering from Drexel University. LaBriola's projects include the new dormitories at West Chester University and the West Chester YMCA.

These registrants bring the total number of registered engineers at MacIntosh Engineering to eight.

## **FEDERAL CONSTRUCTION CONSULTING GROUP FORMED TO NAVIGATE THE NEW WORLD OF CONSTRUCTION CONTRACTING**

Cohen Seglias Pallas Greenhall & Furman has announced the formation of the Federal Construction Consulting Group, which has been designed to provide assistance to federal construction contractors in the preparation of proposals on federal procurements.

The Federal Construction Consulting Group will help contractors understand how a government source selection team evaluates a construction contractor's proposal, as well as how to organize, draft, and present an effective proposal. They cannot guarantee that their proposal will be selected, but they can assure them that it will not be rejected or discredited for failing to conform to requirements of the solicitation.

To find out more, please contact Ed Seglias or Michael Payne at 215-564-1700.

## **GBCA RECEIVES RECOGNITION FOR ITS DIVERSITY EFFORTS**

The Associated General Contractors of America (AGC) awarded the General Building Contractors Association (GBCA) with special recognition for its diversity efforts.

At its annual convention, the AGC recognized chapters that are working to promote the growth of minority and women-owned businesses, and are working to increase their participation in the industry and the association.

The GBCA believes that the participation of DBE firms in the Association and the union construction industry is vital to the growth of the industry. The GBCA's Equal Business Access Committee (EBAC) therefore works to promote the growth and development of DBE firms without regard to size. The goal of the EBAC is to provide support and resources to DBE firms to allow them to be competitive in both the public and private sectors. The EBAC also listens to and acts upon DBE concerns in an effort to resolve issues of importance to them.

The Committee continues to analyze ways the association can help the development of DBE firms in the marketplace. The committee is also working to develop close relationships with recognized entities, both on a regional and national level, that can assist the committee in accomplishing its goals.

For more information on becoming involved with the GBCA's diversity efforts, please contact [communication@gbca.com](mailto:communication@gbca.com).

## **ARE YOU READY TO BE RECOGNIZED? APPLY FOR THE 13TH ANNUAL CONSTRUCTION EXCELLENCE AWARDS**

In this time of economic uncertainty, contractors are facing increasing numbers of bidders on each job. It is important for contractors to set themselves apart from the masses. The best way to do this is to enter the 13th Annual Construction Excellence Awards!

Awards are available to be won in categories including Best Commercial Project, Best Industrial/Institutional Project, Best Green Building Project, and Excellence in Craftsmanship. The Excellence Awards are the premier building awards in the greater Philadelphia region. The program is now open for registration of projects to the competition.

Set yourself apart from the others with an award that recognizes your quality building projects and dedication to building the region.

Visit [awards.gbca.com](http://awards.gbca.com) to register your projects.

## **AMQUIP CRANE RENTAL LLC ANNOUNCES NEW HIRES**

AmQuip Crane Rental LLC has appointed Tom Prozinski the Northeast Tower Crane Manager. Tom will be responsible for managing the sales, marketing and field support for the Northeast Tower Crane Division along the entire East Coast of the United States. Tom will establish a tower crane facility in the Northern Virginia area and also work out of our Baltimore, Maryland branch. AmQuip intends to increase its tower crane presence in the Northern Virginia, Washington D.C. and Baltimore markets.

AmQuip also appointed Josh Dressler the Southeast Crane Rental Specialist. Josh will join Tom Newell in Atlanta as Powell-AmQuip expands its Southeast region footprint. Josh will work out of the Atlanta area.

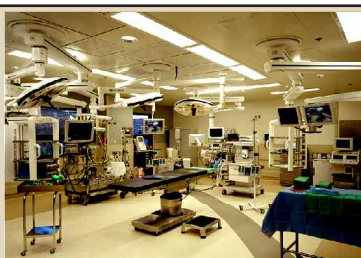


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Coming in the  
next issue...

## GOING GREEN

This issue will focus on Philadelphia's vision for going green. With a Director of Sustainability promoting the city's commitment to sustainability and millions of stimulus dollars allotted for green initiatives, Philadelphia is going green.

For more information or to submit a press release or story idea, contact Lisa Godlewski, Director of Public Affairs, GBCE.

Phone 215-568-7015

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## ASSOCIATIONS

**The Alliance**, Union Plumbing & Heating Contractors, South Jersey Mechanical Contractors Association and UA Local 322, One Greentree Centre, Suite 201, Marlton, New Jersey 08053. P856-988-5494, F856-988-5534, Web Site: [www.sjmca.com](http://www.sjmca.com), Email: [sjmca1@aol.com](mailto:sjmca1@aol.com).

**SEE OUR AD ON PAGE 15.**

**BAC Local Union 1**, Bricklayers and Allied Craftworkers, 2706 Black Lake Place, Philadelphia, PA 19154. 215-856-9505, Web Site: [www.BAC1PA.org](http://www.BAC1PA.org).

**SEE OUR AD ON PAGE 18.**

**Cement Masons & Plasterers, Local Union 592**, Providing and Training Superior Craftsmen to the Delaware Valley Building Community Since 1916, 2511 Snyder 592, Philadelphia, PA 19145. P215-468-0235, Web Site: [www.opcmia592.org](http://www.opcmia592.org).

**SEE OUR AD ON PAGE 23.**

**DVMI - Delaware Valley Masonry Institute, Inc.**

**SEE OUR AD ON PAGE 41.**

**Greater Philadelphia Chamber of Commerce**. P215-790-3700, Web Site: [www.greaterphilachamber.com](http://www.greaterphilachamber.com).

**SEE OUR AD ON PAGE 26.**

**LECET**, The Laborer's - Employer's Cooperation and Education Trust and The Laborer's District Council of Metropolitan Philadelphia & Vicinity. P215-985-0877, Web Site: [www.LDC-PHILA-VIC.org](http://www.LDC-PHILA-VIC.org).

**SEE OUR AD ON PAGE 47.**

**NECA**, National Electrical Contractors Association, Penn-Del-Jersey-Chapter, 1500 Walnut Street, Philadelphia, PA 19102. P215-723-1444, Web Site: [www.necaconnection.com](http://www.necaconnection.com).

**SEE OUR AD ON PAGE 38.**

**Steel Erectors Association of Metropolitan Philadelphia and Vicinity.**

**SEE OUR AD ON PAGE 21.**

**Team IMI**, Union Craftworkers Contractors & Consultants. P1-800-IMI-0988, Web Site: [www.imiweb.org](http://www.imiweb.org).

**SEE OUR AD ON PAGE 18.**

**Union Iron Workers of Local 401**, "Union Iron Workers Building America Since 1896", 11600 Norcom Road, Philadelphia, PA 19154. P215-676-3000.

**SEE OUR AD ON PAGE 34.**

## ATTORNEYS

**Jacoby Donner, P.C., Attorneys at Law**, 1700 Market Street, Suite 3100, Philadelphia, PA 19103. P215-563-2400, Web Site: [www.jacobydonner.com](http://www.jacobydonner.com).

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**SEE OUR AD ON PAGE 40.**

## CONSULTANTS

**Amper, Politziner & Mattia, LLP**, Construction Real Estate Services Division, 101 West Avenue, Jenkintown, PA 19046. P215-881-8800, 856-354-6054, Web Site: [www.grgrp.com](http://www.grgrp.com).

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## DEMOLITION

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**Laborer's District Council, Education and Training / Apprenticeship School**, 500 Lancaster Pike, Exton, PA 19341. P610-524-0404, Email: [jharper.e&t@ldc-phila-vic.org](mailto:jharper.e&t@ldc-phila-vic.org).

**SEE OUR AD ON PAGE 46.**

## GENERAL CONTRACTORS &amp; CONSTRUCTION MANAGERS

**Bittenbender Construction, LP**, 509 Vine Street, Suite LL200, Philadelphia, PA 19106. P215-925-8900, F215-625-6270.

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**Haverstick-Borthwick Company**, Builders and Construction Managers, 400 Stenton Avenue, PO Box 766, Plymouth Meeting, PA 19462. P215-248-3000, 610-825-9300, Web Site: [www.haverstick.com](http://www.haverstick.com).

**SEE OUR AD ON PAGE 22.**

**Perryman Building & Construction**, 4548 Market Street, Philadelphia, PA 19139. P215-243-4109, F215-243-4102, Web Site: [www.perrymanbc.com](http://www.perrymanbc.com).

**SEE OUR AD ON PAGE 30.**

**T.N. Ward Company**, P.O. Box 191, 129 Coulter Avenue, Ardmore, PA 19003. P610-649-0400, F610-649-1790. 815 Atlantic Avenue, Suite A, Atlantic City, NJ 08401. P609-345-5877, F609-345-6071, Web Site: [www.tnward.com](http://www.tnward.com).

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**Torrado Construction Company**, 3311-13 E. Thompson Street, Philadelphia, PA 19134-5308. P215-426-6600, F215-426-7955, Email: [ltorrado@torradoconstruction.com](mailto:ltorrado@torradoconstruction.com), Web Site: [www.torradoconstruction.com](http://www.torradoconstruction.com).

**SEE OUR AD ON PAGE 11.**

**W.H. Myers Construction Company**, 5219 North Lawrence Street, Philadelphia, PA 19120. P215-329-1550, F215-329-0243, Web Site: [www.whmyers.com](http://www.whmyers.com).

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## INSURANCE &amp; BONDING

**Conner Strong**, James M. Hanrahan or Steven Raffael. P1-877-861-3220, Web Site: [www.connerstrong.com](http://www.connerstrong.com).

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**Engle-Hambright & Davies**, P1-800-544-7292, Web Site: [www.ehd-ins.com](http://www.ehd-ins.com).

**SEE OUR AD ON PAGE 5.**

**The Graham Company, Insurance Brokers and Consultants**, The Graham Building, One Penn Square West, Philadelphia, PA 19102. P215-567-6300, 1-888-472-4262, Web Site: [www.ghrahamco.com](http://www.ghrahamco.com).

**SEE OUR AD ON PAGE 3.**

## PAYROLL SERVICE

**Paychex Inc.**, Aaron Lowery - Payroll Consultant, 1500 Market Street, Philadelphia, PA 19103. C267-226-1519, Center City Office 215-246-3424 x2, F877-509-1519, Email: [alowery@paychex.com](mailto:alowery@paychex.com), Web Site: [paychex.com](http://paychex.com).

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## PRINTING &amp; DOCUMENT MANAGEMENT TECHNOLOGIES

**Paradigm Grafix**, 123 Keystone Drive, Montgomeryville, PA 18936. P215-641-4844 x212, F215-643-2402.

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**Service Point**, 211 N. 13th Street, Philadelphia, PA. P215-567-0777, 800-448-6002, Web Site: [www.servicepointusa.com](http://www.servicepointusa.com).

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## REINFORCING STEEL BARS, STEEL FABRICATOR

**Re-Steel Supply Co., Inc.**, P1-800-876-8216.

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## SUBCONTRACTORS

**B. Pietrini & Sons**, 111 East Church Road, King of Prussia, PA 19406. P610-265-2110, F610-265-6068, Web Site: [www.bpietrini.com](http://www.bpietrini.com).

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**Ritter Contracting, Inc.**, PO Box 1038, Southampton, PA 18966. P215-364-9446, F215-364-9485, Web Site: [www.rittercontracting.com](http://www.rittercontracting.com).

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