



# Member Resources Guide

Associated Builders and Contractors



## ABC Is Your Business Partner

**Business development tools** to grow your company

**Management education** to enhance your professional expertise

**Craft and apprenticeship programs** to train your employees

**Safety programs** to improve your company's performance

**Government affairs resources** to make your political voice heard

**Legal services** to protect your business

**Website tools** to link you with construction resources on the Internet

**Networking opportunities** to connect you with industry leaders

**Publications** to inform you about industry news

**Insurance programs** to help you attract and retain employees

**Business discount programs** to save your company money

**Student outreach efforts** to build the industry's future workforce

**78 chapters** to support your company locally



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## This Is Your Association From ABC's President



Associated Builders and Contractors (ABC) was founded almost 60 years ago when seven successful contractors joined together for a single purpose — to ensure all contractors and their skilled craft employees were judged on merit and merit alone.

ABC's founding members believed contractors that provide their clients with high-quality, cost-effective and safe construction services should be the contractors that succeed. This belief is at the very heart of the nation's free-enterprise system and is the engine that drives the largest economy in history.

Those seven contractors, and the thousands of ABC members to follow, knew that in order for the merit shop philosophy to spread, the association must accept the responsibility of providing its members and their employees with the tools necessary to succeed in the highly competitive construction industry.

The services and the programs described in this guide have been designed by ABC members to help your business succeed. Working with our network of 78 local chapters, ABC strives to give your company a competitive edge. We measure our success by your success.

Membership in ABC demonstrates your commitment to excellence. I hope you will take full advantage of the many member benefits and opportunities ABC offers you and your valued employees.

Sincerely,

A handwritten signature in black ink that reads "Kirk Pickerel". The signature is written in a cursive, flowing style.

M. Kirk Pickerel, CAE  
President and CEO, ABC National



Offering a Full Range of Resources

# Supporting You and Your Business

## About ABC

Associated Builders and Contractors (ABC) is a national trade association representing nearly 25,000 merit shop contractors, subcontractors, material suppliers and construction-related firms in 78 chapters across the United States. The association's membership includes all specialties within the U.S. construction industry and is comprised primarily of firms in the industrial, commercial and institutional sectors. ABC is recognized as one of the leading organizations representing America's business community and the construction industry. In fact, *Fortune* magazine rated ABC as one of the "most influential" organizations in the United States.

### Proud Beginnings

ABC was started in 1950 when seven contractors gathered in Baltimore to form an association built on the shared belief that construction projects should be awarded, based on merit, to the most qualified and responsible low bidders. Their courage and dedication to the merit shop philosophy spread rapidly, and within time ABC became the fastest growing association in the United States.

### National Presence

In 1970, only 30 percent of the nation's construction work was performed by merit shop contractors and only six of the top 400 construction firms were ABC members. Today, merit shop contractors account for nearly 80 percent of all construction work across the country, and ABC's membership has grown to include nearly half of the top 400 construction companies in the United States.

### Targeted Resources

Through its national office and 78 chapters, ABC's activities are targeted to meet its members' needs. ABC supports members with government

representation, legal advocacy, education and training, communications outreach, information resources, access to technology, recognition through national and chapter awards programs, business development resources, information on best practices, insurance and fringe benefit programs, and much more.

### Principled Mission

ABC is devoted to supporting the success of its member firms and to advancing the merit shop philosophy. This philosophy encourages open competition and a free-enterprise approach to business, which awards contracts based solely on merit, regardless of labor affiliation.





## Growing Your Company

### **Business Development Tools**

ABC offers tools to help its members develop business opportunities and promote company achievements and capabilities to potential clients.

#### **Business Leads and Construction Referrals**

Construction owners and contractors search ABC's findcontractors.com website to find the resources and companies they need for their construction projects, including subcontractors, suppliers and business service providers. The site lists ABC members and their areas of specialization, and matches the members' unique expertise with the search criteria specified by the user. This directory is one of the most visited areas of ABC's website. No other construction association offers a similar program that actively finds work for its member companies.

#### **Excellence in Construction Awards**

The Excellence in Construction Awards program is the premiere competition in the construction industry. ABC member companies with construction projects that win at the chapter level are eligible to advance to the national competition, for a chance to win the nationally recognized Eagle and Pyramid awards. ABC's National Safety Excellence Award program recognizes companies with superior safety programs and performance. ABC honors all award winners at its annual Excellence in Construction Awards celebration and highlights the winning companies through ABC publications and with news media coverage.

## Creating New Business Opportunities

### Accredited Quality Contractor Recognition

ABC's Accredited Quality Contractor (AQC) program recognizes contractors that meet high standards in the areas of education and training, safety, employee benefits and community involvement. Contractors that achieve AQC status can show prospective clients they have demonstrated a high level of corporate responsibility to their employees, clients and communities. AQC contractors receive marketing materials and public relations assistance from ABC to promote their achievement. ABC also promotes AQC designated contractors in national publications such as *Construction Executive* magazine and at national industry trade shows

### Member Networking

Many ABC members make important industry contacts by participating in events sponsored by ABC at both the national and chapter levels. These activities open the door to lasting relationships with like-minded professionals.

- Chapter meetings and social events
- National meetings and activities
- Seminars and other educational programs
- Peer group networks
- Volunteer leadership

### ABCares

ABC members are committed to serving their communities and the people who live in them. ABC documents and promotes the community service projects completed by both ABC chapters and contractor members through the ABCares program.

### Green Building

ABC's green building initiatives strengthen members' ability to participate and thrive in the green building marketplace. ABC works with policymakers and construction owners to ensure that training and building opportunities include the entire industry.



## Enhancing Your Professional Expertise

# Management Education

ABC management education programs feature national-level conferences and meetings, as well as seminars and courses conducted by ABC chapters at the local level.

### **Construction Leaders Symposium**

ABC's Construction Leaders Symposium is an outstanding educational program offered at the National Convention. The program features national experts speaking on a variety of strategic issues facing today's construction industry. Each session addresses topics important to contractors, including how to improve internal operations for enhanced competitiveness and how to build key employees' leadership skills.

### **Construction Education Conference**

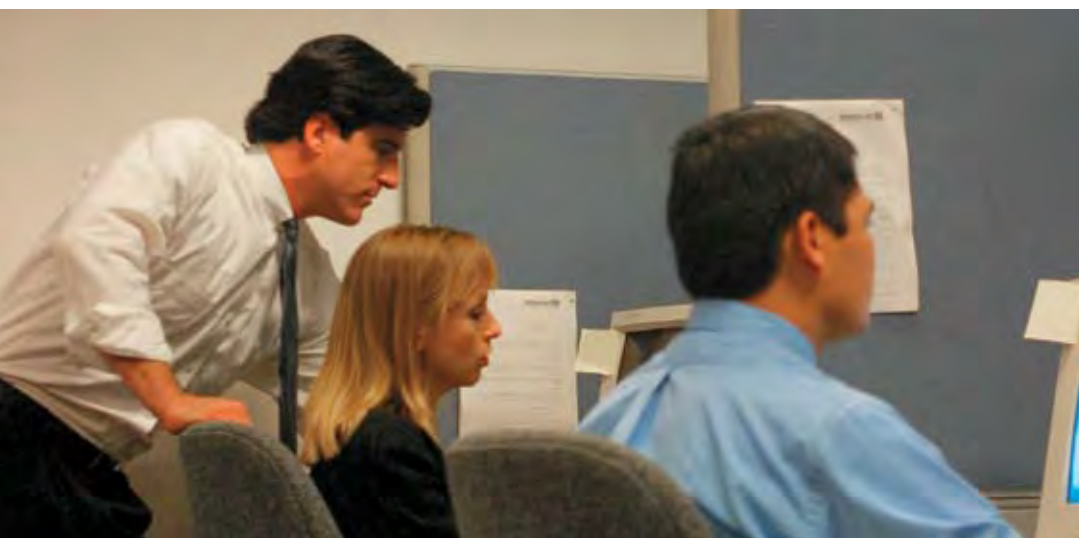
Each year, ABC presents this conference for construction professionals featuring some of the industry's leading experts. The program's dynamic learning environment and synchronized schedule gives participants the flexibility to choose one of six

available tracks, or to build their own educational experience by selecting sessions to meet their specific needs and interests. Attendees include:

- Project managers
- Business managers
- Electrical contractors
- Mechanical contractors
- Safety professionals
- Training professionals

### **Project Management Institutes**

In conjunction with Purdue University, ABC offers two separate project management institutes each year. One is targeted specifically to the needs of electrical contractors, while the other is geared toward mechanical contractors.



### **Seminars and Courses**

ABC chapters provide a variety of management education programs that help contractors improve their project and management skills. Classes range from blueprint reading to project management and estimating. These courses are offered both as one-time seminars and multi-session workshops.

### **Management Education Resources**

ABC provides management education resources through website-accessible materials and speaker referrals. ABC members can access a comprehensive list of skill requirements for construction professionals in the following fields: foreman, project manager, estimator, superintendent, safety director, marketing, purchasing, human relations, administrative assistant and executive.

### **Educational Publications**

ABC offers a variety of resources to help managers grow in their professional skills. These publications include ABC's *Emerging Contractors Reference Manual*, which provides start-up contractors with valuable tools for operating a successful construction business, and *Best Practices in the Construction Industry*, which reveals how contractors can use benchmarking to improve business performance.

### **Diversity Assessment Tool**

The diversity self-assessment tool developed by ABC helps contractors evaluate their diversity programs as part of a long-term strategy to stay competitive. This resource enables companies to implement management practices that recognize the changing workforce and tap into the critical skills and experience these individuals bring to the industry.



## Training Your Employees

### **Apprenticeship and Craft Training**

ABC is a leader in apprenticeship and craft training for merit shop contractors. Through its chapters, ABC delivers programs that equip craft professionals with the knowledge and skills they need to improve their productivity and safety, and advance their careers. The delivery of services and programs varies by region. For more detailed information, contact your local chapter.

#### **Apprenticeship Programs**

ABC chapters provide formal apprenticeship training programs registered with the Office of Apprenticeship, a division of the U.S. Department of Labor. Thousands of construction apprentices train annually through ABC-registered apprenticeship programs. These programs meet federal and state requirements for registered apprenticeship and prevailing wage work, including employer-sponsored classroom instruction and on-the-job training. Craft professionals who successfully complete a program are recognized at the journeyman level and awarded a certificate.

#### **National Craft Championships**

Each year, ABC hosts the National Craft Championships technical skills competition. The top merit shop apprentices from across the country first compete in regional events, and the winners advance to the national competition. The competition's craft categories include carpentry, electrical, fire sprinkler, HVAC, instrumentation, insulation, masonry, metal building, millwright, pipefitting, plumbing, sheet metal and welding.

## Equipping Craft Professionals

### **Trimmer Education Foundation**

The Trimmer Education Foundation, a nonprofit entity, generates funds for scholarships and grants for construction education and workforce development initiatives at colleges and ABC chapters nationwide. Foundation funds also are used to support the National Craft Championships, the Student Chapter Construction Management Competition and student chapter member participation in the ABC Legislative Conference in Washington, D.C.

### **Craft Training**

Many ABC chapters deliver skills training through the nationally recognized Contren

modular craft training curriculum. While less formal than registered apprenticeship programs, craft training is no less rigorous or demanding in terms of high standards and performance. The extensive curricula of Contren training modules are based on modern construction industry practices and cover 27 different trades, such as plumbing, electrical, sheet metal, carpentry and sprinkler fitting. ABC works closely with the National Center for Construction Education and Research (NCCER) to develop and update the curricula. The majority of ABC's chapters have earned NCCER accreditation, assuring members of nationally recognized training for their craft professionals.



## Improving Your Company's Safety Performance

### **Safety Programs**

ABC's safety programs and products help members maintain safer and more productive jobsites, one of the construction industry's most critical needs. In addition to training resources, ABC provides members with the Safety Training and Evaluation Process (STEP) guide — the industry's leading safety evaluation program.



**Ensuring a Safer Jobsite**

## **Safety Training and Evaluation Process (STEP)**

STEP was designed to help contractors establish an organized approach for developing a company's safety and loss-prevention program. STEP offers objective methods for measuring safety program improvements. In addition to fostering a safer work environment, ABC's STEP recognition can be used as an important business development tool. Members may submit a STEP application any time during the year.

## **ABC-OSHA Cooperative Programs**

ABC is an administrator in the OSHA Challenge Pilot, a program designed to assist ABC members in their compliance efforts by providing a roadmap to better safety performance and, ultimately, admittance into OSHA's Voluntary Protection Program (VPP) Star or Merit programs. A variety of benefits are available to ABC member companies participating in the OSHA Challenge Pilot and VPP programs.

## **Safety Training Classes**

Many ABC chapters offer local safety training classes that satisfy OSHA compliance requirements and increase employee safety awareness. In addition, ABC offers online safety training, including OSHA 10- and 30-hour courses, through its partnership with ClickSafety. Online courses are presented in both English and Spanish and can be accessed at [www.clicksafety.com/abc](http://www.clicksafety.com/abc).

## **National Safety Excellence Awards**

ABC's annual safety awards program is a nationwide competition that honors construction companies with outstanding safety programs and



exemplary safety performance records. Companies that achieve STEP Platinum status are eligible to compete for this honor, and the winners are recognized at the national Excellence in Construction Awards ceremony.

## **Construction Education Conference**

The ABC Construction Education Conference offers a number of safety-specific topics, as well as opportunities to network with safety specialists. This annual conference is designed in part for safety professionals who work with construction companies or educational organizations.

## **Safety Publications and Videos**

ABC offers a variety of products focused on helping contractors improve jobsite safety. These resources, some of which are available in both English and Spanish, can be ordered through ABC's website, [www.abc.org/shopabc](http://www.abc.org/shopabc), or by calling the national office toll free at (877) 22-MERIT.

- Safety Toolbox Talks
- Construction Safety Manual
- OSHA Construction Guide
- Standards Guide
- Safety Practices Guide
- Safety Training Videos and DVDs

## **Making Your Voice Heard**



## Government Affairs and Political Action

ABC actively works with all levels of government to represent member interests and the merit shop construction industry. *Fortune* magazine has recognized ABC's efforts in Washington, D.C., by naming the association one of the "most influential" organizations in the United States.

### Grassroots Politics

Companies that join ABC immediately become part of a powerful grassroots network comprised of nearly 25,000 contractors and construction-related firms. Leaders of these firms work at the local, state and national levels to inform and educate political candidates and elected officials on the issues crucial to merit shop companies and their employees. ABC's grassroots network is also an effective tool in recruiting and electing free-enterprise lawmakers at every level of government.

### Representation on Capitol Hill

ABC member companies benefit from extensive representation before federal legislators on Capitol Hill. ABC works with both the U.S. House of Representatives and the U.S. Senate on a daily basis to advance legislation that promotes free enterprise and open competition. ABC also works with

Congress on a diverse portfolio of construction and small business-related issues, from project labor agreements, secret-ballot elections, green jobs, immigration reform and Davis-Bacon Act wage rules to tax and health care reform. ABC members frequently are asked to testify before Congress on behalf of the association.

### State Affairs

ABC partners with its nationwide network of 78 chapters to assist members with state and local issues affecting merit shop contractors. Model legislation, sample public relations materials, talking points, and procurement and wage studies enable ABC members and chapters to learn from the experiences of those who have faced various state and local challenges.

## **ABC PAC**

“Get into politics or get out of business!” is the motto that drives ABC’s political activities. ABC members have responded to that call by building the association’s federal political action committee (PAC) into one of the largest in the construction industry. ABC PAC is a key player in electing federal candidates who support the principles of the merit shop and who serve as an influential voice in shaping the nation’s construction and small business policies.

## **Legislative Conference**

Each year, ABC members travel to Washington, D.C. for ABC’s Legislative Conference to meet face to face with their lawmakers. Conference participants learn about legislative issues of significant interest to their firms and meet with members of Congress, White House staff and agency officials to discuss their concerns.

## **Issue Advocacy**

To ensure member concerns are addressed, ABC tracks regulatory activity throughout the federal government and works directly with the Department of Labor, the Department of Transportation, the Occupational Safety and Health Administration, the Small Business Administration, and others. Key issues for ABC’s membership include apprenticeship, the Davis-Bacon Act and prevailing wage, permitting, procurement, and discriminatory project labor agreements. ABC provides news and analysis of federal regulation and its impact on the merit shop construction industry via the ABC National website.





## Protecting Your Business Legal Services

ABC members have access to the best legal assistance available in the construction industry. ABC's legal services help advance merit shop principles and provide members with practical advice when they need it.

### **Legal Counsel**

When unexpected legal problems occur, ABC members are eligible to receive an initial consultation with their chapter's legal counsel on a complimentary or reduced-fee basis. Members can be counseled on issues such as labor and construction law.

### **Legal Resources and Publications**

ABC members can tap into the association's many publications and other legal resources on labor and employment law, immigration and worker safety. Much of the literature is available through ABC's online legal library, which includes information on labor relations, Davis-Bacon Act compliance, occupational safety, challenges to project labor agreements, and tactics for dealing with union organizations, corporate campaigns and other attacks on the reputation of merit shop contractors.

### **Construction Legal Rights Foundation**

ABC's Construction Legal Rights Foundation provides financial support to ABC members with legal cases that qualify as precedent-setting for the construction industry and particularly merit shop contractors, including challenges to union-only project labor agreements, salting efforts and organizing attacks against ABC members.

### **Attorneys Conference**

Member and chapter attorneys have the opportunity to network with their peers and obtain the latest legal information on labor law and other legal issues affecting contractors at ABC's annual Attorneys Conference. This conference features nationally known experts from both the private and public sectors, including representatives from the National Labor Relations Board and other federal regulatory agencies, as well as key congressional committees.

## Linking You to Construction Resources on the Internet

### Website Tools

ABC's website, [www.abc.org](http://www.abc.org), provides contractors with the information they need to get the most out of their membership. The site provides current news and information for all of ABC's programs and services.

#### Interactive Resources

The ABC website allows members to access industry news and economic information, register for conferences, purchase ABC-related products and obtain details about the association's many programs and services. The site includes detailed information about current legislative, regulatory and legal issues. ABC members can link directly to their elected representatives and state and federal agencies to make their opinions count.

#### Daily Construction News

ABC's homepage is updated daily and features construction- and ABC-related news stories gathered from local, regional and national industry sources and media outlets.

#### Online Purchasing

ABC members can order a variety of ABC products and publications through Shop ABC, an online store. Visitors to the store can purchase clothing and gifts with the ABC logo, as well as publications, manuals and instructional videos. Shop ABC uses a secure server that protects a purchaser's personal and credit card information, and is accessed by visiting [www.abc.org/shopabc](http://www.abc.org/shopabc).

#### Business-to-Business Discounts

ABC members can take advantage of exclusive savings on business-to-business services offered through ABC's discount programs. Descriptions about the savings and services, along with contact information and direct links, are provided for each of the partnering companies and can be accessed at [www.abc.org/discounts](http://www.abc.org/discounts).

#### findcontractors.com

Contractors searching for business partners, suppliers and specialty contractors frequently access [www.findcontractors.com](http://www.findcontractors.com) to identify qualified ABC members for their individual projects. The site presents a user-friendly interface that matches the unique expertise of ABC member contractors and vendors with the selection criteria specified by the user. The service is a value-added benefit for ABC members that provides business leads.



Giving Quick Access to Information



## Connecting You with Industry Leaders

### **Networking Opportunities**

Membership in ABC provides the opportunity to network with construction industry professionals through a variety of meetings, networking groups and volunteer leadership activities.

#### **ABC Meetings**

ABC conducts a number of conferences and meetings that provide the perfect forum for members to meet with peers and learn from industry experts.

- National Convention
- Construction Education Conference
- Legislative Conference
- ABC Institute for Leadership and Professional Development
- Attorneys Conference

#### **Peer Groups**

Contractors who participate in ABC's peer group program meet with non-competing members from across the country. Participants get together in small

groups once or twice each year to share experiences about best practices for running their companies. A number of peer groups are organized for various specialty contractor groups and general contractors.

#### **Volunteer Leadership**

ABC invites all members to serve on any of its national committees. These volunteer opportunities help the association address the many issues that affect the industry. Members share their own experiences while gaining knowledge in areas of special interest. Members desiring to be nominated to serve on an ABC national committee should contact their local chapter office. Committee member selection takes place each year in the fall.

## Building Business Relationships

### **Member Services Committees:**

- Budget and Finance Committee
- Business Development Committee
- Bylaws and Policy Committee
- Chapter Development Committee
- Member Growth Committee
- Insurance Trust

### **Workforce Development Committees:**

- Careers in Construction Committee
- Craft Championships Committee
- Workforce Training Committee
- Diversity Committee
- Management Education Committee
- Environment, Safety and Health Committee
- Trimmer Education Foundation

### **Government Affairs Committees:**

- Construction Legal Rights Foundation
- Free Enterprise Alliance
- Legislative Committee
- Political Action Committee
- Tax Advisory Group

### **National Councils:**

- Electrical Contractors Council
- Industrial Contractors Council
- Mechanical Contractors Council
- Metal Building Contractors Council
- National Board of Directors
- Green Building Advisory Group





## Keeping You and the Public Informed **Industry Publications and Communications**

ABC provides a wealth of resources to assist contractors in staying current with the industry-related information they need to make informed business decisions. In addition, ABC provides communications leadership and support by working closely with the news media to communicate the industry's positions to policy makers, owners, educators and the public on a wide range of public policy issues.

### **Construction Executive**

ABC's award-winning magazine, *Construction Executive*, is recognized as a leading construction industry publication. Each month this "magazine for the business of construction" provides members with information on emerging business issues and common concerns facing construction professionals.

### **Newsline**

*Newsline*, an email publication delivered to all ABC members every Wednesday, highlights the latest legislative, regulatory, political and legal news affecting the merit shop construction industry. This award-winning publication also offers members an opportunity to weigh in on current industry issues with its online polling feature, the *Newsline* Quick Poll. *Newsline* articles are posted on the ABC website at [www.abc.org/newsline](http://www.abc.org/newsline).

**Newsline Quarterly**

*Newsline Quarterly* is a quarterly print newsletter distributed to ABC members in the January, April, August and October issues of *Construction Executive* magazine. It features stories on merit shop issues, information on ABC meetings and conferences, and news on programs, products, services and discounts provided exclusively to ABC members.

**Media Relations**

National, state and trade news media look to ABC as the authority on the merit shop construction industry. ABC initiates contacts with reporters and editors to communicate the industry’s public policy positions on a wide range of issues. ABC has been quoted or featured in *The Wall Street Journal*, *The Washington Post*, *USAToday*, *The New York Times*, *BusinessWeek*, FOX News, *Kiplinger’s*, *The Washington Times*, C-SPAN, *Engineering News-Record* and many other media outlets.

**Construction Economic Update**

ABC’s electronic economic news report, *Construction Economic Update*, provides an analysis of the monthly economic indices released by the federal government, including construction spending, the Producer Price Index, current employment statistics and the quarterly release of the gross domestic product. Each report, distributed to the news media and ABC chapters nationwide, includes charts and summaries of what the latest statistics mean to the commercial and industrial construction industry. Members can access this information at [www.abc.org](http://www.abc.org).

**Advertising**

ABC places national and regional ads in construction-related publications to promote the merit shop construction industry, as well as ABC programs, products and services.

**Public Relations Guide**

The *Public Relations Guide for Contractors* offers ABC members practical advice on maintaining a positive corporate image, writing news releases and letters to the editor, and creating an effective website. Written for the owners of construction firms, the guide is available on ABC’s website.

**Community Outreach**

Through its ABCares program, the association promotes chapter and member efforts to improve their communities. ABC documents these service projects and outreach efforts and features them on its website, in *Construction Executive* magazine and in special presentations at the association’s national meetings.





## Helping You Attract and Retain Employees **Insurance and Benefit Programs**

The ABC Merit Choice® insurance program encompasses both an insurance agency and an association-based insurance trust. Members who choose ABC as their insurance provider receive outstanding support and value-added services. ABC Merit Choice exclusively serves members with insurance and fringe benefit solutions that are objective and resource-based. These solutions include benefit programs, incentive-based programs, health and welfare programs and related services. Member companies rely on ABC to administer programs that help them attract and retain employees, so their companies can enjoy continued growth and profitability.



### Health Insurance

With its insurance agency, ABC Merit Choice sells and services medical plans from many national and regional health carriers. These arrangements enable ABC to represent the most appropriate solutions available in the market. ABC Merit Choice also offers a proprietary association health plan, available in 27 states, which allows members to join together to take advantage of economies of scale typically available only to larger groups.

### Fringe Benefits

In addition to health benefits, ABC Merit Choice, through the ABC Insurance Trust, offers non-medical fringe benefit insurance plans designed exclusively for member firms. These group plans include vision, dental, disability, life and long-term care insurance, as well as a full range of voluntary worksite products.

### Quote Requests

ABC members may request group insurance quotes by completing a quote request form at [www.abc.org/MeritChoice](http://www.abc.org/MeritChoice) or by calling (800) 621-2993.

### Administrative Resources

- ABC's Dollar Bank enables members to pay for benefits on an hourly basis.
- Section 125 Flexible Spending Accounts, Dependent Child Care Accounts and Premium Conversion Plans are available through ABC at discounted rates or as a turnkey application.
- Employers that participate in ABC Merit Choice also have the option of receiving a personnel handbook, which can be personalized for ABC members to include the specific benefits they provide. This handbook has been prepared for ABC by Venable, LLP Labor and Employment Law Practices Group.
- ABC offers customized brochures providing employees an easy-to-understand summary of the benefits offered by their employer. These are useful for employee meetings, new employee orientations and benefit overviews.
- ABC insurance staff is dedicated to providing customer care for participating member firms and their employees.

## Saving Your Company Money

# Business Discount Programs

ABC members can access outstanding discounts on a variety of business-related products and services. Some ABC chapters offer additional member discount programs. Updates and details about these and other discount programs are available on ABC's website at [www.abc.org/discounts](http://www.abc.org/discounts).

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### Fleet Management



Enterprise Fleet Management serves members with cost-cutting fleet management programs and gives access to the most aggressive manufacturer incentives.

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### Company Vehicles



General Motors offers discounts on GM trucks, vans and cars. ABC's incentive program may be combined with most any other available GM fleet or retail incentive.

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### Mobile Offices and Storage Units



Williams Scotsman provides one month of free rent, for a savings of up to \$500, on each office or storage unit leased for six months or longer.

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### Office Supplies, Furniture and Computers



Office Depot offers members an average of 7 percent savings on its already aggressive Internet-based pricing for traditional office supplies. Special savings also are available on office furniture and equipment, computers and printing services.

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### Payroll Services



Paychex offers 15 percent annual savings on its payroll processing services. These exclusive member discounts are available to both new and existing Paychex clients.

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### Construction Accounting Software



Foundation Software gives members a free executive management module with the purchase of any construction accounting package.

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## Work and Safety Apparel



Aramark gives a 20 percent discount on its work apparel and uniforms, as well as a discount on its safety apparel and equipment.

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## Wide Format Printers



Océ North America offers exclusive member discounts worth 8 percent to 52 percent savings on the world's fastest large format color print/copy/scan systems, with low ink and printing supply costs.

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## Freight Shipping



Yellow and Roadway provide members a 52 percent discount on trucking delivery services.

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## Business Development Resources



The Blue Book gives ABC members free advertising in its print and website directories. In addition, members may access The Blue Book's free BB-Bid service.

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## Next Day Delivery



DHL provides a savings of up to 25 percent on its next-day delivery services.

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## Business Credit Cards



The ABC Platinum Plus for Business MasterCard, issued by Bank of America, provides business owners with a flexible source of funds and powerful expense management tools.

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## Fuel Purchases



Shell offers a 3 percent discount on all company fuel purchases at thousands of stations nationwide. In addition, this program managed by CitiGroup, waives both the monthly fee and minimum purchase requirements.

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## Contract Documents



ConsensusDOCS provides more than 70 different construction agreements. ABC members are eligible to save up to 20 percent on purchases.



## Building the Industry's Future Workforce

### **Student Outreach**

ABC actively promotes construction as a top career choice for high school and college students. ABC chapters and members partner with schools, meet with students and instructors, and hold special events to promote careers in construction.

#### **College Student Chapters**

Through its network of chapters, ABC sponsors student chapters at colleges and universities to promote the construction industry and the merit shop philosophy. Student chapters work closely with local ABC members and chapter staff. Student members are pursuing degrees related to construction science and management.

#### **SkillsUSA**

ABC reaches out to high school students through local career fairs and through SkillsUSA (formerly Vocational Industrial Clubs of America), which prepare students for employment in fields such as construction. ABC chapters also participate in the local, state and national SkillsUSA Championships.

### **Construction Scholarships**

ABC's Trimmer Education Foundation awards scholarships to ABC student chapter members and employees of ABC member firms and their families who are enrolled in construction management programs.

### **Try Tools**

The Try Tools website, [www.trytools.org](http://www.trytools.org), and recruitment program was developed by ABC to show students the different career paths available to them in the construction industry, whether as craft professionals, project managers or company owners.

### **Construction Management Competition**

ABC student chapters at colleges and universities compete each year in the Construction Management Competition, held at the National Convention. This event gives teams from student chapters an opportunity to challenge their abilities, and each other, in an intense two-day project management competition.

### **School-to-Career Initiatives**

ABC supports chapter school-to-career initiatives by providing brochures, posters, giveaways and display booths for use during career days, other school-to-career activities and chapter-based events. Students also visit ABC member businesses to explore construction careers. Every other year, ABC holds its Building Expo at the National Building Museum in Washington, D.C., giving area schoolchildren the opportunity to participate in hands-on construction activities, learn about individual trades, and speak with contractors and representatives from government agencies, such as the Occupational Safety and Health Administration.

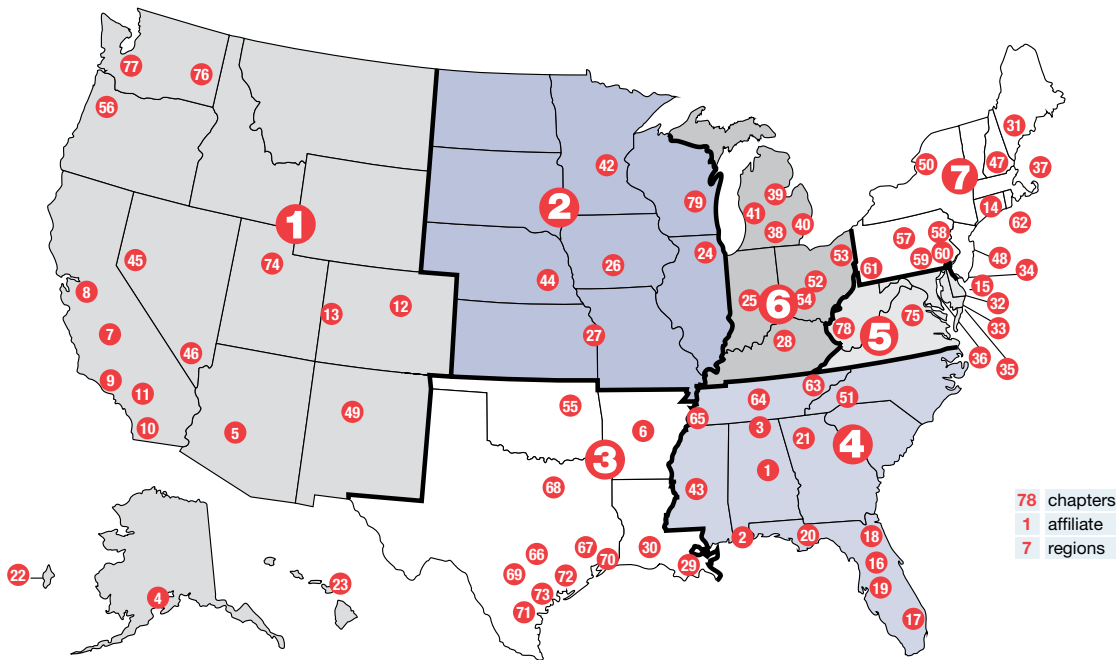
### **ACE Mentor Program**

ABC is a national sponsor of the ACE Mentor Program. Volunteers in the program include architects, interior designers, engineers, construction managers, college and university representatives, executives from construction companies and other construction-related professionals. Participants serve as mentors to high school students, with the goal of introducing them to their professions and encouraging students to pursue careers in those fields.



# Supporting Your Company Locally

## Chapter Locator Map



### ALABAMA

- 1 Alabama Chapter**  
1830 28th Avenue, South  
Birmingham, AL 35209  
t: 205.870.9768  
f: 205.879.5090
- 2 Mid Gulf Coast Chapter**  
755-C McRae Avenue  
Mobile, AL 36606  
t: 251.479.2441  
f: 251.479.3403
- 3 North Alabama Chapter**  
9694 Madison Boulevard W  
Suite 16  
P.O. Box 6125  
Huntsville, AL 35824  
t: 256.461.7470  
f: 256.461.7088

### ALASKA

- 4 Alaska Chapter**  
360 West Benson  
Suite 200  
Anchorage, AK 99503  
t: 907.565.5600  
f: 907.565.5645

### ARIZONA

- 5 Arizona Builders Alliance**  
1825 W. Adams  
Phoenix, AZ 85007  
t: 602.274.8222  
f: 602.274.8999

### ARKANSAS

- 6 Arkansas Chapter**  
4421 West 61st Street  
Little Rock, AR 72209  
t: 501.372.2858  
f: 501.372.2879

### CALIFORNIA

- 7 Central California Chapter**  
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- 10 San Diego Chapter**  
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- 11 Southern California Chapter**  
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- 13 Western Colorado Chapter**  
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- 14 Connecticut Chapter**  
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- 18 Florida First Coast Chapter**  
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- 19 Florida Gulf Coast Chapter**  
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- 25 Indiana Chapter**  
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- 30 Pelican Chapter**  
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- 31 Maine Chapter**  
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- 36 Metro Washington Chapter**  
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- 53 Northern Ohio Chapter**  
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- 58 Eastern Pennsylvania Chapter**  
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- 59 Keystone Chapter**  
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135 Shellyland Road  
Manheim, PA 17545  
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- 60 Southeast Pennsylvania Chapter**  
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East Norriton, PA 19403  
t: 610.279.6666  
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- 61 Western Pennsylvania Chapter**  
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- 62 Rhode Island Chapter**  
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- 63 East Tennessee Chapter**  
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- 64 Mid Tennessee Chapter**  
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- 69 South Texas Chapter**  
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- 72 Texas Gulf Coast Chapter**  
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- 73 Texas Mid Coast Chapter**  
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