ONE MISSION. ONE TEAM. ONE VOICE. ONE MEMBER MAKES A DIFFERENCE.

ABC BOASTS A NEARLY 90 PERCENT RETENTION RATE, THANKS IN LARGE PART TO MEMBERS RECRUITING MEMBERS THROUGH THE “ONE CAMPAIGN.” MEMBERS SHARING THE VALUE OF ABC WITH PROSPECTIVE MEMBERS MAKES A DIFFERENCE.
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ABC HAS 70 CHAPTERS NATIONWIDE

ABC Members Build America

70 chapters
1 affiliate
8 regions
WHAT IS ABC?

Associated Builders and Contractors (ABC) is a national construction industry trade association established in 1950 that represents more than 21,000 members. Founded on the merit shop philosophy, ABC and its 70 chapters help members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which ABC and its members work. abc.org
WHO ARE ABC MEMBERS?

Construction and industry-related firms representing all specialties within the U.S. construction industry, primarily those focused on the industrial and commercial sectors.

Champions of free enterprise and open competition that are committed to delivering high-quality, safe construction projects that are awarded to the most qualified bidder based on merit, not mandates or political favoritism.

ABC members build America. ABC members have been setting the standard for safety, performance and integrity in the construction industry since 1950, and every day we continue to raise the bar. ABC welcomes other like-minded contractors committed to excellence and delivering high-value, high-quality projects on time and on budget to join us.
ABC HELPS ITS MEMBERS DEVELOP PEOPLE

ABC is working to address the worker shortage in the construction industry and a leader in workforce training.
More than 600,000 additional jobs may be created by economic growth and forthcoming federal infrastructure legislation

ABC estimate based on FRED BLS IMPLAN

Approximately 500,000 jobs are ready to be filled right now!

ABC estimate based on Federal Reserve Economic Data (FRED)

In 2012, companies with fewer than 100 employees accounted for more than 60 percent of the value of U.S. construction projects

U.S. Census Bureau

ABC 2017 Construction Spending Forecast:

$1.226 trillion

Construction workforce:

7.49 million as of Dec. 31, 2016

Bureau of Labor Statistics (BLS)

CONSTRUCTION OUTLOOK
ABC works to promote workforce policies that:

- Help stem the skilled workforce shortage
- Educate young people about professional opportunities in construction management and trades.
- Expand opportunities for adults looking for a new career path
- Fund education and training programs and facilities

ABC and its 70 chapters have 800+ apprenticeship and training programs around the country to promote careers in construction, address the skilled worker shortage and improve skills, productivity and career advancement. Find your local ABC chapter for details.

[abc.org/chapterlocator](http://abc.org/chapterlocator)

Outreach initiatives include [workforce.abc.org](http://workforce.abc.org), student chapters at colleges and universities, scholarship programs, relationships with education and training organizations.
ABC is intensively engaged in building our workforce through **more than 800 apprenticeship, craft training, management and safety training programs** set up by its chapters around the country.

Enrollment in ABC chapter training programs **rose 20 percent** to more than 114,000 in 2016.

**TRAINING THE SKILLED WORKERS OF TOMORROW**

ABC contractor members annually invest **$1.1 billion** to train **476,000** construction industry professionals.
About 10% are younger than 24 years old

19% of construction workers are 55 years and older

Bureau of Labor Statistics

80% of ABC members report that their company is facing a shortage of skilled labor

FMI study of ABC member firms

America has a construction workforce shortage

80% of ABC members report that their company is facing a shortage of skilled labor

19% of construction workers are 55 years and older

About 10% are younger than 24 years old

Bureau of Labor Statistics

FMI study of ABC member firms
ABC IS COMMITTED TO CONTINUOUSLY DEVELOPING PEOPLE

ABC and its 70 chapters are doing their part to train craft and management professionals using innovative and flexible learning models like just-in-time task training, competency-based progression, work-based learning and government-registered apprenticeships to build a safe, skilled and productive workforce.

Policymakers must commit to supporting an “all-of-the-above” strategy for workforce development where workers choose their career path and employers have the freedom to choose the best way to provide value and build America.
Construction is growing more than five times as fast as the average of all industries.

Construction employment will grow at an annual rate of 2.6%.

More than 60% of ABC members plan to increase staffing levels during the next six months.

For the fourth consecutive year, skilled trade workers are the hardest positions for companies to fill.

Median wages for construction professionals are 14% higher than the median of all industries.

U.S. Bureau of Economic Analysis

ABC’s 2017 Construction Economic Forecast

ABC Construction Confidence Index

Manpower Group 2016 Talent Shortage Survey

U.S. Department of Labor’s 2016 Occupational Outlook Handbook
ABC WORKFORCE DEVELOPMENT PROGRAMS

ABC’s hallmark Construction Management Competition promotes careers in construction management. The intense two-day competition features teams of college students testing their skills in project management, estimating, safety, quality control and presentation. abc.org/cmc

ABC’s National Craft Championships bring more than 200 craft trainees and apprentices from chapter and member training programs across the country to compete for medals in 13 crafts and a team competition. nationalcraftchampionships.org

The ABC Project Management Institute, an 80-hour management education program at Purdue University, teaches owners, managers and estimators how to improve profitability, productivity and customer satisfaction. abc.org/pmi

The ABC Young Professionals program helps ABC members develop leadership skills for successful construction careers and network with peers and industry leaders. youngprofessionals.abc.org

WORKFORCE
ABC HELPS ITS MEMBERS WIN WORK

ABC creates opportunities for its members to bid on additional work and then helps them win it.
ABC defends open competition in construction contracting at the national, state and local levels, opposing government-mandated project labor agreements (PLAs) and prevailing wage laws while supporting right-to-work policies.

From FY2009-FY2016, ABC member prime contractors won 63 percent of the total value of large-scale federal contracts subject to President Obama’s project labor agreement Executive Order 13502. That’s 569 contracts valued at a total of $41.8 billion won by ABC members.

ABC Members: Competing. Winning. Building.

usaspending.gov
Government-mandated PLAs steer work to unionized contractors and their unionized workforce, which represents just 13.9 percent of the U.S. private construction workforce, according to 2016 Bureau of Labor Statistics data. Therefore, PLA requirements deny opportunity to more than eight out of 10 U.S. private construction workers.

ABC OPPOSES GOVERNMENT-MANDATED PLAs

**Anti-competitive and costly** government-mandated PLAs end open, fair and competitive bidding on contracts to build taxpayer-funded construction projects.

Government-mandated PLAs discourage merit shop contractors from bidding on taxpayer-funded construction contracts and drive up costs between 12 percent and 18 percent.
Through campaigns like the Truth About PLAs, Halt the Assault and ABC Votes, ABC defends free enterprise and the economically sound principles upon which America was built. ABC members can play an active role in the political process by engaging with the ABC Political Action Committee (ABC PAC) and the Free Enterprise Alliance, and joining the grassroots efforts at ABC Legislative Week in Washington, D.C.

abc.org/abcaction
From FY2009-2016, ABC prevented government-mandated PLAs on 99 percent of federal contracts exceeding $25 million, ensuring that construction contracts totaling $65 billion were subject to fair and open competition.
ABC SUPPORTS FULL REPEAL OF THE DAVIS-BACON ACT

The DOL’s mishandling of the Davis-Bacon wage determination process is not just bad for construction—it’s bad for taxpayers as well. The Congressional Budget Office has estimated that the Davis-Bacon Act will raise federal construction costs by $13 billion between 2015 and 2023.
ABC RECOGNIZES TOP CONTRACTORS
WITH THE ACCREDITED QUALITY
CONTRACTOR CREDENTIAL

Exclusively for ABC members, the Accredited Quality Contractor (AQC) program recognizes member construction firms that annually document their commitment in five key areas of corporate responsibility: quality, safety, employee benefits, training and community relations. Once contractors achieve accreditation, the AQC designation can be used in bid documents, corporate documents and signage. AQC members are recognized for their accomplishments at national trade shows, ABC events and in Construction Executive magazine. Be the best. Build with the best.

abc.org/aqc
ABC membership gives you access to a searchable database of the industry’s best contractors. **FindContractors.com** lets you search for ABC members by name, chapter, location, sales volume or type of construction. Plus, find members who earned national recognition for their safety programs through participation in ABC’s Safety Training Evaluation Process (STEP), have federal designations and have signed the Drug- and Alcohol-Free Workplace Pledge. Members can also build and update their profiles to help them win more work.
ABC HELPS ITS MEMBERS

ACHIEVE WORLD-CLASS SAFETY

ABC provides members with the knowledge and tools to achieve the highest standard for health, safety, wellness and environment in the construction industry.
Established in 1989, ABC’s flagship Safety Training Evaluation Process (STEP) is the standard for developing world-class safety programs in construction. Developed by contractors, for contractors, STEP offers an organized approach to analyzing and developing company-wide safety and loss-prevention programs to help firms large and small send their workers home safe every day. Learn the 20 components that dramatically improve safety performance. Getting started is free.

abc.org/step
WHAT IF YOUR COMPANY COULD BE 770 PERCENT SAFER THAN THE INDUSTRY AVERAGE?

It’s more than possible, it’s doable.

ABC conducts an annual analysis of STEP participant data to further the industry’s understanding of how to validate the effectiveness of proactive health and safety programs and make construction job sites safer. ABC’s groundbreaking Safety Performance Report documents the dramatic impact of using proactive safety practices to reduce recordable incidents by up to 87 percent, making the best-performing companies 770 percent safer than the industry average.

abc.org/spr
ABC STEP PARTICIPANTS ARE SAFER THAN THE INDUSTRY AVERAGE

*Based on analysis of the Total Recordable Incident Rate (TRIR) of participants in ABC’s 2016 STEP vs. the Bureau of Labor Statistics (BLS) industry average.
ABC HELPS ITS MEMBERS PRACTICE ETHICS AND COMPLIANCE

ABC works to protect members from regulatory overreach and legislation that harms the merit shop construction industry.
KEY ISSUES FOR THE MERIT SHOP CONSTRUCTION INDUSTRY TODAY

- Blacklisting Final Rule and Guidance (Fair Pay and Safe Workplaces)
- Persuader Final Rule (Labor-Management Reporting and Disclosure Act)
- Overtime (Defining and Delimiting the Exemptions for Executive, Administrative, Professional, Outside Sales and Computer Employees)
- Volks Final Rule
- Respirable Crystalline Silica Final Rule
- Electronic Injury Reporting and Anti-Retaliation Final Rule (Improve Tracking of Workplace Injuries and Illnesses)
- Affordable Care Act
- Infrastructure Investment
FIGHTING FOR THE MERIT SHOP

ABC works aggressively to protect member interests before Congress, regulators and the courts.

• Testimony before Congress
• Letters to Congress
• Comments on rulemakings
• Participation in regulatory agency hearings
• Coalitions and partnerships
• Feasibility studies
• Member impact surveys
• Compliance toolkits
• Issue briefs

Stay up to date on the legislative, regulatory and legal developments you need to know about through ABC’s weekly member newsletter, Newsline.

abc.org/newsline
ABC members have access to updates, staff expertise and guidance on regulatory developments and compliance resources designed exclusively for merit shop contractors. The weekly *Newsline* is packed with news and analysis of the latest legislative, regulatory and legal actions. ABC’s Academy for Construction Ethics, Compliance and Best Practices is an archive of webinars presented by leading legal and business experts. And comprehensive toolkits are available to help you navigate employer health care and union organizing.

[abc.org/academy](http://abc.org/academy)
ABC HELPS ITS MEMBERS INCREASE PROFITABILITY

ABC helps members be more productive, anticipate industry trends and improve their bottom line.
ABC helps members stay on top of the technologies that can give them an edge in improving productivity and profitability. From digital collaboration software and BIM to high-tech accounting systems and contracts, ABC webinars, education sessions and conferences give members access to top industry experts who can help improve the bottom line.
ECONOMIC ANALYSIS YOU CAN COUNT ON

ABC keeps you updated on key economic indicators for commercial and industrial construction.

ABC Economic Reports
• Annual Forecast
• Construction Backlog Indicator (CBI)
• Construction Confidence Index
• State-Level Industry Unemployment Rates

ABC Analysis of Government Economic Data
• Construction Spending
• Construction Employment
• Producer Price Index
• Economic Growth (GDP)

abc.org/economics
ABC members are committed to achieving a fully inclusive and culturally competent workforce that is welcoming to all people, where employees and suppliers are limited only by their own potential. Through Diversity Resource Groups and the National Diversity Excellence Awards, ABC supports and recognizes success in achieving a diverse construction workforce. ABC’s annual Diversity & Inclusion Summit offers education and networking for members who understand the value of diversity in construction and its impact on the bottom line. Explore joint ventures, learn how to attract and retain the best talent, and improve your value proposition. 

abc.org/diversity
STAY CURRENT WITH CONSTRUCTION EXECUTIVE

Construction Executive, ABC’s award-winning magazine, is the leading source for news, market developments and business issues impacting the construction industry. Designed to help its 50,000+ readers run more profitable and productive businesses, the CE portfolio also includes a mobile app, newsletters and webinars to help you understand and manage risk, technology, economics, legal challenges and more.

constructionexec.com
subscriptions.constructionexec.com
THE ABC INSURANCE TRUST SPECIALIZES IN WORKING WITH CONTRACTORS

Members also gain access to a dedicated benefits resource—the ABC Insurance Trust, which specializes in providing medical as well as proprietary dental, life and vision insurance to merit shop construction contractors.

abcinsurancetrust.org

We take the hassle out of administering your employee benefits.

- Traditional, HMO, PPO and POS Medical Plans
- Dental Benefits—with rates guaranteed until 2021
- Short- and Long-term Disability Income Protection
- Dollar Bank® Administration
- Group Life Insurance
- Supplementary Life Insurance
- Vision Plans
- Voluntary Coverages
- HRAs/HSAs/FSAs
- Multi-state Administration
START SAVING WITH MEMBER DISCOUNT PROGRAMS TODAY

With more than 20,000 participating merchants, you can get great deals on everyday purchases through the ABC Marketplace, an online shopping destination for discounts on food, electronics, travel, theater tickets, toys, home goods and more.

abc.corporateperks.com

Save big with member discounts on business essentials. How about getting 22 percent off your phone bill or saving at least $500 on a new truck? ABC members saved more than $33 million using member discount programs in 2016! A typical contractor with 15 employees could save thousands of dollars each year. Employee discounts also are available.

abc.org/discounts | abc.org/employeediscounts
MEMBERS SAVE MORE THAN $33 MILLION ANNUALLY WITH ABC DISCOUNTS

FedEx
Save up to 29 percent on shipping services.

FranklinCovey
Premium pricing on professional development and leadership training courses.

Enterprise
FLEET MANAGEMENT
Reduce your vehicle fleet management costs and gain access to all incentives.

Ford
FORD FLEET
Reduce your vehicle fleet management costs and gain access to all incentives.

Office DEPOT
OfficeMax
Deep discounts on everyday office supplies and construction materials too.

ExxonMobil Brands
Save up to 5¢ per gallon.

Setup fees are waived on this total benefits solution of ACA-compliant benefits and retirement plans.

AIA Contract Documents
THE INDUSTRY STANDARD
Save 10 percent on contract documents.

payroll4construction.com
Waived setup fees for payroll services.

ConsensusDocs
BUILDING A BETTER WAY

Save up to 6¢ per gallon.

Receive discounts and a free Executive Dashboard with a new construction accounting software purchase – a $1,595 value.

Exclusive discounts on scheduling, document control, data management and laser scanning.

Save up to 29 percent on shipping services.
MEMBERS AND THEIR EMPLOYEES SAVE WITH THESE GREAT DISCOUNTS

Save up to an additional $1,000 on eligible vehicles.

Save even more off GEICO's already low rates.

Exclusive pricing from thousands of merchants on everyday purchases.

Members and their immediate family members receive discounts on most Chrysler, Dodge, Jeep®, RAM® and Fiat® vehicles.

Contractors and building materials suppliers are eligible for a 22 percent discount on calling plans, and savings on mobile devices.

Save 20 percent on uniform rentals and purchases of work and safety apparel, logo'd apparel, boots and more.

Exclusive discounts on Ramada, Days Inn, Super 8, Baymont and other affordable brands.

Exclusive savings on auto parts and accessories.

Deep discounts on everyday office supplies and construction materials too.
ABC STRATEGIC PARTNERS
A TRUSTED RESOURCE FOR MEMBERS

Increasing productivity, reducing redundancy and eliminating waste

Advancing construction safety

Employee benefits solutions from leading health and retirement carriers

Increasing workforce productivity and reducing workforce shortage challenges

Providing equipment solutions to win and deliver safe and profitable work

Construction software for business and operations
ABC HELPS ITS MEMBERS ENHANCE COMMUNITIES

ABC showcases members’ commitment to their communities and to the thousands of workers they employ, celebrates outstanding member achievements, and provides opportunities to network at events and conferences throughout the year.
ABC CARES

From fundraising to expanding job training programs to contributing to relief efforts after natural disasters and volunteering to perform renovations on the homes of military veterans in need, ABC members step up to support local communities and charitable causes across the country.

ABC members also contribute to the economic success of the communities where they live and do business, creating jobs and building the structures we live and work in as well as the infrastructure to get us there.

ABC members benefit from being part of the ABC community. Through networking, sharing best practices and creating opportunities for dialog and collaboration with users and clients, ABC members are constantly learning and innovating. That’s how ABC members build America.

VCC, Little Rock, Ark., has worked closely with many charities over the years, often developing decades-long relationships with organizations such as Habitat for Humanity.
ABC recognizes Excellence in Construction

ABC’s prestigious Excellence in Construction® (EIC) Awards program recognizes the most innovative and high-quality merit shop construction projects across the nation. In addition, ABC presents awards for member achievements in safety and diversity and ABC’s Contractor of the Year. In 2016, more than $7.4 billion in award-winning projects boosted local communities around the country.

abc.org/eic
UP YOUR GAME: JOIN AN ABC PEER GROUP

ABC’s peer groups give like-minded business owners an environment conducive to sharing ideas and discussing opportunities and challenges—all with the goal of improving their businesses. Peer groups consist of six to 10 non-competing ABC member companies within a trade or interest area and with similar annual volumes. Peer groups are available for contractors in drywall, electrical, general, mechanical/HVAC, plumbing, painting and more.

abc.org/peergroups

“Peer Groups have been a huge benefit for me and my company. Getting a chance to share ideas, compare systems and learn from others confidentially has been transforming for Willmar Electric. How we use pre-fab, recruit, market and much more has been shaped by conversations I have had with peer group members. In fact, I cannot think of a single area within our firm my peer group hasn’t played a role in improving.

—David Chapin, President, Willmar Electric, Lincoln, Neb.
ABC ANNUAL EVENTS

March

ABC CONVENTION

abcconvention.abc.org

FEATURING:
National Board Meeting
Education for ABC Members and Chapter Staff
Chapter Excellence, Membership and Accreditation Awards
National Craft Championships
Excellence in Construction Awards
Careers in Construction Awards
Construction Management Competition

June

ABC LEGISLATIVE WEEK

legweek.abc.org

FEATURING:
National Board Meeting
Legislative Day
Congressional Visits
Free Enterprise Alliance Reception
ABC Legal Conference
Diversity & Inclusion Summit
Young Professionals Symposium

October

ABC USERS SUMMIT

userssummit.abc.org

This exclusive event brings together construction users and merit shop contractors for meaningful conversations around critical issues that affect the way construction projects are planned and delivered.

November

ABC LEADERSHIP WEEK

leadership.abc.org

FEATURING:
National Board Meeting
Leadership Institute
Young Professionals Future Leaders Lab
#ABCMeritShopProud

Find out more about ABC, its chapters and its members. abcmeritshopproud.org
#ABCMeritShopProud