



Welcome to Associated Builders and Contractors

The National Voice of Merit Shop Construction
25,000 Member Companies Strong representing
2,000,000 employees

One National Association for All Contractors

*“When people think construction,
they think ABC.”*



About ABC

- Founded in 1950 by 7 Baltimore contractors
- Embraces the merit shop philosophy in support of free enterprise (not anti-union)
- 500+ chapter staff in 77 chapters
- Represents the entire building team
- Largest industry group dedicated to merit shop construction



About ABC

- Recognized as the 40th most influential public policy group in the nation (*Fortune* magazine)
- Features the largest PAC in the non-residential construction industry
- \$28 million annual budget
- Budget is in top 8 percent of associations
- Total staff size is in top 10 percent



Serving All Contractors

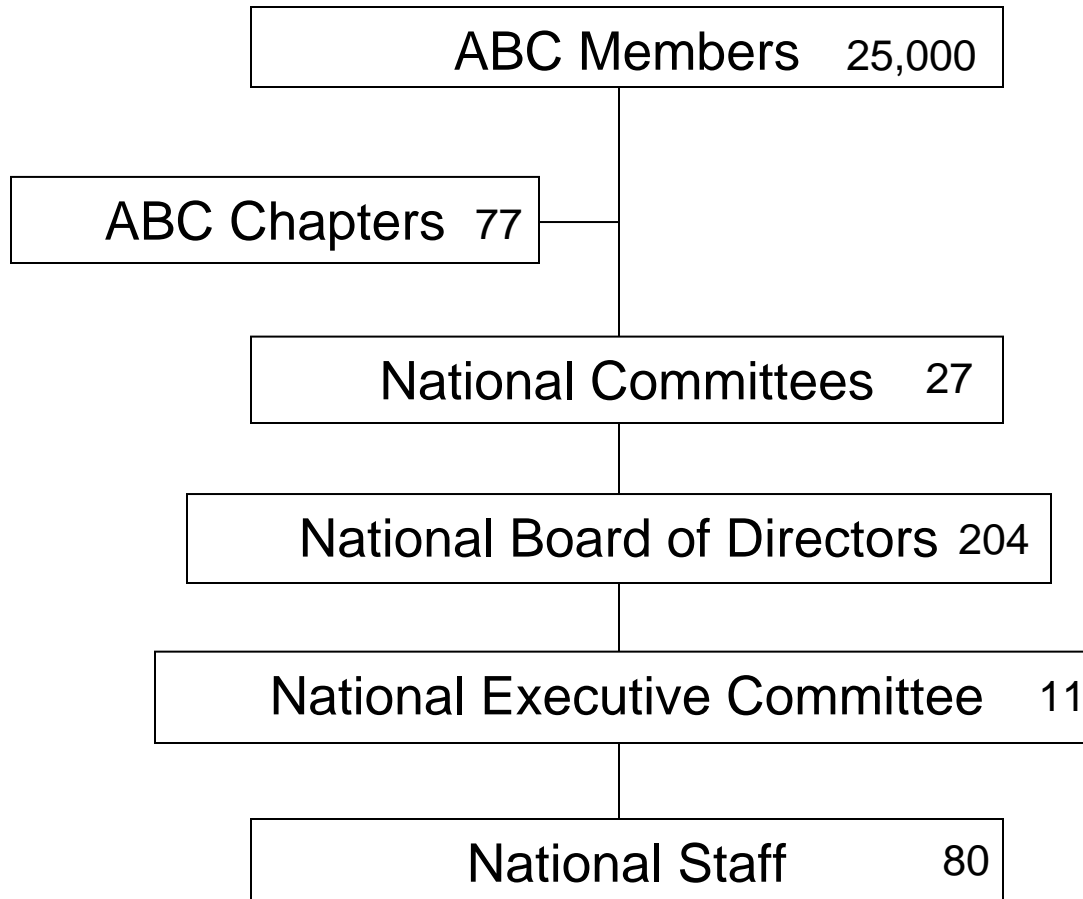
- 75 percent of ABC members have an annual volume of less than \$10 million

At the same time

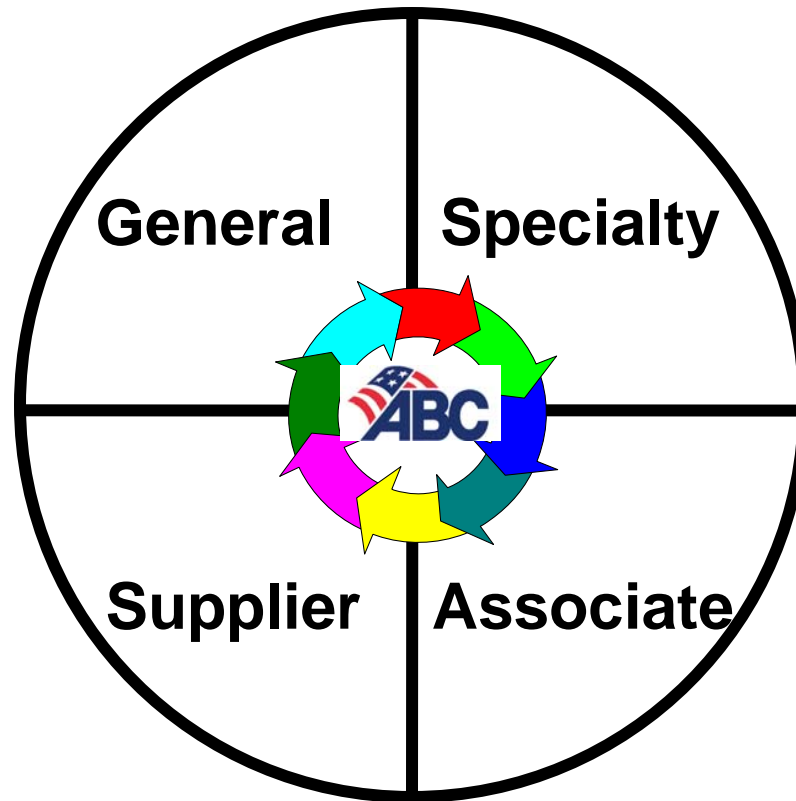
- More than half of the contractors on *Engineering-News Record's* “Top 400” list are ABC members



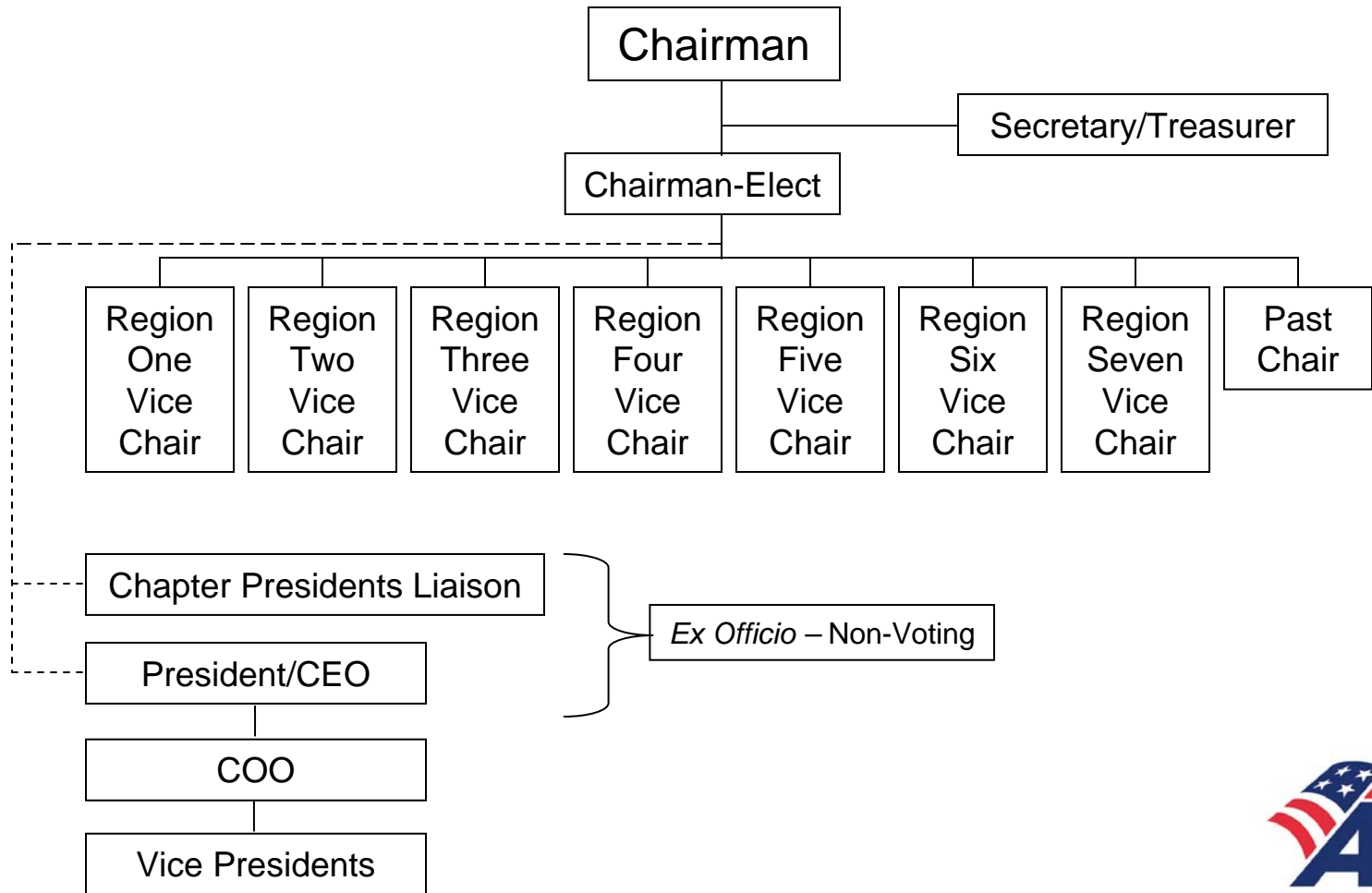
Governance Structure



Equal Representation

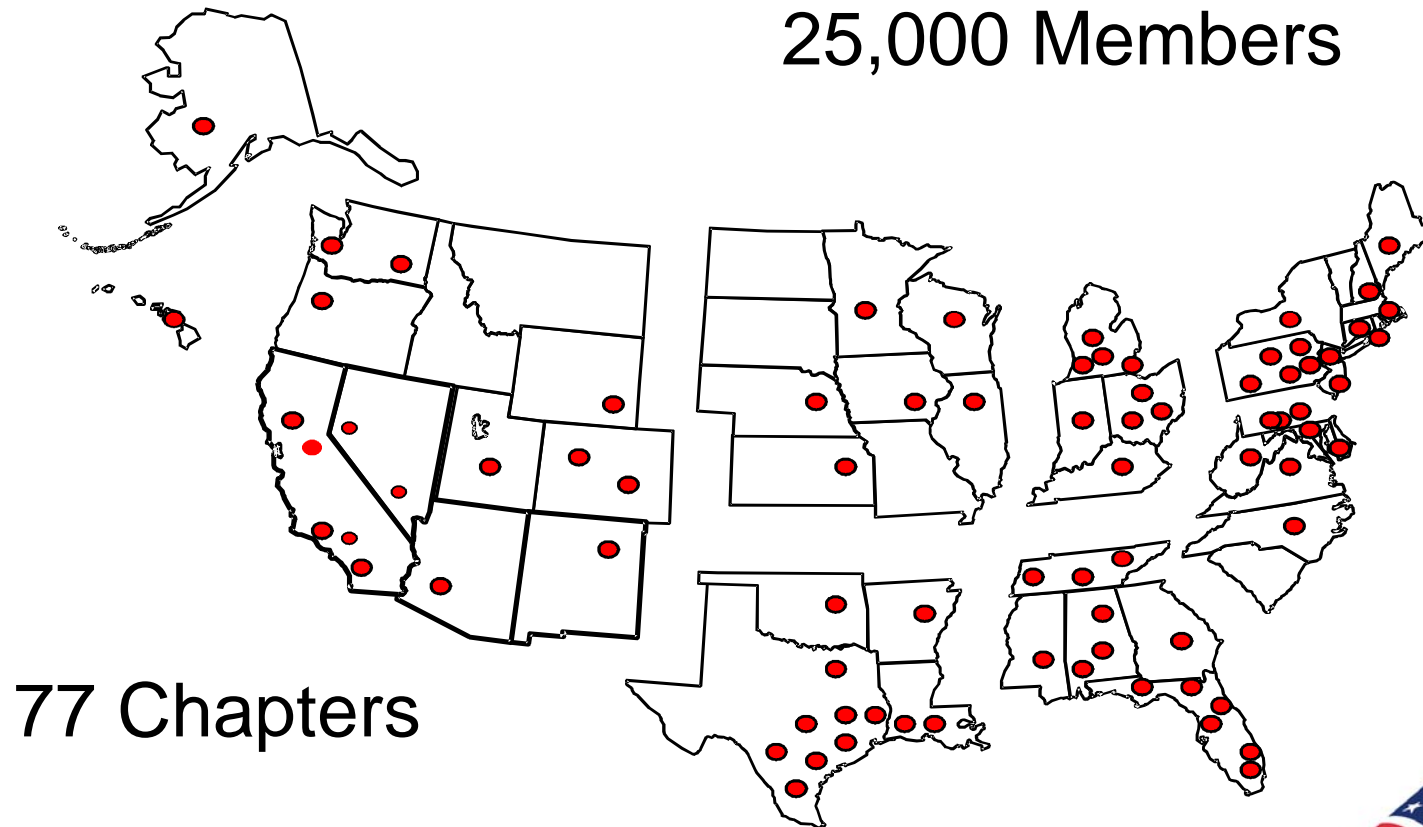


Executive Committee Structure

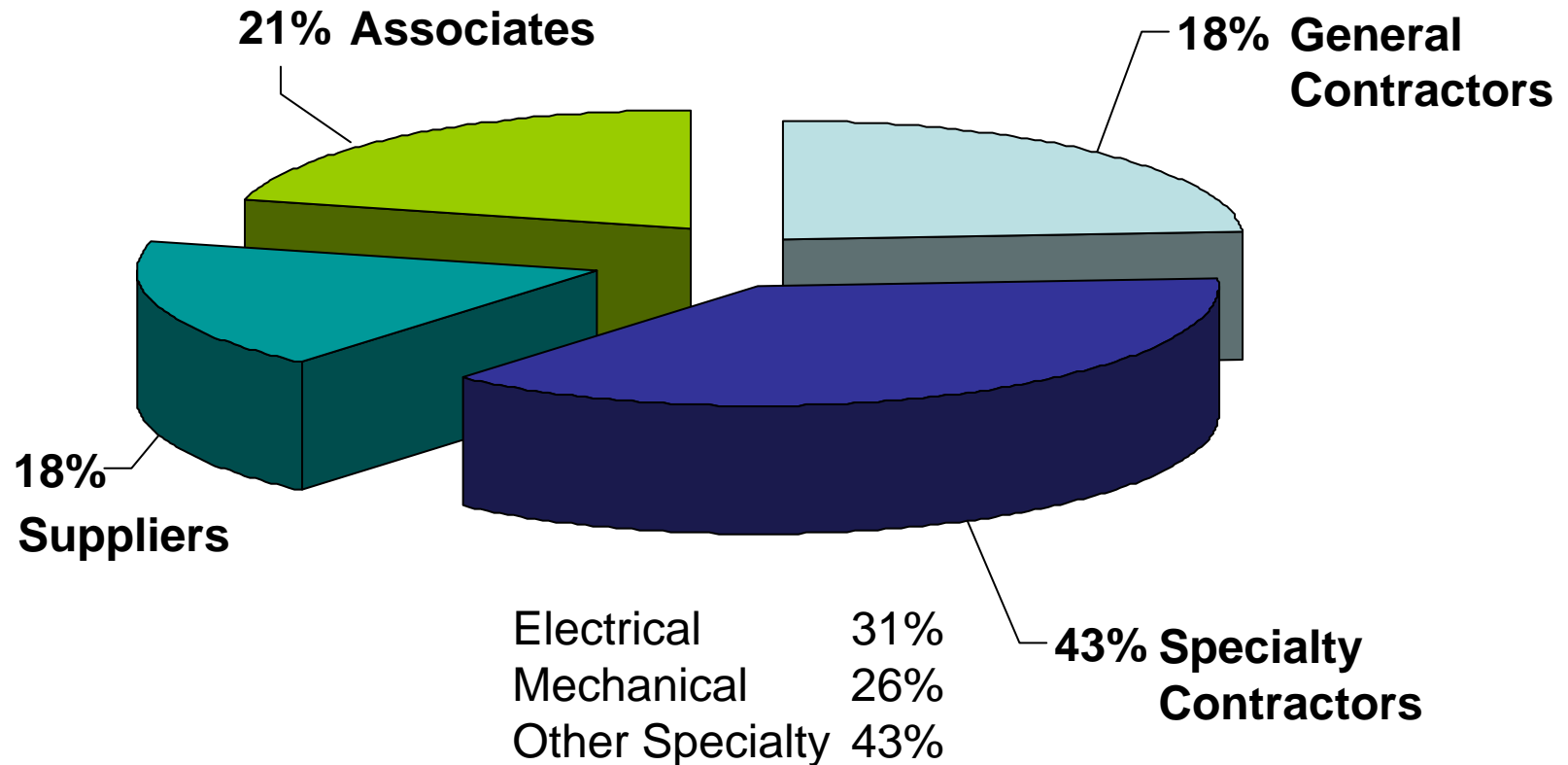


ABC's Chapter Network

25,000 Members



Membership by Company Type



External Relations

- Lobbying – federal level
- Legal rights (CLRF)
- Fight project labor agreements (PLAs)
- Provide regulatory assistance
- Grassroots program with field-based political managers
- Political Action Committee - \$1.1 million in 2008
- Free Enterprise Alliance – \$3.5 million in 2008



Careers in Construction

- School-to-Career for transition into the industry
- Try Tools program provides online information
- Career Fairs highlight industry opportunities
- Partnerships with education professionals
- 54 Student Chapters on college campuses



Craft Training

- Online training resources
- Flexible to meet industry needs
- Competency based (not time based)
- Multi-trade, comprehensive program
- Task specific
- Nationally accredited training curriculum (NCCER)
- DOL approved for apprenticeship
- ABC National Craft Championships



STEP Safety Program

- Safety Training Evaluation Process (STEP)
- Provides safety evaluation tools for contractors
- Focuses on helping contractors establish and improve safety training programs



ABC/OSHA Agreements

- Rewards contractors for safety programs
- Recognizes efforts to provide employees with safety training and motivation
- Ensures a safe and healthy workplace
- Chapter partnerships or alliances with regional and state OSHA offices
- Promotes cooperative safety efforts between OSHA and ABC members



National Meetings

- Biz Con (February)
- Construction Education Conference (April or May)
- Legislative Conference (June)
- Management Conference for Chapter Presidents (July or Aug.)
- ABC Institute for Leadership and Professional Development (Oct. or Nov.)
- Attorneys Conference (Nov. or Dec.)



Excellence in Construction

- The industry's premier national awards program
- Recognizes contractors, owners and architects for the most exciting and dynamic projects
- Honors companies with exemplary safety records and practices
- Provides national exposure



National Visibility for the Merit Shop

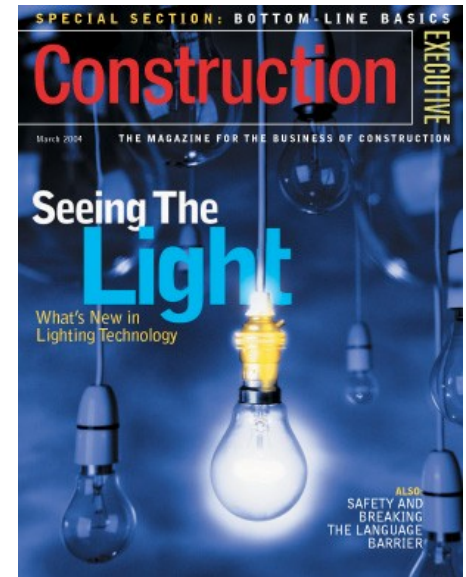
- Media outreach and public relations
- Issues management
- Communications Action Network
- Publications and industry news
- Advertising and marketing support
- Member discount programs



Construction Executive

- Award-winning national industry magazine
- 47,000 subscribers
- 117,000 readers
- Free to ABC members
- Companion online magazine

*The magazine for the
business of construction!*



ABCares

- Showcases ABC chapters and member companies
- Highlights community service projects that enrich the lives of others
- Selected projects are featured on the ABC national website, *Construction Executive* magazine and at the Excellence in Construction awards ceremony



Business Discounts

- Select vendors offer discounts to ABC members on business-related products and services
- Members saved more than \$10 million in 2008
- Discount programs include:
 - Company vehicle purchasing and leasing
 - Fleet management
 - Mobile offices and storage trailers
 - Construction accounting software
 - Next day shipping
 - Payroll services
 - Office supplies
 - Fuel Discounts
 - Safety Apparel



Insurance and Employee Benefits

- ABC Merit Choice Insurance is owned and operated by ABC exclusively for ABC member firms
- Health insurance at competitive rates
- Life and disability insurance
- Dental and vision insurance
- Dollar Bank Administration (pay for benefits by the hour)



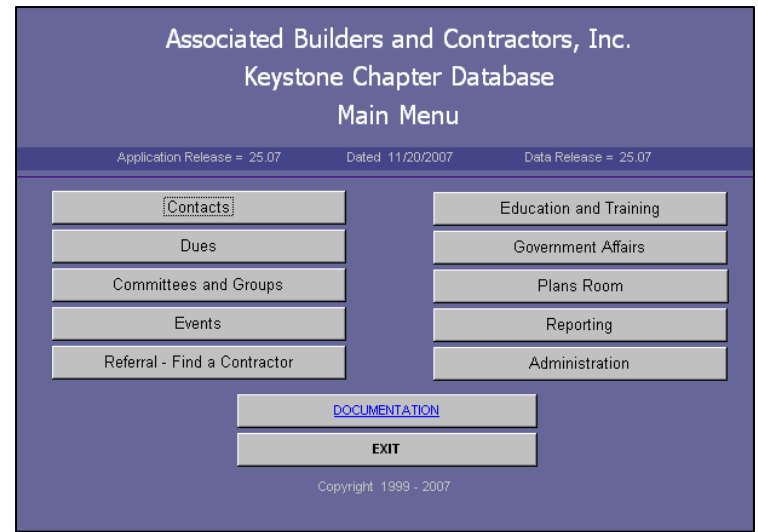
Chapter Website Template

- ABC provides chapters with an easy to update website template at no charge to the chapter
- This service includes:
 - New updates for template
 - Assistance for initial site set-up
 - Training for content managers
 - Full phone support
 - Website hosting



Chapter Management Software

- Customized application developed by ABC
- Provides chapter with a comprehensive association management software package
- Free to the chapter
- Services include:
 - On-going development
 - Training and support



Chapter Management Software

Information tracked and reported includes:

Membership Module

- Contacts
- Dues
- Events
- Contractor Referral
- Government Affairs
- Model Membership

Education Module

- Apprentice and Craft Training
- Grades
- Attendance
- OJT
- Management Education
- Continuing Education

Future Enhancements

- Web-enabled Application
- Automatic Updates
- Centralized Backups

