



# **Building a Winning Award Submission**

## **A Guide to the ABC Excellence in Construction Awards Application**

**With...**

**Dan Gearin - Director of Programs, Events & Marketing - ABC Massachusetts**

**Greg Beeman - President & CEO - ABC Massachusetts**

**Charlie Chieppo - Principal - Chieppo Strategies LLC**

# Meet Our Panelists



**Greg Beeman**  
President & CEO  
ABC Massachusetts



**Dan Gearin**  
Director of Programs, Events & Marketing  
ABC Massachusetts



**Charlie Chieppo**  
Principal  
Chieppo Strategies LLC  
*ABC MA's PR Consultant*

# Why Should We Enter?

# Benefits

- Provides a unique tool in building relationships with key clients.
- Tremendous opportunity to build morale within your company as your employees earn the public recognition they deserve for delivering a highly successful job.
- Grow your business by raising your company's profile among industry leaders.

# Excellence in Construction Awards Event





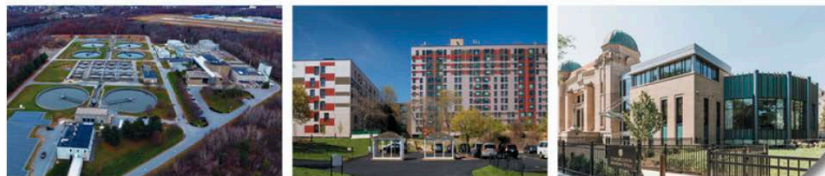
# ABC MA's Building Massachusetts Magazine

THE VOICE OF MERIT SHOP CONSTRUCTION WINTER 2020

## Building MASSACHUSETTS



## 27<sup>th</sup> ANNUAL EXCELLENCE IN CONSTRUCTION AWARDS



### Recognizing the Best of 2019

**27<sup>th</sup> ANNUAL EXCELLENCE IN CONSTRUCTION AWARDS**

**2019 Excellence in Construction Award Winners**

**2019 Excellence in Construction Award Sponsors**

View past issues online at [www.meritmagazine.com/magazine](http://www.meritmagazine.com/magazine) or Winter • 2020

### EAGLE AWARDS

**J.M. Coull**

**Erland Construction**

View past issues online at [www.meritmagazine.com/magazine](http://www.meritmagazine.com/magazine) or Winter • 2020

### MERIT WINNERS

**Windover Construction**

**Callahan Construction Managers**

**D.M.H. Electric Inc.**

**HEALTHY HOMES FOR BETTER LIVING! ASAP ENVIRONMENTAL, INC.**

View past issues online at [www.meritmagazine.com/magazine](http://www.meritmagazine.com/magazine) or Winter • 2020

### Interstate Electric Services

**Exterior Designs**

**Exterior Designs**

View past issues online at [www.meritmagazine.com/magazine](http://www.meritmagazine.com/magazine) or Winter • 2020




# ABC MA User's Guide and Directory


## Building

# MASSACHUSETTS


2019-2020 CONSTRUCTION USERS' GUIDE AND DIRECTORY




Associated  
Builders and  
Contractors  
**Massachusetts**



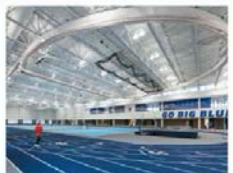
**Project: Moravia - Somerville, MA**  
Company: Callahan Construction Managers



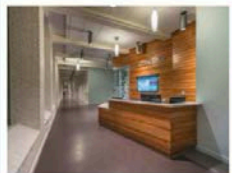
**Project: Fitchburg Medical Marijuana Facility - Fitchburg, MA**  
Company: BECO, Inc.




**Project: Nahata Lighthouse - Woods Hole, MA**  
Company: EnviroVentage




**Project: Seydur Center at Phillips Academy - Andover, MA**  
Company: Leland Construction




**Project: 101 Jackson Street Expansion - Lowell, MA**  
Company: JIM Crell, Inc.




**Project: 9 Williams Street - Boston, MA**  
Company: Kaplan Construction



**Project: Tote House Brewing Process Piping - Chatham, MA**  
Company: Nitch Mechanical Constructors



**Project: Baystate Medical - Springfield, MA**  
Company: Nitch Mechanical Constructors



**Project: Assembly Row Block 6 - Somerville, MA**  
Company: B & B Window Contractors, Inc.

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

### Winners of our 26th Annual ABC Excellence in Construction Awards - continued

**General Contractor - Industrial - All Contract Types**

**Project:** Tote House Brewing Process Piping - Chatham, MA  
**Company:** Nitch Mechanical Constructors

**Highlights:**

- Industrial piping project in a highly congested area with limited access.
- Complex piping layout with multiple levels and tight clearances.
- Successful completion of the project on time and within budget.

**General Contractor - Other Specialty Construction - All Contract Types**

**Project:** Baystate Medical - Springfield, MA  
**Company:** Nitch Mechanical Constructors

**Highlights:**

- Complex piping project in a highly congested area with limited access.
- Successful completion of the project on time and within budget.

**Specialty Contractor - Mechanical - All Contract Types**

**Project:** Baystate Medical - Springfield, MA  
**Company:** Nitch Mechanical Constructors

**Highlights:**

- Complex piping project in a highly congested area with limited access.
- Successful completion of the project on time and within budget.

### More ways that ABC assists merit shop contractors in building better businesses

Insurance Builders and Contractors, Inc. is the only association dedicated to ensuring that merit shop contractors can compete fairly in the marketplace. Key to our success is providing services that help our members build and grow their businesses. For details, contact us at 781-275-6500 or visit [www.abcmma.org](http://www.abcmma.org).

**HEALTH INSURANCE BENEFIT PLANS**

ABC offers a variety of health insurance benefit plans to its members. These plans are designed to help members provide the best benefits for their employees while keeping costs as low as possible.

**WORKERS' COMPENSATION**

ABC offers a variety of workers' compensation benefit plans to its members. These plans are designed to help members provide the best benefits for their employees while keeping costs as low as possible.

**LEGAL RESOURCES**

ABC provides a variety of legal resources to its members, including access to a network of attorneys and legal experts who can help members with a wide range of legal issues.

**BUSINESS DEVELOPMENT**

ABC provides a variety of business development resources to its members, including access to a network of business development experts who can help members grow their businesses.

**GOVERNMENT AFFAIRS**

ABC provides a variety of government affairs resources to its members, including access to a network of government affairs experts who can help members navigate the regulatory process.

**EDUCATION & TRAINING/SAFETY**

ABC provides a variety of education and training/safety resources to its members, including access to a network of education and training/safety experts who can help members improve their skills and knowledge.

### Introducing the winners of our 26th Annual ABC Excellence in Construction Awards

**General Contractor - Residential - All Contract Types**

**Project:** Assembly Row Block 6 - Somerville, MA  
**Company:** B & B Window Contractors, Inc.

**Highlights:**

- Complex window installation project in a highly congested area with limited access.
- Successful completion of the project on time and within budget.

**Specialty Contractor - Other Specialty Construction - All Contract Types**

**Project:** Assembly Row Block 6 - Somerville, MA  
**Company:** B & B Window Contractors, Inc.

**Highlights:**

- Complex window installation project in a highly congested area with limited access.
- Successful completion of the project on time and within budget.

**General Contractor - Industrial - Over \$10M**

**Project:** Tote House Brewing Process Piping - Chatham, MA  
**Company:** Nitch Mechanical Constructors


**Highlights:**

- Industrial piping project in a highly congested area with limited access.
- Complex piping layout with multiple levels and tight clearances.
- Successful completion of the project on time and within budget.


### Advantages to installing merit shop contractors in all your building projects

- Best Value Results:** According to 2017 ABC government data analysis, merit shop contractors consistently deliver the best value for their clients, resulting in cost savings of up to 10% compared to non-merit shop contractors.
- Quality & Safety:** Merit shop contractors are more likely to adhere to industry best practices and safety standards, resulting in higher quality work and fewer safety incidents.
- Local Economy:** Merit shop contractors are more likely to hire local workers, which helps support the local economy and create jobs.
- Transparency:** Merit shop contractors are more likely to provide transparent pricing and communication, which helps build trust and ensures that clients are getting the best value for their money.


### Means Construction Excellence



**Project: Moravia - Somerville, MA**  
Company: Callahan Construction Managers



**Project: Fitchburg Medical Marijuana Facility - Fitchburg, MA**  
Company: BECO, Inc.



**Project: Nahata Lighthouse - Woods Hole, MA**  
Company: EnviroVentage

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

# Why Should We Enter?

- Pre-prepared press release provided by ABC Massachusetts.
- ABC MA will try to set up site visits with local politicians and legislators to tour the winning projects, allowing media coverage for the project.
- Social media exposure - ABC MA promotes all our winning projects across our three major platforms:
  - LinkedIn - 4,300 followers
  - Twitter - 940 followers
  - Facebook - 620 followers
- Promotion in the ABC MA Weekly Newsletter, distributed to over 1,200 industry professionals.



# Judging Process

# Judging

- An independent panel of judges from the architectural, engineering, contractor, developer and owner communities will evaluate each project based on the entry package and on-site inspections, as deemed necessary. The panel of judges will determine award winners and its decisions are final.
- Projects will be judged, using the criteria outlined in Judging Criteria, on:
  - Format/Requirements
  - Description/Scope
  - Narrative
  - Safety
  - Photography
  - Endorsements
  - Supplemental Materials (Press, PR)
  - AQC Contractor

# Application Overview

# Creating Your Account

[HOME](#) [MY ACCOUNT](#)

## Login or Create an Account

Login

Email Address \*

Password \* [lost password?](#)

☐ remember me

Login

Create a New Account

Email Address \*

First Name \*

Last Name \*

Company Name \*

Create a Password \*

Retype Password \*

[Back](#) [Register](#)



# Purchasing Your Application

## 2020 Chapter EIC Awards

**Company \***

Full name of **ABC member company** submitting the project. Do not include abbreviations; this will be used for printed materials as indicated.

**Project Title \***

**Project Location (city, state) \***

**Final Contract Amount \***

Enter the full numerical value (i.e. 2000000).

**Category \***

General Contractor

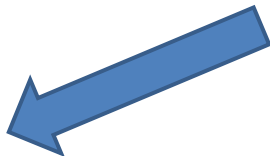
Institutional

Projects owned by schools, churches and local governments; with the exception of healthcare facilities.

All Contract Amounts

Be sure to confirm you are entering the correct category, and the category description is correct for your project.

As you change the main category, the options for sub-categories will automatically change based on what you have selected



# Purchasing Your Application

## Contact Information

Applicant First Name \*

Applicant Last Name \*

Applicant Job Title

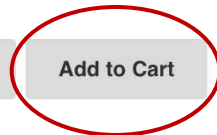
Applicant Phone

Applicant Email \*

Save

Add to Cart

Once you have completed this page, click "Add to Cart"



# Finalizing Application Purchase

## 28th Annual Excellence in Construction Awards

Submission Deadline: August 14

[HOME](#) [MY ACCOUNT](#)

Welcome Dan Gearin

- Home
- Change Program
- My Applications
  - All (1)
  - In Cart (1)
- Invoices
- My Judging Assignments
- My Profile
- Change Password
- Admin Panel
- Log Out

[Home](#) / [Carts](#) / [2020 Chapter EIC Awards](#) / [Confirmation](#)

### Review and Checkout

#	Title	Program	Cost	Details	Action
23060	Sample Project	2020 Chapter EIC Awards (Registration - Intent to Compete)	\$325.00	Entry Fee	<a href="#">Select</a>   <a href="#">Copy Application</a>   <a href="#">Remove</a>

Total: \$325.00 USD Apply

[Make Another Submission](#) [Print All Applications](#) [Check Out](#)

# Finalizing Application Purchase

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Submission Deadline: August 14

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Make Another Submission Print All Applications Checkout





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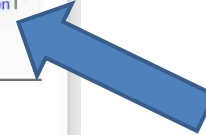
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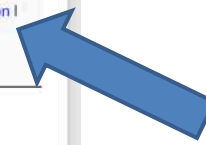
Home / Carts / 2020 Chapter EIC Awards / Confirmation

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Make Another Submission Print All Applications Checkout



# Check Out

## 28th Annual Excellence in Construction Awards

Submission Deadline: August 14

[HOME](#) [MY ACCOUNT](#)

Welcome Dan Gearin

Home

Change Program

My Applications

All (1)

In Cart (1)

Invoices

My Judging Assignments

My Profile

Change Password

Admin Panel

Log Out

Total Amount Due: \$325.00

☐ Pay by Check

☒ Pay by PayPal Express Checkout

You will be redirected to PayPal.

Back

Process

# Check Out

28th Annual

Excellence in Construction Awards

Submission Deadline: August 14

HOME

MY ACCOUNT

Welcome Dan Gearin

Home

Change Program

My Applications

All (1)

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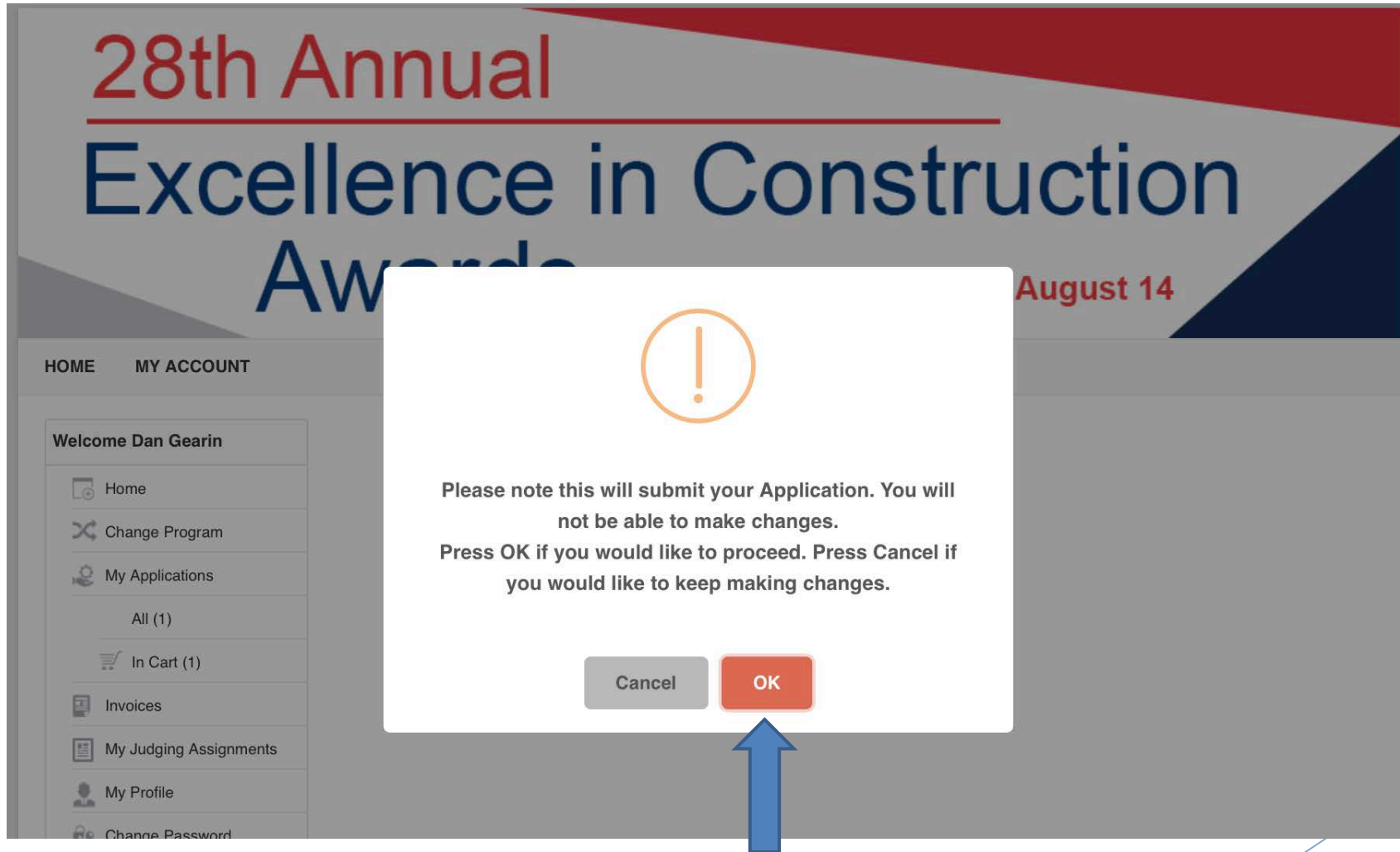
You will be redirected to PayPal.

Back

Process



# Check Out



# In-Progress Applications

28th Annual

Excellence in Construction Awards

Submission Deadline: August 14

HOME

MY ACCOUNT

Welcome Dan Gearin

Home

Change Program

My Applications

All (2)

Needs Attention (1)

Complete (1)

Invoices

My Judging Assignments

My Profile

Change Password

Admin Panel

Log Out

Home / Invoices / Invoice # 15565

Some of your Applications require additional information. [Click to continue](#)

Your project has been registered. Be sure to proceed to the Submission Materials round to complete your application. Good luck!

Invoice # 15565

Back To List

Pay

Print Invoice

Print Invoice and All Applications

Payment Status: Not Paid

Date	Details	Amount	Notes	Action
6/8/2020	23060, General Contractor > Institutional > All Contract Amounts, Sample Project	\$325.00	Entry Fee	<a href="#">Print Invoice</a>
Total:		\$325.00		

# In-Progress Applications

28th Annual

Excellence in Construction Awards

Submission Deadline: August 14

HOME

MY ACCOUNT

Welcome Dan Gearin

Home

Change Program

My Applications

All (2)

Needs Attention (1)

Complete (1)

Invoices

My Judging Assignments

My Profile

Change Password

Admin Panel

Log Out

Home / Invoices / Invoice # 15565

Some of your Applications require additional information. [Click to continue](#)

Your project has been registered. Be sure to proceed to the Submission Materials round to complete your application. Good luck!

Invoice # 15565

Back To List

Pay

Print Invoice

Print Invoice and All Applications

Payment Status: Not Paid

Date	Details	Amount	Notes	Action
6/8/2020	23060, General Contractor > Institutional > All Contract Amounts, Sample Project	\$325.00	Entry Fee	<a href="#">Print Invoice</a>
Total:		\$325.00		



# In-Progress Applications

28th Annual

Excellence in Construction Awards

Submission Deadline: August 14

HOME

MY ACCOUNT

Welcome Dan Gearin

Home

Change Program

My Applications

All (2)

Needs Attention (1)

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My Profile

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Home / Invoices / Invoice # 15565

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28th Annual

Excellence in Construction Awards

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Invoice # 15565

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Print Invoice

Print Invoice and All Applications

Payment Status: Not Paid

Date	Details	Amount	Notes	Action
6/8/2020	23060, General Contractor > Institutional > All Contract Amounts, Sample Project	\$325.00	Entry Fee	<a href="#">Print Invoice</a>
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# Adding to Your Application

## 28th Annual Excellence in Construction Awards

Submission Deadline: August 14

[HOME](#) [MY ACCOUNT](#)

Welcome Dan Gearin

- Home
- Change Program
- My Applications
  - All (2)
  - Needs Attention (1)
  - Complete (1)
- Invoices
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Program: 2020 Chapter EIC Awards  
[\[Change Program\]](#)

### Needs Attention

#	Title	Program	Action
23060	Sample Project	2020 Chapter EIC Awards (Submission Materials)	<a href="#">Open</a>

Showing 1 to 1 of 1 entries

# Adding to Your Application

## 28th Annual Excellence in Construction Awards

Submission Deadline: August 14

[HOME](#) [MY ACCOUNT](#)

Welcome Dan Gearin

- Home
- Change Program
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[Home](#) / [My Applications](#) / [Application](#)

### 2020 Chapter EIC Awards

[Applicant Information](#) → [Project Information](#) → [Contracted Scope](#) → [Subcontractors](#) → [Project Narrative](#) → [Photographs](#) → [Safety](#) → [References](#) → [Supplemental Materials](#) → [AQC Participants](#) → [STEP Participants](#) → [Social Media and Entry Sample Release](#) → [Project Entry Qualifications, Rights and Agreement](#)

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#### Overall Presentation and Conformance to Entry Requirements - 5 points

Each entry will be judged on overall presentation and conformance to entry requirements. Keep the following in mind:

- Uploaded documents should be pleasing to the eye and legible. Points will be deducted for type that is too small to easily read.
- Points will be deducted for grammatical errors, spelling mistakes and other typographical errors.
- Be sure to utilize all allowable space to demonstrate why your project deserves an award.

#### Project Information

# Application Tabs Overview

[Home](#) / [My Applications](#) / [Application](#)

## 2020 Chapter EIC Awards

[Applicant Information](#) → [Project Information](#) → [Contracted Scope](#) → [Subcontractors](#) → [Project Narrative](#) → [Photographs](#) → [Safety](#) →  
[References](#) → [Supplemental Materials](#) → [AQC Participants](#) → [STEP Participants](#) → [Social Media and Entry Sample Release](#) →  
[Project Entry Qualifications, Rights and Agreement](#)

# Contracted Scope

## 10 Points

- Include up to one full page, ensuring legibility when selecting font design and size.
- Provide a description of your scope for this project including the following information:
  - Type of construction
  - Size of project Contract value Length of project
  - Percentage of labor that is self-performed
  - Any subcontracted work performed by fellow ABC members, suppliers or associates/industry Professionals, if applicable
- Describe the opportunities you provided to the construction community to participate based on merit.



# Project Narrative

## 30 Points

- Include up to four pages, ensuring legibility when selecting font design and size. Four pages are highly recommended, and photos/images may be incorporated.
- The focus of the narrative should be the construction (i.e. erection, installation, modification, grade footprint, etc.) of the project. Be sure to include the following items:
  - Describe any innovative programs relating to quality control.
  - Describe any innovative programs relating to scheduling.
  - Describe any value analysis/engineering process used on the project. Indicate any special obstacles you overcame in completing the project.
  - Describe any difficulties or extenuating circumstances encountered in completing the project. Describe any innovative programs or methods related to productivity.
  - Describe the opportunities you provided to the construction community to participate based on merit.

# Photographs

## 8 Points

- Submit up to **ten high-quality photographs** (jpg format only) of the project.
- The full ten photos are highly recommended.
- To obtain maximum points, all projects should include “in progress” photos in addition to the completed project. Restoration and Renovation projects should include “before and after” images.
- It is recommended to include photos that are relevant to the challenges and solutions outlined in the narrative.
- Provide a short descriptive caption for each photograph in the text box provided, but keep the electronic images clear of any labels or captions.
- If any photos being submitted were taken by a third-party photographer, a photography release form must be submitted.

# Project Safety

## 31 Points

- No project that involves a safety-related fatality is eligible for an Excellence in Construction Award.
- No company that experiences a safety-related fatality of a direct employee within the current program year (Oct. 16, 2019-Oct. 15, 2020) is eligible to submit a project.
- You must include your company's OSHA Form 300A & OSHA Form 300 (project specific, if available) for the year(s) the project was under construction.
- In order to be eligible to win an award, the company must have a written Safety and Health Policy Manual.
- Your company does not need to sign the Drug and Alcohol Free pledge in order to be eligible to win an award on the local chapter level.

# References

## 10 Points

- General Contractors must submit letters from at least the owner and the architect.
- Specialty Contractors must submit a letter from at least the general contractor. If not working under a general contractor, you must submit a letter from at least the owner.
- Second and third-tier subcontractors must at least submit a letter from their prime contracting entity.
- Letters will be assessed for their level of quality (content and position of author).
- Provide a short description in the text box provided of how the author of each letter was involved in the project.

# Supplemental Materials

## 2 Points

- Up to five documents.
- Provide any miscellaneous supporting materials such as diagrams and other graphics, media coverage, awards and promotion.
- This is your chance to submit videos:
  - Hyperlink your videos to a PDF document (YouTube, Vimeo, etc.)
  - Include a header on the PDF describing what it is
  - Include a brief description of each video



# Optional ABC Sponsored Programs

## 4 Potential Points

- **AQC Contractor (optional) - 2 Points**
  - If your company is designated as an ABC 2020 Accredited Quality Contractor (AQC) member, include a copy of the company certificate. AQC status is not required to submit a project for an Excellence in Construction award.
  - For more information about AQC and to download an application, visit [abc.org/aqc](http://abc.org/aqc)
- **STEP Participation (optional) - 2 Points**
  - If your company is a Safety Training and Evaluation Process (STEP) participant, include a copy of the company certificate from the year(s) the project was performed or from the current year. STEP participation is not required to submit a project for an Excellence in Construction award.
  - For more information about STEP, visit [abcstep.org](http://abcstep.org)

# Working Through Your Application

## 28th Annual Excellence in Construction Awards

Submission Deadline: August 14

[HOME](#) [MY ACCOUNT](#)

Welcome Dan Gearin

- Home
- Change Program
- My Applications
  - All (2)
  - Incomplete (1)
  - Complete (1)
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- My Profile

Program: 2020 Chapter EIC Awards  
[\[Change Program\]](#)

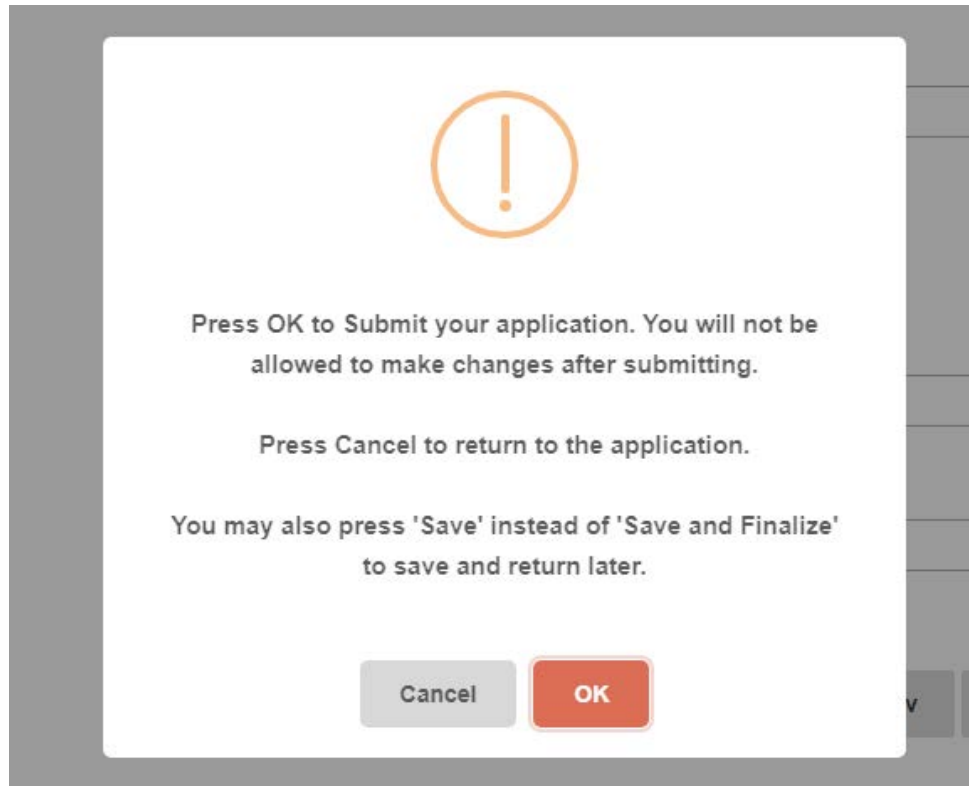
### Incomplete

#	Title	Program	Action
23060	Sample Project	2020 Chapter EIC Awards (Submission Materials)	<a href="#">Edit</a>   <a href="#">Print</a>

Showing 1 to 1 of 1 entries

# Finalize and Submit

- Make sure that your application is proofed and ready to be judged.
- Once you click “OK” you will not be able to edit your application.



# Tips for Success

# Tips for Success

- Read instructions.
- Follow directions.
- Do not exceed word limits.
- Pay attention to clarity/specific language.
- Proofread - avoid typos and grammatical errors.
- Keep the focus on the project and the work performed, not on marketing your company.



# Tips for Success

- Provide specific examples, not generalizations. NO: There were scheduling challenges. YES: The schedule was cut by two weeks just prior to our commencing on-site work.
- Avoid clichés. NO: This project allowed us to shine. YES: This project allowed our project managers and field personnel to demonstrate flexibility and ingenuity in meeting unforeseen conditions and a reduced schedule.
- Include work-in-progress photos.
- Have a strong endorsement letter from the owner/GC (if sub entry).

# Don't Hesitate to Reach Out



**Greg Beeman**  
ABC Massachusetts  
[greg@abcma.org](mailto:greg@abcma.org)



**Dan Gearin**  
ABC Massachusetts  
[dan@abcma.org](mailto:dan@abcma.org)



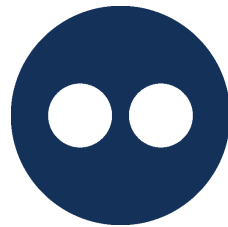
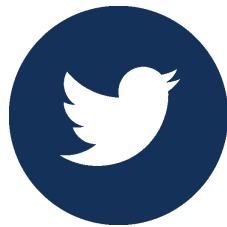
**Charlie Chieppo**  
Chieppo Strategies LLC  
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# Thank you for joining us.

If you have any remaining questions, please send your inquiry to [dan@abcma.org](mailto:dan@abcma.org) and we will respond to you as soon as we can.

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