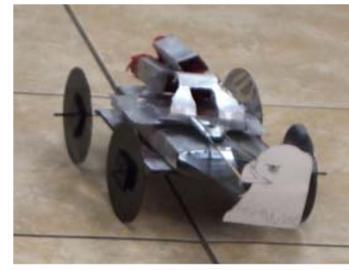


# OUR PEOPLE SERVE THE COMMUNITY

As a family business, one of Shapiro & Duncan's core values is "serving our community." We feel very strongly about career-based education and understand the need to provide students with the knowledge of the construction career paths that could be an opportunity for them. See what we have been up to these last few months!



On Feb. 21st 15 students from Sligo Middle School in Silver Spring, Maryland took a field trip to Shapiro & Duncan's Rockville office to present their mini-art car projects to our Project Managers, Project Engineers and Business Development personnel. The STEAM (Science, Technology, Engineering, Art & Math) class made rubber-band powered vehicles out of paint sticks, cardboard, CDs, tape, and skewers. For the design of the cars, the students gained a mix of inspiration; Charlie Chaplan, the military, peacocks, and underwater themes. After the presentation, our staff critiqued their work and also shared their personal stories on their career path. They also helped students consider possible future career paths as they walked around the office to the different departments, as well as listened to a 40 minute presentation on various construction related jobs.



The Silver Bullets, the First Lego League (FLL) team from Silver Spring, MD also presented to Shapiro & Duncan. FLL is an international lego robotics program/competition. All six girls are in 6th grade at the middle school. As a FLL team, the girls built and programmed an autonomous robot to accomplish a set of missions on a table-top course. They demonstrated how they used their robot to pick up two lego pets and reunited them with their lego owner during a natural catastrophe. The robot runs on software called Lego Mindstorms.

The girls also researched and developed an innovative solution to help people in a national disaster. They presented their solution (a tracking chip to reunite parents with lost children) to judges at the FLL tournament at the Universities at Shady Grove last month and took second place out of 23 teams!

## OUR PEOPLE SERVE THE COMMUNITY

In 2013, Shapiro & Duncan Employees...

Collected more than **150 toys** for the Angels for Children Toy Drive sponsored by the Montgomery Housing partnership.

Donated more than **145 cans** of food to the Maryland Food Bank.

**Raised \$8,900** and volunteered **144**

**Hours** to teach financial literacy to middle school students through Junior Achievement.

Contributed **\$2,490** to the Children's National Medical Center in honor of Shane Chazin, the son of Ron Chazin, a long-time Shapiro & Duncan employee.

Donated **labor, material, and sup-**

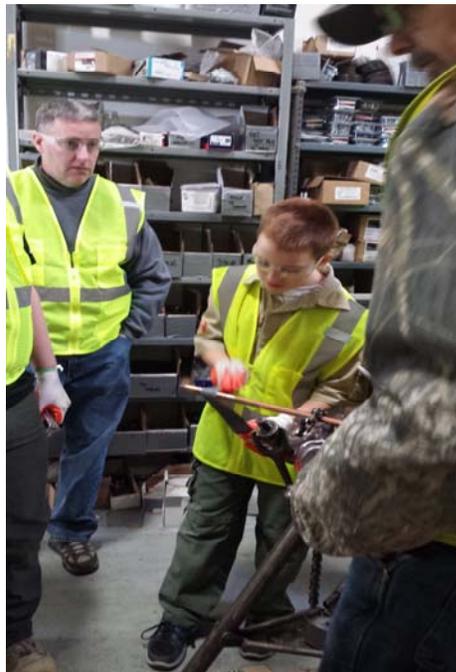
**plies** to an organization called Christmas in April which works with Clark Construction to provide qualified residents that need necessary renovations to remain in their home.

# OUR PEOPLE SERVE THE COMMUNITY

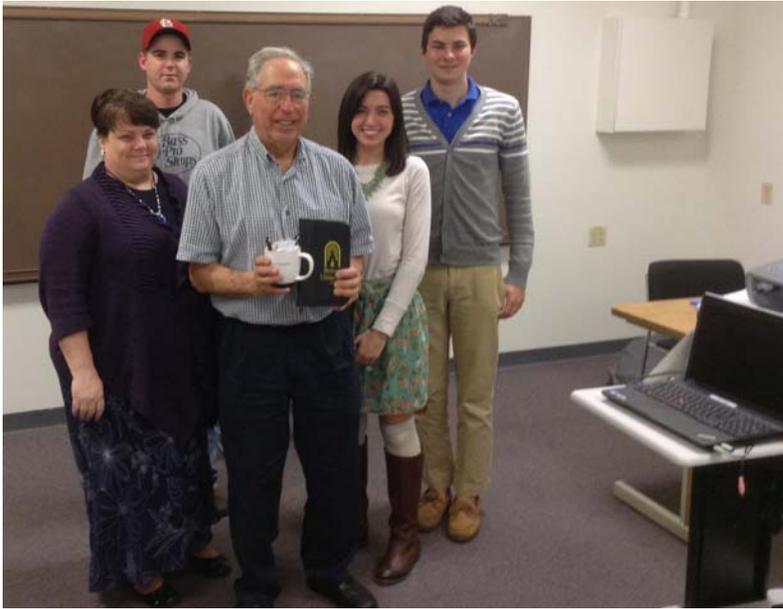


On Monday, January 20th Boy Scout Troop 433 led by John Moriarty visited our Fabrication Shop in Landover, MD to earn their plumbing merit badge. 17 boys ranging from 6th to 12th grade learned how to sweat, cut, and thread pipe. They gained an understanding about what plumbing systems they might find in their homes and created drawings showing water, sanitary and waste pipes. Hands-on training also included clearing a stopped drain and changing a washer. This day could not be possible without the help of our Fabrication Team!

Thank you to Chris Greenley who handled the Fab Shop Tour, Jennifer Hottle for lunch, Chris Canter for the BIM demonstrations, Mike Canter who facilitated the entire day, and the rest of the FAB Shop



# OUR PEOPLE SERVE THE COMMUNITY



Our founder, Jerry & Sheldon's father, David Shapiro, is still very much active in the community promoting the construction industry. In January, Dave visited his friend of 60 plus years, Professor Burton Bright and a group of students from the Brenau University satellite campus in Georgia. David spoke about the opportunities and challenges the construction industry brings. His discussion included the economics of planning, financing and managing public sector projects.



Shapiro & Duncan is a proud supporter of Team River Runner, a volunteer non-profit organization that was established to help active duty military personnel wounded in Iraq and Afghanistan. TRR creates innovative paddling programs designed to assist with the recovery of those injured while serving our country.

# OUR PEOPLE SERVE THE COMMUNITY



For approximately 11 years, Stephen G. Shapiro, Director of Hospitality and Law at American University Washington College of Law has built a relationship with Shapiro & Duncan. He first met Jerry Shapiro (not related) when Jerry visited his class at the UMD School of Architecture. Stephen's career began as an attorney, and then he later transitioned into general contracting. Since 2006, he has been teaching a class called, "Law of the Construction Industry." He decided that it would be important to team up with Shapiro & Duncan because he felt that mechanical subcontractors have a sophisticated model that combines subcontracting along with self-performed work. It is important to him that his students gain experience outside the classroom. "As teachers, we cannot adequately describe even seemingly simple construction concepts, like a weld, until the student sees a welder doing his job in the field," he said. "Construction law combines obvious legal concepts, but also requires a real-world understanding of design and construction."

For the past four years, Mark Drury, Vice President of Business Development has guided Stephen and his class by taking him to on-site visits, such as DC City center pictured above, and to Shapiro & Duncan's pre-fabrication shop in Landover, Maryland.



*"Mark Drury and Shapiro & Duncan have an unshakable commitment to education and academic achievement. They have provided insights and tours to law students and real estate students."*

*- Steven G. Shapiro*

*Director of Hospitality & Tourism Law Program  
at American University Washington College of  
Law*

# OUR PEOPLE SERVE THE COMMUNITY

## JA IN A DAY

On March 27th, 18 Shapiro & Duncan employees volunteered their time to teach financial literacy with the help of Junior Achievement to students at Banneker Middle School in Burtonsville, MD.

Here's what they had to say about their experience...

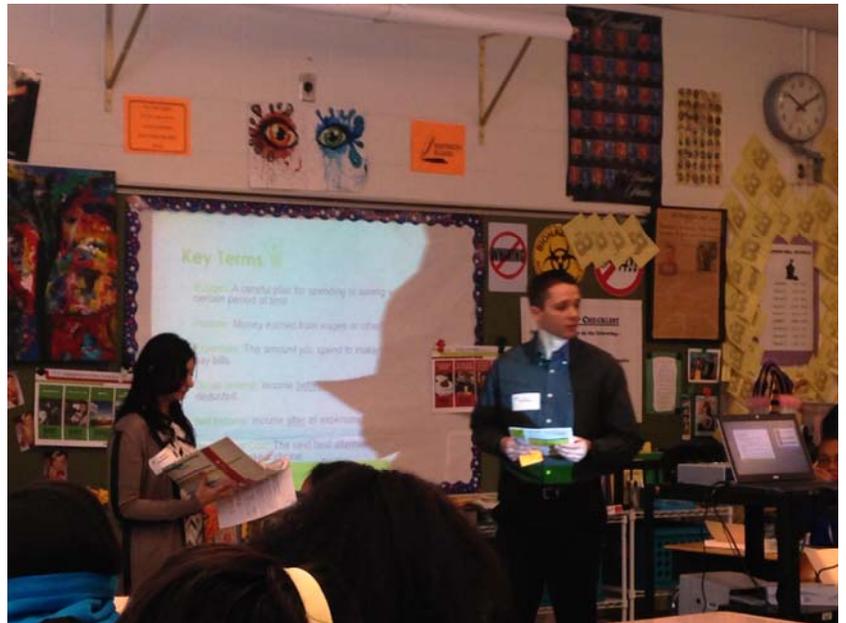
"It was a challenging day teaching financial literacy for the 2nd year to 6th graders. We hopefully left them with a far greater understanding of themselves, careers, budgets, credit and insurance. All new members of our team gained a great appreciation for the hard work teacher's do EVERY day and we vets were painfully reminded. Sheldon asked for a positive take away for the day and I told him that this was a great employee retention tool, as everyone left the school looking forward to getting back to their job at Shapiro & Duncan! Thank you teachers, you are amazing!"

- **Mark Drury**, Vice President of Business Development



"I have a whole new respect for the job teachers have. I admire their patience and I learned why they do what they do. There is a great feeling of reward at the end of the lesson, when the students tell you what they learned."

- **Tony Holsinger**, Planning Coordinator



"This experience was both enlightening and educational for the students as well as the JA volunteers. I personally believe that sharing my life experiences dealing with finance opened some eyes in the classroom. The children were very receptive and responsive of the information regarding real-time issues such as the importance of maintain a good credit score and the pros/cons of credit and debit cards."

- **Brian Bobitka**, Service Dispatcher

"Volunteering for a day is something I would like to do again. It was great seeing the kids interested and eager to learn something new. We had a classroom with quite a few students who participated and made it a great experience. I think that the games and activities that tied into the lesson made it easier for the students to grasp the information and it also made it easy for us to teach the lessons."

- **Meaghan Ferguson**, ATC Coordinator

# OUR PEOPLE SERVE THE COMMUNITY



## Our People Serve the Community



“In middle school and high school I was never taught when to use a credit card, how to create a budget, or the importance of a credit score. I had to learn the hard way, so for me it was extremely rewarding to be able to teach these topics to the students. They had fun playing the games, and had ALOT of questions which reiterated how important it was for me to be there.”

- **Stacey Ehring**, Business Development Specialist

“I would definitely volunteer again! I really enjoyed myself and it's important to give back to the community. My partner, Robert Morejon and I felt rewarded after having shared this experience. We bonded with those children and they even expressed how valuable this experience was for them.”

- **Rakeya Wallace**, Administrative Assistant

