



**2014**

› YEAR IN REVIEW



# 2014 ABC EXECUTIVE COMMITTEE

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**Dan Brodbeck,**  
Compass Partners LLC, Brentwood, Tenn.
- ▶ **Chair-elect:**  
**Phil Hoppman,**  
Big D Metalworks, Dallas, Texas
- ▶ **Immediate Past Chair:**  
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- ▶ **Pacific Region:**  
**Chuck Wieggers,**  
A & A Roofing Co., Inc.,  
Fairbanks, Ala.
- ▶ **Mountain West Region:**  
**Ray Zamora,**  
AnchorBuilt Inc., Albuquerque, N.M.  
**Wade Pope,**  
Roche Constructors, Inc.,  
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- ▶ **Midwest Region/Secretary:**  
**David Chapin,**  
Willmar Electric Service, Lincoln, Neb.
- ▶ **South Central Region:**  
**Tony Rader,**  
AUI Contractors, LLC, Fort Worth, Texas

- ▶ **Southeast Region:**  
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Lithko Contracting, Inc.,  
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- ▶ **Mid-Atlantic Region:**  
**Brett McMahon,**  
Miller & Long D.C., Inc.,  
Washington, D.C.
- ▶ **Mid-America Region:**  
**Chuck Goodrich,**  
Gaylor Electric, Inc.,  
Noblesville, Ind.
- ▶ **Northeast Region:**  
**Kirby Wu,**  
Wu & Associates, Inc.,  
Cherry Hill, N.J.
- ▶ **Treasurer:**  
**Anthony Stagliano,**  
CBIZ & Mayer Hoffman McCann,  
P.C., Plymouth Meeting, Pa.
- ▶ **Chapter Presidents Liaison:**  
**Mike Henderson,**  
ABC Baltimore Chapter
- ▶ **ABC President and CEO:**  
**Michael Bellaman,**  
Washington, D.C.

## ◀ Led by Members to Provide Value to Members

In the truest sense of the word, ABC is a member-run association. ABC is governed by a 174-member board of directors composed of delegates from each of the chapters. In addition, ABC offers its members an opportunity to serve on committees and affiliate organizations, which provide valuable input to the board of directors and help establish the policies, priorities and objectives of ABC.



# HOW ABC ADDED VALUE TO MEMBERS IN 2014

## THE MERIT SHOP

ABC worked to elect pro-merit shop candidates, advocated for immigration and tax reform and celebrated an alliance with Merit Canada.

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## DEVELOPING PEOPLE

ABC members conducted \$750 billion in training and ABC funded key initiatives through the Trimmer Construction Education Foundation, recognized top craft professionals at National Craft Championships and supported young professionals.

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## WINNING WORK

Over the past several years, more than \$60 billion dollars worth of taxpayer-funded construction annually was opened up on a state level and ABC members won \$40 billion in federal projects due to ABC's work on government neutrality legislation.

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## BEST-IN-CLASS SAFETY

The ABC STEP participants are safer than the industry average and ABC chapters lead the way when it comes to safety training for the construction industry.

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## ETHICS AND COMPLIANCE

ABC advocated for solutions that ensure regulations and legislation are consistent with the merit shop philosophy, including advocating for repeal of the health care law and opposing the ambush election rule and the "blacklisting" executive order.

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## PROFITABILITY

ABC saved members more than \$26 million dollars through member discount programs, in addition to working on improving diversity in the industry and creating value for users.

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## COMMUNITY

More than \$7.3 billion in award-winning projects were built by ABC members to enhance their communities and both members and chapters made efforts to support those less privileged.

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## WHAT'S NEXT

Pamela Volm, 2015 ABC chair, looks forward to leading ABC to achieve action items under the strategic plan and to help grow ABC.

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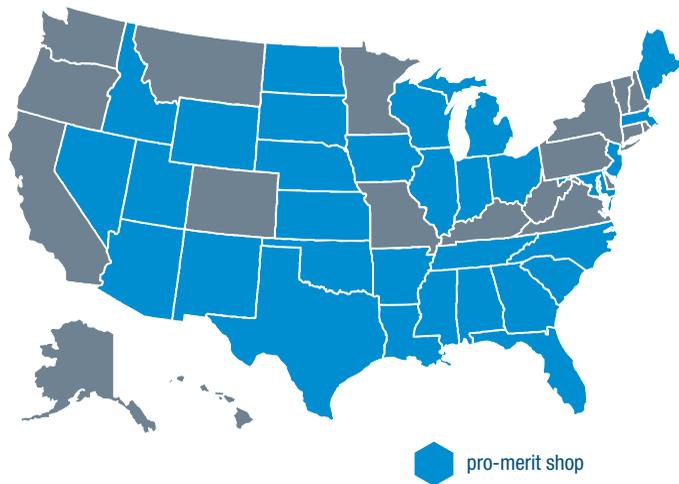
Based on the **merit shop philosophy**, Associated Builders and Contractors helps its members **develop people, win work** and deliver that work **safely, ethically and profitably** for the **betterment of the communities** in which ABC and its members work.



# THE MERIT SHOP

With the merit shop philosophy as its foundation, ABC struck out in 2014 with the goal of getting advocates of free enterprise elected to state legislatures. ABC also advocated for immigration and tax reform, celebrated **huge successes during the November elections**, and signed a **partnership with Merit Canada** that will allow us to work to **spread the merit shop** message across the border.

ABC donated money and time to get pro-merit shop candidates elected at the state level. After the elections, 31 state governors were pro-merit shop.



## Merit Shop Candidates in Office

As part of its mission, ABC worked to increase its political influence.

Nearly  
**\$1.6 MILLION**



Was contributed by ABC to pro-business candidates, leadership PACs and national committees that support ABC's key issues.

**89%** of those candidates won their elections.



### Outcome:

- ▶ The Free Enterprise Alliance (FEA), whose mission is to educate ABC members, their employees, elected officials and the public about free enterprise issues, helped **advance the merit shop agenda in 15 states**.
- ▶ ABC and the FEA worked with other business groups on targeted get-out-the-vote efforts in **Colorado, Iowa, Michigan and North Carolina** in advance of the November elections. Candidates in North Carolina and Iowa were successful.
- ▶ Pro-merit shop candidates claimed **massive victories** at all levels and in every region of the country.
- ▶ The **GOP gained control of the U.S. Senate** while boosting its House majority.

## Action at Your Fingertips

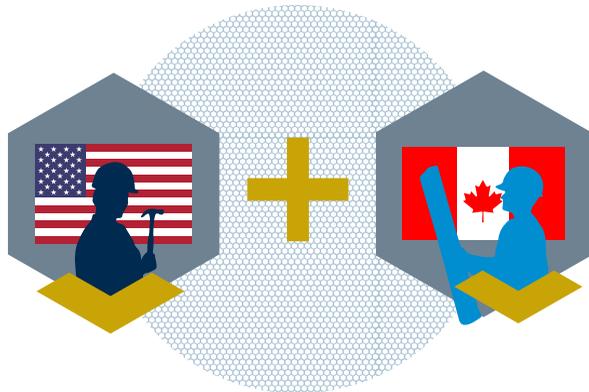


ABC members submitted over **8,500 letters** and comments to their elected officials and federal regulators in 2014.

**Download:**  
[abc.org/ABCAction](http://abc.org/ABCAction).

## Canadian/American Merit Alliance

In February, ABC signed a joint resolution outlining a partnership and **commitment to free enterprise and the merit shop philosophy with Merit Canada. The goal of this alliance is to help members of both organizations competitively provide services across the border, do work and create jobs;** to offer members of both associations access to each other's education and safety training programs; and to exchange information on legislative initiatives related to open tendering and project labor agreements, job targeting and fair labor laws and policies. **Even more collaboration is planned for 2015.**



## Immigration and Tax Reform

In 2014, ABC continued to advocate for comprehensive immigration reforms that include securing our borders; legal access to temporary workers; a workable and fair employment verification system; and a mechanism for unauthorized immigrants to earn legal status.



Unfortunately, Congress was unable to come to a consensus on a comprehensive immigration reform package and in November, President Obama circumvented the legislative process by taking executive action and introducing sweeping reforms to the immigration system that jeopardized a long-term fix. ABC will continue to keep members informed about the impact this could have on their businesses before President Obama's actions go into effect in the summer of 2015.



Congressional tax reform efforts for 2014 never got off the ground and attention turned to the 55 expired tax "extenders." ABC strongly supported making permanent important policies such as small business expensing under Section 179, but ultimately all that passed was a retroactive stop-gap that pushes those decisions into 2015. However, 2015 shows improved prospects of making these provisions permanent.

### National Labor Relations Board

In June 2014, ABC celebrated the U.S. Supreme Court's decision that the president unconstitutionally appointed members to fill NLRB vacancies; however, the board was fully staffed with constitutionally appointed members throughout 2014, resulting in controversial rules for merit shop contractors.



# DEVELOPING PEOPLE

The greatest asset for an ABC member company is their people. And our **members spend time and money searching out, training and retaining the best and the brightest in the industry.** ABC supports chapter training and education efforts and recognizes employees and trainees that are top notch at what they do

## Skills Shortage Advocacy

The **ABC-supported Workforce Innovation and Opportunity Act (WIOA)** was signed into law in July. It has the potential to create great opportunities for ABC members to recruit and train skilled workers through the federally funded public workforce system.

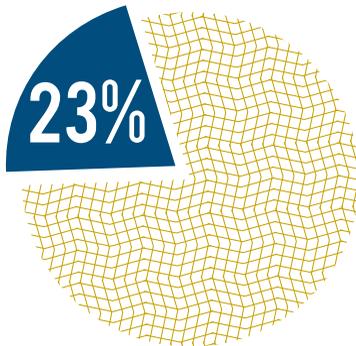


Improvements include additional opportunities for **on-the-job training, less red tape and more business input** into training decisions. Achievement of an industry-recognized credential (like those provided through NCCER) is now a key performance metric for state and local workforce agencies.

In addition, **Amanda Novak**, the human resources manager for ABC member company **The Tri-M Group, LLC**, testified on behalf of the merit shop construction industry during a field hearing about what employers need from educators and state officials to **improve Career and Technical Education (CTE).**

Learn more about workforce issues and what ABC is doing to address them: [workforceunderconstruction.com](http://workforceunderconstruction.com)

## ABC Member Training Efforts



About 23% ABC of craftworkers are veterans – In February, ABC joined construction industry leaders to **pledge to employ 100,000 veterans in the next five years.**



In addition, ABC chapters have more than 1,000 training locations nationwide.

## ABC Celebrates Craft Training



During the 2014 National Craft Championships competition, a field of 156 craft trainees competed for top honors in 13 crafts.

### The 2014 Gold winners are:

#### Carpentry

Brett Wesson  
Training Sponsor: ABC Keystone Chapter  
Employer: Wohlsen Construction Company

#### Electrical-Industrial/Commercial

Spencer Hoffman  
Training Sponsor: Gaylor Electric  
Employer: Gaylor Electric

#### Electrical-Residential/Commercial

Shaun Birch  
Training Sponsor: ABC of the Carolinas  
Employer: Watson Electrical Construction CO. LLC

#### Fire Sprinkler

Paul Gibson  
Training Sponsor: ABC Florida Gulf Coast Chapter  
Employer: Piper Fire Protection

#### HVAC

Justin Witkowski  
Training Sponsor: ABC Baltimore Metro Chapter  
Employer: Green Contracting Company, Inc.

#### Instrumentation Fitting

Bryon Hebert Jr.  
Training Sponsor: ABC Pelican Chapter  
Employer: ISC, Inc.

#### Insulation

Trevor Reis  
Training Sponsor: ABC Greater Michigan Chapter  
Employer: G.E. Insulation  
Employer: Starcon International, Inc.

#### Millwright/Industrial Maintenance

Michael Astle  
Training Sponsor: Cianbro  
Employer: Cianbro

#### Pipefitting

Ross Capps  
Training Sponsor: Zachry Industrial, Inc.  
Employer: Zachry Industrial, Inc.

#### Plumbing

Gavin Gardner-Marlow  
Training Sponsor: ABC of Iowa  
Apprenticeship & Training Trust  
Employer: Kruck Plumbing & Heating Co., Inc.

#### Sheet Metal

Sidney Jones  
Training Sponsor: ABC of Iowa  
Apprenticeship & Training Trust  
Employer: C&K Heating & Plumbing

#### Welding-Pipe

Aaron Poole  
Training Sponsor: Cianbro  
Employer: Cianbro

#### Welding-Structural

Cecil Folse  
Training Sponsor: ABC New Orleans/Bayou Chapter

Learn more:  
[nationalcraftchampionships.org](http://nationalcraftchampionships.org)

## Outstanding Students

### Construction Management Competition Winners

- 1st Place: Florida International University
- 2nd Place: The Ohio State University
- 3rd Place: Texas State University

### Student Chapter of the Year Montgomery College, Rockville, Md.

ABC also hosted a Career Fair in 2014 to connect ABC member companies with construction management students.

## Craft Instructor of the Year

Lloyd Evans,  
hiring and training  
administrator for  
Watson Electrical  
Construction

Co. LLC, Wilson,  
N.C., displayed  
outstanding work  
inspiring merit shop  
craft professionals.

Evans received a cash prize from the Trimmer Construction Education Foundation, a trophy, and a tablet and leather jacket from NCCER.



Support for the NCC Construction Executive donated \$2,000 to the National Craft Championships via a Facebook campaign by donating \$1 for every new "like" leading up to and during the Workforce Conference.

## ▶ TCEF Funds Efforts to Attract, Train and Retain Workers

ABC's Trimmer Construction Education Foundation (TCEF) is a non-profit, charitable organization that funds efforts that will have the highest impact on attracting, training, and retaining the construction industry workforce.

In 2014, TCEF provided grants to three chapters and a member company to help expand craft training facilities; to help reach high school students by using the SkillsUSA model to promote a safe, skilled and diverse workforce while promoting careers in construction; and to fund a state-recognized charter school that includes a series of construction-related elective classes alongside traditional core curriculum required for a high school diploma.

In addition, TCEF and NCCER in August announced a partnership to offer the Build Your Future scholarship to students interested in pursuing a career in construction. The partnership included \$100,000 in scholarships from NCCER over the next five years to individuals that are interested in completing craft training through an NCCER-accredited program or a state or federally approved apprenticeship program.

Throughout the year, TCEF also supports the National Craft Championships, the Craft Professional of the Year, the Craft Instructor of the Year, the Construction Management Competition and the ACE Mentor program.



## ▶ Helping Young Professionals Become Future Leaders

In March 2014, ABC's National Young Professionals program was launched to support the growth of the young professionals that are employed by ABC member companies.

The program aims to shape the future of our industry by creating opportunities for young leaders to build relationships, expand their skills and advance their careers while continuing to promote open competition and the merit shop philosophy.

### Millennials Want to Learn and Grow



See training and development as the most valued benefit from an employer.



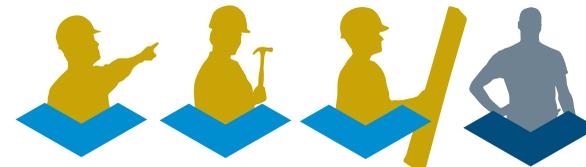
Of generation Y prefer to receive feedback in real-time.



Say opportunity for personal development was the most influential factor in their current job.

by 2025

3 out of 4 workers will be Millennials



▶ Learn more:  
[youngprofessionals.abc.org](http://youngprofessionals.abc.org)

## Tradesmen International Providing Strategic Support for ABC

Tradesmen International became an ABC Strategic Partner in 2014. **A primary goal of the partnership is to support member contractor efforts to substantially increase workforce productivity.** The company does so by providing more than two decades of insight and proven strategies centered on tactical utilization of contingent skilled labor.

Concurrently, Tradesmen provides custom staffing solutions that enable ABC contractors to effectively combat labor shortage challenges and to take greater control over labor-related costs including workers' compensation, benefits, unemployment and recruitment. Doing so has earned Tradesmen International the business and loyalty of ABC contractors large and small.

Tradesmen International has more than 100 locations across North America. The company employs nearly 10,000 craft professionals – in all trades, at all skill levels – who emphasize safety, productivity and craftsmanship. Tradesmen International sponsors ABC's Craft Professional of the Year award, the National Craft Championships and other national events and programs. In addition, Tradesmen International is a proud member of 59 ABC chapters, actively serving on boards and committees while sponsoring numerous local events and initiatives.



## Congratulations to the 2014 ABC Craft Professional of the Year Robert Stuart

**Robert is a superintendent at Stronghold Engineering in Menifee, Calif.**

He displayed a commitment to safety, training and the merit shop philosophy to win the award.

**Thanks to Tradesmen International, the exclusive sponsor of the award,** he received a brand new **2014 Ram Tradesman 1500 Crew Cab truck.** The truck included custom upgrades donated by ABC business partner the Chrysler Group and the taxes were paid by the Trimmer Construction Education Foundation.

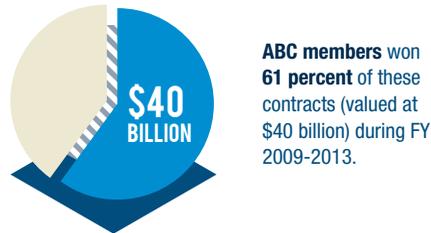
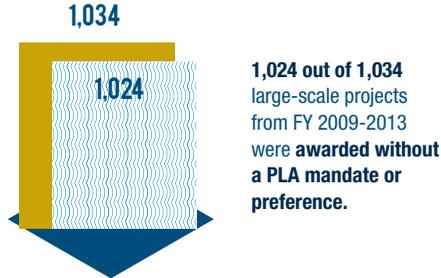




## ABC Members Win \$40B in Federal Projects

ABC was successful in ensuring there were **no government-mandated PLAs** on new large-scale federal projects and **Executive Order 13502 was not expanded** to more federally assisted contracts or smaller federal contracts.

ABC and its members **responded to more than 245 federal agency PLA surveys** throughout Obama's term in office and PLA mandates were not used on any of these projects.



ABC's **Government Neutrality in Contracting Act (H.R. 436/S.109)**, attracted 126 House cosponsors and 21 Senate cosponsors in the 113th Congress.

\* President Obama's Executive Order 13502 encourages federal agencies on a case-by-case basis to require discriminatory PLAs on federal construction projects costing more than \$25 million. It also permits state and local governments to require PLAs on federally assisted projects.

Learn more:  
[thetruthaboutplas.com](http://thetruthaboutplas.com)

## Merit = High Performance + High Value + High Quality

The Contractor of the Year Award was presented to **Interstates Companies, Sioux Center, Iowa**. The award recognizes an exceptional individual or company in the construction industry for its leadership in training, behavior-based safety, prefabrication and lean processes, as well as its commitment to ABC and the merit shop philosophy. **Interstates displayed the high performance, high quality and high value** that mark them as the epitome of a merit shop contractor.

### Contractor of the Year



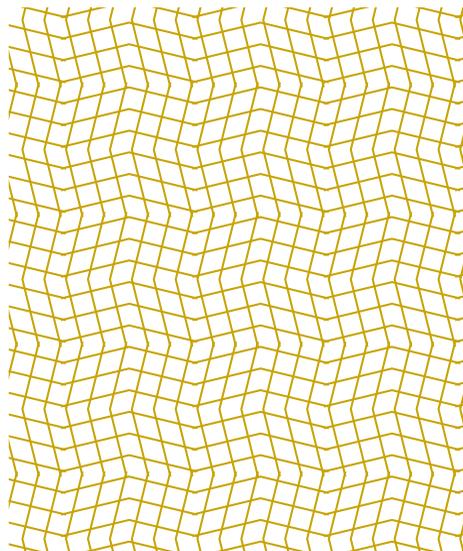
Accredited Quality Contractor members are committed to:



more than 360 firms are AQC designated.

# BEST-IN-CLASS SAFETY

**S**afety is a core value of ABC and its members. After using ABC's Safety Training Evaluation Process (STEP) to benchmark safety programs against their peers, members can then attend the STEP Plus Safety Excellence Academy and download materials developed for the program to **continue the journey toward world-class safety.**



## STEP Members are Safer

The National Safety Excellence Award winners, recognized in 2014, were selected from ABC member firms that achieved Diamond, Platinum and Gold status in ABC STEP.



### ABC congratulated the following National Safety Pinnacle Award winners:

- ▶ **Lebolo Construction Management, Inc.**
- ▶ **hth companies, inc.**
- ▶ **Performance Contractors, Inc.**
- ▶ **ISC Constructors, LLC**
- ▶ **Lauren Engineers & Constructors, Inc.**
- ▶ **Kwest Group**
- ▶ **PCL Industrial Construction Co.**
- ▶ **Polk Mechanical Company**

ABC's chapters lead the way when it comes to offering safety training for the construction industry using OSHA, NCCER and ABC-approved curriculum. Multiple ABC chapters established or renewed formal or informal agreements with local OSHA branches in 2014.



## Safety Training Evaluation Process (STEP)



**STEP 1**  
Take the pledge for a drug- and alcohol-free workplace at [drugfreeconstruction.org](http://drugfreeconstruction.org) because no jobsite can be truly safe without an effective drug and alcohol policy.

**STEP 2**  
Use ABC's industry revolutionizing Safety Training Evaluation Process (STEP) to protect employees and experience fewer lost-time incidents by using the 20 Key Components of an Effective Safety Program.

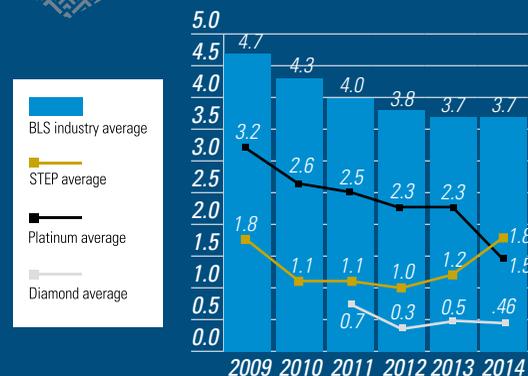
**STEP 3**  
Attend ABC's two-day STEP Plus Safety Excellence Academy that gives an overview of the STEP Plus process. So far, ABC has approved seven authorized trainers and more than 100 members have participated across the country.

**STEP 4**  
Don't stop! Keep using the STEP program and resources in STEP Plus to follow the three-year transformative journey to world-class safety.



## STEP TOTAL RECORDABLE INCIDENCE RATE

Compared to BLS Industry Average



# CNA & ABC

**CNA**

We can show you more.®

In partnership for safety  
and your success.



CONSTRUCTION

Through ABC and CNA's strategic partnership, we leverage a unique understanding of the industry to provide comprehensive insurance products and services created exclusively for the needs of builders and contractors. And, we're committed to providing educational resources to help ABC members continue to navigate their vastly evolving industry, like Excavation Safety, FallPRO, Work Zone Safety, Motion is Money®, Fleet Operations and more.



Experience the benefits of collaborating with a national carrier rated "A" by A.M. Best, whose local presence and industry experience can give you a competitive edge.

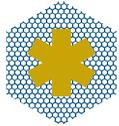
**To learn more, contact your independent agent or visit [www.cna.com/abc](http://www.cna.com/abc).**

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# ETHICS AND COMPLIANCE

ABC advocated for solutions that ensure regulations and legislation are consistent with the merit shop philosophy. ABC also educated members on these issues and helped them stay in compliance.

Issue/Regulation	Issuer	What is it?	ABC's Position
<b>Ambush Elections Rule</b>	National Labor Relations Board	Overhauls the procedures for union representation by drastically shortening the amount of time between when a union files a representation petition and an election takes place.	ABC requested the agency withdraw the proposal.
<b>Extension of Crane Operator Certification</b>	OSHA	An extension of the compliance date for the crane operator certification requirement by three years until Nov. 10, 2017; however, employers must continue to ensure crane operators are competent to operate a crane safely.	ABC supported a recommendation to postpone the certification indefinitely until OSHA has clarified the "type" and "capacity" issue.
<b>Waters of the United States (WOTUS)</b>	Environmental Protection Agency	Clarification of the definition of "waters of the U.S." under the Clean Water Act. The proposal would significantly expand federal control of land and water resources across the nation.	ABC requested the agency withdraw the proposal.
<b>Respirable Crystalline Silica</b>	OSHA	The proposal drastically lowers the permissible exposure limit of respirable crystalline silica and would require contractors to implement engineering controls and follow several ancillary provisions.	ABC requested the agency withdraw the proposal.
<b>Electronic Reporting of Injury &amp; Illness Records</b>	OSHA	The proposal would require employers to electronically submit detailed injury and illness records to OSHA, which would be made available to the public through an online database.	ABC requested the agency withdraw the proposal.
<b>Allowing Union Access to Merit Shop Jobsites</b>	OSHA	The Feb. 21, 2013, letter of interpretation allows, for the first time, employees in a nonunion workplace to designate union agents or community organizers to accompany safety inspectors into nonunion facilities.	ABC called on Congress to require OSHA to withdraw the letter or for OSHA to voluntarily withdraw it.
<b>"Blacklisting" Executive Order</b>	Obama Administration	Instructs federal officials to determine whether a business is "responsible" enough to receive a federal contract based on a subjective review of each company's recent compliance history with labor and safety laws.	ABC opposed the executive order.
<b>Health Care Law</b>	Obama Administration	Burdensome mandates and taxes included in the Affordable Care Act (ACA), including the costly health insurance tax (HIT) and the definition of "full time" as 30 hours or more per week.	While leading efforts to repeal the health care law, ABC also continued to advocate for technical fixes to the law, making it less onerous for employers.



In 2014, ABC Merit Choice Insurance announced a three-year rate guarantee on their dental plans and, by partnering with Metlife, ABC became the first trade association to offer a discounted group home and auto insurance plan for all ABC members and their employees.

Actions Taken by ABC	Member Education/ Compliance Assistance	What's Next	What it Means to You
ABC General Counsel Maury Baskin testified before the NLRB on why it should be withdrawn. ABC and more than 1,200 members and 40 chapters submitted comments asking for withdrawal. ABC filed a lawsuit against the rule.	ABC Regulatory Alert, Newsline, Webinar	The rule is effective April 2015, unless a court or Congress blocks its enforcement.	Decreased rights as an employer.
ABC member Steve Wiltshire, AvalonBay Communities, testified at an informal public hearing. ABC submitted comments and kept members up to date.	ABC Regulatory Alert, Newsline	OSHA will issue a proposed rule addressing the “type” and “capacity” issue.	ABC members have an additional three years to get their operators certified; however, employers must continue to ensure crane operators are competent to operate a crane safely.
ABC and more than 50 chapters and 500 members submitted comments. ABC filed additional comments with a group of 374 trade associations and as a member of a coalition.	ABC Regulatory Alert, Newsline, Webinar	The regulatory agenda lists April 2015 for a final rule.	Additional permitting and regulatory requirements and the possibility for projects never to be developed.
ABC, a safety coalition, and over 600 ABC members submitted comments on the proposed rule. The coalition also testified at an informal public hearing.	ABC Regulatory Alert, Newsline	OSHA is in the process of analyzing the comments received; the next action would be for OSHA to issue a final rule.	The rule could cost the industry eight times OSHA's estimate.
ABC, the ABC-led Coalition for Workplace Safety (CWS) and more than 900 members filed comments. In addition, CWS testified at an OSHA public meeting.	ABC Regulatory Alert, Newsline	The regulatory agenda lists August 2015 for a final rule.	Safety data will be available to the public and will require employers to spend more time to submit and compile the data.
ABC General Counsel Maury Baskin testified before a House subcommittee on OSHA's Feb. 21, 2013, letter of interpretation.	ABC Regulatory Alert, Newsline, Webinar	The letter of interpretation still stands.	Union officials potentially can access merit shop facilities.
ABC kept members informed of what was happening and advocated against the order.	ABC Regulatory Alert, Newsline, Webinar	The regulatory agenda lists January 2015 for a final rule. ABC will participate in the regulatory process and litigation.	Potential favoritism and abuse of federal contractors, increased red tape and increased cost of goods and services to taxpayers.
ABC advocated to replace the definition of full time as 30 hours per week with 40 hours per week; sent letters and met with congressional members in support of repealing the HIT; and worked with the administration as part of the E-FLEX Coalition to make the law more workable for employers.	Compliance Checklists, Webinars, the Health Care Law Employer Toolkit, Newsline	If additional attempts to repeal ACA are not successful, Congress is expected to move toward a “fix and replace” policy. Most likely, President Obama will veto any significant changes to the ACA.	The complex and burdensome employer-related provisions under ACA will continue to create uncertainty and confusion for business owners, making it difficult for them to plan for the future and create jobs.

\*dates are taken from the most recent regulatory agenda. Agencies are not required to adhere to these timelines.

# PROFITABILITY

Being profitable is about more than making money. It's also about saving where possible and making sure you have the right talent and the right ideas to excel. **Offering strategic networking, diversity efforts and cost savings, ABC helped members help their bottom lines.**

## Profitability Through Productivity

### ABC Approach to Improving Productivity



#### Areas of Focus

- Project Origination and Planning
- Coordination and Work Flow
- Construction Crew Production



#### Strategic Approach

- Project Virtual, Collaborative Delivery Methods, Safety Management
- Specialized Training, Modular Construction, Prefabrication, 3D Printing
- Production Training, ABC Student Chapter Research, Craft Professional Training, Health and Wellness

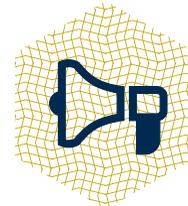
## ABC Members Create Value for Users

During the **Inter-Industry Alliance dinner**, ABC contractors and industry stakeholders came together to discuss where the industry is headed. Discussions and action items were developed around the key areas of safety, workforce development, industry productivity and innovation.

During its second **Industrial Users Summit** in October, ABC brought together construction users and contractors to **discuss industry safety, quality and workforce issues**. Attendees discussed common issues that affect the way projects are planned and delivered. ABC members demonstrated **how merit shop contractors deliver value** to customers and got an opportunity to understand what owners need during the planning and delivery process.

#### Networking for Success

ABC's first annual Peer Group Conference featured roundtable discussions and sessions on improving business. Additionally, joining an ABC peer group offers improved operations, cost savings, best practices and business referrals by allowing members to share ideas with similar, non-competing companies.



### ABC MEMBERS

saved more than  
**\$26 MILLION**

in 2014 using the member discount programs



## Positively Impacting Diversity

In 2014, ABC began working on the **Diversity Resource Groups (DRGs)**. DRGs consist of voluntary associations of people who have common interests, which may center on race/ethnicity, gender, etc., that will help recruit members, build partnerships with communities, enhance workplace productivity and innovation and increase diversity and inclusion awareness throughout the industry. They will launch in 2015.

ABC also hosted its **first diversity reception in 2014**, which welcomed local contractors and members of local organizations such as the Florida Chapter of the Black Chamber of Commerce, Latino Coalition, National Association of Black Women in Construction, Minority Business Enterprise, Women Business Enterprise and others.

In addition, ABC **recognized the National Diversity Excellence Award winners** for diversity leadership in their workforce, supply chain and community with best-in-class recruitment policies, retention practices, and training and mentoring programs.

## Increasing Productivity and Profits with Technology



As ABC's Strategic Partner in technology, Viewpoint Construction Software served as an expert resource for members throughout 2014 beginning early in the year with a series of webinars designed to teach ABC members how to use technology to increase profits and grow their businesses. Viewpoint's comprehensive software products and unparalleled customer support ensure businesses experience smoother, easier, and more profitable job results. Viewpoint offers integrated ERP and estimating solutions for construction companies of any size, an industry leading content management solution and a mobile application suite designed to track and record time, equipment, and production hours from remote locations. Viewpoint For Project Collaboration, a multi-tenant cloud offering that enables multiple project stakeholders to collaborate on project documents, rounds out Viewpoint's comprehensive product suite.

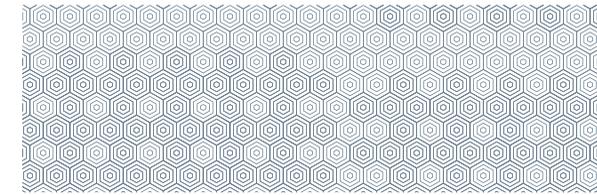
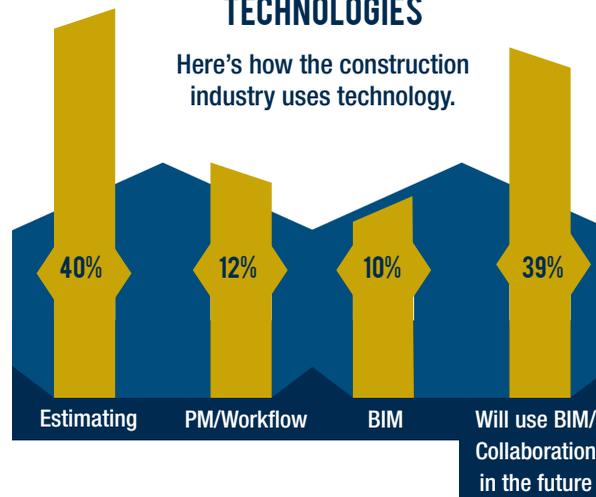
In addition to the webinar series, Viewpoint was able to provide consultative services to members during each of ABC's national conferences and the Viewpoint Technology Survey 2014 eBook provided a snapshot of where the construction industry stands and is heading in the future with technology.

More than 600 ABC members already use Viewpoint and, in 2015, all 21,000 members can take advantage of what Viewpoint has to offer in terms of discounts on software, education, consultation and support.



### MOST HEAVILY USED TECHNOLOGIES

Here's how the construction industry uses technology.



#### 2014 Webinars:

- Managing with Mobility to Drive Productivity and Profit
- Freeing Cash Flow to Grow Your Construction Business
- To Live and Die by Change Order Management
- In the Zone: Drive Sales and Profit by Bidding in Your Sweet Spot

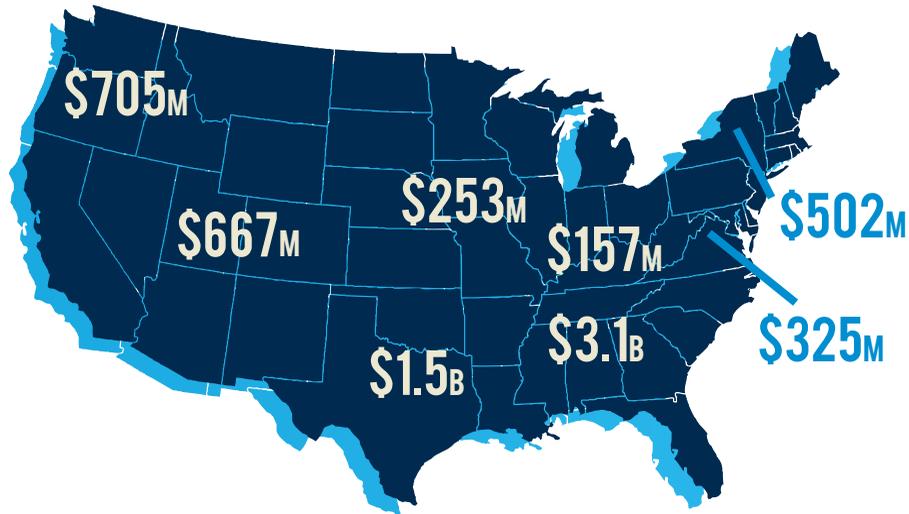
Viewpoint is a global provider of innovative construction-specific software solutions and services that offer the AEC and owner communities the tools they need to improve project profitability and visibility, manage risk, and effectively collaborate with project owners and the entire project team. Viewpoint solutions include everything needed from preconstruction to construction and facilities maintenance, and are offered on a variety of platforms including Cloud, Mobile, SaaS and On Premises.

For more information, visit [www.viewpoint.com](http://www.viewpoint.com) or call 800.333.3197.

# COMMUNITY

To ABC members, their communities contain their homes, some of their proudest building accomplishments, their families and the hundreds of thousands of workers they employ. ABC helps showcase their **commitment to making these communities be the best they can** through awards and recognition.

## More Than \$7.3 Billion in Award-Winning Projects



ABC members build their communities. This map of Excellence in Construction winners shows more than 280 chapter and national award-winning projects built with exceptional attention to safety, completion time, workmanship, innovation, and cost. The numbers represent the dollar value of projects in each ABC region.

## Community Outreach

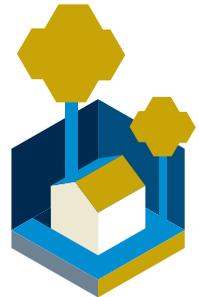
ABC Cares projects in 2014 included donating time and resources to **Habitat for Humanity**, collecting money from jobsite scrap metal to support charities chosen by company employees, hiking more than 40 miles in 24 hours to support **an organization that rehabilitates wounded military veterans and soldiers**, and participating in the popular “Ice Bucket Challenge” to **support ALS research**.



## Focused on Sustainability

ABC National's headquarters became one of the first buildings to **be certified under the new Green Globes for Sustainable Interiors (SI) program**. This program focuses exclusively on the sustainable design and construction of interior spaces in nonresidential buildings.

**GREEN  
GLOBES  
FOR  
SUSTAINABLE  
INTERIORS**



In 2014, ABC applied through the American National Standards Institute (ANSI) to be an Accredited Standards Developer. The goal is to create a sustainable Construction Contractor Standard.

# NEXT



2015 ABC Chair Pamela Volm,  
Annapolis Contracting, Inc.,  
Annapolis, Md.

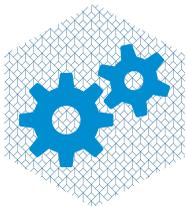
**A**BC will celebrate our 65th anniversary in 2015. If we were just one person, we might be talking about retiring. Instead, we are talking about growth and watching the number of members we have increase! ABC has more than 21,000 member companies and 70 chapters across the United States. We will continue our work using the merit shop philosophy as a base to help those members develop

people, win work and deliver that work safely, ethically and profitably for the betterment of the communities within which we work. Specifically, I look forward to guiding ABC as we continue to be the leading force in the construction industry for workforce development and training to help our members meet their workforce needs.

## 2015-2020 Strategic Goals Add Value

Based on the merit shop philosophy, ABC helps members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities within in which ABC and its members work.

- ▶ Be an organization of high trust and high collaboration to deliver value to our members.
- ▶ Establish ABC members as the “world class” standard for health, safety and environment in the construction industry.
- ▶ Increase the political influence of ABC to advance the merit shop philosophy and free enterprise.
- ▶ Be the leading force in the construction industry for workforce development and training.
- ▶ Continuously grow and deliver value to a diverse and committed membership.
- ▶ Utilize quality data to be an effective and fact-based decision-making organization



**These are determined by a broad ABC leadership team** working on the strategic plan with goal of establishing long-term goals relevant for the next five years; requiring these goals to remain consistent with ABC’s mission, core values and vision and to be supportive of adding member value; developing the plan based on the foundations of the 2009 Strategic Plan; and developing long-term goals that are achievable and measurable.

# EVENTS IN 2015

## Workforce Development Conference

**March 3-6, Ft. Lauderdale, Fla.**

Education, Networking,  
National Craft Championships,  
Excellence in Construction Awards,  
National Board Meeting

## Legislative Conference

**June 23-25, Washington, D.C.**

ABC members visit Capitol Hill and their members of Congress in conjunction with a national board meeting. 2015 will include the first Diversity Summit.

## Leadership Conference

**Nov. 10-13, San Diego, Calif.**

ABC Chapter Leadership Institute, Peer Group Conference, Construction Management Competition, Career Fair, Attorneys Conference, National Board Meeting, and BizCon

## Industrial Users Summit

**October, 2015**

Construction users and contractors will discuss industry safety, quality and workforce issues. 2015 will include a health care track.



440 1st St., N.W., Ste., 200  
Washington, D.C. 20001

