ABC Greater Tennessee

MEMBERSHIP

OUR MEMBERS BUILD AMERICA

2021

INFORMATION PACKET

www.abctennessee.com

Get to Know ABC

Members of Associated Builders and Contractors (ABC) have set the standard for safety, performance and integrity in the construction industry since 1950, and continue to raise the bar. Today, ABC is recognized as one of the leading organizations representing America's business community and the merit shop construction industry.

Since 1971, the ABC Greater Tennessee chapter has welcomed like-minded contractors committed to excellence, and delivering high-value, high-quality projects on time and on budget, to join us.

THE VOICE OF THE MERIT SHOP®

Associated Builders and Contractors is a national construction industry trade association representing more than 21,000 members.

ABC's membership represents all specialties within the U.S. construction industry and is comprised primarily of firms that perform work in the industrial and commercial sectors.

Founded on the merit shop philosophy, ABC and its 69 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'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 Associated Builders and Contractors Greater Tennessee 50TH ANNIVERSARY 1971-2021

WHAT WE DO

- Government Representation
- Legal Advocacy
- Education & Safety Training
- Workforce Development
- Industry Networking & Events
- Recognition Through National & Chapter Awards Programs

WHO WE SERVE

- General Contractors
- Specialty Contractors
- Suppliers
- Architects, Engineers, Developers
- Industry Partners & Supporters

300+
member companies

56%
contractor members

425
craft training apprentices

90%
member retention in 2021

Our Mission

To 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.

Our Programs

EMERGING LEADERS

ABC Emerging Leaders is a segment of the chapter dedicated to the development of young professionals in the construction industry. Join as an individual or as a company.

COMMITTEES

ABC offers five member-driven committees: Legislative, Membership Development, Safety, Events, and Craft Training. These groups help guide ABC's efforts throughout each year. Any member can join!

POLITICAL ACTION

Our 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.

EXECUTIVE CLUB

The Executive Club is made up of member companies who want to participate in and support all major ABC events for the entire year. These partners receive a variety of marketing opportunities and access to sponsorship perks by committing to sponsor events upfront each year.

CRAFT TRAINING

TRAINING THE NEXT GENERATION

ABC Greater Tennessee is a leader in workforce development. Our chapter offers four **NCCER Accredited Craft Training Programs** designed to generate a skilled and knowledgeable workforce. ABC Members receive a discounted rate to send students through our programs. Each year, classes operate from August to April. Graduation takes place in June.

ELECTRICAL | **HVAC** | **PLUMBING** | **CARPENTRY**

Visit www.abctennessee.com or contact our Director of Education & Safety for full information.
Tuition is not included in membership dues.

GOVERNMENT RELATIONS

> 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
35 Year Member

Among the top reasons companies like yours join ABC, you'll find ABC's merit shop philosophy and our fair and open competition based political agenda.

Locally and nationally, ABC educates our members on legislative issues and provides them with the representation needed to protect their companies from unfair and anti-competitive business practices.

As an ABC member, your company will have a voice with Tennessee legislators on the issues affecting our industry.

13
BILLS PASSED IN 2019

$42,675
2019 PAC DOLLARS INVESTED BY ABC GREATER TENNESSEE

Member Awards & Recognition

STEP SAFETY MANAGEMENT

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 members measure their safety processes and policies on 25 key components with the goal of implementing or enhancing safety programs that reduce jobsite incidents. All member contractors and suppliers may participate.

EXCELLENCE IN CONSTRUCTION

The EIC awards program is the industry's leading competition that recognizes both general and specialty contractors for innovative and high-quality merit shop construction projects throughout Middle and East Tennessee. The EIC award honors all construction team members, including the contractor, owner, architect and engineer. Submitted projects are judged by a panel on complexity, attractiveness, unique challenges overcome, completion time, workmanship, innovation, safety and cost. Chapter EIC Winners can move on to compete at the national level. Our chapter is proud to celebrate several national winners each year.

ACCREDITED QUALITY CONTRACTOR

The Accredited Quality Contractor program was launched in 1993. This program publicly recognizes and honors those construction firms that have documented their commitment in five areas of corporate responsibility: Quality, Safety, Talent Management, Craft and Management Education, Community Relations.

827%

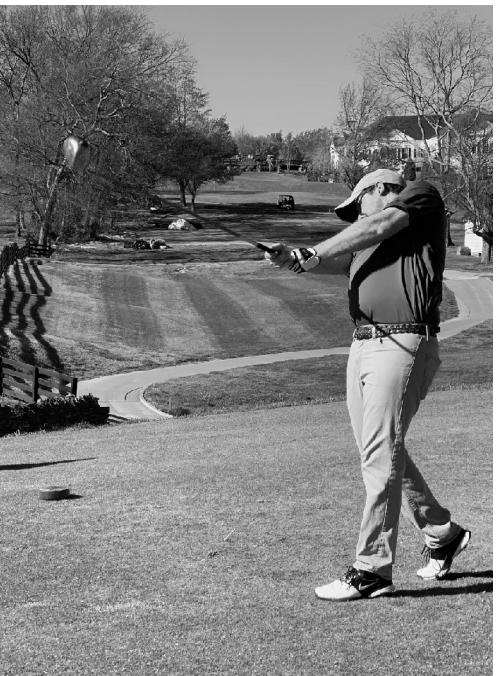
ABC STEP PARTICIPANTS ARE SAFER THAN THE INDUSTRY AVERAGE

47

GREATER TENNESSEE MEMBER COMPANIES WON EXCELLENCE IN CONSTRUCTION AWARDS IN 2020

88%

STEP DIAMOND WINNERS REDUCED THEIR TOTAL RECORDABLE INCIDENT RATE BY THIS PERCENTAGE



Our Events

MONTHLY

ABC Emerging Leaders gather for educational and social events to educate and connect industry young professionals. ABC-EL hosts approximately 8-10 events per year.

QUARTERLY

ABC hosts Membership Meetings in Middle and East Tennessee featuring influential guest speakers, lunch, and networking between members.

Committees meet to chart the course of the association: Events, Membership Development, Safety, Legislative, and Craft Training.

ANNUALLY

Golf Tournaments:
Held in both East and Middle Tennessee, our annual tournaments bring together a variety of member companies and their clients for a round of golf at prestigious local clubs.

Contractor's Showcase:
Gathering over 300 attendees, this ABC trade show is the best way to showcase your business to other members and industry representatives. Buy a booth and bring your entire team for hours of casual networking, food and drinks.

Excellence In Construction (EIC) Awards:
To honor the winners of our prestigious EIC competition and their project partners, ABC hosts a ceremony with reception and seated dinner each Fall. This night of celebration has grown year after year, proving to be a must-attend event, even for non-competitors.

Barbeque, Birds & Brews:
East Tennessee hosts a Clay Shoot each fall in Maryville, Tennessee for a fun spin on networking while sporting.

Day on the Hill & Legislative Reception:
Participants have the chance to brief State Representatives and State Senators on industry issues during our annual policy day.

Membership Categories

CONTRACTORS

CATEGORY	BUSINESS VOLUME	DUES AMOUNT
14	Over $250,000,000	$8,788
13	$100,000,001 - $250,000,000	$7,655
12	$50,000,001 - $100,000,000	$6,754
11	$20,000,001 - $50,000,000	$5,167
10	$10,000,001 - $20,000,000	$4,506
9	$ 6,000,001 - $10,000,000	$3,767
8	$ 3,000,001 - $6,000,000	$3,072
7	$ 1,000,001 - $3,000,000	$2,333
6	$ 500,000 - $1,000,000	$1,659
4	Up to $500,000	$1,063

SUPPLIERS

2.2	Over $3,000,000	$1,409
2.1	Up to $3,000,000	$1,172

PARTNERS

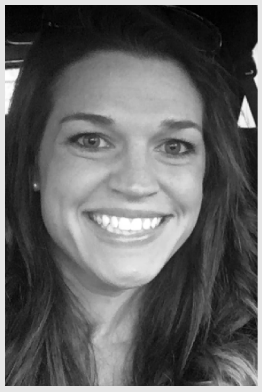
1.2	Architect | Engineer | Developer	$884
1.1	Industry Partner	$1,105

Dues Categories are determined by total sales for contractors. Total volume includes subcontracted work, material, and labor figured on most recently completed fiscal year.

VOLUNTARY CONTRIBUTIONS

- **Local PAC** | 10% of Dues: Supports causes and candidates that uphold the Merit Shop philosophy.
- **Free Enterprise Alliance** (FEA) | $100: Funds help advocate for the voice of small business and fair competition in the construction industry on the national level.
- **Trimmer Contribution** | $100: Provides scholarships to aspiring craft professionals.

OUR TEAM



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