National AGC Convention

The AGC National Convention was held March 7-9 in Las Vegas, Nevada. The following AGCVA representatives were in attendance representing the AGC of Virginia: Gordon Dixon (AGCVA CEO); Ed Bowman (AGCVA Chairman); Robert Lee (AGCVA Vice-Chairman); Mike Cagle (AGCVA Immediate Past Chairman) and Dick Abidin (R E Lee & Son Inc).

WEBINAR Legislative Update

AGCVA held a Legislative Update Webinar on Thursday, March 2nd at 1:30 pm. The topic of the Webinar was on the Virginia Construction Industry Post Session Legislative Update – 2017.

If you would be interested in viewing the webinar the recording is below.

To download or view recording:

Recording-1 (43 MB):
https://zoom.us/recording/play/nnCJSGOUxCT6Nq1SHFjfCjiAe1nkETY8pZLUcdzVZ42S5vTjUL9gWFJrWkg49-iQ

Audio Only-1 (11 MB):
https://zoom.us/recording/play/VpbtS72_zEHNUhDxOqCv4izOvcXJ3saUqlUlwF9lTuynRAX_RrTFQohiAqzMHVnC
Young Leaders Seminar

The first seminar in the series of Young Leaders seminars was held on February 22nd. The SOLD OUT seminar topic was on Business Development. The class was introduced by AGC Chairman Ed Bowman (W E Bowman Construction Inc.) and the instructors were Ed Stelter (Faulconer Construction) and Glenn Thompson (WM Jordan).

The seminar covered: Branding; Portfolio Development & Enhancement; RFQs, RFP’s Technical Proposals; Relationship Development & Management and the types of organizations.

For more information contact Gordon Dixon (AGCVA CEO) at 804.364.5504 x205.

AGCVA Career Center

New feature on the AGCVA website. A Career Center that will allow members to post vacant employee positions & post/search through resumes.

Take a moment to look over the AGCVA Career Center

Tiny House Presentation

In the Piedmont District the Western Albemarle High School students have been building a Tiny House project. Here is the presentation for the tiny house and the work that has been done so far.

Click here for the presentation: https://docs.google.com/presentation/d/1lyUMZUhgGS2iNTGu_53pVouPjArUuX6oaq08_LzA3Pg/present?ueb=true#slide=id.p
SkillsUSA Virginia is a national student organization servicing over a quarter of a million high school and college students and professional members who are enrolled in trade and industrial education programs.

SkillsUSA Virginia is preparing the next generation of America's high performance workers. It provides quality education experience for students in leadership, teamwork, citizenship and character development. It builds and reinforces self-confidence, work attitudes and communication skills. It emphasizes total quality management, high ethical standards, superior work skills, life long education, and pride in the dignity of work.

More than 260 corporations, trade associations and labor unions actively support SkillsUSA Virginia through financial aid, contributions, and involvement of their employees in SkillsUSA activities.

The SkillsUSA Virginia Foundation supports the members and Alums of SkillsUSA in many ways. We provide financial support and assistance to various projects and activities, and support the overall mission of SkillsUSA.

By supporting the SkillsUSA Virginia Foundation you get involved and make a difference. By simply making a donation to support a specific program or program area — or by making a general donation — you will be helping the community and knowing that your dollars will make a difference. Remember, we’re all in this together.

Get involved.

YES! I want to support the SkillsUSA Virginia Construction Cluster. I am earmarking my donation for the checked area:

- Building Maintenance
- HVACR
- Industrial Motor Control
- Cabinetmaking
- Masonry
- Carpentry
- Plumbing
- Electrical Wiring
- TeamWork

As Needed

Please make checks payable to SkillsUSA Virginia Foundation

Mail to:  SkillsUSA Virginia Foundation

P.O. Box 4053
Midlothian VA 23112

www.skillsusava.org
Historic Tax Credit Cap

Bills would place $5M historic tax credit cap on amount taxpayers can claim

Provided by: CAROL HAZARD Richmond Times-Dispatch - February 18, 2017

Read More ...

Virginia’s tax credit program for rehabilitating historic properties has revitalized whole sections in dying towns throughout Virginia.

The program has operated without caps or limitations on the amount of credits awarded on any particular project since its inception in Virginia in 1997, generating billions of dollars of economic activity and creating thousands of jobs.

State lawmakers want to impose a $5 million cap on the amount of credits any taxpayer can claim to reduce their state income tax liabilities in a given year.

Under the proposal, taxpayers with historic tax credits of more than $5 million would be able to carry forward the excess and claim the credit in future taxable years within a 10-year carryover period or until the full credit is used, whichever occurs first.

The Department of Taxation, in a 2017 fiscal impact statement, says the cap would provide $9.9 million in revenue to the state’s general fund in the fiscal year beginning July 1 and each fiscal year thereafter. The state says the cap would affect four or fewer taxpayers.

Institutional investors — large organizations such as banks or insurance companies — often are sources of capital for these rehabilitation projects and would be affected the most, since they claim the largest amounts of credit, tax experts say.

Tax credits offset the cost of renovations, providing economic incentives for developers to invest in old buildings and take on otherwise prohibitively expensive projects. Developers typically sell the credits to investors in return for capital to do the projects.

The state credit is 25 percent of eligible expenses. Combined with a federal credit of 20 percent of eligible rehabilitation expenses, a taxpayer could qualify for both credits, allowing for credits of 45 percent of eligible expenses.

Private and nonprofit sectors have used the program to turn vacant and blighted structures into music venues, restaurants, office space, retail space and educational institutions as well as single-family and multi-family residential projects.

Richmond has benefited the most in Virginia with a total of 1,236 completed projects generating $518.1 million in state historic tax credits from 1997 to 2015, according to the Department of Historic Resources, which administers the state program.
The next closest is Arlington County with a total of 213 completed projects generating $32 million in credits during that same time period.

**Tax credit proponents** say restrictions could lead to more limits, harm revitalization efforts and steer developers and investors to do historic rehab projects in states without caps or limitations.

“These projects are extremely complex and costly and, as a result, the financing that is provided by the historic tax credit program is absolutely essential,” said Andrew C. Clark, director of government affairs for the Home Building Association of Richmond.

“Financing discussions occur very early on in the project planning process — if there is uncertainty that financing will be available during any future phases of the project, many developers will be reluctant or unable to proceed.”

Clark said he respects the tough budget decisions that the legislature is facing. However, “the legislation at the General Assembly this year has brought a degree of uncertainty to the state historic tax credit program.”

Urban and rural local governments, commercial and multifamily developers, investors, architects and contractors are concerned about what this means for the program in the years to come, Clark said.

“It’s a slippery slope,” said Ross Fickenscher, co-owner of Richmond-based Aoss Ventures, a development firm that uses historic tax credits for renovation projects in such places as Petersburg, Lynchburg and Danville.

Historic renovation projects typically take four to five years from start to finish, he said. “When the state begins instituting caps or thresholds, investors become reluctant to pursue these projects. ... And it creates more red tape and administrative costs.”

Legislators have proposed reductions and limits in the past, Fickenscher said. “Now that they have broken through the ice, what does the next year look like?”

The state’s fiscal impact statement shows that 32 states have historic tax credit programs. Of those, 19 states place limitations on the amount of tax credits that can be awarded to a particular project, and 16 have statewide caps on the total amount of credits that be awarded annually. Virginia is one of 10 states with no limits or caps.
AGC America has also released a new advocacy website. It is clean, clear and helps you leverage the information to make a difference. You can find a link here: advocacy.agc.org.

The new site will replace the webpages that were formerly accessible from the “Advocacy” section under “Industry Priorities” on the AGC of America website. Selecting that option will now direct visitors to the new website.

Below are a few updates on key issues (a full bill list is also attached):

- The bill (HB 1552) requiring each local school board to implement a plan to notify students and their parents of the availability of career and technical education programs passed both chambers and has been signed by the Governor.
- The storm scammer bills (HB 1422 and SB 839) have both passed the House and the Senate and are awaiting the Governor’s signature.
- The bills limiting the liability for unlicensed subcontractors (HB 1979 and SB 1193) have both passed the House and the Senate and are awaiting the Governor’s signature.
- The bill brought by Virginia Beach to allow bid/performance and payment bonds to be waived is set to be heard next Monday. It will be amended to include four concessions (which Gordon described to you last week):
  o Limit of 10 per locality per year
  o Lowering of the cap from $500k to $300k
  o Requires Class A license
  o Sunsets after 4 years
- The CM at Risk bills will go into conference since they are no longer identical to each other (one version has a $10M threshold, while the other has a $25 million threshold). Six legislators will be appointed as conferees, and will hash out a compromise. This is done largely behind closed doors, not in a public committee setting.
- The Historic Rehabilitation Tax Credit bills will also go to conference. There is widespread agreement that the cap be sunset in one year to allow the study to be completed. AGC will financially support the study. If you would like to help this effort, please contact: gordon@agcva.org
- Although several bills tightening up the SWaM program are in good shape, the main bill changing the state’s small business definition (SB 1130) unexpectedly died this week. Although Sen. Ruff (a Republican) carried the bill this year, Del. Lopez (a very liberal Democrat) has carried it in years past. Ruff’s bill cleared the Senate easily, but when it crossed over to the House, House Republican leadership (specifically Del. Gilbert) flagged it as a Lopez bill and urged their caucus to kill it. Del. Gilbert later apologized to Sen. Ruff for killing his bill, and offered to work with him next year as a co-patron on this bill.

**Budget issues:**

- We were successful in stripping the Governor’s budget item permitting cooperative procurement for energy efficiency projects out of both the House and Senate budgets.

Although the legislature approved a bill increasing VOSH fines to the federally-mandated level (SB 1542), they stripped language out of the Governor’s budget requiring that the fines go back into the program. You may recall that the legislature stripped out some language around the VOSH fine increase which
required the money from the increased fines to go back into the program (instead it would go into the general fund).

We worked hard over the last week or so to ensure that the funding flowed back into the program – and it looks like we were successful, at least in part. Of the $1.5 M projected to come from the fine increase, $650,000 will fund three new positions in the VOSH Voluntary Protection Program and three new positions in the VOSH office of Consultation Services. (This is where support for AGC’s exclusive VA BEST program will come from).

Finally, a big thank you to our lobby team: Bill Axselle and Katie Payne of Williams Mullen. If you have specific questions, feel free to reach out to them at baxselle@williamsmullen.com or kpayne@williamsmullen.com

For a full list of bills, click HERE
If you have any questions contact Gordon Dixon at 804.516.1057.
WANTED: WORKFORCE SERVICES MANAGER Needed

Position Summary: The Manager of Workforce Services is responsible for managing all training, marketing & engagement activities conducted by the association to meet the needs of the membership. Position is full time.

Primary Responsibilities:
- Education Content Administration
- Speaker and Trainer Management
- Marketing and event support
- Collaborate with Board and Virginia Construction Industry Education Foundation (VCIEF)
- Internal Training
- Collaborate with other organizations

For detailed description click here. For more information contact Gordon Dixon at 804.516.1057

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:

<table>
<thead>
<tr>
<th>Date</th>
<th>Details</th>
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<tbody>
<tr>
<td>Quality Suites Lake Wright</td>
<td>6280 Northampton Blvd. Norfolk, VA 23502</td>
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<tr>
<td>July 13, 2017</td>
<td>Construction Quality Management for Contractors (CQC) 7/13/17</td>
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<tr>
<td>Hilton Garden Inn</td>
<td>1624 Richmond Road Williamsburg, VA 23185</td>
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<tr>
<td>September 19, 2017</td>
<td>Construction Quality Management for Contractors (CQC) 9/19/17</td>
</tr>
<tr>
<td>Quality Suites Lake Wright</td>
<td>6280 Northampton Blvd. Norfolk, VA 23502</td>
</tr>
<tr>
<td>November 16, 2017</td>
<td>Construction Quality Management for Contractors (CQC) 11/16/17</td>
</tr>
<tr>
<td>Hilton Garden Inn</td>
<td>1624 Richmond Road Williamsburg, VA 23185</td>
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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

<table>
<thead>
<tr>
<th>Young Leaders Schedule</th>
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<tbody>
<tr>
<td>CLASS TIMES: 10:00 am to 2:00 pm each day</td>
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<tr>
<td>March 16</td>
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<td>April 20</td>
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<tr>
<td>May 18</td>
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<td>June 22</td>
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<td>July 20</td>
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Calendar of Events

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<tr>
<th>03/16/2017</th>
<th>Piedmont Women in Construction Breakfast 3/16/17</th>
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<tr>
<td>03/16/2017</td>
<td>SOLD OUT! YCL Program - Finance &amp; Banking 3/16/17</td>
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<tr>
<td>03/16/2017</td>
<td>Valley March Madness Social 3/16/17</td>
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<tr>
<td>03/16/2017</td>
<td>Richmond March Madness Social 3/16/17</td>
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<tr>
<td>03/16/2017</td>
<td>Roanoke March Madness Social 3/16/17</td>
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<tr>
<td>03/16/2017</td>
<td>Tidewater March Madness Social 3/16/17</td>
</tr>
<tr>
<td>03/30/2017</td>
<td>Central Spring Dinner Meeting 3/30/17</td>
</tr>
</tbody>
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New General Contractor Member
Richmond District
Montgomery Consulting, LLC
1618 Westcastle Drive
Richmond, VA 23238
Phone: (804) 754-8010
Contact: Chris Montgomery
Specialty: Construction & Renovation: Commercial, Business Consulting,
Business Succession Planning, Business Valuation, Construction & Renovation:
Government, Construction & Renovation: Institutional
http://www.montgomeryconsulting.net

New General Contractor Member
Tidewater District
Earley Marine, Inc.
3809 Cook Blvd.
Chesapeake, VA 23323
(757) 430-0580
Fax: (757) 430-0583
Contact: Chris Sheets
Specialty: Marine Contractors, Box Culverts, Concrete Contractors,
Construction & Renovation: Bridges, Pile Driving & Shoring

New Subcontractor Member
NOVA District
Hydro-Tech Irrigation Co. Inc.
43813 Beaver Meadow Road, Suite 200
Sterling, VA 20166
Phone: (703) 263-2266
Fax: (703) 263-3323
Contact: Joe Horvath
Specialty: Irrigation Systems, Landscaping: Design-Installation-Maintenance
http://hitva.com
New Subcontractor Member  
Richmond District  
**Baker Roofing Company**  
1800 Battery Dantzler Rd  
Richmond, VA 23836  
(804) 425-5362  
Fax: (804) 425-5365  
Contact:  Steve Pierce  
Specialty:  Roofing & Sheet Metal Contractors  
[http://www.bakerroofing.com](http://www.bakerroofing.com)

New Service/Supplier Member  
Central District  
**Smith Mountain Building Supply**  
13080 Booker T Washington HWY  
Hardy, VA 24101  
Phone: (540) 721-3453  
Fax: (540) 721-4561  
Contact:  Kelly Cass  
Specialty:  Building Materials, Doors, Windows  
[http://smithmountainbuilding.com](http://smithmountainbuilding.com)

New Service/Supplier Member  
Peninsula District  
**Heath, Overbey, Verser & Old, PLC**  
11832 Rock Landing Drive, Suite 201  
Newport News, VA 23606  
Phone: (757) 599-0734  
Contact:  Hunter Old  
Specialty:  Attorneys & Law Firms  
[http://www.hovplc.com](http://www.hovplc.com)
New Service/Supplier Member
Richmond District

BFI Waste Services of Richmond, LLC
2490 Charles City Road
Richmond, VA 23231
Phone: (804) 622-4154
Contact: Christen Kyzer
http://www.republicservices.com

New Service/Supplier Member
Richmond District

Meadows Urquhart Acree & Cook
1802 Bayberry Ct, Suite 102
Henrico, VA 23226
Phone: (804) 249-5786
Fax: (804) 249-5781
Contact: Samantha Platania
Specialty: Accounting & Tax Services
http://www.muacllp.com

New Service/Supplier Member
Valley District

Carmeuse Lime & Stone
11 Stanwix St, 21st Floor
Pittsburgh, PA 15222
(412) 224-9526
Fax: (412) 995-5570
Contact: Valerie Chittester
Specialty: Building Materials, Construction Materials, Sand & Gravel, Stone: Crushed, Water & Wastewater Treatment Supplies
http://www.carmeusena.com
New Educational Member
Piedmont District

Thomas Jefferson Planning District Commission
401 E. Water Street
PO Box 1505
Charlottesville, VA 22902-1505
Phone: (434) 422-4822
Contact: Billie Campbell
Specialty: Government Relations
http://www.tjpdc.org

2018 AGCVA Convention
The OMNI Homestead
January 18-21, 2018