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CONSTRUCTION RESOURCE

Volume 29, Issue 2



The Economic Future of Construction

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Honoring the Memory of an Industry Leader



Tim Barton

1955 – 2020

Tim Barton, Executive Vice President of DECCO, an ABC mechanical contracting firm based in Brookline, NH, recently passed away, leaving a very large hole in our industry and association. Tim was a NH/VT Chapter Board Member, champion of safety as chair of the ABC Self Insured Group and actively involved with the Massachusetts Chapter, too. As a community we are crushed by the sudden loss of our friend and industry leader Tim.

During his 19 year tenure at DECCO, Tim Barton was proud of the transformation that took place under the his and his two business partners' leadership, making it a leader in the industry with the merit shop philosophy as a core value critical to that success. Tim Barton had a passion for fostering talent and drive in young employees in DECCO and across the industry. Among many other contributions to the construction industry, Tim Barton was an advocate for empowering young professionals to develop their careers within the building trades through his active support of the ABC Young Professionals Group (ABC YPG).

In honor of Tim's work, the ABC YPG donated \$1,000 to MY TURN, a Manchester youth services organization focused on serving the "forgotten half"—economically, socially, and educationally disadvantaged youth in poorer communities - by providing comprehensive workforce recruitment, education, exploration, placement, and follow-up to ensure success in achieving career and education goals.

The leadership of ABC YPG set a strong example for the industry, which others heard. The ABC Self-Insured Groups of New Hampshire and Massachusetts, along with dozens of ABC contractors helped to raise \$10,000 for MY TURN. MY TURN will utilize all donations made in Tim Barton's name to provide a scholarship and supportive services to a young person beginning their career.

In May 2019, the ABC YPG interviewed Tim Barton for their Mentor Moment - a segment that features exceptional business leaders and their advice for young professionals. When asked for the most important leadership lesson he learned throughout his career, Tim Barton replied simply with "Lead by example." In everything Tim did, it was clear that is how he operated and enabled him, and others around him, to succeed.

Please consider helping the next generation succeed and donate to MY TURN in honor of Tim Barton. Donations to MY TURN can be sent to 340 Granite Street, Manchester, NH 03102.

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Associated Builders and Contractors, Inc. is a national non-profit organization whose mission is to represent the construction industry as a cohesive group of professionals, to serve as their vision and voice, and to pursue quality, common goals, and solutions to industry issues. Construction Resource is published quarterly by the NH/VT Chapter of Associated Builders and Contractors. Subscription rate is \$20 per year.

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From the Chair

ABC NH/VT Training Center Upgrades

I am pleased to share with you that our Chapter is a leading provider of more immersive in-person and virtual distance training programs for our membership. The new technology will make it easier for contractors seeking to send their employees for training, upskilling and leadership development.

This effort was a direct result of the Board of Director's strategic initiative to deliver more training value to members in this time of social distancing. These upgrades also address long-standing systemic challenges presented by geography, New England weather, and remote worksites.

I want to thank the Trustees of the ABC National Trimmer Construction Education Fund for the grant which paid for this investment in new technology. The Trimmer Foundation, which is funded by voluntary donations from members across the nation, helps support the safe, skilled, sustainable, and diverse workforce by providing funding for the direct support of training initiatives/programs or the expansion of a training facility that promotes careers within the construction industry. Nationally, ABC members invest over \$1.3 billion in safety and skill training.

For our chapter, the Trimmer Foundation grant means new audio/visual equipment, which will allow us to conduct more virtual training programs. As most of us have had to adjust to different virtual formats for business meetings due to the COVID-19 experience, so too have different educational programs around the world. From public and private schools, colleges, and universities, we too have had to adapt, but from what we can tell, no other ABC chapter has been as innovative and creative as ours.

Some of the new and upgraded equipment include large in-class presentation monitors, auto tracking instructor camera, wireless instructor microphone headset, in-class microphone, instructor computer station, and classroom sound system enhancements. In addition to this equipment, the NH/VT Chapter has invested in additional laptop computers. These computers are intended to be loaned to Chapter members who may have employees not be able to attend an in-person class. The computers will be shared with these students to facilitate their education and returned to the Chapter's Training Center when the class has been completed by the employee. This and other on-going measures will ensure that we can continue to provide required and optional education plans for our members in the virtual world.

Our Director of Education and Workforce Development, Jennifer Landon has worked tirelessly to have our virtual educational programs accredited by government agencies that mandate specific programs to allow your coworkers and employees to work smarter and safer on the job sites every day. I ask that you join me in acknowledging the hard-work of Jennifer and the entire staff at the chapter office for their time and commitment to delivering the high level of training and forward-thinking that helps our businesses.

Back at the end of June 2020, the construction industry lost a significant contributor to the industry, Mr. Tim Barton of DECCO, Inc. Tim devoted his time, energy, and experience to the ABC



NH/VT Chapters Board of Directors, served an active member of the ABC Massachusetts Chapter and he was a past Chairman of the Gould Construction Institute and, ABC NH/VT Self Insured Workers Compensation Group to name a few.

Tim was an advocate for workforce development and education! He had a passion for and was heavily involved with DEECO, Inc.'s team members who participated in the ABC National Craft Championship competition. Tim was a true mentor to so many people in all parts of his life. To honor the memory of Tim, his contributions, and the continuance of his legacy, the ABC NH/VT Chapter's training center will be named the "Tim Barton Training Center." Another avenue to honor Tim would be to donate to the MY TURN, an organization that is dedicated to helping youth in underserved and underprivileged communities develop skills, goals, and self-confidence. MY TURN is located at 340 Granite Street, Manchester, NH 03102 but has far-reaching efforts which can use your help. Please consider making a charitable contribution, in Tim Barton's name, to MY TURN.

Very Truly Yours,

Wilfred E. Long

2020 Chairman



**New Hampshire
Vermont**

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The Economic Future of Construction

We are at the midpoint of 2020, though it feels like we have already lived through a lifetime. Leading up to April we experienced 113 consecutive months of job growth, contractors reported record years for growth along with full work and extraordinarily rich backlog. After a decade of strong economic growth, we wonder what the lasting impact of the COVID19 pandemic will be.

Where We Are Today

The unprecedented nature of the pandemic has been difficult to deal with; however, jobs reports and economic data provide some positive news. The July jobs report shows 1.8 million jobs recovered and we have recovered 42% of the jobs we lost in March/April. Unemployment rate in the Boston-Cambridge-Nashua area was 16.9% in June 2020, putting

it in the top five for unemployment among the 25 largest metro areas.

Overall, it appears we are experiencing macro-economic recovery, though that remains uneven as southern states now experience the wave of new infections like what we went through here in the Northeast.

Ninety-one percent of contractors surveyed reported projects already awarded were delayed or canceled due to COVID-19 and/or economic conditions. Non-residential construction is down only 6% and compared to the broader economy has held up well.

A survey of the ABC membership shows us that the supplemental federal unemployment insurance payments presented a challenge for some contractors, mostly in entry level positions. That is not surprising because construction pays better

than industries more affected by the economic stand down. As an industry used to the use of personal protective equipment, adapting to use of face masks, aggressive handwashing and social distancing was easier for contractors than other industries. Fortunately, it allowed for construction to remain "essential" and work safely while most other industries were shutdown.

A lot of the struggles with construction have been on the supply side. Roughly two thirds of contractors have experienced some supply chain issues that have impacted the timeliness of any of projects. Items such as pressure treated lumber have been difficult to procure for some. Light fixtures, electronics and other times are still a challenge to acquire due to manufacturing challenges and delays experienced in China and other parts of Asia as they shut down and slowly restarted their economies. Right now, the inputs for construction remain lower than they were this time last year.

Threats to Construction

Even if material prices are unlikely to surge in the short term, contractors still face risks. Competitive bidding pressures have increased significantly in recent months, which has the effect of diminishing profit margins. ABC's Construction Confidence Index supports this hypothesis, with most contractors expecting their profit margins to contract over the next six months. Correspondingly, with less room for error, unexpected increases in construction materials prices would have a more detrimental impact on contractor balance sheets than was the case pre-pandemic.

The industry issues going forward will be demand-side issues, or the lack of demand for construction services. To date, non-residential construction has remained an out performer compared to other sectors of the economy.

ECONOMY, CONT. ON PAGE 9



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Four Markets to Watch

MANUFACTURING will be one of the hot markets to grow with the reshoring of operations. Manufacturers face pressure from rising offshore labor costs, a growing middle class eating



Manufacturing Image by LEEROY Agency from Pixabay

up a lot of production capacity in China, and U.S. protectionist trade policies lead a lot of firms to repatriate their manufacturing capabilities back to the states. Another strong subsector of the economy expected to experience growth will be **DATA CENTERS**.

As more companies seek to create mission critical hardware and Internet infrastructure to support the increase in use of virtual office technologies, we will likely see more building going on in this sector. **HEALTHCARE** has already been growing and will continue to do so, particularly in outpatient facilities and renovations to harden existing facilities for possible future pandemics.

FULFILLMENT CENTERS for major online retailers will dominate the commercial category which has grown in a year over year basis.

Markets Hardest Hit

HOSPITALITY remains an industry struggling with the pan-

demic, restaurants and hotels are having a difficult time recovering, even in areas that did not get hard hit like Boston and New York. According to statistics from the reservation app "OpenTable," restaurant seated reservations crashed in March and are still 40% below average. Airlines experienced 99% drop in flight demand compared to this time

last year. **TRAVEL**

— particularly air travel — continues to struggle with the pandemic. TSA checkpoint travel numbers are down nearly 2 million travelers from this point last year. Until air travel recovers more, it is unlikely there will

be a lot of spending on construction in that sector. While RV sales are up, and outdoor recreational retail are strong, that is likely to ease off as the pandemic eventually wanes and people resume normal activities.

Future of the Pandemic

Policy makers have attempted to make the best decisions possible and, in the beginning, had very little data to go on, and conflicting information



Healthcare Image by Parentingupstream from Pixabay

presented its own challenges. Six months into the pandemic, testing is now on average about 700,000 specimens a week — more than double capacity from May. We have seen practices that

work well and have more information on virus transmission. The more data, and more experience we have, policy makers can act to make better decisions.

New therapies and treat-

ment of 2020 took the biggest hit. As the economy recovers, U.S. GDP growth rate for 2021 is forecasted to be as high as 4%. What we do not know is if there will be another stimulus package or a

Policy makers have attempted to make the best decisions possible and, in the beginning, had very little data to go on, and conflicting information presented its own challenges.

ments to treat symptoms of this disease are in development. There are currently 202 vaccines in various stages of development. This is good news, as flattening the curve of infections is unlikely to happen fast enough due to the uneven recovery across the 50 state. The record pace at which developments are occurring lend experts to believe a vaccine will be our best bet for mitigating the effect of the virus.

working vaccine; factors that will contribute into the performance of the economy.

The economic downturn was vicious but short and construction is resilient and bouncing



Travel Image by SplitShire from Pixabay


Future of the Economy

The initial phase of recovery from the crisis has been sharp, profound, and most welcome — interest rates remain low and pent-up demand high. there is a need to replenish inventories and people are anxious to be social again. The jobs report in May was a welcome surprise but began to level off by the middle of the summer. While the recovery has begun, we are still in a period of volatility. The next year will be increasingly challenging for construction contractors.

The notion is 2020 will end with economic contraction but by 2022 we should see some recovery. An average of several economic forecasts shows the annualized contraction of GDP for 2020 will be around -7.4%. The second and third quarters


back fast. The question next is how things will develop into the winter. Will there be a vaccine? Will there be more stimulus spending? Will government pass an infrastructure package? Will there be another stay at home order?

The second half of 2021 will be a true test for how a global downturn will impact the construction sector. Fortunately for our area, the rural nature of New Hampshire and Vermont have fared better than more urban places like New York and Massachusetts. This bodes well for our area, should another peak of COVID-19 happen before a vaccine.



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How Technology Can Get Projects Back on Track

BY ERIN P. ROBERTS

While the construction sector has been relatively slow to embrace digital technologies compared to other industries, nothing changes behavior more than a crisis. The COVID-19 pandemic has prompted companies to fundamentally change how they do things. They are experimenting with a variety of tools—and seeing that they work.

FOCUSING ON WORKER HEALTH AND SAFETY

Many of these technologies are key to keeping workers safe as they return to job sites. Geolocation-enabled remote sensors and drone cameras, which have been deployed to enhance productivity, can also be used for health and wellness. Data generated by these devices can feed artificial intelligence analytics to identify trends that previously would have been addressed during regular safety meetings with supervisors. And by supplementing these tools with temperature-sensing and geolocating wearables, supervisors who are now off-site can safely monitor for signs of trouble, from rising heart rates and potential dehydration to simply working too close to others.

Many of these technologies are becoming more common. In a survey of 99 civil engineers and contractors, Dodge Data & Analytics found that more than half are using drones, albeit only on an average of 36% of their projects. Wearables are less prevalent, with only 14% using them and 13% considering their use, but they appear poised for growth. In terms of the benefit of deploying technologies like these, 40% cited improved safety performance and 26% an improved ability to manage

workers on site.

Technologies such as augmented reality and virtual reality also have their place, enabling construction companies to visu-

The COVID-19 pandemic has prompted companies to fundamentally change how they do things. They are experimenting with a variety of tools—and seeing that they work.

alize elements of their projects while reducing the number of people on site. However, Dodge found that they are being used by only 3% and 10% of contractors, respectively.

In addition, access to job sites can be further regulated through facial recognition, limiting who can access construction areas and when. And project managers can monitor the progress of their work through robot dogs that regularly surveil sites and collect 360-degree images with very precise measurements—within one millimeter.

INVESTING IN FUTURE-FOCUSED TECHNOLOGY

As engineering firms and construction companies navigate the effects of the COVID-19 crisis, they should take advantage of the opportunity presented while backlogs remain high. This is the time to invest in R&D to refine future-focused technolo-

gies such as prefabrication and modular construction, 3D printing and even physical robots.

The use of prefabrication and modular construction has been increasing steadily over the past few years. With components ranging from two-dimensional walls to entire multifamily units, prefabrication can save time and reduce labor on site. For example, with more work being performed in factories, the number of on-site workers can often be reduced. Even building inspectors can perform a majority of their inspections in the factory, alleviating the need for multiple people scheduling multiple site inspections and interacting with others.

Prefabrication is becoming more accepted and customizable through the rise of 3D printing. This additive manufacturing process allows for greater design flexibility and is suited for a variety of materials, from polymers and metals to ceramics and concrete. Emerging opportunities include:

- >> printing piping and fittings, tools and equipment;
- >> formwork for concrete;
- >> structural insulated panels, walls with embedded mechanical, electrical and plumbing systems; and
- >> roofs with solar tiles.

Reduction in construction time, human monitoring and environmental impact suggest that 3D printing will continue to grow in usage.

Similar to 3D printing, using robots in a prefab factory can be highly effective. Robots have been part of manufacturing lines for decades, performing repetitive tasks more efficiently and with greater accuracy than humans. And while they are a great fit for prefab construction companies, their use on construction

sites themselves is just getting started. Robotics can be used for bricklaying, drywalling, rebar tying and concrete pouring, reducing the number of laborers. Robotic exoskeletons can even help users lift double their body weight, allowing them to do their jobs more productively and safely. However, this technology is very much in its infancy, and more R&D is needed.

FINDING A NEW WAY FORWARD

While each of these areas shows promise, they will need firms to invest in them and seize the marketing leverage that technological innovation can provide. Unfortunately, 56% of those surveyed by Dodge say the cost is just too high. Small margins and a lack of dedicated budgets for technology can hamper contractors' ability to invest.

However, middle market companies are showing a way forward. They are taking advantage of their agility to approach clients to invest jointly in technology that can create cost savings for future projects. In this manner, they are able to work with partners and vendors to fund R&D through specific construction projects.

In this time of disruption, there is a true opportunity to enhance productivity and efficiencies by embracing the continued digital evolution of the construction industry.

This article first appeared in Construction Executive, a publication of Associated Builders & Contractors. Erin Roberts coordinates the sector's go-to-market efforts across all EY services lines. Having served some of the largest E&C clients in the world, he has 25 years of insights into the operations, critical success factors and innovations throughout the industry.

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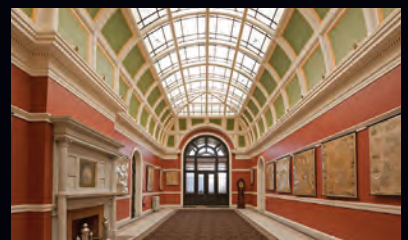
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■ **ATLANTIC PREFAB** donated products & services for PAL Project of Nashua, NH.

“Working closely with a stand-out GC’s like **PROCON** and **NORTHPOINT** to support Nashua’s youth was an easy “YES” for us, said Mark Beroney, President of Atlantic Prefab.”

Beroney designed, fabricated and installed the Exterior Prefinished StoPanels and pre-engineered CFS roof trusses for Nashua PAL. All components were installed in less than 2 days in mostly inclement weather.

Atlantic Prefab performed their work alongside **METRO WALLS** of Manchester, NH and **EXTERIOR DESIGNS** of Londonderry, NH. Metro Walls provided the seamless install of the wall panels and trusses. Exterior Designs provided the application of the insulated finish system on the panels.

“Being able to share this experience with such reputable companies in the industry

has been a pleasurable and rewarding experience. We are so appreciative of their willingness and drive to be a part of this project” says Beroney.

This “Building on Hope” project is a renovation underway for Nashua’s youth. The facility will provide afterschool and summer programming for over 400 youth and also physical programs like boxing lessons for both kids and adults in the area. Renovation plans for this building include a new Creative Learning Center, an elevator to access three floors and a kitchen suited for cooking lessons.

Atlantic Prefab was introduced to the Building on Hope program by PROCON. This respected GC is embracing the solutions provided by API and realized that even in small scale, the Nashua PAL project could benefit by utilizing API’s Exterior Pre-Finished StoPanels and pre-engineered CFS roof trusses.

■ **SLS CONSULTING, INC.** is pleased to announce its newest New England office located in Boston, MA. SLS is a team of fire protection engineers, code consultants, and construction professionals and this new location will help to expand their services to the northeastern region. Northeast Principal, Eric Montplaisir, says, “It’s exciting that we’ve assembled a team here with such a diverse background of expertise.” SLS has offices in Atlanta, Boston, Los Angeles, Miami, and New York with more on the horizon.

■ **TFMORAN** engineers are working for developers Interchange Development, LLC to design and permit a proposed multi-phase mixed-use development to be known as Concord Crossing II on Whitney Road near I93 Exit 17. The 43-acre site would be one of the largest recent mixed-use developments in central New Hampshire.

TFMoran’s services include master-planning, civil/site engineering, traffic engineering, permitting, and landscape architecture.

Phase One of the 200,000sf development will include an 80,775sf Market Basket store – the third Market Basket in Concord – with an attached 22,000sf retail space, and a new state-of-the-art 12,000sf New Hampshire Liquor and Wine Outlet. It also includes the existing Dunkin’ Donuts – Mobil/Xtramart gas/convenience store. The project also includes a new two-lane roundabout at Hoit Road (Route 4) and Whitney Road.

Phase 2 will consist of seven more pad sites housing retail shops, restaurants, a bank, medical offices, and a wireless communications facility. The third phase introduces a new industrial parcel to accommodate a 45-60,000sf distribution/ware-

NEWS, CONT. ON PAGE 17



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house/manufacturing facility. The parcels would all be served by City sewer and water.

Jacob Woodard has joined the TFMoran team as a Structural Engineer after working as an intern for the company in 2019. Mr. Woodard graduated this spring from the University of New Hampshire in Durham earning a Bachelor of Science degree in Civil Engineering with a Structural focus. His course work included Mathematics, Engineering Management, Soil Mechanics, and Design of Steel Structures. Mr. Woodard is a member of the Structural Engineers of New Hampshire.



■ **NOBIS GROUP** recently awarded scholarships to three 2020 high school graduates.

Now in its second year, the Nobis scholarship program was developed to further the company's dedication to promoting Science, Technology, Engineering, and Mathematics (STEM) fields to high school students. The scholarship is awarded to graduating high school seniors in New Hampshire and Massachusetts who have demonstrated an interest and are pursuing further education in STEM fields at a college, university, or trade school.

2020 Nobis Group STEM Scholarship recipients include New Hampshire students Jessica Janinda of Hopkinton High School and Alexandra Topic of Manchester Central High School; and Massachusetts student Helena Koch of Groton-Dunstable Regional High School. Janinda, Topic, and Koch are pursuing higher education in the fields of Biology & Human Science, Computer Science & Mathematics, and Mechanical Engineering, respectively.



Scholarship applications, essays, and transcripts are evaluated by an internal committee at Nobis comprised of scientists, engineers, and administrative professionals who are tasked with selecting students who best demonstrate a passion for STEM. This year the firm received 55 applications - nearly four times as many as were received in 2019 - and increased the number of awards from two students in its first year to three this year.

Nobis Group has been named New Hampshire's Business of the Decade in engineering and construction by Business NH Magazine and the NH Association of Chamber of Commerce Executives. This prestigious award is bestowed upon companies who exemplify leadership within their industry and contribution to their communities.

"This award belongs to all of us here at Nobis and I am incredibly proud of the dedicated and talented employee-owners that make up our dynamic Nobis team," said Kenneth Koornneef,

President & CEO of Nobis Group.

Having received the Business of the Year Award in 2011, Nobis Group was invited to compete with all other Business of the Year recipients in engineering and construction from 2011-2019. Determined by a panel of nearly 50 judges through two rounds of scoring, Business of the Decade winners were announced in nine categories including Engineering & Construction; Education & Nonprofit; Financial Services & Insurance; Health Care; Manufacturing & Technology; Hospitality & Tourism; Retail & Wholesale; Business Services; and Business Assistance.

"This is an outstanding recognition of the Nobis team's long and deep commitment to addressing our clients' challenges and the needs of our local communities," stated Nannu Nobis, founder of Nobis Group. "It takes many years, yet it happens every day at Nobis."

■ **METRO WALLS** recently held its annual summertime "Rally for a Cause" motorcycle ride for charity. The weather was gorgeous and featured a great turnout for this event to benefit the American Cancer Society, Northeast. With the company's match the ride raised over \$7,000 for this charity!

The leadership at Metro Walls thanks the Manchester Police Department and the New Hampshire State Police who led the group from Manchester to Goffstown. A total of seven officers from both Manchester PD and the State of New Hampshire showed their support to this cause and led the way to a fantastic day of riding.

The trip started at Metro Walls office in Manchester and ended at Brady's American Grill in Peterborough. Riders from **Metro Walls, Exterior Designs, Atlantic Prefab, and Patriot**



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Contact: Matt Foley (888) 224-9911

SLS Fire Protection is a team of consultants, engineers, construction and design professionals dedicated to life safety and accessibility in the built environment as a firm.

Stellos Electric Supply, Inc.

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Incorporated in 1954, Stellos Electric is Southern NH's most experienced electrical services firm. From residential construction buildouts to commercial and industrial design/build projects, Stellos is the preferred choice among contractors, builders, architects, and residential homeowners.

S. W. Cole Engineering, Inc

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Contact: Russ Bragg (207) 848-5714

S. W. Cole Engineering, Inc. provides services in four major areas: geotechnical engineering, construction materials testing and special inspections, geo-environmental services, and test boring explorations. We are a team of more than 90 engineers, scientists and technicians which annually provides services on more than 1,800 projects.

NEWS, CONT. FROM PAGE 17

Building Systems all attended along with customers, vendors, friends and family.

"We selected the American Cancer Society, Northeast as this year's beneficiary because they help patients battling cancer in the New Hampshire community. I look forward to this ride every year! It's a way to celebrate common interests, have fun and give back. There is no better way to spend a Saturday than riding a motorcycle to support a worthy cause," said Colin Lane, General Superintendent of Metro Walls.

■ ACE NH Vice Chair Brian Knox and **DENRON** President, Joel Pickering presented the Denron Trade Scholarship as a part of the Winnacunnet HS Awards night virtual scholarship awards ceremony of which this message was shared.

Vice Chair of ACE NH

This summer Ashleigh and her family were met by the Winnacunnet High School Principal, William McGowan, ACE NH Mentors and Denron to receive a big check and celebrate the award.

Ashleigh stated "Thank you to ACE NH and Denron for this amazing scholarship to help me with my double major in Architectural and Engineering design at Southern Maine Community College. Participating in ACE NH was such an amazing experience to see the collaboration of the Architects, Engineers and Construction Managers working seamlessly together in one team. The experience of working with Oyster River High School students was excellent because I was able to see a lot of different ideas come to the table for an even better outcome."

Ashleigh's father, Dan Trimarco beamed with pride



"A huge congratulations to Ashleigh Trimarco on her ACE NH/Denron Plumbing and HVAC Trade Scholarship Award. Ashleigh was fully committed to the 2019-2020 ACE NH program and will be attending Southern Maine Community College in their Architectural and Engineering Design Program in the fall of 2020. The entire ACE NH board and mentors want you to know that we are proud of Ashleigh and excited for her future in our industry." Said Brian Knox, Sr. Project Manager at PROCON and

"Honestly, Ashleigh is one of the first kids from our family to go to college. We are so proud of her."

Joel Pickering, President of Denron states "Congratulations to Ashleigh! We are very proud to recognize her as the Denron Scholarship recipient this year. She is a very inquisitive, bright student and stood out during the ACE Oyster River Auditorium project. We are glad to be a part of the beginning of her career in the ACE Industry."

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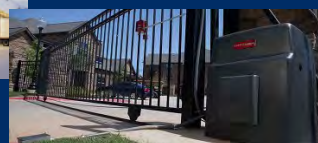
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■ Stacy Clark, president of **TURNSTONE CORPORATION**, was named Business Leader of the Year by her peers at the Greater Merrimack-Souhegan Valley Chamber of Commerce Annual Member Awards Dinner. The theme was "Onward & Upward Together: Honoring the Resiliency of Our Businesses". Governor Chris Sununu was the keynote speaker.

Turnstone is about to commence an exciting new project for Family Dental Care of Milford. This company was named Business of the Year! It is an exciting partnership for the two companies to be collaborating on the next big project!

Turnstone Corporation would also like to introduce Leslie Del Sesto as their new Assistant Project



Manager, who joined the team earlier this summer.

In addition, Turnstone was once again been named one of the Top Family-Owned New Hampshire Businesses by Business NH Magazine.

■ **REARCH COMPANY** announces the promotion of Jim Hoag and Steve Rowe to Senior Superintendent. In their new



Jim Hoag and Steve Rowe

roles, Jim and Steve will be managing ReArch's more extensive projects, assisting with new project planning, and joining the company's safety committee. Their extraordinary ability to develop concise project schedules, site logistics, and phasing plans will continue to be invaluable to successful project delivery.

Ben Roll, VP of Construction comments, "Jim and Steve ex-

emplify the characteristics of a ReArch Senior Superintendent: they develop excellent rapport with owners and clients, making our projects successful and paving the way to secure future work. Both are respected by the subcontractor community, who know that their jobs will be well run, organized, and efficient, allowing the trades to be successful. They take quality seriously, consistently meet project milestones, and deliver projects on-time, all while making safety a priority, ensuring that everyone goes home safe at the end-of-the-day. Jim and Steve are the foundation of our field staff and serve as excellent mentors in the development of up-and-coming staff. I couldn't be more proud to be on the team with them."

ReArch was also named on the 2020 Best Places to work in Vermont and voted best general contractor in the Vermont Busi-

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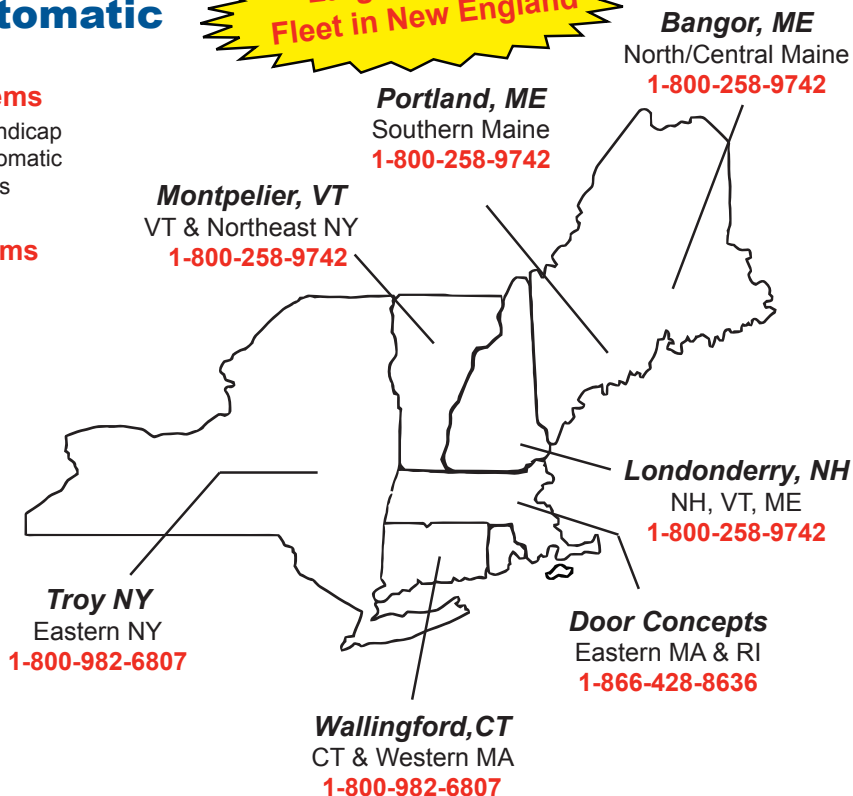
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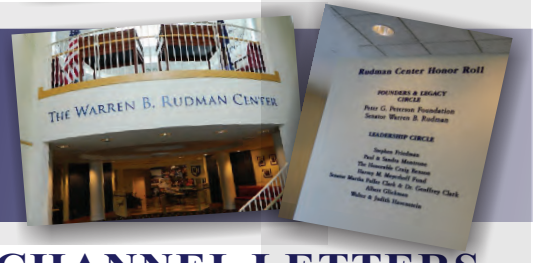


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NH Business Review is giving contractors the opportunity to spotlight a recently completed project in a special two-page center spread called "From the Ground Up." This special feature gives visibility to the construction industry while showcasing some of the most interesting projects here in New Hampshire.

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CONTINUED FROM PAGE 23

ness Magazine's "Best of Business Awards."

■ **NORTH BRANCH CONSTRUCTION** of Concord, NH has completed construction at the

station along with two separate additions. Phase I included the addition of an equipment bay on the south end of the existing station along with a 4,620 sf addition housing a new entrance lobby, a secure Regional Dispatch Center, administrative offices,

break room, conference room, and a training room. In addition, Phase I of the project included relocation of the station's flag poles and the Department's "Never Forget" Memorial and Last Call bell from the northeast corner of the existing fire station to directly in front of the new administrative entrance. The building remained occupied and fully operational, including the critical Dispatch Center, since the start of the project in November 2018.

Phase II of the project included an additional apparatus bay on the north end of the building along with a two-story Operations addition providing gear storage, a decontamination room, and work, fitness, and living spaces. The additions and renovations have provided an additional 11,000 square feet of space including two additional apparatus bays, a separate decontamination room, expanded training and ADA compliance upgrades, a secure dispatch facility, lighting and HVAC systems upgrades.

North Branch Construction recently welcomed three new employees to positions at their headquarters at 76 Old Turnpike Road in Concord, NH. Pedro Sanchez joins North Branch Construction in a dual-role position of IT Coordinator and Project Coordinator I. Pedro comes to North Branch with experience as a Cyber Analyst, Systems Administrator with a cyber-threat intelligence firm and IT Manager for the U.S. Census. Pedro is a 2020 graduate of Southern New Hampshire University with a Bachelor of Science in Information Technologies/IT Management.

Ken Hadley joins North Branch Construction as a Project Manager/Estimator. Ken has worked in the construction in-

dustry for over 32 years with almost ten of those years being with North Branch Construction from 1996-2005.

Ken brings extensive experience managing construction projects in the commercial/industrial, retail, hospitality, education, multi-family residential, health-care, and aviation sectors.

Thomas Hannan has been hired in the role of Project Coordinator II after originally joining North Branch Construction in June as an intern working within all departments of the company over the course of the summer, spending 3 days per week in the office and 2 days per week in the field. Thomas brings over six years of experience working in construction and is currently a student at Southern New Hampshire University pursuing a degree in Construction Management as a member of the Class of 2022.

■ **FULCRUM ASSOCIATES** was selected to manage the construction of BAE Systems' new location, enabling one of the largest aerospace and defense technology companies to establish operations in Manchester, NH. BAE Systems' location consists of two four-story buildings that will be used to support the company's electronic warfare programs. Renovations have been underway since April of last year.

The facility, located at 3000 Goffs Falls Road, was built approximately 40 years ago and requires renovations to both buildings and a new parking lot. Renovations are being made to the East building of the facility first.



Londonderry Central Fire Station in Londonderry, NH. The two-phased project was for a renovation of the existing



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“Expanding BAE Systems’ New Hampshire presence into Manchester will have an immense impact on the community,” said Jeffrey Luter, president of Fulcrum. “We are proud to support this initiative and continue our partnership with BAE Systems, which has a worldwide influence on the technology-led aerospace and defense industry.” Fulcrum was selected by BAE Systems through a request for proposal process in February of last year and began pre-construction planning last spring. Fulcrum has previously completed several projects for BAE Systems and was awarded the BAE Systems Partner2Win Supplier of the Year Award in 2017.

Fulcrum Associates hired Septima Maclaurin as the company’s Manager of Business Development. In this role, Maclaurin is responsible for prospecting new business opportunities based on strategically defined market sectors and geographies, developing trusting partnerships with customers, and maximizing sales that broaden Fulcrum’s position as one of the preeminent providers of construction management services in New Hampshire and throughout New England. Maclaurin joined Fulcrum on July 6.

“Fulcrum has been delivering exceptional pre-construction,

design-build and construction management services to a diverse range of clients across a magnitude of industries for more than 30 years,” said Jeffrey Luter, President of Fulcrum. “As we consider our goals over the next 30 years and beyond, our record of successful client outcomes, paired with Septima’s extensive experience in the health care and life sciences sector, will enable us to continue our strategic approach to growth.”

“One of the reasons I’m proud to work for Fulcrum is the team’s meticulous attention to detail in creating beautiful and functional environments for their clients,” Maclaurin said. “I have known of Fulcrum’s impressive work over the years and am excited to carry that reputation forward to a broader audience.”

Maclaurin joined Fulcrum with more than 15 years of experience in director-level sales and business development positions throughout Massachusetts.



■ **DUPUIS CONSTRUCTION** of Brattleboro, VT, was ranked the 2020 Third Fastest Growing Company in the state of Vermont by the Vermont Business Magazine. The firm recently broke ground in late July on the Recreational Facilities at Owl’s Nest Golf Resort. The \$3 million project will expand services and enhance customer experience with new and upgraded facilities at the New Hampshire’s only Nicklaus Designed golf course.

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To the Associated Builders & Contractors NH/VT Chapter Membership:

The **ABC Young Professionals Group (YPG)** has had a tremendous year in 2018. We set lofty goals for the group and, in the end, we exceeded all of our own expectations. Our twelve-member Steering Committee stepped up and gave it their all to make this one of the most successful and productive years since the ABC YPG's inception in 2012. I have been blessed to have such an energetic, determined, committed, and resourceful group.

Here are some highlights and milestones from 2018:

- Hosted 5 networking events, including our Party in the Park, co-sponsored by Concord YPN, which garnered over 150 people in attendance;
- Introduced, developed, and executed two of our very first educational seminars;
- Started the YPG Scholarship Fund (funded by 100% of educational seminar proceeds);
- Raised \$1,500 for the Parkside Middle School Pilot Program;
- Raised \$4,500 in cash and \$500 worth of donations for Families in Transition-New Horizons at our annual Charity Bowling Tournament;
- Developed the framework for, and presented, our First Annual Young Professional of the Year Award (awarded to Cody Barnes from Methuen Construction);
- Developed the YPG Ambassador Program for implementation in 2019.



The ABC NH/VT staff have been an invaluable resource. Thank you so much to Josh, Paulette, Jennifer and Shari for their continuing support. In 2018, we had seven ABC companies support and underwrite the YPG as annual Platinum Sponsors. Without their support, we would not have been able to be as effective as we were. We are very lucky to have a supportive membership. If your company would like to sponsor the ABC YPG for 2019, or if you have any questions about sponsorship details, please email chairman@abcypg.org.

Thank you once again to the ABC YPG, the ABC NH/VT staff, our Platinum Sponsors, and to all of the ABC companies and their employees who have attended and sponsored our events. 2018 has been amazing and I cannot wait to see what we achieve in 2019.

Jeff Comeau, Chair
ABC YPG Board of Directors

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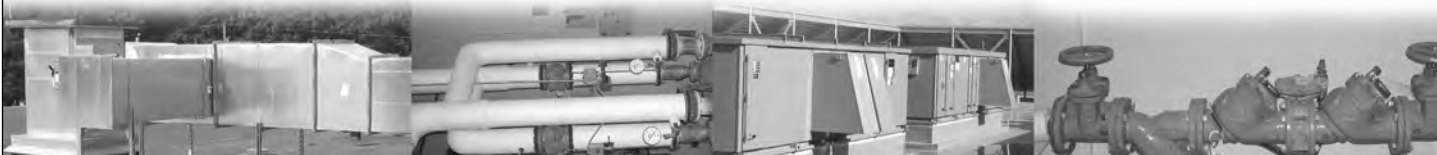


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