



AGCVA eBulletin

Volume XXXIII No. 1 January 13, 2017

## Have You Paid Your 2017 AGCVA Membership Dues?

Make Sure Your in the AGCVA Membership Roster & Buyers Guide

**Pay Dues by January 31<sup>st</sup> to be included.**

### The 5 Big Projects That Could Redefine Norfolk in 2017

Provided by: The Virginian-Pilot - January 1, 2017

After years of planning and millions of dollars in public and private investment, 2017 is going to be a big year for Norfolk.

This year will see the opening of a new downtown luxury hotel and conference center, [a major outlet mall](#), the latest incarnation of the [city's waterfront marketplace](#) and more.

"It's a reintroduction of Norfolk to the region and to the commonwealth," said Doug Smith, the interim city manager. "Things are going to look and feel very different citywide in a short period of time."

To help you keep track, here's a look at what's coming. We'll tell you when each project is arriving, what it entails and how many jobs it will bring.

[Oh, and about Ikea?](#) You'll have to wait till 2018.

[List all developments](#)

Click on a development to learn more about it.

### House Republicans Pitch Plans for Economic Development, Cutting Regulation

Provided by: *Richmond Times Dispatch*, January 5, 2017

Republicans in the House of Delegates have their own plan for correcting flaws in Virginia's economic development programs, including a delay in creating a separate international trade corporation that the General Assembly approved last year.

House Republican leaders outlined their economic legislative proposals in a conference call on Thursday that ranged from their priorities in closing a \$1.5 billion revenue shortfall in the budget to creating a new commission for cutting regulatory “red tape.”

But the centerpiece of their plans for the legislative session that begins Wednesday are proposals to reform the Virginia Economic Development Partnership.

The partnership, created as a quasi-independent authority in 1995 under Gov. George Allen, is under fire after a blistering report by the Joint Legislative Audit and Review Commission and criticism of a \$1.4 million incentive to a bogus Chinese company to build a factory in Appomattox County.

Del. Jimmie Massie, R-Henrico, promised a “holistic review of Virginia’s economic development programs” and a “major overhaul” of VEDP, as the partnership is known.

The Republicans’ proposals are similar in many respects to legislative changes proposed by Gov. Terry McAuliffe, a Democrat who bore the brunt of criticism over the failed Appomattox deal, but House leaders say they won’t agree to the governor’s proposal to make the secretary of commerce and trade the permanent chair of the partnership’s board of directors.

“I don’t think that is a good idea,” said House Appropriations Chairman S. Chris Jones, R-Suffolk.

Jones will propose legislation, co-sponsored by Massie and Del. John M. O’Bannon III, R-Henrico, to change the structure and composition of the VEDP board, which they will propose to include the staff directors of the House Appropriations and Senate Finance committees for oversight.

The House legislation also would delay the scheduled transfer of the international trade office out of VEDP to a new, independent corporation that was authorized under a bill proposed last year by Appropriations Vice Chairman R. Steven Landes, R-Augusta, and signed into law by McAuliffe.

Instead of creating the corporation on April 1, the new House proposal would delay the effective date to July 1, 2018, the beginning of the next state budget biennium.

The legislation also would require the VEDP board to meet monthly in this calendar year, instead of quarterly, and adopt a comprehensive strategic plan for submission to the legislature within nine months.

The partnership’s new president and CEO, Stephen Moret, would be required to review the three dozen recommendations of the JLARC report and report on their implementation within nine months under the legislation, which the House leadership wants to put into effect immediately upon passage rather than wait until July 1.

House Republicans also want to specify that the state will withhold \$1.5 million in funding that the partnership was scheduled to receive on July 1 for several initiatives.

The rest of the House GOP economic package includes plans to restore money cut from the budget by McAuliffe for new economic development initiatives, such as GO Virginia, and adopt the “Red Tape Reduction Act” to create a new state entity to reduce regulatory burdens on business.

## McAuliffe Bans State Contracts with Firms Engaged in Anti-LGBT Discrimination

Provided by: *The Washington Post*, January 5, 2017



Governor Terry McAuliffe on Thursday issued an executive order banning state contracts with firms that discriminate on the basis of sexual orientation or gender identity.

The policy applies to all executive branch contracts, including those to build roads and highways, but not to those entered into by the legislature or the courts.

McAuliffe (D) said his 61st executive order builds upon his very first, signed on the day he took office three years ago this month.

“As my first act as Governor, I signed Executive Order 1 to ban discrimination in the state workforce based on sexual orientation, take divisive social issue battles off the table and help build an open and welcoming economy,” McAuliffe said in a written statement. “Starting today, the Commonwealth of Virginia will not do business with entities that discriminate based on sexual orientation or gender identity. Virginia is home to the best state workforce in the country and this policy will ensure there is no question that all Virginians are to receive the full benefits of their citizenship, without regard to their sexual orientation or gender identity.”

Attorney General Mark R. Herring (D) stood with McAuliffe as he unveiled the new policy at an event in Charlottesville.

“If we are going to have the economic future we want, we have to send a clear and inclusive message about what and whom we value, and the kind of respect and opportunities that talented people will find in Virginia,” Herring said.

The order drew criticism from House Speaker William J. Howell (R-Stafford).

“Virginia has historically been a leader in the fight for religious liberty. Thomas Jefferson authored the Virginia Statute of Religious Freedom that served as the basis for the First Amendment in the Bill of Rights,” he said in a written statement. “That is why it is unfortunate that Governor McAuliffe wants to harm religious liberty by discriminating against individuals, businesses, and faith-based charities that provide critical services to the Commonwealth and its citizens. Instead of focusing on improving Virginia’s declining economic climate, the Governor is choosing to focus on divisive issues that play to his base.”

The conservative Family Foundation of Virginia blasted McAuliffe’s move as an “act of blatant religious bigotry.”

“This unconstitutional act of intimidation and bullying of businesses and charities that are operated by people of faith, from Christians to Jews to Muslims, is not only unnecessary but dangerous,” said Victoria Cobb, the group’s president. “It is also in direct violation of the Virginia Constitution that states, ‘the right to be free from any governmental discrimination upon the basis of religious conviction . . . shall not be abridged.’”

McAuliffe said that his order brings the executive branch in line with federal procurement policy, which already prohibits federal contractors from discrimination based on sexual orientation and gender identity.

It applies only to new contracts valued over \$10,000. Subcontractors whose work reaches that threshold would also be subject to the rule.

One exception: The order states that “certain private child-placing agencies . . . may also be exempted.” Under a “conscience clause” added to the books in 2012, the state government may not deny contracts to adoption agencies that, for religious reasons, refuse to place children with certain people, such as those who are gay.

McAuliffe made his announcement just days after one of the General Assembly’s most vocal conservatives introduced a bill to regulate transgender people’s use of restrooms in schools, at highway rest stops and in other government buildings. Few people — including the bill’s sponsor, Del. Robert G. Marshall (R-Prince William) — expect it to advance.

[\[Virginia lawmaker proposes a bill to restrict public bathroom use by transgender people\]](#)  
Democrats instantly turned the bill — similar to a new law that has caused controversy and economic losses in neighboring North Carolina — into fodder in this year’s race for governor.

“If Republicans continue to prioritize divisive and discriminatory social issues while driving businesses away from Virginia, their electoral destiny will mirror Pat McCrory’s,” said Virginia Democratic Party spokeswoman Emily Bolton, referring to the North Carolina Republican who lost in November.

## **SBA Finalizes Small Business Subcontractor Counting Rule**

*AGC-Enacted Law Leads to Rule*

*Provided by: AGC Construction Legislative Week in Review – January 5, 2017*

As a result of past [AGC legislative success](#), the U.S. Small Business Administration (SBA) recently finalized a [rule](#) allowing direct-federal large business prime contractors to count lower tier small business subcontractors towards their small business subcontracting goals. Prior to this rule, such prime contractors were only able to count first tier small business subcontractors towards those goals. Although the rule goes “into effect” on Jan. 23, there will be no way for prime contractors to receive credit for small business subcontractors until the Federal Acquisition Regulation (FAR) Council issues a final rule to include this in federal contracts. That FAR rule and a new FAR clause could come in 2017.

In lieu of a FAR rule and clause, direct-federal large business prime contractors interested in taking credit for lower tier small business subcontractors may consider beginning preparations to comply with the SBA rule. To receive such credit, there are some strings attached under the rule. Those include:

Prime contractors, not federal agencies, establishing two sets of small business subcontracting goals: (1) one goal for the first subcontracting tier; and (2) another for lower tier subcontracts. Ultimately, however, federal agencies will evaluate the prime contractor’s small business subcontracting goal performance based on its combined performance under the first and lower tier goal;

Prime contractors and their large business subcontractors must assign a specific North American Industry Classification System (NAICS) Code and corresponding size standard that best describes the principal purpose of the subcontract to each small business subcontract;

Prime contractors and large business subcontractors are responsible for making a good faith effort to meet or exceed the small business subcontracting goals established in their respective subcontracting plans. Failure to make this effort could result in liquidated damages, default termination and negative performance reviews; and

Prime contractors are ultimately responsible for approving and policing their large business subcontractors' subcontracting plans.

It should also be noted that the Electronic Subcontracting Reporting System will be the database used to capture lower tier small business subcontractor information, as it is currently used to collect information at the first subcontracting tier. AGC will provide additional information as it further examines this rule and monitors progress of a FAR rule and clause.

## **AGC-Backed Regulatory Reform Legislation Passes House**

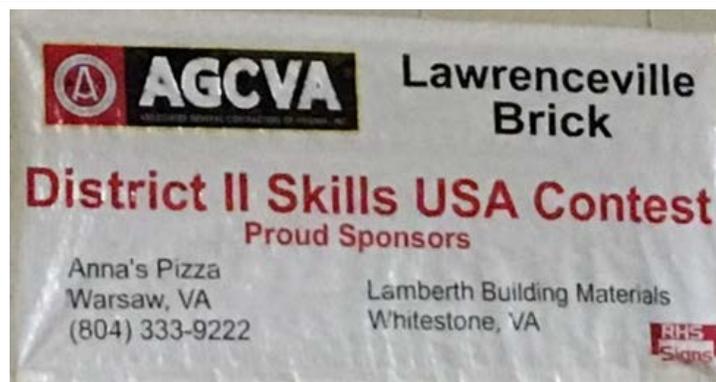
*Could Help Roll Back Obama Administration Regulations*

*Provided by: AGC Construction Legislative Week in Review – January 5, 2017*

On Jan. 4, the House [passed AGC-backed](#) legislation that would help Congress repeal more Obama administration regulations, as well as future administration's regulations. [The Midnight Rules Relief Act](#)—introduced by Rep. Darrell Issa (R-Calif.)—would enable Congress to include multiple regulations for repeal in one bill under the Congressional Review Act. As it stands, Congress can only include one regulation for repeal in single bill, which is a time-consuming process that severely restricts the number of regulations that could be repealed. To provide context, in 2016, federal agencies issued 3,853 regulations. This exceeds the number of bills Congress passed by a factor of 18.

Today, the House will also consider legislation that would require regulations with a total cost to the economy of \$100 million or more to be approved by Congress before they become effective. In addition to placing a congressional check on such major regulations, the [Regulations in Need of Scrutiny](#) (REINS) Act—introduced by Doug Collins (R-Ga.)—would allow Congress to disapprove of non-major regulations below the \$100 million threshold. House passage of this bill is expected. Upon passage, the Senate may consider both bills after President-elect Trump is sworn into office. AGC will continue to press for such common sense regulatory reform in the new Congress.

**AGCVA & SkillsUSA attend  
the District II Skills USA  
Contest in Northern Neck  
on January 3, 2017.**



## CQC – Construction Quality Contractor Training

Both the Corps of Engineers and the U.S. Navy require that CQC personnel pass this training program as part of the certification process. AGC has worked with these groups over the past eighteen years to provide this training on a convenient, reasonably-priced basis.

A registration fee of \$200/member rate and \$250/non-member rate will be charged per attendee to cover the cost of the meeting facility, lunch, handout materials and refreshments. Upcoming Dates:

03/09/2017

[Construction Quality Mgmt for Contractors \(CQC\)](#)

07/13/2017

[Construction Quality Mgmt for Contractors \(CQC\)](#)

11/16/2017

[Construction Quality Mgmt for Contractors \(CQC\)](#)

## Young Leaders Seminars for 2017

AGCVA has developed a comprehensive training program for the young construction leaders in the Commonwealth. The concept is to provide our young leaders with information on other areas of a firm's operations early in their career so that they will have a better understanding of the "big picture", as well as an expanded skill set to help them grow in effectiveness in their current positions.

The program will focus on six major topic areas: finance and banking, risk management, staffing and employment, business development, organizational structure and strategic planning, and operating systems and information technology integration. Each module will be taught by subject matter experts, and will be approximately four hours long.

We are conducting a centralized "pilot program". Classes for the pilot program will be offered in the AGC office in Glen Allen. A registration fee of \$750 per person is required. It covers the cost of all six classes, lunches, refreshments and materials.

For more information contact: Gordon Dixon at [Gordon@agcva.org](mailto:Gordon@agcva.org)

### Young Leaders Schedule

**CLASS TIMES: 10:00 am to 2:00 pm each day**

February 16	Business Development
March 16	Finance and Banking
April 20	Risk Management
May 18	Staffing and Employment
June 22	Organizational Structure and Strategic Planning
July 20	Operating Systems and IT Integration

## MEMBER NEWS . . .

### **Hans Harman, president of Momentum Earthworks, earns Entrepreneur of the Year from local chamber of commerce**

Provided by: Eastern Mennonite University January 12, 2017

“There’s no secret sauce” to owning a successful business, says **Hans Harman '02**. “Just surrounding yourself with the right people, working hard and getting your hands dirty.”

Harman, president of Momentum Earthworks, was honored as Entrepreneur of the Year at the Jan. 4 Harrisonburg-Rockingham Chamber of Commerce Annual Banquet.

“Receiving recognition like this is exciting and humbling because there are so many great businesses and great business people in the Harrisonburg/Rockingham communities,” Harman said. “Having peers and the community acknowledge the hard work of building a company is reassuring that we have a great team which continues to tackle new challenges and perform at a high level.”



Carl Harman & Hans Harman

The award has two criteria: entrepreneurial success and community involvement, or “giving back,” said Frank Tamberrino, chamber president. “Hans has now established a track record of sensing a business opportunity, taking a risk and making it pay off. The benefits include a larger payroll, which means more local jobs created.”

Tamberrino added that Harman “makes his presence known in the community by being active in the Association of General Contractors, the chamber of commerce and downtown revitalization efforts.”

Momentum Earthworks, based in Harrisonburg, Virginia, does \$8 million a year in annual business and employs 50 people. Harman initially purchased Quality Excavating in 2011, when it had seven employees and drew just \$1.3 million.

A Harrisonburg native, Harman earned a bachelor’s degree in business administration at Eastern Mennonite University. He is the son of **Carl Harman '67** and **Sharon Bowers '71**.

Before opening Momentum Earthworks in 2011, he worked in real estate development as a principal with Velocity Property Group and managed projects for Harman Construction, his father’s company.

Other honorees included Jack Broaddus, president and CEO of Sunnyside Communities, Business Person of the Year; Jill McGlaughlin, Community Champion; and Willard and Sonia Knicely of West-Rock Dairy, Farm Family Stewardship Award winners.

## 2017 Most Influential: Steve Lloyd - Always Fighting for the Finisher

Provided by: Concrete Construction – December 20, 2016

After Steve Lloyd went to his first ACI finisher certification committee meeting he went home and told his wife he wasn't going back because he felt intimidated and also felt that they were just going to talk the subject to death and not really do anything. She told him if it bothered him so much that he should go back and make a difference. "So I did. And I soon learned that I didn't need to be intimidated," he says. "They were all people like me who were only trying to achieve the ultimate concrete floor."



In 1973, Steve Lloyd was a former U.S. Navy diver who got a job as a concrete finisher for \$10 a day. By 1986, he knew he loved the work but wanted to do more so he started [Lloyd Concrete Services](#) with five other concrete workers, all of whom still work for the company. Today, Lloyd Concrete does both flatwork and structural concrete work primarily in the Lynchburg, Va., area but also in 28 states when one of their many loyal customers asks.

He also consults on projects and has developed a near-jointless slab system using steel fibers he calls [Maxxcrete](#) that has been installed on about 25 projects. "What bothers me," he says with his authentic Appalachian accent, "is why, as an owner, would you want a floor with joints? Once they see it, they want it. On most floors there are miles of joints which equals miles of problems."

Lloyd has an abiding passion for concrete and is always working to make his business and the industry stronger by providing a quality product. To get that level of quality, he uses a process to train his workers. "I tell them they have to work one year with hand tools; then they can move up to a walk-behind and when they have that mastered they can move up to a riding trowel." And that extends to his family: His wife is president of the company and his three children work for the company on jobsites or dispatching pump trucks. "Finishing concrete is hard work," he admits, "but it's easier than it used to be and a fella can make good money and take those skills anywhere and find a job."

Working with ACI Committee C640, Craftsman Certification, Lloyd was the driving force behind adopting the new Tradesman Certification that can be awarded to a finisher that has good hand skills without having to pass a written test. "The reason I'm so into certification is that I am a finisher and I don't think these guys get the credit they're due," says Lloyd. "These guys are some of the hardest working people I know. They've got the most important jobs on the site. They get one chance to do their job and no one else has to meet the tolerances these guys do. If there's one thing I want people to know about me it's that I'll always be fighting for the finisher!"

## WELCOME NEW MEMBERS

**New Service/Supplier Contractor  
Richmond District**

### **Custom View LLC**

1965 Westmoreland St  
Richmond, VA 23230  
(804) 523-1167

Contact: Scott Wagner  
Specialty: Windows

<http://www.customviewllc.com>

**New Service/Supplier Contractor  
Richmond District**

### **Red Barn Software**

11110 Brandy Oaks Way  
Chesterfield, VA 23832  
(804) 310-0228

Contact: Paul Millefolie  
Specialty: Software Design

<http://redbarnsoftware.com>