



AGCVA eBulletin

Volume XXXIII No. 4 March 10, 2017

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/nnCJSGOUxCT6Nq1SHFjfCjjAe1nkEYT8pZLUcdzVZ42S5vTjLI9gWFJrWkg49-jQ>

Audio Only-1 (11 MB):

https://zoom.us/recording/play/VpbtS72_zEHNUhDxOqCv4izOvcXJ3saUqIUlwF9ITuynRAX_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 (Falconer 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/1lyUMZUhqGS2iNTGu_53pVouPjArUuX6oaq08_LzA3Pg/presentation?ueb=true#slide=id.p

SkillsUSA Virginia Foundation for the Construction

www.skillsusava.org

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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 Alumni 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*.

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VIRGINIA FOUNDATION

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.

AGCVA LEGISLATIVE UPDATE FINAL WEEK - February 23, 2017

The final week of the 2017 Virginia General Assembly. We are finally starting to slow down. The last committee meetings have been held – and now the legislators will be focused almost exclusively on the budget.

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):
 - Limit of 10 per locality per year
 - Lowering of the cap from \$500k to \$300k
 - Requires Class A license
 - 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 Axelle and Katie Payne of Williams Mullen. If you have specific questions, feel free to reach out to them at baxelle@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.

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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:

May 11, 2017

[Construction Quality Management
for Contractors \(CQC\) 5/11/17](#)

Quality Suites Lake Wright
6280 Northampton Blvd.
Norfolk, VA 23502

September 19, 2017

[Construction Quality Management
for Contractors \(CQC\) 9/19/17](#)

Quality Suites Lake Wright
6280 Northampton Blvd.
Norfolk, VA 23502

July 13, 2017

[Construction Quality Management
for Contractors \(CQC\) 7/13/17](#)

Hilton Garden Inn
1624 Richmond Road
Williamsburg, VA 23185

November 16, 2017

[Construction Quality Management
for Contractors \(CQC\) 11/16/17](#)

Hilton Garden Inn
1624 Richmond Road
Williamsburg, VA 23185

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

Young Leaders Schedule

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

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

Calendar of Events

03/16/2017
[Piedmont Women in Construction Breakfast 3/16/17](#)

03/16/2017
[SOLD OUT! YCL Program - Finance & Banking 3/16/17](#)

03/16/2017
[Valley March Madness Social 3/16/17](#)

03/16/2017
[Richmond March Madness Social 3/16/17](#)

03/16/2017
[Roanoke March Madness Social 3/16/17](#)

03/16/2017
[Tidewater March Madness Social 3/16/17](#)

03/30/2017
[Central Spring Dinner Meeting 3/30/17](#)

WELCOME NEW MEMBERS

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>

**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>

**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>

**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

Specialty: Waste Disposal & Refuse Service, Trash & Waste Compactors

<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.tjpd.org>

2018 AGCVA Convention

The OMNI Homestead

January 18-21, 2018