

The Quarterly Magazine of the Associated Builders & Contractors New Hampshire/Vermont Chapter



CONSTRUCTION RESOURCE

Volume 30, Issue 2

SAFETY AWARDS, GRADUATION & BBQ



INSIDE:

PLA Danger: What Local Governments
Need to know about the
American Rescue Plan

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From the President & CEO, Joshua Reap



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As you know, advocating on behalf of New Hampshire's builders and contractors is a critical part of what we do with lawmakers in Concord. However, we know that the important work of advocacy can occur not only in the halls of the State House, but locally and regionally in the communities you serve.

Many of you have answered our call when asked to reach out to legislators on an issue of importance, for which we are grateful. As we look ahead to 2022 and beyond, we plan to strengthen our grassroots advocacy efforts outside of Concord and Montpelier, and you can be an important part of that team.

If you are interested in learning more about how you can be a part of this essential effort, please email Josh Reap at josh@abcnhvt.org

Very Truly Yours,

Joshua Reap

President & CEO
Associated Builders & Contractors NH/VT Chapter

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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

Important Connections

While attending the fantastic ABC-sponsored boat cruise on Lake Champlain in Burlington, Vermont on June 24, I reflected on how important the construction community is to each other.



Seeing all of the employees and family from both New Hampshire and Vermont being able to finally socialize together, reconnect and share stories reminded me of how important these connections are for our business and our well-being. It was exciting to see a number of Vermont contractors taking advantage of this opportunity as well. Our Chapter



is committed to increasing our impact and visibility in Vermont. The Burlington boat cruise was just one small step in that regard.

More broadly, I encourage all members to fully



take advantage of the series of marketing and educational events that we have planned for this year and next year. Now that the Covid-19 restrictions have been relaxed in both New Hampshire and Vermont, we are fully able to connect again. The strength of the ABC NH/VT chapter is the ability to create lasting social and business connections among members. The staff has put together a great list of programs to help you and your employees make these connections.

I look forward to seeing and reconnecting with all of you at our upcoming events.

Thank you!

Matt Johnson

2021 Chairman



VOLUME 30, ISSUE 2

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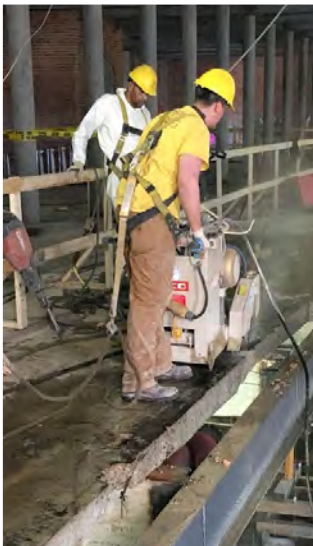
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Bidder Beware, the Devil is in the Details

American Rescue Plan Promotes Inequitable Use of Project Labor Agreements on Water & Sewer Infrastructure, Broadband Buildout

Anytime a new administration moves into the White House there is a new agenda to unpack. Joe Biden was quick to deliver on a promise to support organized labor when he appointed former Boston Mayor as Boston Building Trades President, Marty Walsh as Secretary of the US Department

broadband projects use strong labor standards, including project labor agreements and community benefits agreements that offer wages at or above the prevailing rate and include local hire provisions.”

A project labor agreement (PLA) is a jobsite-specific col-

that the language provided in the guidance is not a mandate, inclusion of a PLA as a suggestion and related reporting requirements could lead to confusion and discourage state and local governments from contracting with these otherwise qualified contractors and local workers that could provide the best quality and cost for taxpayers.

of state, with bids ranging from \$37.8 million to almost \$41 million. The DOL scrapped the PLA and put the project back out to bid under fair and open competition. Without a PLA the project attracted nine bidders, with the lowest bid from a NH contractor submitting a price of \$31.6 million, saving taxpayers \$6 million, which led to on-time and on-budget project delivery in the fall of 2015.

Local governments would be wise to learn this lesson and avoid using project labor agreements.

There is nothing in the Treasury guidance mandating the use of project labor agreements, so official can simply forgo adding them. By not using a PLA, state and local governments will get

Though not a mandate, Treasury’s guidance on PLAs will lead to confusion and discourage state and local governments from contracting with otherwise qualified local contractors.

of Labor. The President further escalated the campaign payback by adding union union-preferred restrictive project labor agreement “guidance” language to the American Rescue Plan.

The American Rescue Plan, or ARP for short, includes \$350 billion of federal funding for state and local governments to use on infrastructure projects such as water and sewer systems and broadband expansion. The advice from Treasury outlines how this money can be used to offset state and local budget shortfalls, support COVID-19 response efforts and address economic stabilization for households and businesses.

Included in the guidance is verbiage promoting certain controversial labor provisions on eligible construction projects, including anti-competitive project labor agreements, which have a history of needlessly increasing taxpayer-funded construction costs by 12% to 20% and discouraging competition from many of our nation’s small and large non-union construction businesses:

“Treasury’s Interim Final Rule also encourages recipients to ensure that water, sewer, and

lective bargaining agreement unique to the construction industry that typically requires companies to agree to recognize unions as the representatives of their employees on that job, use the union hiring hall to obtain most or all construction labor, exclusively hire apprentices from union programs, follow union work rules, and pay into union benefit and multi-employer pension plans that open shop employees would be unlikely to access. This one-size-fits-all “guidance” strips equity from the construction workers who make up the 95% of the New Hampshire/Vermont labor pool but choose not to be represented by organized labor.

In short, PLA requirements have the practical impact of excluding many New Hampshire and Vermont construction firms and their employees from the opportunity to compete to build federally financed state and local construction projects at a time when we need to create opportunities for all employers and employees who have been severely affected by the COVID-19 pandemic.

While it is important to note

Maintaining Fair and Open Competition

PLA mandates exacerbate the construction industry’s skilled workforce shortage and undermine the economy and efficiency of government-financed and -procured construction projects.

In effect, PLA requirements are impractical and exclude nearly all the local construction workforce. The result of PLA-governed projects will be projects steered to a handful of bidders which is likely to increase costs for public construction and less opportunity for locals.

To create opportunities for all skilled construction workers and qualified companies, government procurement officers must ensure fair and open competition for construction contracts financed by any federal taxpayer investment in infrastructure.

Learning Lessons

In 2012 the U.S. Department of Labor (DOL) imposed a PLA on construction of its Jobs Corps Center in Manchester. Under the PLA, the project attracted only three bidders, all from out

maximum return on their projects and ensure labor does not have to come from out of the area.

ABC disagrees with the inclusion of the PLA guidance or mandates and believes all contracts should be awarded through fair and open competitive bidding processes, like they have been for decades in New England and most parts of the nation. Be sure to look for updates on this and other policy matters in future issues of Construction Resource.



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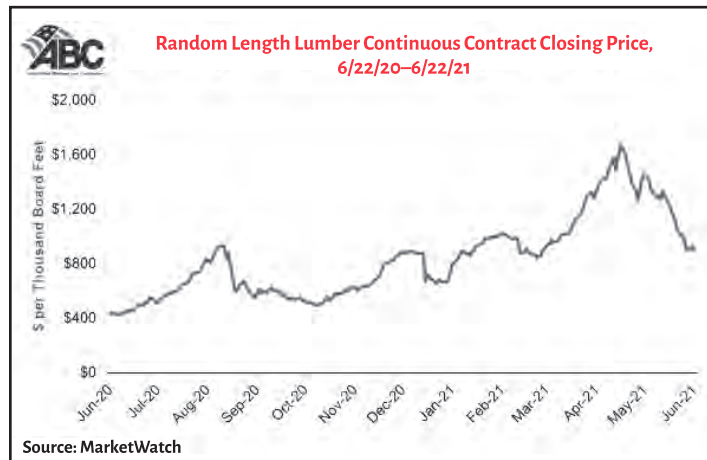
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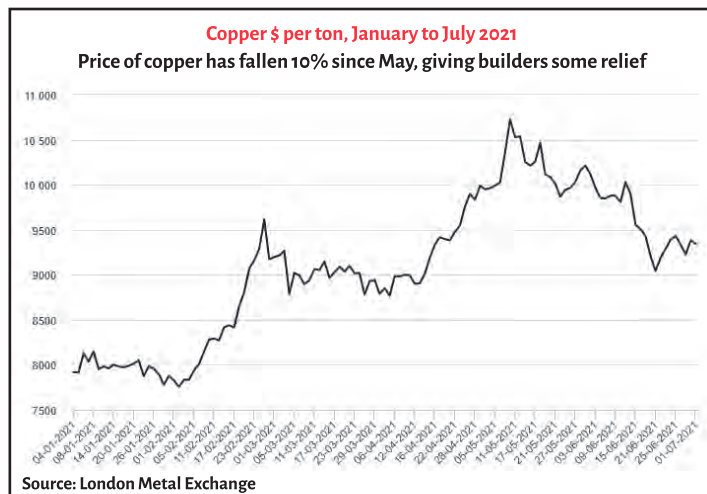
Good News on Prices for Some Construction Materials

The elevated price of softwood **LUMBER**, a major talking point during much of the pandemic, appears to have peaked in early May at more than \$1,700 per thousand board feet. As of late June, the price has fallen below \$900 per board feet, down about 49% in less than two months.



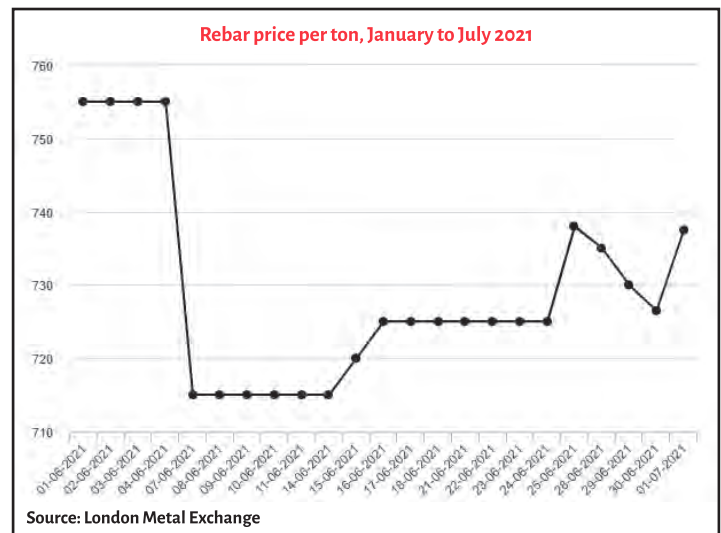
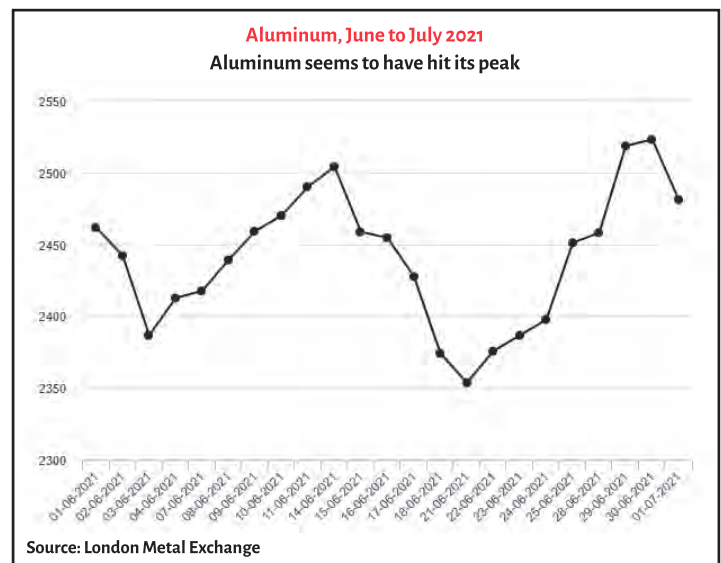
That's still an unusually lofty price by historic standards—prices remain almost twice as high as in February 2020—but the trend is very much in the right direction. Builders that had been hoarding lumber have now begun to sell from their own inventory, other builders have delayed lumber purchases in anticipation of lower prices and sawmill operators have been adding shifts, as well as expanding capacity, all of which puts downward pressure on prices. Metal prices remain high, but seem to be stabilizing.

COPPER prices, which have nearly doubled since the pandemic began, have fallen modestly in recent weeks as China released metal



reserves and the Federal Reserve indicated a more hawkish stance on future rate increases. Copper remains at a trading point roughly 50% than it did this time last year, though has come down 10% since reaching peak in June.

Further construction materials price dips are likely, particularly for metals like **ALUMINUM** and zinc. Steel prices, with demand elevated and China curbing production, have leveled off since late May but remain nearly three-times higher than pre-pandemic levels.





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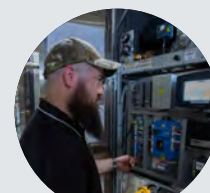
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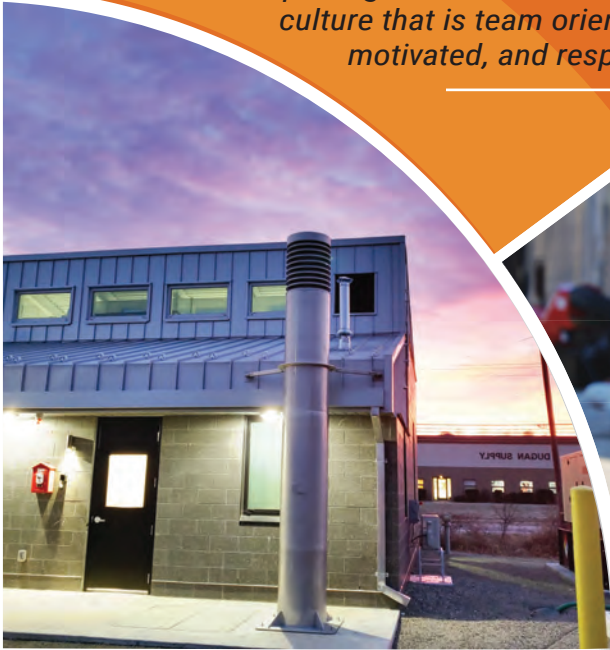
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■ **BONNETTE PAGE & STONE CORP.** welcomed Jake Bordeau and Jamie Stewart to its growing team. Jake Bordeau has been hired as Project Manager and carries a great level of organization skills, management skills and leadership capability. In his role, Jake will oversee projects, leading the charge with scheduling, submittals, owner interactions and subcontractor coordination.



Jake Bordeau



Jamie Stewart

Jamie Stewart has been hired as Project Superintendent, but began his career thirteen years ago in residential construction as a carpenter before transitioning into commercial construction as a Project Superintendent for the past six years. In his role at BPS,

Jamie will oversee site safety, coordinate subcontractors into the site schedule, take lead on quality control and communicate daily with building administrators.

■ Eric Salovitch, LLS has been promoted to Survey Project Manager for **TFMORAN's** seacoast division, based in Portsmouth, NH. Mr. Salovitch joined TFMoran in 2019 as Survey Technician with many years of experience in boundary, topographic, municipal, and utility surveys. He is a Licensed Land Surveyor in the state of New Hampshire and a certified crew chief. Additionally, Mr. Salovitch is an FAA Part 107 Certified Pilot and is responsible for TFMoran's drone surveying including aerial mapping, construction monitoring and volume calculations.



Eric Salovitch

■ **METRO WALLS** welcomed Jim Medaglia and Michael Franklin to their team. Jim will serve as Metro's General Manager for the fast-growing Acoustical Ceiling Division and Michael joins as Senior Vice President/Project Executive.



Jim Medaglia

With a degree in engineering from UNH and years of experience in commercial Construction and ceilings, Medaglia will be a perfect fit to oversee the estimating, project management, and quality control for this division.

Franklin will be responsible for the day-to-day operations of Metro's Project Managers on all framing and drywall projects. He brings over



Michael Franklin

twenty-four years of construction experience to Metro having worked for industry leading drywall companies in the Washington DC and NYC markets. In addition to supervision at the executive level, Franklin will be another face on the customer service side of Metro. One of his primary goals will be to nurture, strengthen, and grow customer relationships.

■ **REARCH COMPANY, INC.** has committed to donating a substantial percentage of their profit every year to local charities and organizations working towards bettering people's lives in our communities. Starting in 2019, the company implemented an employee-driven donation program that allows employees to submit donation requests for fundamental causes important to them and their communities.

NEWS, CONT. ON PAGE 21



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This year, \$28,000 was available for the employee-driven portion of ReArch's philanthropy



program and contributed to all (12) employee submission requests received.

Michael Biama – UVM COVID Response Fund (supports immediate and emerging needs that have developed over the past year)

Bert DeLaBruere-Vermont Affordable Housing Coalition (provides effective advocacy

to support affordable housing funding and programs around the state, strengthening lives and communities)

Chris Huston – North Branch

School (supports annual financial aid budget)

Heather Illick – Shelby County Libraries (supports Jackson Center Branch renovations)

Holly LeClair – Spectrum (empowers teenagers, young adults, and their families to make and sustain positive changes through prevention, intervention, and life skills services)

Trevor Marcy – K9s for Warriors (focuses on ending veteran suicide and returning warriors to a life of dignity and independence)

Peter Post – Community Sailing Center (floating lessons for STEM education through keelboat sailing and hands-on classes, as well as Diversity and Inclusion scholarships)

Ben Roll – Brewster Pierce Memorial School (donated material to build benches for their outdoor classrooms to help students continue to learn during COVID-19)

Beth Seniw-LUND (provides education, treatment, adoption, and family support services so that every child grows up in a safe, secure and loving family)

Steve Smith-Essex High School/Middle School (Sponsored a hole so the students could build a disc golf course)

Danylo O'Hara-Whalen – All Breed Rescue (non-profit rescue

dedicated to saving dogs from high kill shelters and rehoming them in the Northeast)

Mary Ann Wood – Green Up Vermont (Help support the 51st annual Green Up Day effort)

ReArch Company recently announced the arrival of Leo Bresnahan as a Superintendent.

In this role, Bresnahan will be responsible for ensuring the client's goals, design team, project management team, vendors, and subcontractors are met while focusing on safety, budget, communication, quality control, schedule. He has over 24 years of experience as a superintendent and 36 years of experience in a range of commercial projects in the municipal, educational, and industrial sectors.



Leo Bresnahan

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■ Dakota Stender has joined **DEW** as a Project Manager. He will manage the business side of projects, including subcontractors, the procurement process, overall schedule, cost control, change management, project accounting and disbursement. He will ensure that project and clients' goals are met. Stender joins us from the Bread Loaf Corporation in Middlebury, VT where he was a project manager since 2015. Prior to that, he worked at Trumbull Nelson while also finishing his BS in Construction Management from Vermont Technical College.



Dakota Stender

Michael (Mike) Lambert joins DEW as a Civil Estimator. Lambert will work out of DEW's Manchester, NH



Mike Lambert

office. His enthusiasm for the industry was sparked at a young age with his parents working in surveying and engineering. After high-school Lambert served three and half years in the Army as a team leader in a light infantry tactical unit. He later attended Quinsigamond Community College. He most recently worked for WL French Excavating Corp. and prior to that he was a civil estimator with Consigli Construction working on projects that ranged from \$50K to \$25M.

■ **NOBIS GROUP** has received an Award for Outstanding Accomplishments by a Small Business Contractor from the Environmental Protection Agency (EPA)'s Office of Small and Disadvantaged Business Utilization (OSDBU). Awarded to businesses that exemplify the best attributes of a small business attempting to enter America's economic mainstream, this award recognizes Nobis Group's notable work at the Elizabeth

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**EXCAVATION - SITE WORK
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■ Freudenberg-NOK and **THE GRANITE GROUP** officials were joined by business leaders for the groundbreaking ceremony of its 64,000 square foot facility in Londonderry, NH. The warehouse addition will increase the overall size of the building to 305,624 SF. Freudenberg-NOK will move into the new addition while The Granite Group will take over the existing square footage. The buildings are adjacent to Manchester-Boston Regional Airport runway. Glenbervie selected Manchester-based **PROCON** as the designer and construction manager for the project. The building is expected to open for business in Spring 2022.

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NEWS, CONT. FROM PAGE 23

Mine site - one of the largest and most intact historic mining sites in New England.

The award was presented at the EPA's 31st Annual Adminis-



trator's Small Business Program Awards Ceremony, for which Chris Adams, Vice President of Operations at Nobis Group, served as the Keynote Speaker.

Nobis Group recently awarded scholarships to two 2021 high school graduates. Now in its third 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. Scholarship ap-

plications, 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.

■ **NORTH BRANCH CONSTRUCTION** of Concord, NH began work on Bagdad Wood Senior Apartments in Durham, NH. The \$6.5 million, 29,188 square foot project will include a new three-story addition, providing an additional 26 senior housing apartments, site improvements, significant changes and ad-

ditions to parking areas, and renovations of existing common area spaces. The senior community will remain occupied throughout the project.

North Branch Construction is pleased to announce the promotion of three field employees. Gregg Vallee, with North Branch since 2014, has been promoted from Master Carpenter to Assistant Superintendent. Vallee is OSHA 30-Hour certified and holds a Superintendent Certification from Associated Builders and Contractors of NH/VT.

Kevin Miller joined the

NEWS, CONT. ON PAGE 33



New Members April – June, 2021

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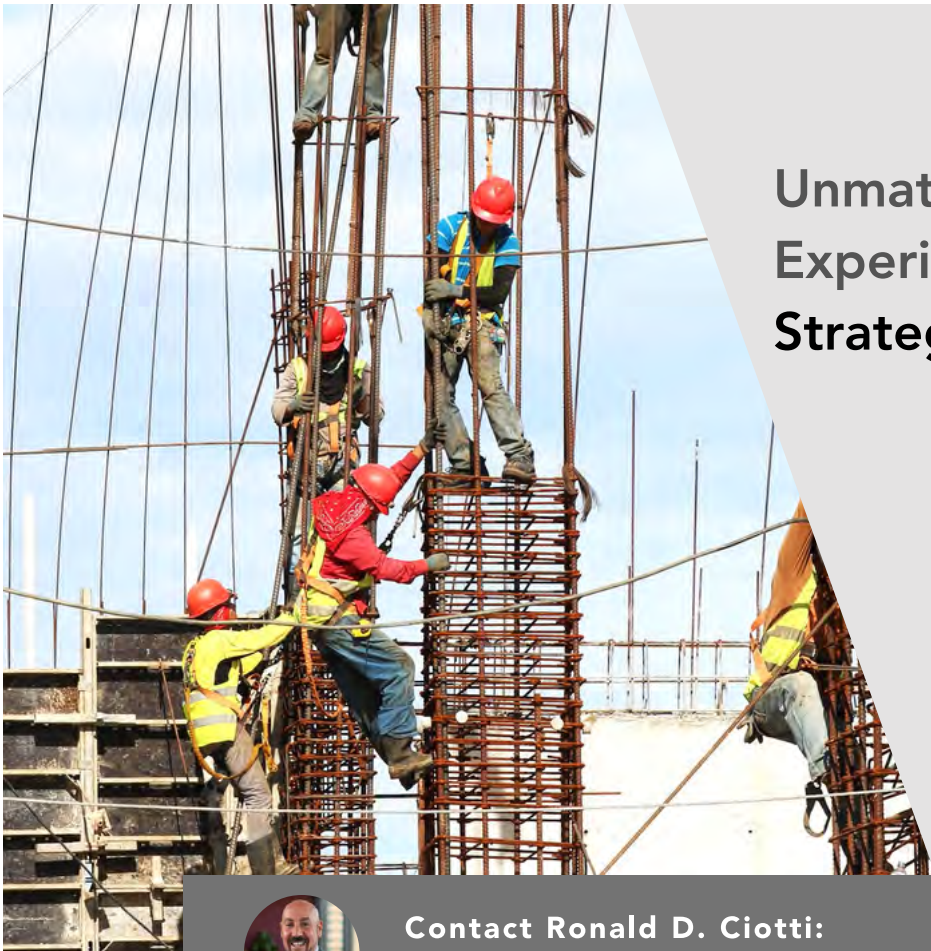
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company in 2020 and has been promoted from Lead Carpenter to Assistant Superintendent. Miller is OSHA 30-Hour certified and a Massachusetts Superintendent License.

Jeremy Jefferson, a Lead Carpenter with North Branch since 2013, has been promoted to Foreman. Jefferson is OSHA 30-Hour certified, holds an ABC NH/VT Superintendent Certificate and is a Graduate of the ABC NH/



Gregg Vallee



Richard LeVinus



Kevin Miller



Daniel Salmonson



Jeremy Jefferson



Katie St. Jean

VT Future Leaders in Construction program.

Richard LeVinus, Daniel Salmonson, and Katie St. Jean also join North Branch Construction. Richard LeVinus joined North Branch in the role of Safety Director and has an strong background in construction safety and holds extensive OSHA Safety and Health Certifications relevant to the construction and industrial sectors. LeVinus will be responsible for managing all aspects of North Branch Construction's safety program, including weekly jobsite visits, establishing worksite safety plans, and employee training.

Daniel Salmonson, Project Superintendent, comes to the company with over 20 years of experience as a project superintendent throughout Maine, Massachusetts, New Hampshire, Vermont, and upstate New York. Salmonson has experience in the educational, hospitality, manufacturing, commercial and retail, medical, municipal, and multi-unit housing sectors.

Katie St. Jean, Receptionist, comes to North Branch Construction from the hospitality industry, having worked in a variety of public facing, management, and administrative roles. St. Jean will provide administrative assistance to a variety of departments across the North Branch Construction organization as well as acting as the first point of contact for visitors to the North Branch headquarters in Concord, NH.

SIG SAUER, Inc. recently broke ground for the site of the SIG SAUER Experience Center in Epping, NH. The build features



a two-story, 40,500 square foot facility of structural steel and load-bearing masonry with a structural steel roof with Design-Build services provided by North Branch Construction and Cowan Goudreau Architects, both of Concord, NH. The state-of the art facility will offer public access to a 6,000 square foot SIG SAUER Flagship retail showroom, state-of-the-art indoor shooting ranges, a high-tech interactive SIG SAUER Museum depicting the history of SIG SAUER and a one-of-a-kind educational experience for SIG SAUER products, a high-end

lounge called "Legion Club," a multi-purpose meeting space, conference rooms, and corporate office space.

Red Oak Apartment Homes held a ceremonial groundbreaking celebration at the 409 Elm Street project in Manchester, NH. The mixed-use development, scheduled for completion in the



fall of 2022, will include 90 market rate multi-unit housing units, the corporate headquarters of Red Oak Apartment Homes, and co-working offices spaces located on Elm Street in Downtown Manchester. The property features 96,250 square feet over a 6-story podium construction with structural steel, concrete & metal stud framing from basement to

the second floor deck and wood framing in the upper five floors.

"Red Oak at 409 Elm Street is a very exciting project and North Branch Construction is very pleased to have been selected as the construction manager for the project," said Joseph H. Campbell, President of North Branch Construction. "This project, built toward LEED standards, with a host of convenience and lifestyle amenities many of today's urban-residents desire, is an interesting and exciting project that will be a shining example of the multi-unit housing options available in Manchester."

North Branch Construction has completed renovations of six buildings and construction of a new community building at the Village at Crafts Hill in West Lebanon. The project included the rehabilitation of six buildings totaling 85,000 square feet, including common areas and the majority of individual apartments. Renovations included building envelope improvements, window and door replacements, energy efficiency upgrades, heating and ventilation system upgrades, electrical upgrades, and site, drainage, and paving improvements. Four units were converted to accessible units; accessible entrances were constructed for all five units in the complex.

New project just completed?
Promotions within the company?
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ABC NH/VT Awards BBQ

ABC NH/VT events came roaring back in with a large turnout for the “Builders, Beer & BBQ” Safety Awards & Graduation Ceremony. The event was an opportunity to come together as an industry to recognize top performers for their outstanding commitment to create and sustain a strong safety culture within their companies and on jobsites across New England.

The day was made special by the graduation of so many people from ABC NH/VT’s Future Leaders in Construction and Construction Supervision programs. As an added treat, New Hampshire governor Chris Sununu attended the program to help us recognize industry excellence and the accomplishment of our many program graduates.



ABC New Hampshire / Vermont Construction Industry Safety Awards

The annual Safety Awards recognize commendable safety performance of individual firms. The awards are intended to convey ABC’s strong support of safety performance in full recognition of the fact that each firm has the responsibility for execution of safety, to ensure an overall safe workplace.

Annual safety awards are for the BEST and MOST IMPROVED safety records, and MOST CREATIVE safety program among “small” and “large” member firms, in each of the following Standard Industrial Classification (SIC) Code major groups, as well as Suppliers.

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Second Place	SIC Code 15	Under 100,000 Personnel Hours	Structural Associates, Inc.
Third Place	SIC Code 15	Under 100,000 Personnel Hours	Fulcrum Associates, Inc.
First Place	SIC Code 15	Under 200,000 Personnel Hours	North Branch Construction
Second Place	SIC Code 15	Under 200,000 Personnel Hours	Lewis Builders Development, Inc.
First Place	SIC Code 15	Over 200,000 Personnel Hours	Methuen Construction Co., Inc.
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First Place	SIC Code 16	Under 100,000 Personnel Hours	Andrews Construction Co., Inc.
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First Place	SIC Code 17	Under 200,000 Personnel Hours	Damon Insulation Co., Inc.
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First Place	SIC Code 17	Under 300,000 Personnel Hours	Granite State Plumbing & Heating, Inc.
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First Place	SIC Code 17	Over 300,000 Personnel Hours	DECCO, Inc.
Second Place	SIC Code 17	Over 300,000 Personnel Hours	EnviroVantage, Inc.
First Place	Supplier		Novel Iron Works, Inc.
Second Place	Supplier		LaValley Middleton Building Supply, Inc.
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Most Creative	SIC Code 15	Over 200,000 Personnel Hours	Methuen Construction Co., Inc.
Most Creative	SIC Code 16	Over 1,000,000 Personnel Hours	CIANBRO Corporation
Most Creative	SIC Code 17	Under 300,000 Personnel Hours	Optiline Enterprises, LLC
Most Creative	SIC Code 17	Over 300,000 Personnel Hours	EnviroVantage, Inc.
Most Improved	SIC Code 15	Under 50,000 Personnel Hours	Turnstone Corporation
Most Improved	SIC Code 17	Under 300,000 Personnel Hours	Granite State Plumbing & Heating, LLC
Most Improved	SIC Code 17	Over 300,000 Personnel Hours	DECCO, Inc.



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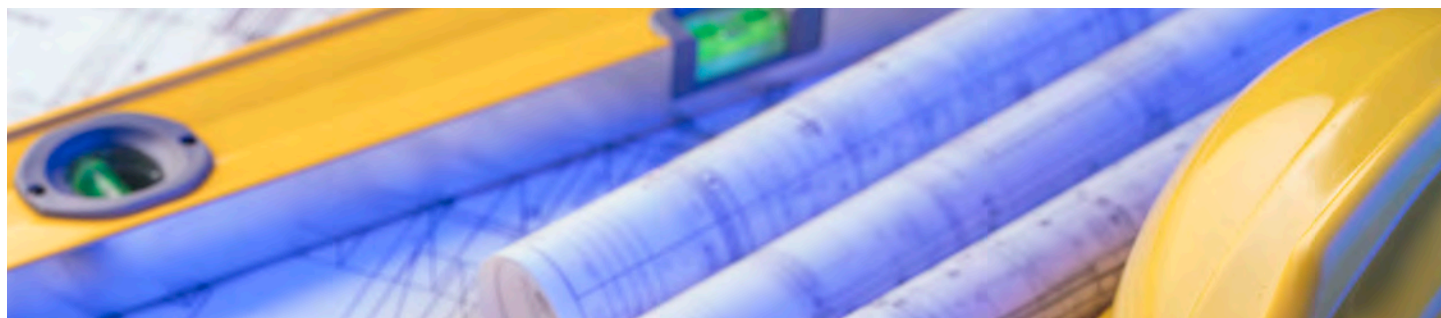
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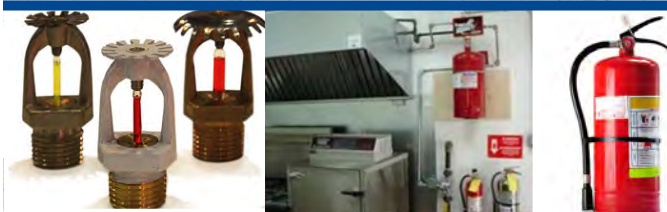


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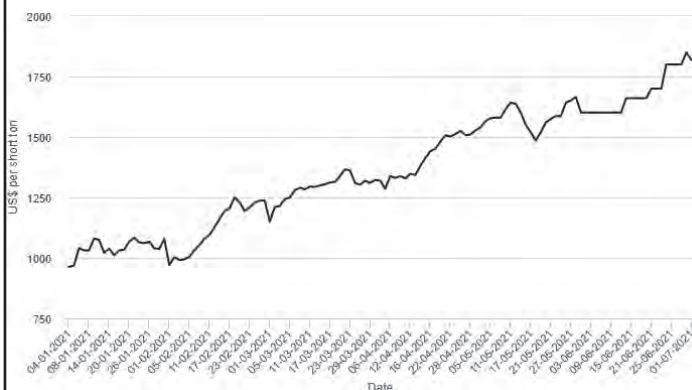
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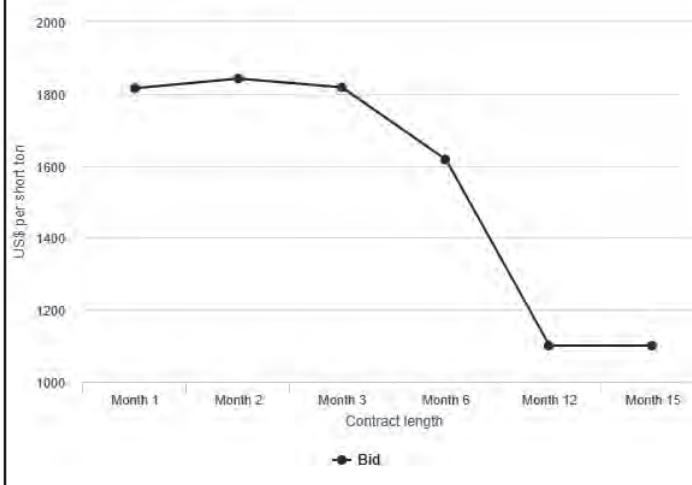
Hot-Rolled Coil Steel price per ton, January to July 2021

HRC is up, however, closing prices for contracts drop significantly after six months



Source: Platts

LME CLOSING PRICES CURVE



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"The cure for high prices is high prices, which decrease quantity demanded in the short-term, increase quantity supplied and incentivize suppliers and sellers to bolster capacity in the long-term," says ABC chief economist Anirban Basu. "Already there is evidence that output is on the rise, which has helped to trigger the price moderation process. That said, input prices will remain elevated by historical standards for at least several more months."





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