



2020 MEMBERSHIP



Across East Tennessee and Middle Tennessee

**BUILD.
CONNECT.
INFLUENCE.**

1604 Elm Hill Pike, Nashville, TN 37210
Phone: 615-399-8323 Fax: 615-399-7528
www.abctennessee.com

402 Bearden Park Circle, Knoxville, TN 37922
Phone: 615-399-8323 Fax: 615-399-7528
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OUR MEMBERS BUILD AMERICA.

ABC's mission is the advancement of the merit shop construction philosophy, which encourages open competition and a free-enterprise approach that awards contracts based solely on merit, regardless of labor affiliation.

ABC's activities include government representation, legal advocacy, education, workforce development, communications, recognition through national and chapter awards programs, employee benefits, information on best practices, and business development.

Associated Builders and Contractors (ABC) is a national construction trade association with 69 chapters representing 21,000 merit shop construction and construction-related firms.



TOP REASONS COMPANIES LIKE YOURS JOIN ABC

- Community Between Industry Leaders
- Workforce Development
- Resources in New Markets
- Quality Education
- Strong Legislative Voice
- Safety Resources
- Merit Shop Philosophy
- Networking Opportunities & Events
- Company Savings, Discount Programs

THE VOICE OF CONSTRUCTION IN TENNESSEE



THAT'S WHY I'M A MEMBER



"ABC gives me a voice with state and federal legislators while also providing me a platform to network and share ideas with fellow industry peers to help grow my business."

John Arndt, Jr., DWC Construction

"When I am looking for a new subcontractor, if they are a part of ABC, I know that they will have the right attitude and they will be a quality firm. ABC is the gold standard and it gives them instant credibility."

Darek Bell, Bell & Associates Construction

"ABC does a tremendous job training our next generation of workers and looks after my political interests by lobbying diligently for merit-shop construction issues. It is the best place to network with the leaders of the construction industry."

Michael Rankin, Crain Construction

"ABC and its members share the same free enterprise philosophy that has enabled us to grow over the past several years. Our partnership with ABC contractors and suppliers has forged lasting relationships that will continue to help us ALL grow for years to come."

Dan Parkinson, Brasfield & Gorrie, LLC

"I feel where one aspect of ABC membership is in political advocacy. On local, state, and national levels, ABC does everything they can to promote a positive business environment for owners and employees."

Erin Wakefield, The Wakefield Corporation

"ABC does an amazing job with their political activeness. I could not say enough about what ABC does to represent on any city, county, state affair. It's made such a difference in numerous state affairs affecting the construction industry in Tennessee."

Casin Swann, Pavement Restorations

Stones River Electric has been a long time member of the Associated Builders and Contractors of Greater Tennessee (ABC). We have enjoyed member benefits for many years and regularly recommend the organization to others. Additionally, for 2019 we were amazed to see our shipping savings of over \$26,000 for the year; due to the ABC FedEx program.

Rob Wilson, Stones River Electric

ABC and our 69 chapters use the merit shop philosophy as the foundation for helping our 21,000 chapter members.



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EVENTS



ANNUAL EXCELLENCE IN CONSTRUCTION AWARDS

The EIC Awards recognize outstanding merit shop construction projects throughout Middle and East Tennessee. EIC awards honor contractors, project architects, engineers and owners.

Event is typically held in Sept/Oct.



CONTRACTORS SHOWCASE

The annual Contractor's Showcase is one of our most popular events each year. In one day, Over 50 member companies display at the showcase, while we average over 200 attendees throughout the event.

The event is designed to feature all General & Specialty Contractors from Middle to East Tennessee.

Event is typically held in July/August.



EVENTS



EAST & MIDDLE TENNESSEE GOLF TOURNAMENTS



When spring rolls around, it is time for ABC-Greater Tennessee to get the clubs out in Nashville and Knoxville. With two opportunities to play golf, our members enjoy the industry networking, beautiful courses, and raffle prizes. Past courses include The Governor's Club and Fox Den Country Club.

Events are typically held in April.



MEMBERSHIP MEETINGS

Bi-monthly, the chapter holds membership meetings in both East and Middle Tennessee. These lunch events are a great time to network with other members! Past speakers include the Governor of Tennessee and UT's Head Football Coach. Meeting topics cover information on safety, legislative issues, and local community updates to name a few.



EVENTS



ABC - GREATER TN
**BBQ BIRDS
AND BREW**
Sporting Clay Tournament
Knoxville, Tennessee

EAST TENNESSEE SPORTING CLAY TOURNAMENT



Every Fall, East and Middle Tennessee Contractors take the trip to Chilhowee Sportsman's Club in Maryville, TN for some BBQ, birds, and brews! This event builds community between members as we have a little fun on a fall Friday in East Tennessee.

Event is typically held in October.



COFFEE WITH CONTRACTORS



After the general assembly convenes, ABC-Greater Tennessee looks for ways to expand our political power through our PAC fundraising. Coffee with Contractors brings political leaders to our members to discuss the legislative items of the coming year, while also raising money for the ABC- Greater Tennessee Political Action Committee.



EVENTS

DAY ON THE HILL & LEGISLATIVE RECEPTION

Day on the Hill is our annual policy briefing and lobby day. Participants will get the chance to brief their State Representatives and State Senators on the issues pertaining to our industry.

The event is typically held in March.



ABC NATIONAL EVENTS



**LEGISLATIVE
WEEK 2019**

June 23-27, 2019
Washington, D.C.



CRAFT TRAINING

ABC - Greater Tennessee is a leader in continuing education for the construction industry, as well as apprenticeship and craft training for merit shop contractors in the state. ABC Greater Tennessee delivers programs that equip craft professionals with the knowledge and skills they need to improve their productivity and safety, and advance their careers.

Craft Training Programs

ABC of Greater TN offers four NCCER Accredited Craft Training Programs designed to generate a skilled and knowledgeable workforce. School years run from September to April, and Summer School from April to August.

Electrical

HVAC

Plumbing

Carpentry



Professional Development

The Academy for Construction Ethics, Compliance and Best Practices offers an extensive online and webinar library that provides members with the most up-to-date rules, regulations and best practices for the construction industry. The Academy also provides a Health Care Law Employer Toolkit to help our members navigate the recent healthcare changes.

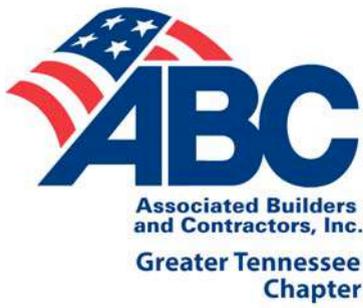
Safety Training

ABC - Greater Tennessee offers physical classes for OSHA 10, OSHA 30, First Aid and CPR throughout the year. Online OSHA Training is also available through ABC.

The ABC Greater Tennessee Chapter, in partnership with the American Safety Council, now offers OSHA authorized outreach training 100% on-line. ABC Greater TN Chapter members can order the following OSHA authorized and OSHA related training courses:

OSHA 10- and 30- Hour Outreach Training for Construction OSHA 10- and 30-Hour Outreach Training for General Industry; HAZWOPER 8 & 24 Hour Training





EMERGING LEADERS

ABC Emerging Leaders is a segment of the ABC Greater Tennessee chapter dedicated to the development of young professionals in the construction industry. Our goal is to provide growth opportunities for up-and-coming leaders through social, networking, and educational events.

Want to Join?

To be an ABC Emerging Leader, you must be under the age of 40 and work for an ABC member company.

Membership includes access to all Emerging Leaders events for the year.

Membership Dues:

Individual: \$50 Annually | Company: \$500 Annually for Unlimited Members





ACTION ALERT

GOVERNMENT RELATIONS

ABC members gain the knowledge and representation needed to protect their companies from unfair and anti-competitive business practices. ABC's merit shop philosophy and fair and open competition political agenda ranks among the main reasons why companies join and remain in ABC.

"Merit Shop" is a way of doing business in which companies reward employees based on performance and encourage them to reach their highest level of achievement, and in which contracts are awarded based on safety, quality, and value, regardless of labor affiliation."

For more information about what ABC is doing to fight for your right to work in Tennessee, contact Senior Policy Advisory, Bob Pitts at 615-476-7981.



POLITICAL ACTION COMMITTEE

The ABC Greater Tennessee Chapter Political Action Committee (PAC) is in place to gain nonpartisan relationships with future statewide and local elected officials to further the interests of the construction industry in Tennessee.

VISION The vision of ABC Greater Tennessee Political Action Committee (PAC) is to unite our membership and our supporters and speak with one voice regarding the importance of ensuring that Tennessee's publicly elected officials support our industry's goals and needs for the future.

PURPOSE The purpose of ABC Greater Tennessee PAC is to provide a forum for the broader ABC community to advocate its support for our industry's goals and needs through funding assistance for statewide candidates and broader public affairs outreach to leadership.

WHY? The Tennessee construction industry has an enduring stake in the state's political system, since much of our policy needs are tied to actions taken by public elected officials. This PAC will provide a power vehicle for our industry association to engage collectively, and speak with one voice regarding the needs and goals of our membership. Through the ABC Greater Tennessee PAC, our membership, which donates to the PAC receives a long-term return on investment because we will be shaping an agenda that will advance our industry for years to come.



Become an ABC Member for Free!

When you join Associated Builders and Contractors (ABC), you become part of the nation's leading association for merit shop construction and construction-related firms.

Your Discounts Offset the Membership Fee

Every business is different, but every contractor has expenses. Here's how much a typical contractor with 15 employees can expect to save in one year with just a few of the ABC member business discounts.

Example of Company Savings

Product or Service		Savings
Chevrolet Cargo Van	1 vehicle	\$1,000
FedEx Shipping	2 envelopes/week	\$628
Verizon Wireless Service	7 cell phones	\$980
Aramark Apparel Rental	8 rentals/week	\$850

Total Savings for Year: \$3,458

“Our construction business has 18 employees. Currently, we're saving \$4,176 with two of ABC's discount programs, which more than pays for our membership dues.”

—Pamela Volm
Annapolis Contracting, Inc.

Saving You Money*

Tap into exclusive discounts for ABC members and save on business services and products you're already purchasing.

- **Enterprise** – Save up to 15% on vehicle expenses. GM and Ford discounts apply.
- **General Motors** – Save up to \$1,000 per vehicle on top of other incentives
- **Verizon Wireless** – Save up to 22% on mobile phone plans
- **FedEx** – Save 29% on overnight delivery services
- **Ford** – Save up to \$3,000 per fleet vehicle on top of other fleet discounts
- **Aramark** – Save 20% on safety apparel
- **And More!** – See all the programs at www.abc.org/discounts.

* Vendors and discounts subject to change.

Building Your Business

Take advantage of great resources and programs to grow your business.

- **Accredited Quality Contractor** – Shows prospective clients that you have achieved a high level of corporate responsibility
- **Safety Training Evaluation Process** – Improves your company's safety practices and can lower your workers' compensation insurance rates
- **Excellence in Construction Awards** – Showcases your company's best projects
- **Networking Events** – Connects you with contractors and leaders in the construction field
- **Peer Groups** – Share experiences with contractors from across the country

Keeping You Informed

ABC provides resources to help you stay current with the information you need to make better business decisions.

- **Construction Executive** – The magazine for the business of construction
- **ABC Newslines** – Weekly electronic newsletter for merit shop contractors
- **Local Newsletters** – Print and electronic publications of regional interest
- **Legal Resources** – Get help on labor and construction law issues
- **Construction Economic Update** – Stay current on news that impacts your business

Learn More Today! Find the ABC chapter in your area.

Online: www.abc.org/join — Email: members@abc.org



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.



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



Corporate purchasing card with aggressive rebates for members



Premium pricing on professional development and leadership training courses.



Save up to 29 percent on shipping services.



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.



Free setup and training on construction-specific payroll.



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.



**Leadership
Commitment**

**Cultural
Transformation**

**Process
and Systems**

Results

Make
SAFETY
a part of your
company's
DNA

The best companies strive for world-class safety and work to ensure that it is a part of their DNA, guiding their leaders and shaping their corporate culture. Are you ready to make the commitment to improve your safety performance?

**LEADERSHIP
COMMITMENT**

Leaders take a stand
not to compromise on
safety

**CULTURAL
TRANSFORMATION**

Safety ambassadors are
empowered at every
organizational level

**PROCESS AND
SYSTEMS**

Information
drives continuous
improvement

RESULTS

Metrics are analyzed
to deliver better results
each year

STEP makes the highest-performing companies more than six times safer than the industry average.*
Does your company have a proven safety management system?

Start your safety journey
today. Visit abc.org/step.



*Source: abc.org/spr