



**YOUR
SUCCESS
STARTS
HERE**

PREPARING TOMORROW'S LEADERS

Strong businesses need strong leaders. That's why we organize an array of training opportunities targeted to all career levels, from emerging to established leaders.

Leadership Lunches

Free for members, these highly informative events feature industry experts sharing insights and knowledge on various leadership, legislative, and workforce development topics.

Rising Star Program

This six-month program helps the next generation of leaders develop critical leadership skills. Also included are hands-on opportunities for personal growth, like access to industry mentors and community projects where participants can apply their leadership skills.

Young Professionals Group

This group was formed as a way to connect career-minded young professionals looking to enhance their personal and professional growth. Events and programs are curated by an energized committee of peers who are passionate about ensuring the future of our industry.

“During our 20 years of membership, ABC has been an integral part of Saybr’s success. At every stage of our business, they’ve provided invaluable safety and management training, professional guidance, networking, and mentorship. We would not be where we are without ABC’s partnership.”

Karen Say-Valadez /
Saybr Contractors, Inc.



KEEPING EMPLOYEES SAFE

Safety is our promise. Together, we will create the culture and conditions that help everyone do their work with confidence and go home without incident.

ABC Retro Program

As one of the best performing programs in the state, the ABC Retro program has consistently delivered exceptional results for members—exceeding returns from both the state and competing construction groups.

STEP Program

The Safety Training Evaluation Process uses data-driven insights and benchmarking to help companies dramatically improve their safety practices. Participants that reach the highest levels of recognition are designated as an Accredited Quality Contractor.

Training Programs

We offer hands-on training courses throughout the year, including on-demand safety consultation. Taught by accredited professionals, these informative programs educate members on a range of cutting-edge and OSHA-required topics.

Safety Alliance

For companies looking to proactively achieve the highest tier of safety, we have partnered with independent safety consultants who review current processes and recommend improvements that lead to certification as a Safety Alliance Participant.

88
safety courses
in 2018

700+
participants
in 2018



CONNECTING YOU TO OPPORTUNITY

We believe that the most successful contractors are connected to knowledge, opportunity, and each other. That's why our tight-knit community is like no other in the industry.

Nationwide Network

Our members have steady access to the support, resources, and influence of ABC National, which represents more than 20,000 industry professionals across the nation who are vested in each other's success.

Peer Groups

Comprised of like-minded peers who want to strengthen their businesses, these small groups serve as a powerful sounding board for new ideas, a place to share industry knowledge, and a forum for candid conversations.

“The open and supportive ABC culture has led to lifelong friendships with like-minded positive individuals. I leave each function rejuvenated and ready to tackle the next challenge the world has to offer.”

Networking Events

Our year-round networking events get members talking about business opportunities, industry news, and personal interests. Whether a breakfast seminar, golf outing, or brewery tour, we give our members endless opportunities to connect.

Dedicated Staff

Nobody wants to be treated like a number. Our team of dedicated professionals knows your name, your needs and your interests. We can get you closer to reaching your goals, and help you grow a personal network that will last a lifetime.

Pat Oda /
Neeley Construction Company

STRENGTH IN NUMBERS

When members work together, everybody wins. Returning nearly \$22 million in refunds over the past three years alone, the ABC Retro program is a signature membership benefit.

Program Summary

Our program has helped drive down insurance costs for members and our refunds have consistently exceeded state returns year after year. With a wide selection of training resources and services, personalized consulting on cost reductions, and a fully-funded contingency reserve, joining the program is a nearly risk-free investment.

Key Benefits

- + Dedicated ABC account managers
- + Loss control and safety services— including job site walks
- + Free, tailored safety training designed to decrease costs and improve safety culture
- + Safety newsletter providing regular industry updates

“Our workers’ comp rates went down by nearly \$30,000 per year after working with ABC.”

Greg Nolten /
Dochnahl Construction

\$22 million returned to members over three-year period

84% of members have an EMR below 1.00

50% of members qualify for a discount on their workers’ compensation rates

40% average decrease in insurance costs



Membership Can Help You Build Your Workforce

Cost-Effective, Nationally Recognized
Education and Training Programs

Apprenticeship Registration

Toledo - Broadview Heights - Fostoria

- Skilled Trade Training
- Safety Training
- Supervisor Training
- Online Learning
- Certification Programs
- Green Building
- Continuing Education
- Customized Training - To Meet your Needs

Call ABC Today to Learn How We Can Help You!

ABC - Your First Stop for Training Solutions

9255 Market Place West

Broadview Height, Ohio 44147

Phone: 440-717-0389

Fax: 440-746-0417

Email: rickl60@nocabc.com

www.nocabc.com

START SAVING TODAY

abc.org/discounts



COMPANIES CAN TAKE ADVANTAGE OF THESE GREAT PROGRAMS!



Provided by Fringe Benefit Group

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



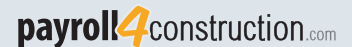
Save up to 29 percent on shipping services.



Premium pricing on professional development and leadership training courses.



Save on contract document purchases and renewals.



Free setup and training on construction-specific payroll.



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



Exclusive savings on materials online and in stores.



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



ExxonMobil Brands

COMPANIES AND THEIR EMPLOYEES CAN TAKE ADVANTAGE OF THESE GREAT PROGRAMS!

GENERAL MOTORS FLEET



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



Save on hotels through private booking platform.



Additional savings for new and current policyholders.



Get deep discounts everyday on office supplies.



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



Discounted lodging for out-of-town projects.



Exclusive pricing from thousands of merchants.





Northern Ohio Chapter

Associated Builders and Contractors, Inc.

ABC is a national construction industry trade association established in 1950 that represents nearly 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.

A FORTUNE magazine "Top 40" influential association
Over 20,000 members in 70 chapters nationwide

OUR SERVICES INCLUDE:

- **Training**
 - Federal & State Certified Apprenticeship Program
 - Safety Training including OSHA 10 & 30 -hour, CPR & First Aid
 - Drug Free Workplace
 - ABC/ OSHA Preferred Partnership Program
 - "Click Safety" Internet Training
 - Management Training
 - Professional CEU (continuing education) Provider
 - Craft Championship Competitions
- **Governmental Representation**
 - Local, State and Federal Legislation Advocacy
 - Political Action Committee
 - Employer Legal Rights
 - Labor Issues Consulting
 - Association Attorneys
- **Business Development**
 - Group Workers Compensation Insurance
 - Group Health Care Insurance
 - Emerging Contractor Program
 - Internet Newsletter
 - Construction Awards Banquet
 - Member Networking Events
 - Membership Discounts
 - Enterprise Fleet Management
 - GM Vehicle Purchases
 - Verizon Wireless
 - Fed Ex Shipping
 - Legal Services... more



Now is the time to join Ohio's industry leaders

Associated Builders and Contractors Northern Ohio Chapter
9255 Market Place West
Broadview Heights, Ohio 44147
Phone: 440-717-0389
Phone: 440-746-0417
www.nocabc.com



Northern Ohio Chapter Membership Application & Investment Schedule

2020

Company Name _____ Phone _____

Street _____ City _____

State _____ Zip _____ Web Address _____ Field Employees # _____

General Contractor

Any person, firm or corporation engaged in the construction industry as a general contractor or construction manager.

Specialty Contractor

Any person, firm or corporation providing labor to construction sites.

Associate / Industry Professional

Any person, firm or corporation providing services but not labor or material to the industry

Supplier Any person, firm or corporation furnishing material but not labor to the industry.

Your Representatives to Northern Ohio ABC

Primary Contact _____ E-mail _____ Cell _____

Contact _____ E-mail _____ Cell _____

Contact _____ E-mail _____ Cell _____

Contact _____ E-mail _____ Cell _____

Choose your CSI Codes (These codes will be used in the Northern Ohio Directory.)

Company Profile & Key Words to describe your company (For use in Membership Directory & Web Search Engines)

New Membership Investment Schedule Payment Method Check _____ VISA _____ MC _____ Discover _____ AMX _____

Annual Sales Category	Amount	Credit Card #
Over \$250 million	14 \$10,772 _____	_____
\$100 m to \$250 m	13 \$8,950 _____	Expiration Date _____ Security Code _____
\$50 m to \$100 m	12 \$7,063 _____	Name on Card _____
\$20 m to \$50 m	11 \$6,200 _____	Card Billing Address _____
\$10 m to \$20 m	10 \$5,694 _____	_____
\$6 m to \$10 m	9 \$4,708 _____	_____
\$3 m to \$6 m	8 \$3,689 _____	_____
\$1 m to \$3 m	7 \$2,971 _____	_____
\$750k to \$1 m	6 \$2,327 _____	_____
\$500k to \$750k	5 \$1,833 _____	Dues \$ _____ Plus (\$100 App Fee) Total \$ _____
\$300k to \$500k	4 \$1,374 _____	
\$Under \$300K	3 \$1,056 _____	
Supplier	2 \$1,138 _____	
Associate	1 \$1,138 _____	

Associated Builders and Contractors

9255 Market Place West, Broadview Heights, OH 44147 - Fax 330-746-0417
Contact: Rick Lorenzen (440) 717-0389 cell (330) 606-1420 rickl@nocabc.com

*ABC estimates that for 2018- 17% of your dues dollars are related to lobbying activities on behalf of its members. Please consult your tax advisor as to determination of tax deductibility of dues. Members receive a complimentary no obligation quote for group property casualty and BWC coverage. Note: Checks written for payment to ABC may be converted to an electronic debit or image replacement document to your account. If your payment is returned NSF, your account can be electronically charged a NSF fee, not to exceed the maximum NSF fee set by the law.

CSI Codes - Specialty Detail

Division 1 - General Requirements

General Contractor	1001
General Contractor- Airports	1002
General Contractor- Churches	1003
General Contractor- Commercial	1004
General Contractor- Design/Build	1005
General Contractor- Heavy/Highway	1006
General Contractor- Industrial Maintenance	1007
General Contractor- Industrial	1008
General Contractor- Institutional	1009
General Contractor- Pre Engineered Buildings	1010
General Contractor- High Rise Office	1011
General Contractor- Low Rise Office	1012
General Contractor- High Rise Apartments	1013
General Contractor- Low Rise Apartments	1014
General Contractor- Waste Water Treatment	1015
General Contractor- Construction Manager	1016
General Contractor- Facilities Manager	1017
General Contractor- Historical Renovation	1018
General Contractor- Tenant Finish	1019
General Contractor- Interior Finish	1021
General Contractor- Farm Buildings	1024
General Contractor- Health Care Facilities/Services	1025
General Contractor- Hangar & Maintenance	1026
General Contractor- Industrial & Commercial	1030
General Contractor- Custom Built Homes	1031
General Contractor- Residential Multi Family	1032
General Contractor- Retail	1033
General Contractor- Other Specialty Construction	1040
Construction Management/Coordination Firm	1060
Project Scheduling	1310
Engineering Services	1330
Construction Documentation	1380
Quality Control Services	1400
Temporary Facilities	1500
Portable Toilets	1505
Temporary Utilities	1510
Security Services	1520
Construction Aids	1525
Temporary Controls	1560
Project Identification and Signs	1580
Construction Equipment	1600
Construction Tools	1630
Construction Cleaning Services	1710
Mold Remediation	1901
Insurance and Bonding	1905

Division 2 - Site Construction

Site Work Supplier	2010
Aggregate Manufacture Supplier	2040
Demolition	2050
Hazardous Material Removal	2055
Off-site Transportation and Disposal	2060
Cement	2065
Site Preparation	2100
Earthwork Supplies	2105
Geosynthetics	2107

Dewatering	2140
Excavation Support & Shoring Systems	2150
Soil Stabilization	2240
Soil Treatment	2280
Tunneling	2300
Man Hole Covers	2315
Piling	2350
Caissons/Drilled Piers	2380
Railroad Work	2450
Marine Work	2480
Marine Diving	2485
Asphalt Paving	2510
Asphalt Paving Concrete Materials	2513
Unit Pavers	2515
Base Courses	2516
Concrete Paving	2520
Curbs	2525
Athletic Paving & Surfacing	2530
Pavement Marking	2580
Site Utilities Pressure Piping	2600
Water Wells	2670
Sewerage and Drainage	2700
Septic Systems	2710
Restoration of Underground Pipelines	2760
Ponds and Reservoirs	2770
Site Improvements	2800
Fences & Gates	2830
Trash and Debris Removal	2870
Landscaping and Irrigation	2900

Division 3 - Concrete

Concrete Contractor	3010
Concrete Supplier	3050
Concrete Formwork	3100
Concrete Reinforcing	3200
Reinforcing Steel	3210
Cast In Place Concrete	3300
Cement Supplier	3310
Ready-Mix Concrete	3320
Concrete Placing and Finishing	3345
Concrete Curling Supplier	3346
Grout	3347
Special Finish Concrete	3350
Specially Placed Concrete	3360
Precast Concrete	3400
Site Cast Precast Concrete	3460
Precast Concrete Specialties	3480
Cementitious Decks	3500
Concrete Restoration and Cleaning	3700

Division 4 - Masonry

Masonry	4200
Brick Masonry Supplies	4331
Mortar & Masonry Grout	4332
Reinforced Unit Masonry	4333
Washed Sand & Gravel	4336
Stone	4400
Masonry Restoration and Cleaning	4500

CSI Codes - Specialty Detail

Special Masonry Installations	4550	Metal Windows	8500
Division 5 - Metals		Wood and Plastic Windows	8600
Structural Metal Erection	5010	Special Windows	8650
Basic Metal Materials and Methods	5050	Hardware	8700
Structural Framing	5100	Division 9 - Finishes	
Millwright	5105	Basic Finish Materials And Methods	9050
Rigging	5110	Ceiling Suspension	9120
Structural Steel	5120	Lath and Plaster	9200
Steel Stair Systems	5215	Drywall	9250
Metal Decking	5300	Tile and Terrazzo	9300
Cold Formed Metal Framing	5400	Acoustical Treatment	9500
Load Bearing Metal Studs	5410	Wood Flooring	9550
Miscellaneous Metal Fabrications	5500	Stone & Masonry Flooring	9600
Metal Handrails & Railings	5520	Cultured Marble	9610
Gratings and Floor Plates	5535	Soft Flooring	9650
Metal Castings	5560	Carpet	9680
Ornamental Metal	5700	Special Flooring and Floor Treatment	9700
Expansion Control	5800	Paint Removal	9790
Metal Restoration and Cleaning	5900	Special Coatings	9800
Division 6 - Wood and Plastics		Painting and Wall Coverings	9900
Wood And Plastic Fastenings	6090	Wall coverings	9950
Rough Carpentry	6100	Sandblasting	9980
Structural Wood Components	6130	Division 10 - Specialties	
Prefabricated Structural Wood	6170	Chalkboards and Tackboards	10100
Finish Carpentry/Architectural Woodwork	6200	Compartments and Cubicles	10150
Lumber	6300	Louvers, Vents and Screens	10200
Countertops	6415	Wall and Corner Guards	10260
Plastic Fabrications	6600	Access Flooring	10270
Wood and Plastic Restoration and Cleaning	6900	Specialty Modules	10280
Division 7 - Thermal and Moisture Protection		Fireplaces and Stoves	10300
Waterproofing/Dampproofing	7100	Prefabricated Exterior Specialties	10340
Insulation	7200	Flagpoles	10350
Exterior Insulation and Finish Systems	7240	Identifying Devices	10400
Fireproofing	7250	Pedestrian Control Devices	10450
Shingles	7310	Lockers	10500
Roofing Tiles	7320	Fire Protection Specialties	10520
Preformed Roofing and Cladding/Siding	7400	Protective Covers	10530
Roofing Supplier	7405	Postal Specialties	10550
Membrane Roofing and Sheet Metal	7500	Partitions	10600
Roof Specialties	7700	Operable Partitions	10650
Skylights	7800	Storage Shelving	10670
Firestopping	7840	Exterior Sun Control Devices	10700
Joint Sealers	7900	Telephone Specialties	10750
Division 8 - Doors and Windows		Toilet and Bath Accessories	10800
Metal Doors and Frames	8100	Scales	10880
Special Metal Doors and Frames	8120	Wardrobe and Closet Specialties	10900
Wood and Plastic Doors	8200	Miscellaneous Specialties	10950
Special Doors	8300	Division 11 - Equipment	
Access Doors	8305	Maintenance Equipment	11010
Sliding Doors	8310	Bank, Security and Vault Equipment	11020
Overhead and Coiling Doors	8330	Ecclesiastical Equipment	11040
Folding Doors and Grilles	8350	Library Equipment	11050
Entrances, Storefronts, Glazing and Curtain Wall	8400	Theater and Stage Equipment	11060
		Instrumental Equipment	11070

CSI Codes - Specialty Detail

Mercantile Equipment	11100
Commercial Laundry and Dry Cleaning Equipment	11110
Vending Equipment	11120
Audio Visual Equipment	11130
Service Station Equipment	11140
Air Compressor	11145
Parking Control Equipment	11150
Loading Dock Equipment	11160
Solid Waste Handling Equipment	11170
Detention Equipment	11190
Water Supply and Treatment Equipment	11200
Dam, Hydroelectric, and Irrigation Project Equipment	11280
Fluid Waste Treatment and Disposal Equipment	11300
Food Service Equipment	11400
Residential Equipment	11450
Unit Kitchens	11460
Darkroom Equipment	11470
Athletic, Recreational and Therapeutic Equipment	11480
Industrial and Process Equipment	11500
Laboratory Equipment	11600
Planetarium and Observatory Equipment	11660
Medical Equipment	11700
Mortuary Equipment	11780
Navigation Equipment	11850
Miscellaneous Specialty Equipment	11900

Division 12 - Furnishings

Artwork	12100
Manufactured Casework	12300
Medical Casework	12335
Residential Casework	12390
Window Treatment	12500
Landscape Partitions and Components	12610
Furniture, Furniture Systems, and Furniture	12620
Rugs and Mats	12670
Multiple Seating	12700
Systems Furniture	12750
Interior Plants and Planters	12800

Division 13 - Special Construction

Air Supported Structures	13010
Integrated Assemblies	13020
Special Purpose Rooms	13030
Sound, Vibration, and Seismic Control	13080
Radiation Protection	13090
Nuclear Reactors	13100
Pre Engineered Structures	13120
Pools	13150
Ice Rinks	13160
Kennels and Animal Shelters	13170
Site Constructed Incinerators	13180
Liquid and Gas Storage Tanks	13200
Digestion Tank Covers and Appurtenances	13230
Oxygenation Systems	13240
Sludge Conditioning Systems	13260
Utility Control Systems	13300
Industrial and Process Control Systems	13400
Recording Instrumentation	13500

Transportation Control Instrumentation	13550
Solar Energy Systems	13600
Wind Energy Systems	13700
Building Automation Systems	13800
Fire Suppression and Supervisory Systems	13900

Division 14 - Conveying Systems

Dumbwaiters	14100
Elevators	14200
Moving Stairs and Walks	14300
Lifts	14400
Vehicle Lifts	14450
Material Handling Systems	14500
Chutes	14560
Tube Systems	14580
Hoists and Cranes	14600
Turntables	14700
Scaffolding	14800
Transportation Systems	14900

Division 15 - Mechanical

Basic Mechanical Materials And Methods	15050
Mechanical Contractor	15100
Industrial Process Piping	15230
Mechanical Insulation	15250
Fire Protection	15300
Plumbing	15400
Heating, Ventilating, and Air Conditioning (HVAC)	15500
Heating Boilers And Accessories	15510
Process Piping & Equipment	15800
Controls	15950
Testing, Adjusting, and Balancing	15990

Division 16 - Electrical

Basic Electrical Materials And Methods	16050
Electrical Contractor	16100
Site Electrical Distribution	16300
High Voltage Distribution, Switching and Protection	16320
Industrial Electrical Work	16400
Lightning Protection Systems	16670
Communications	16700
Alarm Systems	16750
Fiber Optic Cabling	16800
Controls	16900
Testing	16950

Division 20 - ABC Miscellaneous

	0
Accounting	20100
Consulting	20200
Attorney	20300
Developer	20400
Engineer	20500
Architect	20600
Business Services	20700
Insurance	20800
Bonding	20805
Supplier	20900