

ASSOCIATION NEWS



JUSTIN FANNING

Vice President

Goldin & Stafford, LLC

Justin Fanning has been in the construction industry for over 25 years. He has served in various roles throughout his career, including field engineer, soil and concrete technician, project manager and estimator. He started with Goldin & Stafford, LLC as an estimator in 2012 and was promoted to chief estimator in 2015, vice president of estimating in 2017, and was made a partner in 2019. He oversees estimating and business development and is involved in the overall leadership of the company.

MEET JUSTIN FANNING, 2025 CHAIR OF THE BOARD

Q: What are your personal interests and hobbies?

JF: I enjoy spending time with my family, traveling and playing golf.

Q: How did you get interested in the construction industry?

JF: I accidentally ended up in construction. I initially wanted to be an elementary school teacher but changed my mind after my first year of college. After school, I was unsure of what I wanted to do, so I moved to Maryland from upstate New York with some college friends. They had a connection with a company that did construction materials testing and inspections and got me a job. I still remember the first project I stepped foot on — and feeling like I had found my calling. I tried to learn as much as I could from all the different trades I was working with, and this was what helped me work my way into management and executive roles. The best thing about the construction industry is that there is always more to learn. And it is not hard to find great people who are always willing to teach.

Q: What is one of the most interesting/challenging construction jobs you have worked on during your career in the DMV?

JF: We did a project in northeast D.C. where a rowhome was relocated to the other side of the site, and we had to excavate 45 feet below it while it was supported on H-piles and bracing.

Q: Who is your mentor and why? Is there one piece of advice that they gave you that you have used in your career?

JF: Over the years, there have been countless people who have helped me in one way or another. If I had to choose one specific mentor, it would be my current boss, Brian Mattingly. He has always been there to support my professional development and personal growth and has given me opportunities to succeed. The best piece of advice he has given me is “honor your word.” Your reputation follows you wherever you go, and to be successful in this industry, you must have integrity.

Q: How did you get involved with ABC, and how has it impacted your career?

JF: Goldin and Stafford has always been actively involved with ABC and encourages employees to attend events and classes. There was somewhat of an expectation for us to attend events. I was intimidated by the larger events because I did not know many people, so I found excuses not to go. I would sign up ahead of time, but I always got anxiety leading up to it. I attended my first XYZ Young Professionals event after some “nudging” from one of our vice presidents, who was serving on the board of directors at the time. It changed my life. I met a few people and began building my network. I gained confidence and started making meaningful connections. Our industry is relationship-based. The relationships I developed helped me to grow not only business at Goldin and Stafford, but also my career. I feel that my career developed as my involvement with ABC grew. The more I put in, the more I got out of it.

Q: As chair of the board, what are your goals for ABC of Metro Washington in 2025?

JF: My main goal is to increase member engagement. I want to see new faces and new companies involved. This organization has so much to offer. I want everyone to benefit in the same way that I and so many others have.

Q: What advice would you give young professionals about how to get involved with ABC and why it is important?

JF: Get involved in whatever capacity you can! Join a committee, attend events, take a management education course. It is not what you know; it is who you know. ABC provides so many ways to meet your next client and mentor and expand your network of colleagues in the industry. One thing I love about ABC and its membership is that everyone wants others to succeed. We are all one big team working toward the common goal of supporting the merit shop philosophy and working toward making our industry the best it can be.