



ABC MEMBERS BUILD AMERICA



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ABC Has 68 Chapters Nationwide





What Is ABC?

ABC Helps Its Members



Develop People



Win Work



Deliver Work



Better Communities

Safely | Ethically | Profitably

Associated Builders and Contractors 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 68 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 fair 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.

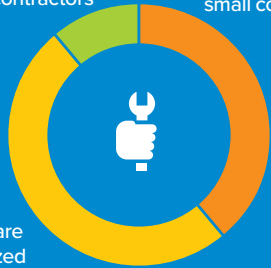
ABC members build America. ABC members have been setting the standard for safety, performance and integrity in the construction industry since 1950, and every day we continue to raise the bar. ABC welcomes other like-minded contractors committed to excellence and delivering high-value, high-quality projects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



Of more than 21,000 members, **62%** are contractors.

11% are large contractors

39% are small contractors



50% are mid-sized contractors

What Do ABC Members Build?

Offices

Skyscrapers

Stadiums

Federal Government Projects

Playgrounds

Schools

Art Galleries

Bridges

Ports

Court Buildings

Campuses

Commercial

Power Plants

Sports Venues

Substations

Hospitals

Data Centers

Train Depots

Car Dealerships

Public Works

Water Treatment Plants

Hotels

Libraries

Industrial

Renovations

Museums

Embassies

Airports

Infrastructure

Wetlands Restoration

Laboratories

Residential

Multifamily

Refineries

Churches

Malls

Manufacturing Plants

Convention Centers

Military Installations

Retail

Breweries

Roads/Highways

Universities

Community Centers

Monuments

ABC HELPS ITS MEMBERS DEVELOP PEOPLE

Annually, ABC members invest billions to educate millions of course attendees in apprenticeship, craft, safety and construction management education programs.




Women and minorities



Reentering citizens

Active military/veterans

ABC is reaching out to share career opportunities in the construction industry with:



High school graduates



Community college/university graduates

In 2021, ABC member contractors invested **\$1.6 billion** in workforce development to educate more than **1.3 million** employees. ABC chapters have **300+** entry point programs into the industry nationally.

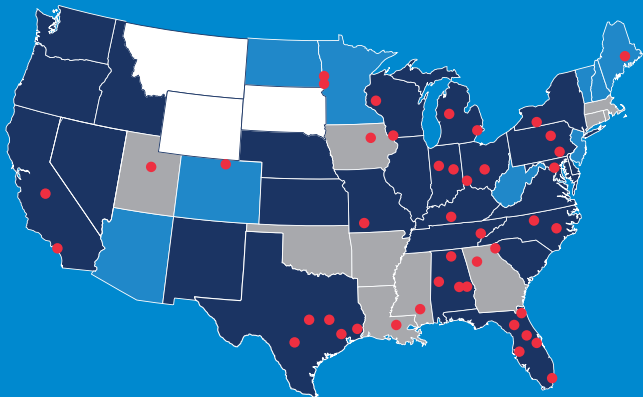
abc.org/wfsurvey

Educating the Skilled Workers of Tomorrow

ABC's 68 chapters and their affiliates provide more than 800 apprenticeship, craft, safety and construction management education programs—including 300 government-registered apprenticeship programs—across the country.

Outreach initiatives include scholarship programs, relationships with universities and partnerships with education and training organizations.

abc.org/chapterlocator



- Student chapters
- Chapter education centers
- Education affiliates
- Chapter education centers and affiliates

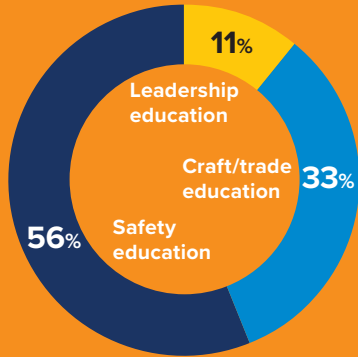
ABC Works to Elevate Careers in Construction and Build the Workforce Talent Pipeline

ABC and its 68 chapters are doing their part to upskill 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 inclusive, 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.

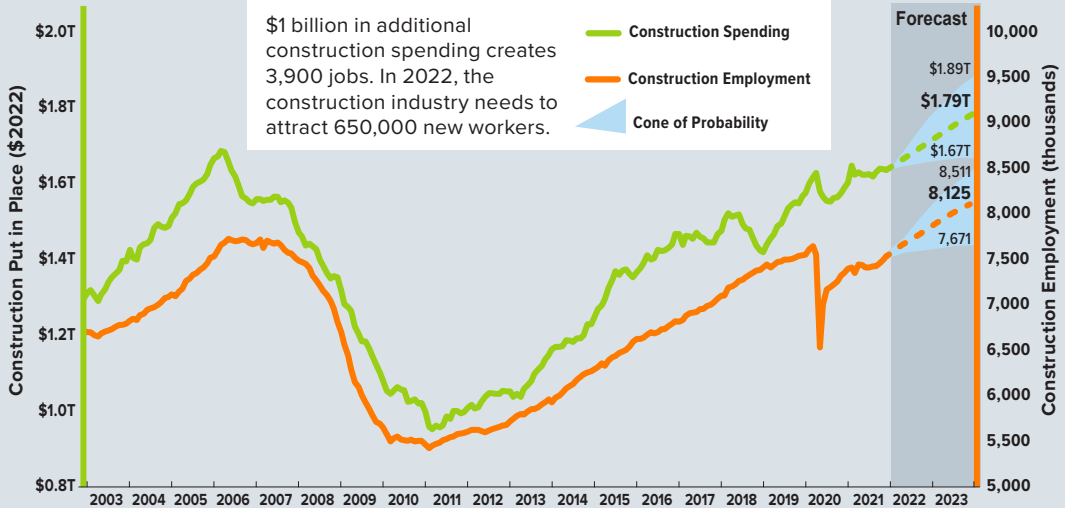
abc.org/workforce

Education Enrollment at ABC Chapters



Construction Spending and Employment Forecast

(High, Base and Low Scenarios) abc.org/wfshortage



\$1 billion in additional construction spending creates 3,900 jobs. In 2022, the construction industry needs to attract 650,000 new workers.

- Construction Spending
- Construction Employment
- Cone of Probability

ABC Workforce Development Programs



The ABC National Student Chapter Network connects local ABC chapters to colleges and universities with construction-related degree programs with the ultimate goal of building the construction management pipeline and mentoring future leaders of the construction industry.

abc.org/studentchapter



The ABC Project Management Institute is a premier education and professional development opportunity for future project management leaders. This course is designed specifically to meet the needs of today's contractors and is held at ABC chapters.

abc.org/pmi



Workforce



ABC Recognition and Awards Programs

Construction Management Competition



The Construction Management Competition promotes careers in construction management, featuring teams of college students testing their skills in project management, estimating, safety, quality control and presentation skills.

abc.org/cmc

NATIONAL **CRAFT** CHAMPIONSHIPS

PRESENTED BY



The National Craft Championships celebrate lifelong learning in the merit shop construction industry, with craft trainees from chapter and member training programs across the country competing for national recognition in about a dozen crafts during the annual ABC convention.

abc.org/ncc

CONSTRUCTION WORKFORCE AWARDS



The ABC Construction Workforce Awards feature the Craft Instructor of the Year, Craft Professional of the Year and Young Professional of the Year. These individuals play crucial roles in shaping the future of the construction industry by highlighting construction as a meaningful lifelong career, emphasizing safe work practices and expanding education opportunities. The winner of each award is announced at the annual ABC convention.

abc.org/cwa



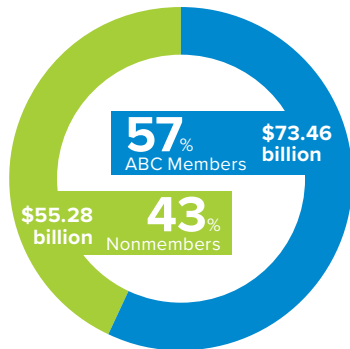
ABC HELPS ITS MEMBERS WIN WORK

ABC creates opportunities for its members to compete for work on a fair and level playing field, and then helps them win work based on merit.

ABC Members Win Work Through Fair and Open Competition

ABC defends open competition in construction contracting at the national, state and local levels, opposing government-mandated project labor agreements and prevailing wage laws while supporting right-to-work policies.

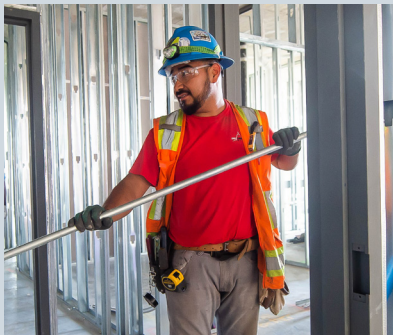
TheTruthAboutPLAs.com



Federal Contracts
>\$25 Million

Fiscal years 2009-2021

More than half the value of large federal contracts was awarded to ABC members from 2009 to 2021. In fiscal year 2021 alone, ABC members won \$5.95 billion in large federal contracts out of a total of \$11.37 billion, or 52%.



Government-mandated PLAs steer work to unionized contractors and their unionized workforce, which represents just 12.6% of the U.S. private construction workforce, according to 2022 U.S. Bureau of Labor Statistics data. Therefore, PLA requirements deny opportunity to nearly nine 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 by 12% to 20%.

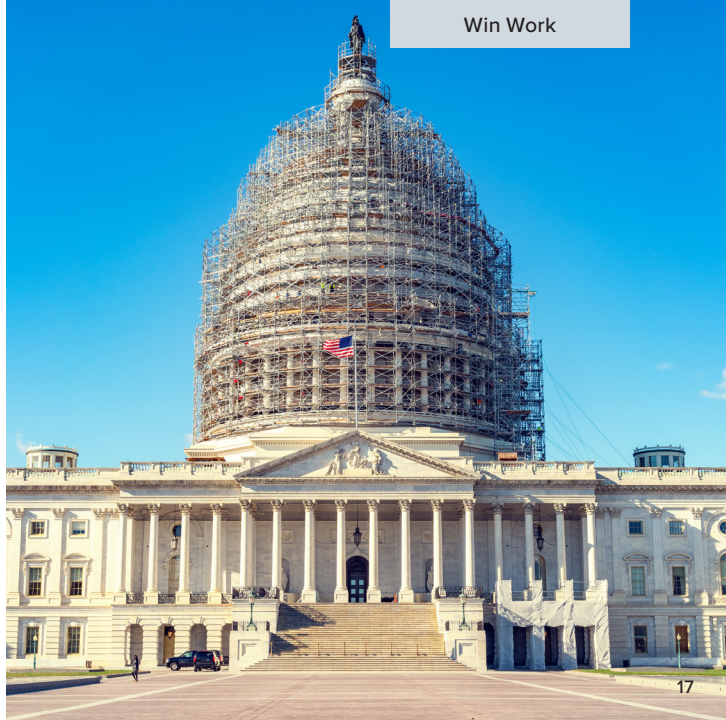
An ABC-led coalition campaign created the website BuildAmericaLocal.com to tout the value of fair and open competition.

ABC Is a Leader in Advocacy

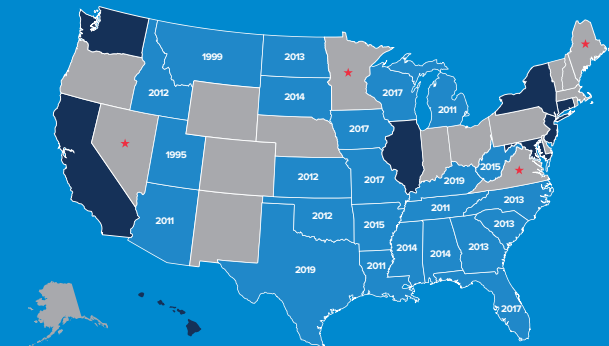
ABC defends the economically sound principles upon which America was built. ABC members can play an active role in the political process by engaging with the ABC Political Action Committee and the Free Enterprise Alliance, and joining the grassroots efforts at ABC Legislative Week in Washington, D.C.

In 2021, ABC's Free Enterprise Alliance raised \$2 million to promote merit shop priorities and spent more than \$600,000 on issue advocacy campaigns across the country. ABC PAC raised more than \$800,000 in 2021 with the help of generous ABC members.

freeenterprisealliance.org
abc.org/pac



ABC Advances Fair and Open Competition on Taxpayer-Funded Construction Projects



- Enacted bill or executive order prohibiting government-mandated PLAs
- Enacted bill or EO encouraging government-mandated PLAs
- No policy prohibiting or encouraging use of PLAs
- ★
 Policy prohibiting government-mandated PLAs rescinded



During fiscal years 2009-2021, \$127.48 billion in large-scale federal contracts was awarded without government-mandated PLAs.

ABC Supports Full Repeal of the Davis-Bacon Act

In the absence of full repeal of the Davis-Bacon Act, ABC is fighting for common-sense reforms that will deliver more value to taxpayers. The U.S. Department of Labor's March 2022 proposal updating Davis-Bacon Act regulations is a missed opportunity to fix its flawed wage determination process, cut red tape for small businesses and create regulatory clarity for contractors and government stakeholders building federal and federally assisted construction projects.

abc.org/davisbacon



ABC Recognizes Top Contractors With the Accredited Quality Contractor Credential

Exclusively for ABC members, the Accredited Quality Contractor program recognizes construction firms that annually document their commitment in five key areas of corporate responsibility: quality, safety, talent management—including inclusion, diversity and equity—craft and management education and community relations. The program serves as a holistic cultural assessment for the company, as well as a dependable business development tool. Be the best. Build with the best.

abc.org/aqc



Accredited
Quality
Contractor

Associated Builders and Contractors

BE
THE
BUILD
WITH THE
BEST

Find and Do Business With Other ABC Members

FindContractors.com helps members find and do business with other members. Members can search for an ABC contractor, supplier or other construction professional by name, chapter, location, sales volume or type of construction. Plus, find members that have earned an Excellence in Construction® award, participate in the STEP Safety Management System and Accredited Quality Contractor program, have special designations and have signed the Drug- and Alcohol-Free Workplace Pledge.



 **FIND AND DO BUSINESS WITH OTHER ABC MEMBERS.**

FindContractors.com



The National Excellence in Construction Awards is the premier awards program for merit shop construction, recognizing the industry's most innovative and high-quality construction projects across the nation. Winning contractor firms are honored at an annual black-tie awards gala with their entire project team—owners, architects and engineers—to celebrate this prestigious achievement.

abc.org/eic



The National Safety Excellence Awards recognize companies that exhibit a continued commitment to jobsite safety and whose safety performance and programs are judged to be exemplary based on data submitted via STEP applications, essay questions and video interviews with company leadership about their corporate safety culture.

abc.org/safety



The National Inclusion, Diversity and Equity Excellence Awards recognize ABC members that display exemplary IDE leadership in their company, workforce, supply chain and community through best-in-class recruitment policies, retention practices, and training and mentoring programs.

abc.org/diversity



ABC's Contractor of the Year recognizes contractor companies for corporate integrity and commitment to safety, professional development and expert craftsmanship. The winning company is honored at the EIC gala during the ABC convention.

constructionexec.com/coty



“Bridging the gap between people, opportunities and resources is essential to improved outcomes for all. My role as a diversity resource group leader allows me to help Native Americans navigate the challenges of the construction landscape and obtain equal opportunity to compete on a level playing field.”

*—Jennifer Jezek, President and CEO
York Electronic Systems
Broken Arrow, Oklahoma*

ABC Champions Inclusion, Diversity and Equity

The construction industry is changing in profound ways, but one constant remains: the need to bridge gaps in advancing inclusion, diversity and equity. At Associated Builders and Contractors, we believe that career opportunities in this nation should be created and made available to all people.

We believe in creating—and championing—conditions where individuals and organizations are limited only by their own potential and desire. This is the driving force behind the merit shop philosophy and ABC’s inclusion, diversity and equity initiatives.

Through Diversity Resource Groups, the Inclusion, Diversity and Equity Initiative Grant and the National Inclusion, Diversity and Equity Excellence Awards, ABC supports and recognizes success in achieving a diverse construction workforce.

ABC’s Inclusion, Diversity and Equity Summit dives into meaningful, thought-provoking discussions and solutions-based recommendations for building diverse workplaces and supplier networks.

abc.org/diversity

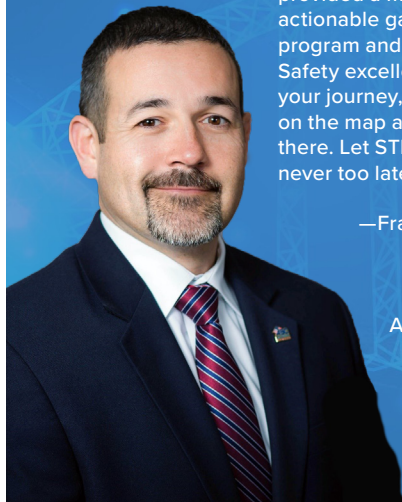
ABC HELPS ITS MEMBERS ACHIEVE WORLD- CLASS SAFETY

ABC sets world-class standards for health, safety, wellness and environment in the construction industry and helps its members achieve them.



Founded in 1989 as a safety benchmarking and improvement tool, STEP has evolved into a world-class safety management system that dramatically improves safety performance among participants regardless of company size or type of work. Participating ABC member firms measure their safety processes and policies on key components through a detailed questionnaire with the goal of implementing or enhancing safety programs that reduce jobsite incidents.

abc.org/step



“STEP helped us perform an internal analysis of our safety performance and provided a meaningful, measurable and actionable gap analysis of our safety program and ongoing safety efforts. Safety excellence is a journey. To start your journey, you must first find yourself on the map and chart your course from there. Let STEP be your navigator. It’s never too late to get going.”

—Frank A. Trujillo, Vice President
Miller & Long Co. Inc.
Bethesda, Maryland
STEP Platinum and ABC
Accredited Quality Contractor

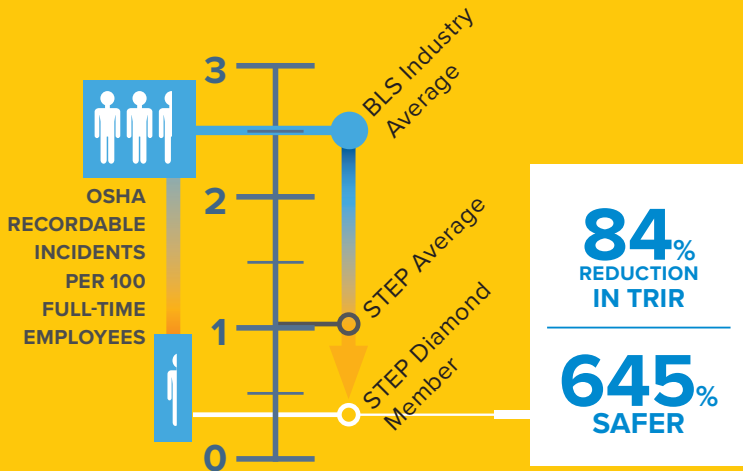
STEP Diamond Members Are 645% Safer Than the Industry Average

The best-performing participants in ABC's STEP Safety Management System lowered their total recordable incident rate by 84% compared to the U.S. Bureau of Labor Statistics construction industry average, according to data gathered from ABC members recording more than 1 billion hours of work in construction, heavy construction, civil engineering and specialty trades. ABC's annual Safety Performance Report is featured on OSHA's Using Leading Indicators to Improve Safety and Health Outcomes resource page.

abc.org/spr



ABC STEP Participants Are Safer Than the Industry Average



Total Recordable Incident Rate (TRIR): STEP vs. the U.S. Bureau of Labor Statistics Construction Industry Average

ABC HELPS ITS MEMBERS PRACTICE ETHICS AND COMPLIANCE

ABC fights against the Biden administration's anti-growth, burdensome policies and regulatory agenda, which create significant uncertainty and barriers to job creation.

Key Federal Regulatory Actions for the Merit Shop Construction Industry Today

**COVID-19
Vaccination
Mandates**

**Independent
Contractor**

**National
Environmental
Policy Act**

**Davis-Bacon
Act Reform**

**Project Labor
Agreement
Mandates**

**Electronic
Injury
Reporting**

Overtime

Strengthening 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

ABC members have access to updates, staff expertise and guidance on regulatory developments and compliance resources designed exclusively for merit shop contractors. The ABC Academy offers archived webinars and the Rapid Response Toolkit to Union Organizing.

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 HELPS ITS MEMBERS INCREASE PROFITABILITY

ABC helps members understand the changing business landscape, save money and work with trusted partners.

Business Management Expertise

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.

**Business
Development**

**Financial
Management**

Legal

**Project
Management**

**Risk
Management**

**Safety
Technology**

**Workforce
and Human
Resources**

Investing in Construction Innovation Through the ABC Tech Alliance

ABC's Tech Alliance was built to help ABC work smarter through improved utilization of technology. The alliance is a hand-selected group of more than a dozen construction technology companies that add inherent value for ABC members and position ABC as a leading association for construction technology needs.

abc.org/techalliance



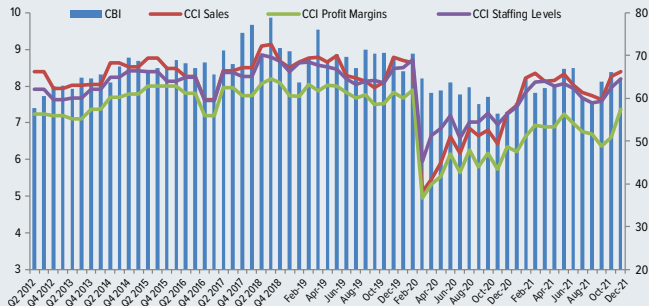
Research Technology With ABC's Tech Report

Executing on ABC's commitment to world-class performance on jobsites requires ABC member contractors to continuously innovate. To be a top performer in safety and win and deliver more work, contractors need to keep their fingers on the pulse of innovation. ABC's annual Tech Report provides leaders with a roadmap to understand how technology and innovation can help their businesses through research on technologies currently in use and case studies on innovative solutions ABC members have implemented successfully.

abc.org/techreport



ABC's Construction Backlog Indicator and Construction Confidence Index, 2012-2021



Associated Builders and Contractors, Construction Backlog Indicator, Construction Confidence Index

Economic Analysis You Can Count On

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

ABC Economic Reports

- Economic Forecasts
- Construction Backlog Indicator
- Construction Confidence Index
- State-Level Industry Unemployment Rates
- Workforce Shortage

ABC Analysis of Government Economic Data

- Construction Spending
- Construction Employment
- Producer Price Index
- Economic Growth (GDP)
- JOLTS Construction Job Openings

abc.org/economics



Stay Current With Construction Executive

Construction Executive, ABC's award-winning magazine, is the leading source for news, market developments and business issues affecting the construction industry. Designed to help its 53,000+ readers run more profitable and productive businesses, the CE portfolio also includes a robust website, a weekly newsletter and webinars to help you understand and manage risk, technology, economics, legal challenges and more.

constructionexec.com

The ABC Insurance Trust Specializes in Working With Contractors

Members gain access to a dedicated employee benefits resource—the ABC Insurance Trust, which specializes in providing low-cost, industry-unique employee benefits 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 2024
- Short- and Long-Term Disability Income Protection
- Dollar Bank® Administration—Pay for Benefits By the Hour
- Group Life Insurance
- Supplementary Life Insurance
- Vision Plans
- Voluntary Coverages
- HRAs/HSAs/FSAs
- Multistate Administration
- Composite Rating and Services Plan—Solution for Age Banded Rates
- Prevailing Wage Resources

Save on Premium Technology With the Tech Marketplace

Contractors can rely on the Tech Marketplace to find tech solutions to address the most common construction needs. From pre-planning and project management to site management, safety, HR and billing, the marketplace features solutions to improve the planning and delivery of high value construction projects. Plus, marketplace participants offer a discount to ABC members.

abc.org/techmarketplace



Business Partners

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.org/corporateperks

Save big with member discounts on business essentials. How about getting 22% 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 2021! A typical contractor with 15 employees could save thousands of dollars each year. Employee discounts also are available.

abc.org/discounts | abc.org/employeediscounts

Save on Business Purchases With ABC's Discount Programs



Members and Their Employees Save With These Great Discounts



ABC Strategic Partners: Your Allies in Success

abc.org/strategicpartners



Reduce risk and improve safety.

Insurance to protect your employees, your projects and your bottom line.



Work safer at any height.

Equipment for aerial access including new and certified pre-owned units.



Nothing but heavy duty.

Delivering innovative solutions that offer increased productivity, safety and unmatched durability.



The products you can rely on.

Providing the electrical wire, cable and tools you can trust for over 70 years.



The prevailing wage experts.

Helping contractors compete for and win government jobs with compliant fringe benefits.



Grow anywhere, any time.

Your source for skilled, productive craft professionals whenever you need them.



Equipment, at the click of a button.

Great customer service plus equipment, when and where you need it.

ABC HELPS ITS MEMBERS ENHANCE COMMUNITIES

From award-winning projects to community service,
ABC members build America.

ABC Members Contribute to the Communities Where They Live and Work

From fundraising and 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.

[constructionexec.com/community](https://www.constructionexec.com/community)

ABC member Ruppert Landscape, Laytonsville, Maryland, participated in the September art installation, "In America: Remember," commemorating each American who had died from the COVID-19 pandemic to date. Ruppert donated more than 2,000 work hours for 300 employees to hand-install more than 660,000 white flags spaced evenly over 20 acres of the National Mall in Washington, D.C.

Community



ABC Members Build America | 45

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 noncompeting 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, painting, plumbing 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 prefabrication, 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, Nebraska
2016 ABC National Chair of the Board of Directors

ABC Annual Events

March

ABC CONVENTION

National Board of Directors Meeting

Education for ABC Members

Association Excellence Awards

National Craft Championships

National Excellence in Construction® Awards

Careers in Construction Awards

Construction Management Competition

abcconvention.abc.org

May



HEALTH CARE • INDUSTRIAL • MULTISITE

An exclusive event that brings together construction users and merit shop contractors for interactive discussions about how to collaboratively improve upon the planning and delivery of high-quality industrial, health care and multisite construction projects.

userssummit.abc.org

June

ABC LEGISLATIVE WEEK

National Board of Directors Meeting

Legislative Day Congressional Visits

Free Enterprise Alliance Reception

IDE Summit

legislative.abc.org

November

LEADERSHIP INSTITUTE

National Board of Directors Meeting

Education for ABC Leaders and Chapter Staff

leadership.abc.org

#ABC MeritShop Proud

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

THE RIGHT TO SUCCEED

ON MERIT

The Year of Living Dangerously

ABC's Callas sharpens tools to meet demand

Merit Shop Foundation

NATIONAL HEADQUARTERS DEDICATED

ABC I'm Merit Shop and I Vote

NEWSLINE

NATIONAL CRAFT OLYMPICS



ABC HONORIZES NEW CHAPTERS ON EASTERN SHORE

| | |
|------------------------------|------------------------------|
| Rocky Mount, 1908 | Rocky Mount, 1908 |
| Camden, 1909 | Camden, 1909 |
| Southampton, 1912 | Southampton, 1912 |
| Southwest Pennsylvania, 1962 | Southwest Pennsylvania, 1962 |
| Central Pennsylvania, 1964 | Central Pennsylvania, 1964 |
| New Jersey, 1968 | New Jersey, 1968 |
| Virginia, 1967 | Virginia, 1967 |
| Western Michigan, 1967 | Western Michigan, 1967 |
| Central Ohio, 1968 | Central Ohio, 1968 |
| Florida Gulf Coast, 1968 | Florida Gulf Coast, 1968 |
| Massachusetts, 1968 | Massachusetts, 1968 |
| Florida Gulf Coast, 1969 | Florida Gulf Coast, 1969 |
| Greater Houston, 1969 | Greater Houston, 1969 |
| New Orleans/Bayou, 1970 | New Orleans/Bayou, 1970 |
| Engle, 1971 | Engle, 1971 |
| Georgia, 1971 | Georgia, 1971 |
| Mid Tennessee, 1971 | Mid Tennessee, 1971 |
| Southern Michigan, 1971 | Southern Michigan, 1971 |
| Central Michigan, 1972 | Central Michigan, 1972 |
| South Texas, 1972 | South Texas, 1972 |
| Western New Jersey, 1972 | Western New Jersey, 1972 |
| North Florida, 1983 | North Florida, 1983 |
| Western Oklahoma, 1982 | Western Oklahoma, 1982 |
| Western Pennsylvania, 1972 | Western Pennsylvania, 1972 |
| Wisconsin, 1972 | Wisconsin, 1972 |
| Central Florida, 1973 | Central Florida, 1973 |
| Kentucky, 1973 | Kentucky, 1973 |
| Indiana, 1973 | Indiana, 1973 |
| Cornhusker, 1973 | Cornhusker, 1973 |
| Missouri, 1973 | Missouri, 1973 |
| Northern Michigan, 1973 | Northern Michigan, 1973 |
| Pacific Northwest, 1973 | Pacific Northwest, 1973 |
| Iowa, 1974 | Iowa, 1974 |
| Northern Ohio, 1974 | Northern Ohio, 1974 |
| Ohio Valley, 1974 | Ohio Valley, 1974 |
| Southern California, 1974 | Southern California, 1974 |
| Alabama, 1975 | Alabama, 1975 |
| Arizona, 1975 | Arizona, 1975 |
| Arkansas, 1975 | Arkansas, 1975 |

Interactive Maintenance Training Program

36 Insurance 40 Years

YOU CAN DO A COMPANY'S WORK





440 First St. NW, Suite 200
Washington, DC 20001
abc.org

August 2022