

ABCWI MEMBER SERVICES



Associated Builders
and Contractors, Inc.

Wisconsin Chapter

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ABOUT ABC

Associated Builders & Contractors (ABC) is on the move! ABC is an accomplished organization that personifies members' determination to overcome challenges and get jobs done successfully.

ABC works hard to ensure merit-based contractors compete freely in the market. In addition to promoting free enterprise in construction, we also develop people, win work and deliver work safely, ethically and profitably for the betterment of the communities in which ABC and its members do business.

ABC is a construction trade association of roughly 21,000 firms nationally and nearly 900 firms in Wisconsin, offering many valuable services and benefits outlined in this document.

Determined Success!

Apprenticeship & Construction Training

ABC offers a wide range of education and training, including:

- Apprenticeship Training:
 - Carpentry
 - Concrete Finishing
 - Construction Craft Laborer
 - Electrical
 - Heavy Equipment Operator
 - HVAC
 - Heat & Frost Insulator
 - Plumbing
 - Roofing
 - Sheet Metal
 - Sprinkler Fitting
 - Steamfitting
- Continuing education classes, including customized in-house training classes:
 - Construction-U Project Supervisor
 - Emerging Leader
 - CEU Training
 - Trade-specific Upgrade Training
 - Leadership & Soft Skills Training
- Career awareness and outreach
- School-to-work/career awareness

DEVELOPING PEOPLE

“ We have carpenters, concrete finishers and operators in the apprenticeship program ... If we didn't think it was good value, we wouldn't stay active.

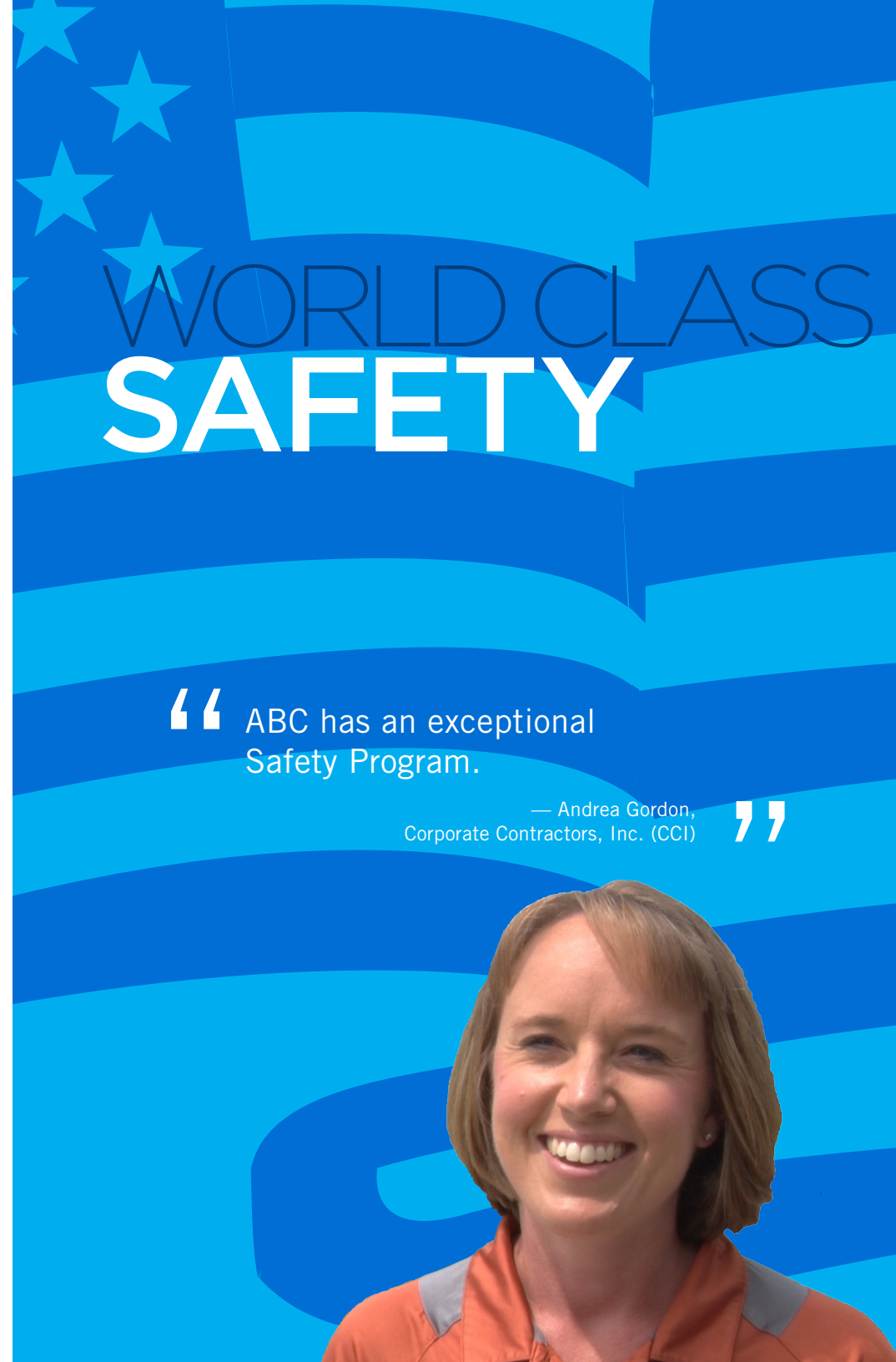
—Tom Altmann
Altmann Construction Co., Inc.



Safety Training & Consulting

ABC provides members with the knowledge and tools to achieve the highest standard for health, safety, wellness and environment in construction, including:

- FREE written Safety & HazCom Plan (\$2,500 value)
- Consulting/site visits and inspections (1st one free)
- Confined Space Hands-On Training
- Free, Construction Safety Toolbox Talks
- Safety Updates (via communications)
- Annual Worker Safety Conference
- Safety Awards
- STEP (Safety Training Evaluation Process)
- Postings and Wallet Cards
- Manuals for policy-specific issues
- Videos (including video loaner service)
- Partnerships for safer jobsites



WORLD CLASS SAFETY

“ ABC has an exceptional
Safety Program.

— Andrea Gordon,
Corporate Contractors, Inc. (CCI)

”

ADVOCATING FOR YOU

“ The collaboration among members in terms of legislative activities is second to none!

— Bill Monfre,
Quality Insulators, Inc.

”



Legislative & Policy Representation

ABC works aggressively to protect member interests with legislators, regulators and bureaucrats in Madison and Washington:

- Professional lobbying and monitoring of agency rules
- Assistance dealing with government agencies
- Member alerts/issues briefs on important legislation
- Grassroots campaigns
- Coalitions and partnerships
- PAC (Political Action Committee)
- Merit Fund Conduit
- Issue Advocacy
- Opportunities to network with state and federal legislators

Associated Builders and Contractors will provide the best training, government and legal representation, and programs to ensure members a competitive advantage, add value to the industry's clients, and enhance the lives of the industry's employees.

**Associated Builders
and Contractors, Inc.**

Fighting for free enterprise in construction since 1950!



Determined Success!

ON MERIT

Labor & Employee Relations

ABC provides members with access to staff expertise and guidance on regulatory and compliance resources designed for today's merit-based contractors. Services include:

- First FREE call for legal education service
- Extensive information on union-related issues, including:
 - organizing
 - jobsite security
 - certification elections
 - picketing
 - dual shops
 - salting & more
- Employee relations, including:
 - personnel manuals
 - policy handbooks
 - legal seminars
 - legal articles and policy samples
- Merit Shop Defense Fund
- Annual Human Resources Conference

HUMAN RESOURCES

ABC has tremendous resources...
safety, management training, legal
... you name it.

— Stan Johnson
A.C.E. Building Service, Inc.

”



INDUSTRY RESOURCES

“ There’s a lot of benefits ... a lot of resources that ABC can offer.

— Chris Olson,
The Stiegler Company, Inc



Management Information

ABC provides construction management information to help with operations, including:

- Legal and management education
- Seminars and webinars for owners and key management
- Conferences focused on management, human resources, workforce development and safety
- Chapter and national executive magazines with insight on trends, operational processes and cutting edge technology
- Helpful documents and articles on construction-related topics
- Regular email updates on legislative, safety and other industry topics
- Lien Law assistance

Business Development & Networking Events

ABC is interested in helping you sustain and grow your business:

- Construction Users' Guide distribution to owners
- Online, searchable directory listing for users
- Bid notification service
- Projects of Distinction Construction Awards
- Accredited Quality Contractor (AQC) Program
- Advertising opportunities in publications
- Shared Interest Groups/Committees

ABC offers many networking events for building relationships:

- Meet the Generals events
- Networking Socials
- SuperCon Management & Safety Conference
- Marketing & Business Development Forum
- National Workforce Development Conference
- National Legislative Conference
- Golf Outing and Sporting Clay Shoot

RELATIONSHIP BUILDING

“

It's a good value for any company to belong to ABC. We have a great relationship. You always meet somebody new.

”

— Steve Challoner
Dawes Rigging & Crane Rental



SAVING MONEY

“ It was great to take advantage of the GM discount at the dealership because my company is an ABC member.

—Steve Klessig
Keller, Inc. ”



Group Buying Programs

ABC is interested in helping you save money through group buying programs.

- Sentry property/casualty incentive/dividend program
- GM/Fiat Chrysler Private Incentive Offer (\$500-\$1,000)
- Ford Fleet Incentive (\$500-\$1,000)
- Group Dental/Vision/Disability Insurance
- West Bend Mutual Employee/Executive Personal Lines Insurance
- GEICO Auto Insurance discounts
- Verizon Business (22%) and Personal (15%) Wireless Plans
- Payroll4Construction.com payroll processing with free set-up and training (\$1,500)
- Enterprise Fleet Management discounts
- AIA Contract Documents software discounts
- Exxon, Mobil & Shell fuel discounts
- FedEx discounts
- Office Depot/Office Max discounts
- Aramark custom uniform & work wear discounts



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and Contractors, Inc.

Wisconsin Chapter

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