



# Business Development Programs



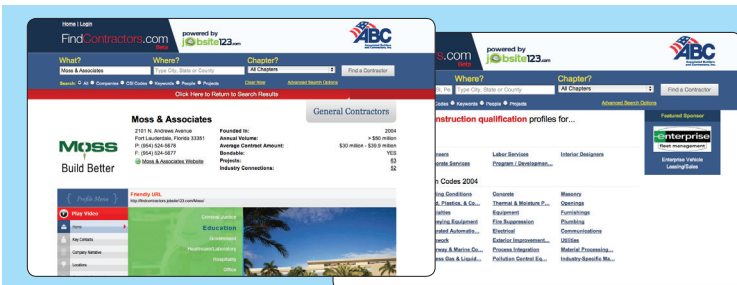
## PEER GROUPS

- Freely share information, gain insights and develop best practices between members
- Join similar, non-competitive businesses (typically 6-10 members)
- 22 existing groups
  - General Contractors
  - Electrical, mechanical, painting, drywall, masonry and steel erectors
- Significant efforts are now underway to form new groups
- For more information, go to [www.abc.org/peergroups](http://www.abc.org/peergroups)



## EXCELLENCE IN CONSTRUCTION AWARDS

- Now in its 20th year
- Premier competition recognizing outstanding construction projects
- Includes 47 General contractor and specialty categories
- 90+ Awards typically given, including “green” and “design-build”
- New Community/Public Service categories added for 2011
- For more information, go to [www.abc.org/eic](http://www.abc.org/eic)



## FINDCONTRACTORS.COM

- New, upgraded ABC online member directory
- Leading technology now powers [www.findcontractors.com](http://www.findcontractors.com)
- Construction-focused software
  - Provides stronger exposure to industry buyers
  - Can replace your prequalification paperwork
- Greater features and functionality
  - powerful search capability by where you do business
- Listing also appears on [www.jobsite123.com](http://www.jobsite123.com) where members receive:
  - 10 % discount on premium listings
  - ABC Member profiles appear higher in search results



## ACCREDITED QUALITY CONTRACTOR

- Sets standard for merit shop quality of construction
- Demonstrates commitment in quality, safety, training, employee benefits, and community relations
- Members can highlight the AQC designation on bid documents and company materials
- Helps distinguish your firm from the competition
- Promoted nationally through industry publications and trade shows
- For more information, go to [www.abc.org/aqc](http://www.abc.org/aqc)