

ASSOCIATED BUILDERS & CONTRACTORS
Annual Career Development Awards,
Recognition & Appreciation

SOLUTIONS

Thursday, June 16, 2011

Grappone Conference Center
at the Courtyard by Marriott
Concord NH



New Hampshire/
Vermont Chapter

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ABC Workers Compensation
Self-Insured Group Trust

FutureComp®  Insurance



New Hampshire/
Vermont Chapter

ABC CAREER DEVELOPMENT COMMITTEES, TASK GROUPS & INSTRUCTORS

EDUCATION COMMITTEE

Angie Borden - *Cobb Hill Construction*
Bob Carrigg - *Carrigg Commercial Bldrs*
Randy Cheyne - *Torphy Construction*
Ron Ciotti - *Hinckley, Allen & Snyder LLP*
Stacy Clark - *Turnstone Corporation*
Gordon Cormack - *Cormack Constr Mgmt*
Carey Demers - *Hampshire Fire Protect.*
Jay Fitzpatrick - *WorkSafe New England*
Kelly Gagliuso - *Gagliuso & Gagliuso PA*
Mary Laturnau - *NH Dept. of Education*

Ken Merrow - *Trumbull-Nelson Constr.*
John Pietroniro - *Project Resource Grp.*
Gary Sobolewski - *Interstate Electrical*
Patricia Stagno - *Powerskills for Life*
Mark Stock - *Multi-Weld Services*
Kevin Temple - *North Branch Construction*
Debra Titus - *Human Capital Solutions*
Wayne Vanasse - *ARC Mechanical Contr*
David Voymas - *David Voymas*
Dave Webb - *American Steel & Precast*
Olaf Zwickau - *Air Solutions & Balancing*

SUPERINTENDENT INSTRUCTORS

Kelly Gagliuso - *Gagliuso & Gagliuso*
Bill Hickey - *The H. L. Turner Group*
John Pietroniro - *Stabile Constr. Services*
David Voymas - *David Voymas*

If you're interested in sharing your industry experience and guiding the growth of those in or entering a superintendent position please contact Dan Stover, ABC Chapter Office.

CRAFT TRAINING INSTRUCTORS

Our Craft Instructors are all NCCER certified providing the added benefit of a nationally recognized skills development program for those teaching and being taught. The NCCER curriculum covers all the standard construction trades and is a valuable resource for our training programs, apprenticeship training and other in house training initiatives. We are always interested in adding qualified instructors and trades to our offerings and supporting your internal training efforts. We would like to encourage you to consider joining our team as we continue to provide skills advancement throughout the industry.

NCCER MASTER TRAINER

David Voymas - *David Voymas*

SAFETY INSTRUCTORS

OSHA 10 and 30 Hour Outreach

Jay Fitzpatrick - *WorkSafe New England*
Keith Ronalter - *EnviroVantage*
Patricia Stagno - *Powerskills for Life*
David Voymas - *David Voymas*

Crane

David Webb - *American Steel & Precast*
Phil Lussier - *Granite Edge Safety Trng.*

Lead RRP

Keith Ronalter - *EnviroVantage*

Special Thanks

Special thanks to Dave Benson for his help with our safety programs.

THANKS TO OUR SPONSORS

MAJOR SPONSORS



ABC Workers Compensation Self-Insured Group Trust



EVENT SPONSORS

- **Cobb Hill Construction, Inc.**
- **Hampshire Fire Protection Co. Inc.**
- **Human Capital Solutions, LLC**

ABC Merit Choice

NH Business Review - MEDIA SPONSOR

Saymore Engraving Company - EIC BANNER SPONSOR

Welch Signage and digital graphics - EIC BADGE SPONSOR

FIND GOOD PEOPLE AND HELP THEM GROW

ABC is your resource for information and programs to support your efforts to retain, recruit and develop a skilled workforce.

The future of your company and the construction industry is dependent on **TRAINING, COACHING, LEADERSHIP and MENTORING.**

Participate in ABC sponsored programs. Utilize ABC as a resource for information by contacting the Chapter Office with questions and reading our publications.

Find good people, help them grow and your company and the construction industry will have a bright future!

SEMINAR FACILITATORS

Betsy Abels Kravitz - *Bizbuz Marketing*
Brian Renaud - *The Contractors Plan*
Catherine Barger - *NH Dept of Labor*
Cynthia Flynn - *NH Dept of Labor*
Dave Johnson - *Association Insurance*
Deb Titus - *Human Capital Solutions, LLC*
Diane Carpenter - *NH Dept Empl Security*
Ed Bleiler - *Bay State Financial Services*
Gregg Bryant - *Bedford Cost Segregation*
Jay Fitzpatrick - *WorkSafe New England*
Jeffrey Feingold - *Tax Point Advisors*

Jim Farrelly - *The Rowley Agency*
Kelly Gagliuso, Esq. - *Gagliuso & Gagliuso*
Ken Mastrullo - *OSHA*
Kirk Leoni - *Nathan Wechsler & Company*
Matthew Johnson, Esq. - *Devine Millimet*
Molly McKean, Esq. - *Empl Practices Grp.*
Patricia Stagno - *Powerskills for Life*
Paul Lane, Esq. - *Domestic, Lane & McNamara*
Rick Gagliuso, Esq. - *Gagliuso & Gagliuso*
Ron Ciotti, Esq. - *Hinckley, Allen & Snyder*
Rusty Mosca - *Nathan Wechsler & Co.*

COMPANIES BENEFITING FROM ABC NH/VT CAREER DEVELOPMENT PROGRAMS

A & E Flooring Inc.
AAA Energy Service Co.
ABC flooring Specialists
Abington Group, Inc.
Accurate Air, Inc.
Air Solutions & Balancing
Allied Property Solutions
All-Ways Accessible, Inc.
Amari Company, Inc.
American Steel & Precast
American Steel Fabricators
ARC Mechanical Contr.
Armand E. Lemire Co. Inc.
Assoc. Concrete Coatings
Atlantic Comfort Systems
Belknap Landscape Co.
Binnacle Rigging
Caprioli Painting, Inc.
Carrigg Commercial Bldrs
Carroll Concrete Co.
Casella Waste Services
CMGC Building Corp.
Cobb Hill Construction, Inc.
Cohen Steel Supply, Inc.
Community College System of New Hampshire
Concentra Medical Centers
Construx, Inc.
Control Technologies
Control Technologies - VT
Cormack Constr. Mgmt.
Country Restorations
Deventry Siding Specialists
DEW Construction Corp.
Deyo Construction LLC
Doxsee Roofing Inc.
E. D. Swett, Inc.
Eckhardt & Johnson, Inc.
EnviroVantage
Everett J. Prescott, Inc.

F. H. Hamblet, Inc.
Fimbel Paunet Corp.
Fine Line Interiors
Fringe Benefit Group
Fulcrum Associates, Inc.
Gate City Electric, LLC
Gorman-Thomas, Inc.
Granite State Glass
Granite State Plmb & Htg.
Green Mtn Pipeline Services
H.P. Cummings Construction
Hampshire Fire Protection
Harry-O Electrical Corp.
Hinckley, Allen & Snyder LLP
Interstate Electrical Services
Irish Electric Corp.
J. Lawrence Hall Co., Inc.
Jean Houker Real estate
Kaloutas Painting
Laconia Refrigeration
LaValley Building Supply
Leighton A. White, Inc.
Lewis Builders Development
Life Safety Fire Protection
Longchamps Electric, Inc.
Mark Carrier Construction
Martineau Electric, Inc.
Merrimack Building Supply
Methuen Construction Co.
Metro Walls, Inc.
Mill Steel Corporation
Milton CAT
MMS Northeast, Inc.
Monadnock Cooling Systems
MSI Mechanical Systems
Multi-Weld Services, Inc.
NH Safe and Lock Co. Inc.
Noonan Brothers Painting
North Branch Construction
Northeast Landscaping

Northern Design Precast
Novel Iron Works, Inc.
Oliver Mechanical, Inc.
OSHA - Concord Office
Palmer & Secard, Inc.
Penta Corporation
Polygone
Premier Concrete Constr.
Pro Con, Inc.
RediMix Companies, Inc.
Royal Electric Co., Inc.
S. L. Chasse Weld. & Fab.
Sam Mechanical Services
Schroeder Constr. Mgmt.
Seacoast Scaffold & Equip.
Skillings and Sons, Inc.
So. NH Concrete Construct.
SSW Erectors, LLC
St. Pierre, Inc.
Stafford Oil Co., Inc.
Stahlman Group, Inc.
Stanley Elevator Company
Stephens-Marquis Assoc.
Strafford Cty Comm. Action
Sullivan Construction, Inc.
Superior Fire Protection
TFMoran, Inc.
The Jordan Institute
The rowley Agency, Inc.
Tocco Building Systems
Torphy Construction & Dev.
Trumbull-Nelson Construct.
Turnstone Corporation
TZS Contracting Services
USI - New England
V. R. Concrete, Inc.
Viking Roofing
Waldron Engineer. & Constr.
Wallboard Supply, Inc.

BUSINESS MANAGEMENT / CEO PROGRAMS

There is no shortage of issues facing Mid- and Upper-Management. The Chapter's Education Committee considers a variety of sources, including surveys, to determine topics for our business management programs. Typically 2-3 hours, early AM, the Program targets issues and provides information you can use immediately.

Sample Topics:

- NH Workers' Comp Regulations
- Public Procurement Process
- Contracts
- Labor Dept - Regulations, Compliance & Inspection
- Legal Aspects of Project Delivery & Change Orders
- Prevailing Wage
- Dynamics of Modern Marketing
- Office Operation Efficiency
- Hiring & Retaining Employees
- Managing Employee Relations
- Insurance & Bankruptcy

FUTURE LEADERS IN CONSTRUCTION

October - May

This program has been designed to address the challenges new construction professionals face when they step up a level in their careers. Some of the challenges they face include taking on more of the human management functions, understanding the financial piece of the business and learning how to get the most from their people thru effective leadership. During this 8 month program all of these topics will be addressed. This program is for those who are the future of the organization. Prepare them to lead by supporting them to attend this highly interactive program that can help them become better, more effective leaders.

SUPERINTENDENT COURSES

Includes ABC's Certificate of Achievement In Construction Supervision

Semesters: January-March ■ April-June ■ October-December

Our Superintendent Programs were developed by construction industry professionals to prepare and provide existing or emerging supervisory level people with the knowledge required to perform their duties.

Individuals taking all 5 "required" courses and 3 "electives" receive a **Certificate of Achievement in Construction Supervision.**

Courses include:

- Planning and Scheduling
- Construction Documents
- Leadership and Communications
- Basic Structural Principals
- Building Green
- Introduction to Estimating
- Cost Controls
- Contractor Relations
- Basic Construction Law

2011 Safety Award Winners - CONT'D.

SIC Code 17 - 50,000 - 100,000 Man-Hours

- 1st Place ***Bremco, Inc.***
- 2nd Place ***Piquette & Howard Electrical Service Inc.***
- 3rd Place ***American Steel Fabricators, Inc.***
- Most Improved ***American Steel Fabricators, Inc.***
- Zero Lost Time Cases ***American Steel Fabricators, Inc.***
- Zero Lost Time Cases ***Bremco, Inc.***
- Zero Lost Time Cases ***Piquette & Howard Electrical Service Inc.***

SIC Code 17 - Under 50,000 Man-Hours

- 1st Place ***MSI Mechanical Systems Inc.***
- 2nd Place ***Exterior Designs, Inc.***
- 3rd Place ***MMS Northeast Inc.***
- Most Improved ***MSI Mechanical Systems Inc.***
- Most Creative ***MMS Northeast Inc.***
- Zero Lost Time Cases ***Exterior Designs, Inc.***
- Zero Lost Time Cases ***MMS Northeast Inc.***
- Zero Lost Time Cases ***MSI Mechanical Systems Inc.***

Suppliers

- 1st Place ***Novel Iron Works, Inc.***
- 2nd Place ***Northern Design Precast, Inc.***

NATIONAL ABC STEP AWARD WINNERS

Platinum Level

Leighton A. White, Inc.

Gold Level

Bremco, Inc.
DECCO, Inc.
Hampshire Fire Protection, Inc.
Interstate Electrical Services Corp.
MSI Mechanical Services, Inc.

Silver Level

Andrew's Construction Co, Inc.
Bonnette, Page & Stone
Cormack Construction Management
J. Lawrence Hall Co., Inc.

2011 CONSTRUCTION SAFETY AWARD WINNERS

SIC Code 15 - Over 50,000 Man-Hours

1st Place	North Branch Construction Inc.
2nd Place	Bruss Construction, Inc.
3rd Place	Lewis Builders Development, Inc.
Most Improved	Bonnette Page & Stone Corp.
Zero Lost Time Cases	Bruss Construction, Inc.
Zero Lost Time Cases	North Branch Construction Inc.

SIC Code 15 - Under 50,000 Man-Hours

1st Place	Cobb Hill Construction
2nd Place	Sullivan Construction, Inc.
3rd Place	Meridian Construction Corp.
Most Improved	Carrigg Commercial Builders
Zero Lost Time Cases	Carrigg Commercial Builders
Zero Lost Time Cases	Cobb Hill Construction
Zero Lost Time Cases	Meridian Construction Corp.
Zero Lost Time Cases	Sullivan Construction, Inc.

SIC Code 16 - Over 100,000 Man-Hours

1st Place	Methuen Construction
Zero Lost Time Cases	Methuen Construction

SIC Code 16 - Under 100,000 Man-Hours

1st Place	Leighton A. White, Inc.
2nd Place	Andrews Construction Company, Inc.
Most Improved	Leighton A. White, Inc.
Zero Lost Time Cases	Leighton A. White, Inc.

SIC Code 17 - Over 200,000 Man-Hours

1st Place	DECCO, Inc.
2nd Place	Interstate Electrical Services Corp.
3rd Place	Hampshire Fire Protection Co., Inc.
Most Improved	Interstate Electrical Services Corp.
Zero Lost Time Cases	DECCO, Inc.

SIC Code 17 - 100,000 - 200,000 Man-Hours

1st Place	Denron Plumbing & HVAC, LLC
2nd Place	Skillings and Sons, Inc.
3rd Place	J. Lawrence Hall Co. Inc.
Most Improved	Skillings and Sons, Inc.
Zero Lost Time Cases	Denron Plumbing & HVAC, LLC
Zero Lost Time Cases	Skillings and Sons, Inc.

ABC CRAFT TRAINING PROCESS

ABC NH/VT believes in the need to create skilled crafts people for all construction trades. We actively support this beginning with providing an awareness of construction as a career to school children (career fairs, Construction Career days, etc.) up to high level craft skills training for trade professionals. As an accredited sponsor of the NCCER Craft Training Process we provide training and support for trainers, our own students and your in-house training programs. NCCER curriculum is approved for apprenticeship training and covers over 20 trades. Its materials are available in module form which provides the flexibility to focus on the specific skills development that is needed.

ABC NH/VT SAFETY COURSES

ABC offers OSHA 10-Hour and 30-Hour Courses and other timely programs on topics concerning OSHA standard changes, emphasis programs and other issues.

Topics include:

- Safety Compliance & Regulations
- Accident Investigations, Safety Planning & Analysis
- Communications, HR & Effective Safety Training
- Safety Program Documentation
- Scaffolding
- Occupational Health
- CPR/ First Aid
- Crane - Final Rule Compliance
- Fall Protection - Commercial
- Fall Protection - Residential
- Personal Protection Equipment (PPE)
- Trenching / Excavation / Confined Spaces
- Electrical / Tool Safety
- Steel Erection, Material Handling & Site Control
- Site Inspection
- Arc Flash

ABC NH/VT CHAPTER SAFETY AWARDS PROGRAM

April Deadline

To recognize companies with outstanding safety performance, ABC sponsors an annual safety awards program. Applications and criteria are sent to all members and award recipients are presented their awards at an annual Awards ceremony. The awards provide the winners with tangible evidence of their good safety performance and is valuable documentation to help boost employee morale and use as a prequalification tool with owners.

NATIONAL ABC STEP PROGRAM

(SAFETY TRAINING AND EDUCATION PROCESS)

An extensive evaluation process developed by contractors, for contractors. The STEP Program provides participants with an organized approach to analyze and develop your loss prevention program, provides a valuable method to measure safety program improvements and provides national recognition that can be used as an important business development tool with clients.

FUTURE LEADERS IN CONSTRUCTION

2010-2011 PARTICIPANTS

John Ramsy - *Binnacle Rigging*
Jason Hamblet - *EnviroVantage*
Sean McNamara - *MSI Mechanical*
Ryan Hussey - *Stanley Elevator Co.*
Bill Frisella - *Sullivan Construction*

Scott Southwick - *Sullivan Construction*
Chuck Lennick - *Tocco Bldg. Systems*
Joe Camilo - *Tocco Building Systems*
John Tucci - *Tocco Building Systems*
Scott Willard - *Tocco Building Systems*

A SPECIAL THANKS TO OUR OPENING PANEL AND GUEST LEADERS WHO PROVIDED MUCH WISDOM AND INSIGHT TO OUR CLASS.

Opening Panel

Stacey Clark - *Turnstone Corporation*
Kevin Temple - *No. Branch Constr.*
Robert Rock - *Hampshire Fire Prot.*
KristaSherburne - *EnviroVantage*

Guest Leaders

Tom Avallone - *Cobb Hill Construction*
Susan Bartley - *TFMoran*
Jeff Kevan - *TFMoran*
Rick Gagliuso - *Gagliuso & Gagliuso*
Chris Fletcher - *Secondwind Water*
Scott Knightly - *EnviroVantage*
Tim Long- *Meridian Construction*

ACCREDITED QUALITY CONTRACTOR PROGRAM

The AQC Program recognizes and honors construction firms that document their commitment to excellence in five key areas of corporate responsibility: quality, safety, employee benefits, training and community relations. A company that meets the criteria set forth in the program, and has earned a Safety Training Evaluation Process (STEP) Gold, Platinum or Diamond status, is formally designated an "Accredited Quality Contractor". AQC members that earn this prestigious accreditation receive benefits such as national and local recognition and promotion at industry trade shows, including the American Institute of Architects, Design-Build Institute of America and Construction Users Roundtable. Accredited contractors are allowed to use the AQC designation as a marketing tool on bid documents, letterhead, business cards, brochures and jobsite signs.

DECCO, Inc.

Interstate Electrical Services Corp.

Methuen Construction

MSI Mechanical Systems, Inc.

GREEN CONTRACTOR CERTIFICATION

The ABC Green Contractor Certification Program is designed to document the merit shop construction community's efforts to develop a sustainable workplace environment - both on and off the jobsite - as well as recognize ABC member firms that are green industry leaders.

MSI Mechanical Systems, Inc.

Associated Builders and Contractors — SUMMER BUSINESS DEVELOPMENT —



Join us for ABC NH/VT's
Summer Business
Development Activities

ABC Night at the
Fisher Cats & Seadogs
Thur., July 21

ABC Summer Golf Classic
@ Owl's Nest
Fri., August 5

ABC Seacoast Harbor Cruise
Thur., August 18th

For more info about the above,
contact ABC NH/VT
603/226-4789 www.abcnhvt.org



**NOW MORE THAN EVER ...
ABC MEANS BUSINESS!**

