



Southeast  
Pennsylvania  
Chapter



**When You Think Construction, Think ABC**

# Merit News

ABC This Week

August 8, 2008

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## Upcoming Events at ABC

### Meet the Generals

Crowne Plaza Hotel  
King of Prussia, PA  
Wednesday, August 27

### September Chapter Dinner Meeting

Sheraton Park Ridge  
King of Prussia, PA  
Wednesday, September 17

## Greetings!

Welcome to Merit News, a weekly newsletter brought to you by ABC SEPA.

### IRS Announces Reversal of Longstanding Contractor Rule

The Internal Revenue Service recently announced that it was reversing a long-standing agency position limiting how contractors can use the completed contract method (CCM) of accounting. The IRS has proposed an amendment to the Income Tax Regulations (REG-120844-07 - Rules for Home Construction Contracts), that would allow contractors to qualify for the home construction contract exception regardless of how the property owner is structured. As a part of these proposed regulations, the IRS is asking for feedback on additional technical issues surrounding the completed contract method. ABC has been working with the Construction Financial Management Association (CFMA) on this issue.

### RCO ALERT: Warminster Township, Bucks County

ABC has heard that Warminster Township Board of Supervisors will be considering a RCO at their August 14th meeting. We need your help. ABC would like to identify how many of your employees live in Warminster Township. We would also like to know if an ABC member has previously performed any type of work for the Township. If you have either worked for, or have an employee who lives in Warminster Township, please contact [Jim](#) at the Chapter office.

### New Paycheck stuffer available!

This Fuel Prices paycheck stuffer can be sent to ALL employees

### [Fuel Prices stuffer](#)

### MEMBERS GET SPECIAL PRICING - Philadelphia Construction Expo X

The 10th annual Philadelphia Construction Expo at the new Greater Philadelphia Expo Center in Oaks, PA will be on January 27 & 28, 2009. ABC Members will receive a 10% discount off the show cost. Members MUST sign up through the SEPA chapter to receive the discounted price. If you would like to

Check out the SEPA website, [www.abcsepa.org](http://www.abcsepa.org), for the 2008 [calendar of events](#) where members can register online!

## Welcome New Members!

### Marona Construction

3191 Trewigtown Road

PO Box 283

Colmar, PA 18915

Phone: 215-822-3396

Fax: 215-822-1092

Stephen Saloma, Vice President

ssaloma@maronaconstruction.com

Sponsor: Fred DeVincent, Swerp, Inc.

Volume: Up to \$500,000

Specialty: Sewerage & Drainage, Tunneling, Asphalt Paving

### Voting Resources for Employers

2008 is quickly becoming the most important voting year

to date for contractors. Check back each week to find resources to educate your employees on the issues that could affect their jobs.

The following 8.5" x 11" poster is available for you to print on your printer (best in color):

[Make Sure Your Hard Work Doesn't Go To Waste-Vote](#)

[tzelahy@abcsepa.org](mailto:tzelahy@abcsepa.org)

<http://www.abcsepa.org>

Training Center Closing Number:  
1181

reserve show space download the registration form at: [http://www.abcsepa.org/Events/Construction\\_Expo\\_2009.aspx](http://www.abcsepa.org/Events/Construction_Expo_2009.aspx) or call or email Robin at 610-279-6666 / [ross@abcsepa.org](mailto:ross@abcsepa.org).

### Bucks/Mont Legislative Breakfast

As a part of the Southeast Pennsylvania Chapter's ongoing effort to provide members federal, state and local elected officials an opportunity to meet and discuss important issues, the Chapter is sponsoring a Legislative Breakfast featuring elected officials from Delaware and Chester Counties. All SEPA members are encouraged to attend this informative event to discuss the pressing issues in Washington and Harrisburg.

**When:** Friday, September 26, 2008, 9:00 a.m.

**Where:** Springfield Country Club 400 West Sproul Road, Springfield, PA 19064

**Cost:** FREE

**Registration Form:** Please return to Jim at the Chapter Office.  
**Company:**

\_\_\_\_\_  
**Attendee(s):**  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_ I also would like to also sponsor this breakfast. (\$125.00)

E-mail: [jim@abcsepa.org](mailto:jim@abcsepa.org)

**Mail:** Southeast Pennsylvania Chapter  
Associated Builders & Contractors, Inc.

430 West Germantown Pike, East Norriton, PA 19403

**Fax:** (610) 279-7052

### American Infrastructure Wins 2008 BEST Award

ABC SEPA congratulates American Infrastructure as they have been named a 2008 BEST Award Winner by the American Society for Training and Development. The ASTD BEST Awards recognize organizations that demonstrate enterprise-wide success as a result of employee learning and development. Established in 2003, the BEST Awards Winner's Circle includes small and large private, public, and not-for-profit organizations from around the world. Award winners show that they are BEST at Building talent, Enterprise-wide, supported by the organization's leaders, and fostering a thorough learning culture. American Infrastructure will be honored as an award winner among such companies as Wachovia, United Parcel

Services, Sun Microsystems, T. Rowe Price, etc. at an awards ceremony on October 2, 2008 from 5:30 - 8:30 p.m. at the The Pavilion / Ronald Reagan Building and International Trade Center in Washington, D.C. During this event, American Infrastructure will discover its ranking out of the forty (40) award recipients.

## Upcoming ABC Events

August 5, 2008

### Save the Date!

[September Chapter  
Dinner Meeting](#)

[Meet the Generals](#)

[Awards Sponsorship  
Opportunities](#)

[Chester & Delaware  
Counties Legislative  
Breakfast](#)

### Greetings!

Build your business the Merit way. Join us for our upcoming events and networking opportunities. This is a great way to meet your fellow ABC members!

For registration and sponsorship information, contact

[Robin Ross](#) at 610-279-6666.

**Please Note: the Bowling event has been cancelled.**

### September Chapter Dinner Meeting

Register today for the September 17, 2008 Chapter Dinner Meeting at the Sheraton Park Ridge in King of Prussia, PA at 5:00 p.m. Join us for the *Apprenticeship Graduation and 2008 Membership Recognition Awards!* Sponsorships are also available for this event. Register online at: [www.abcsepa.org](http://www.abcsepa.org).

### Meet the Generals - Sold Out!

Meet the Generals has officially sold out! Sign up today for our waiting list for the next event. For more information, contact Sharon at 610-279-6666.

### Premier Event of the Year - Sponsorship Opportunities

The Merit Construction Awards of Excellence Banquet at the Radisson Valley Forge will be on November 19, 2008 and is the perfect opportunity to promote your company while supporting Merit Construction. Sponsorships available include:

- Lead Sponsor - \$5,000 (10 second commercial looped during the cocktail hour video program shown to all of the attendees, signage throughout the event, corporate name on table tents & logo in program booklet, and five (5) complimentary tickets to the banquet.)
- Cocktail Hour Sponsor - \$3,000 (Tabletop display for sponsor during the cocktail hour, corporate logo on all complimentary drink tickets given to attendees, signage at all event bars, corporate logo on video screen during the cocktail hour, corporate name on table tents & logo in program booklet and two (2) complimentary tickets to banquet.)
- Platinum Sponsor - \$1,500 (Your corporate logo on video screen during the cocktail hour,

corporate name on table tents & logo in program booklet and one (1) complimentary ticket to banquet.)

- Gold Sponsor - \$500 (Corporate name on table tents & logo in program booklet and one (1) complimentary ticket to banquet.)

For more details contact [Robin](#).

#### **Important Dates to Remember for the 2008 Merit Construction Awards:**

1st Deadline for Entry Forms - August 1

Final Deadline for Entry Materials - August 29

Project Judging Day - September 9

Annual Merit Construction Awards Banquet - November 19 (The Waterford Ballroom at the Radisson Valley Forge)

#### **Chester & Delaware Counties Legislative Breakfast**

Join us to meet and discuss Merit Construction with area elected officials on Friday, September 26, 2008 at Springfield Country Club located at 400 W. Sproul Road, Springfield, PA 19064. If you are interested in sponsoring or attending, register online at [www.abcsepa.org](http://www.abcsepa.org) or contact Jeff Zeh or Jim Trammell at the Chapter Office.

#### **2008 Schedule of Events**

August 27, 2008 - Meet the Generals (Crowne Plaza Valley Forge)

September 9, 2008 - Judges Breakfast (Chapter Office)

September 17, 2008 - Graduation & Recognition Dinner (Sheraton Park Ridge)

September 26, 2008 - Legislative Breakfast (Springfield Country Club)

October 9, 2008 - Recruitment / Orientation Event (Chapter Office)

October 15, 2008 - Chapter Dinner Meeting (Sheraton Park Ridge)

October 30, 2008 - Chapter Planning Conference (Chapter Office)

November 19, 2008 - Awards of Excellence Banquet (Radisson Valley Forge)



# Upcoming Classes

July 30, 2008

## Upcoming Classes...

**9/16 LEED AP**  
**9/18 Bond Workshop**  
**9/19 Green Advantage**  
**9/22 Branding Green**  
**9/23 CPR**  
**9/23 Hard Hat Spanish**  
**9/24 Consensus Docs**  
**9/24 OSHA 10**  
**9/24 OSHA 30**  
**9/25 Financial Management for the Non-Financial Manager**

**For more information, contact John Judge at 610-279-6666**

## Diversity Grant Funds Available

SEPA is happy to announce a new scholarship opportunity as an important element of the Chapter Diversity Initiative. The grant seeks to offer a full three or four year training scholarship to a minority employee of a minority owned business. Information about how to apply is available at our website: [www.abcsepa.org](http://www.abcsepa.org) or applications and instructions are available from John Judge at the chapter office. Completed applications must be received in the chapter office no later than close of business June 30, 2008. All ABC Members are encouraged to pass information about the grant on to any potentially eligible person or company

## Greetings!

Welcome to Education News, your news source for class updates!

## The Commuting Cost Crisis - What's an employer to do?

Are you struggling with what to do (if anything) for your employees now that gas prices have topped the \$4 mark? Do your employees drive a company vehicle? Are you wondering what other Delaware Valley employers are doing for their employees?

Don't miss this opportunity to hear the latest trends in flex-time, telecommuting, IRS Section 132 Plans, and compressed work-weeks, as well as other creative perks being used as retention tools. If you've already implemented a strategy to deal with this pressing issue, please share it with us at this Roundtable, or email us your ideas if you can't join us.

**Date:** August 5, 2008, 9AM to 11AM  
**Place:** ABC Office, 430 West Germantown Pike, East Norriton, PA 19403  
**Facilitator:** MEA Manager of Employee Benefits Services, Employment Attorney, and Director of Human Resources Services  
**Cost:** \$35 ABC or MEA Members, \$50 Non-Members

## OSHA 10

The course is designed to provide an overview of required safety regulations to meet Federal OSHA Standards on all construction sites

**ABC SEPA Partners with Lorman Education Services**

ABC Members receive a \$50 discount on classes and teleconferences they attend. You must use the special Priority and Discount Codes.

Priority Code:**16042**  
Discount Code:**F6178898**

For more information or to review classes and teleconferences in our area, visit [Lorman Education Services](#) or contact [John](#) at the Chapter Office.

and for all trades. Participants receive completion cards from OSHA. The course covers personal protective equipment, hand and power tools, material handling, electrical safety, floor and wall openings, scaffolds and ladders, cranes and hoists, and excavation and trenching. Manuals included!

**Course Details**

**Date: 08/05/2008**  
**Start Time: 7:00 AM**  
**End Time: 5:00 PM**  
**Contact: John Judge**  
**Phone: (610) 279-6666**  
**Place: ABC Office**  
**Cost: \$250**

**OSHA 30**

An in depth intensive course to educate construction professionals on Federal regulations and compliance. This course is a must for those desiring a complete education in OSHA regulations. The course will also be instructive on communicating important safety information to other employees. Manuals included! July 22, 29 & August 5, 2008, 7:00 a.m.- 5:00 p.m. (meals provided)

**Course Details**

**Date: 08/05/2008**  
**Start Time: 7:00 AM**  
**End Time: 5:00 PM**  
**Place: ABC Office**  
**Cost: \$625**

**Blueprint Reading**

A one full day intensive training designed to provide those new to construction with basic blueprint terms, components and symbols. Covers the different types of blueprint drawings, and teaches how to interpret and use drawing dimensions.

**Course Details**

Date: August 15  
Time: 8:00 a.m. - 4:00 p.m.  
Place: ABC Chapter Office

Cost: \$150, \$100/each for 2 or more from the same company

Instructor: Vincent McAffrey

## Green Advantage

This certification, developed jointly by Green Advantage (GA) and the Delaware Valley Green Build Council (DVGC), is a nationally recognized Environmental Certification designed to certify construction practitioners, contractors, subcontractors, trades people, managers, superintendents, foreman, project managers, and line personnel. The certification, which is complimentary to LEED Certification will teach attendees how to integrate green practices and strategies into the construction process to lighten the impact on the environment and improve the health of construction workers and building occupants. The training course includes the Green Advantage Commercial Certification Exam.

Included in the Course:

- The Cost of Green Building
- Constructing a Green Building
- LEED Rating System
- Construction Waste Recycling
- Fly Ash Instruction
- Finishing a Green Building
- And Much More!

### Course Details

**Date: August 21, 2008**

**Time: 8:00 AM to 5:00 PM**

**Place: ABC Office**

**Exam Dates: July 29 or 31, 9:00 to 11:00 a.m. (student must schedule day of class)**

**Cost: \$450**

**(includes continental breakfast, lunch and snacks)**

**For more information, a detailed course outline,**

**Or to register, go to:**

**<http://www.greenadvantage.org>**

## Conducting an Effective Accident Investigation Part 2

ABC members are invited to attend this OSHA Partnership event designed to both share and gain new information on specific safety topics. Special Guest Speakers Ron Witt of American Infrastructure and Marie Wright of Worth & Co. will discuss how to find the root cause of an accident as opposed to assigning blame, as well as effective step by step procedures to ensure proper data collection. Members of the Safety Committee will be on hand as well to discuss their company procedures when an accident occurs. Members of the local OSHA Offices will also be available to answer questions.

Please bring copies of any policies or publications you can share on this topic!

**Date: Friday, September 12, 2008**

**Time: 9:30 - 11 a.m.**

**Place: ABC Office**

**Cost: FREE**

**Email [John Judge](#) to register today!**

## LEED AP

This course will provide prospective LEED APs with an overview of the LEED for New Construction (NC) accreditation process and helpful tips and resources for passing the exam. We will review all sections of the LEED-NC v2.2 Rating Systems, discuss logistics of the LEED AP exam, including exam format and content, provide tips on how to prepare for the exam and provide you with some sample test questions. No course can provide "all the answers to the exam," and in order to pass you will still need to spend additional study time outside the review course in order to prepare for the exam. Course Prerequisite: Prior to the first session, attendees must have access to the LEED-NC v2.2 Reference Guide (~400 pages) to use while studying. Additionally, attendees should review the Rating System (~80 pages) and be familiar with the six LEED categories (SS, WE, EA, MR, EQ, and ID). Attendees are encouraged to read the appropriate LEED Reference Guide sections prior to each evening so you can ask questions about information you read that was unclear.

The ~80 page Rating System is available for free download here:  
<https://www.usgbc.org/ShowFile.aspx?DocumentID=1095>

At the end of this class, participants will:

- Understand the basics of the LEED-NC Credits' Intents and Requirements.
- Understand the LEED process, including LEED-Online.
- Be able to study smarter for the LEED AP Exam and feel more confident.
- Know what to expect on the exam.
- Know how to register for your LEED AP exam!

**Dates: Sept. 16 (Intro, WE, EA, ID), Sept. 23 (SS, MR), & Sept. 30 (EQ, Process) from 4:00 to 7:00 PM**

**Place: ABC Office**

**Cost: \$375**

**Instructors: Scott Kelly, AIA, LEED AP, Principal, Re:Vision Architecture; Michelle Robinson, LEED AP, Sustainability Specialist, Re:Vision Architecture**

## Building Your Brand for the Green Economy

Are you now finding your company is participating in more Green Building Construction? -Have you and members of your team become LEED AP or Green Advantage certified?

-How can you effectively use this experience to positively impact your company image?

The purpose of this seminar is to introduce participants to brand and

brand identity principles as they apply to the new Green Economy. Find out what successful green brands are doing to differentiate their companies and impact their bottom line. Participants are encouraged to bring online brand challenges for discussion.

**Date: September 22, 2008**

**Time: 4 to 5:30 pm**

**Place: ABC Office, 430 West Germantown Pike, East Norriton, PA 19403**

**Cost: \$75**

Instructor: Orly Zeewy is a brand identity consultant and communications strategist with more than 20 years of experience in design, brand strategy and marketing communications. She is the recipient of numerous awards and her identity work has been widely published both nationally and internationally. For fourteen years, she ran Zeewy Design and Marketing Communications, where she earned a reputation for solid, business-based solutions for clients such as Kraft General Foods, Prince Manufacturing, Inc., CoreStates and Astra/Merck. In 2001, she left The Vanguard Group where she was Senior Design Manager to start her consulting practice. Orly is an adjunct professor at Philadelphia University and Temple University and is a guest lecturer at the University of Pennsylvania

**Associated Builders and Contractors, Inc.**  
430 W. Germantown Pike  
East Norriton, Pennsylvania  
19403

[www.abcsepa.org](http://www.abcsepa.org)

**For more information on any of the classes listed above, please contact [John Judge](#) at the Chapter Office.**

## Registration

Print and fax to:

610-279-7052

Attn:

John Judge

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Contact Number: \_\_\_\_\_

Email: \_\_\_\_\_

Attendees: \_\_\_\_\_

Class Title: \_\_\_\_\_

Check enclosed  Visa  Mastercard

Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Signature

Print Name

**A reservation constitutes a financial commitment unless cancelled by 5:00 p.m. one week (5 business days) prior to the class.**

