



## APRIL 2019 Newsletter

Promoting the growth, prosperity and participation of Hispanic Commercial Contractors in commercial and government procurement contracts through education, training and guidance.

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On April 18th, The Barbour Group, LLC in partnership with AHCC exhibited at the 29th Federal Government Conference at the Walter E. Washington Convention Center to spread our mission to help Hispanic commercial contractors grow and prosper. We caught the attention of several contracting officers. AHCC is getting noticed for our mission!



May 2, 2019 Vanessa Lopez and Karen Barbour were panelists representing AHCC and The Barbour Group, respectively, at the BWI Synergy Business Networking Symposium. Our panel, The Importance of Small Business Representation, was well attended and fellow panelists, Wayne R. Frazier of [MWMA](#) and Cindy Shao of the [Asian American Chamber of Commerce](#) agreed on several key points such as the importance of negotiating your contracts, understanding that the Code of Maryland (COMAR) is not fully updated to embrace new laws such as the Change Order Fairness Act (passed 2016), always confirm the amount of liquidated damages even though they may not be stated in your contract, learn who your legislative representatives are to educate them on how the public and private sectors can better embrace the MBE communities, and join an organization like one of ours that will support your efforts to grow your company. For more information on the event, click here: <https://synergybwi.com/>



There are SIX upcoming events in May-June you won't want to miss!

May 10th - No Cost to Attend - Meet Prime Construction Firms and over 90 Other Prime Companies at the MWMCA Business Showcase Expo - [Register Here](#)

May 17th - Montgomery County Chamber of Commerce pathway to Growth Procurement Conference of 2019 from 8:00 am to 3:00 pm EST. [Register Here](#)

May 22nd - Karen Barbour, co-founder of AHCC and president of The Barbour Group will be one of three surety bonding agencies on hand to help DBE firms secure bonding at DC Department of Transportation's Bonding Education Fair from 5:00 pm to 8:00 pm. It's Free. [Register Here](#)

May 23rd - AHCC's Ask the Construction Law Expert from 11:30 am to 1:00 pm EST - Webinar [Register Here](#) to ask Tracy Steedman, of [Adelberg Rudow](#), recognized in The Best Lawyers in America for Construction Law in Maryland and as a 2019 top 50 Women and Top 100 Maryland Super Lawyers any legal construction question you have and learn about what is trending in the Maryland Metro area that could help or hurt your business.

May 23 - Northern Virginia Hispanic Chamber of Commerce is hosting their 2019 Construction and Infrastructure Job Fair from 10:00 am to 2:00 pm in partnership with Heavy Construction Contractors Association HHCA. [Register Here](#)

June 12th - AHCC is hosting with K2 Construction Consultants Project Controls, Claims and Schedule Analysis - an In-Classroom and LIVE Webinar event from 11:30 am to 1:00 pm EST. Our presenter is William Rosado, Project Control Specialist, who is in charge of Planning and Scheduling, Measurement and Schedule Analysis, Progress Reports, Estimation and Resource Control, Time Phased Budgeting, Marketing, Business Development and Process Improvements, as well as Training for clients such as Construction Managers, Contractors, Developers, and Owners. He is quite the expert and AHCC is honored to bring his talents to our members and guests. [Register Here](#)



AHCC is proud to announce a new member, Global Construction and Mechanical, LLC located in Gaithersburg, MD and 100% owned by Fredy Carranza. Visit their website to learn more about their company - [www.globalconstmech.com](http://www.globalconstmech.com)

Thier "mission is to provide value to [their] customers by improving facility environments through increased comfort while reducing energy consumption for a more sustainable planet."

Fredy Carranza was born in El Salvador, arriving in the US in 1985. He established his company in 2005 and runs the day-to-day operations, dedicating himself to providing exemplary customer service.

WELCOME AND THANK YOU GLOBAL CONSTRUCTION AND MECHANICAL, LLC!!!



AHCC brought to MDOT/SHA's attention the issues with their new performance and payment bond requirement. Just recently, as seen with Georgia DOT, MDOT changed the bond requirement from 100% of the contract value to 125%. This new requirement conflicts with the statutory code of MD, with the Code of Maryland (COMAR) and with the Miller Act - all of which specify that the bond penalty shall not exceed 100% of the contract value.

Why is this important? Well for one, the Small Business Administration's Office of Bond Guarantees cannot support bonds exceeding 100% of the contact value. So, all the contractors (mostly minority and small businesses) supported by this program can no longer receive bond support as a result. Secondly, most of the surety companies that support small business are prohibited by their reinsurance agreements to issue bonds that exceed the contract value.

Today, there are very few small and minority firms that are able to bid as prime on DOT work. Now there will be even fewer due to this new bonding requirement. AHCC does not understand how a specification can trump statutory law. The good news is that MDOT postponed a project once Karen Barbour brought this to their attention. Let's hope the other state DOT agencies follow MDOT. If the DOT state agencies can modify their contract language to say that they can increase the contract value by 25% without notice to the surety and leave the bond penalty capped at 100%, then we will have business as usual restored. More to follow. But, please check your bond requirements in the meantime.

**UPDATE: ON APRIL 23, 2019, SECRETARY RAHN THANKED KAREN BARBOUR, VIA LETTER, FOR BRINGING THIS BOND PENALTY ISSUE TO HIS ATTENTION AND AGREED THAT THERE IS NO REASON TO HAVE A BOND PENALTY GREATER THAN 100%!! WAY TO GO SECRETARY RAHN. THANK YOU.**

A new retention law was passed by the Governor on April 30, 2019. HB 1231 - Retention This was spearheaded by AGC of Maryland. It requires requires payment of undisputed retainage within 90 days of substantial completion, as defined by the relevant contract. This is a big win, especially for small businesses.

**THANK YOU TO OUR GENEROUS PARTNERS!  
¡AGRADECEMOS A NUESTROS PATROCINADORES!**

