

ABC MEMBERS BUILD AMERICA

2023 MEMBERSHIP BENEFITS

 **ABC** Eastern
Pennsylvania
Associated Builders and Contractors



WHAT IS ABC



Associated Builders and Contractors (ABC) is a national construction industry trade association representing more than 21,000 chapter members. Founded on the merit shop philosophy, ABC and its 69 chapters help members develop people, win work and deliver that work safely, ethically, profitably and for the betterment of the communities in which ABC and its members work.

VISION

To lead the construction industry, guided by the principles of merit construction and free enterprise, while promoting growth in our marketplace and providing the highest level of safety, quality and training to our membership.

MISSION

Promote the value of merit construction to our legislators, the marketplace and the general public by educating them on the usefulness ABC provides to the construction industry and the importance of free enterprise. Provide cutting-edge knowledge to our members toward developing their workforce en route to becoming leaders in their profession, offering opportunities for growth from within. Offer certified and recognized programs which are vital for our members to train their workers toward building safe and quality projects for their customers. Support our members by providing them with the tools to promote the safety, quality and professionalism on projects that are built by merit construction professionals.

"EXCEL DOCUMENT SOLUTIONS HAS BEEN A MEMBER OF ABC FOR OVER 15 YEARS. IN THAT TIME, WE HAVE GROWN BETWEEN 18-20%. THE MAIN REASON FOR THE GROWTH IS THE FACT THAT WE HAVE BEEN INVOLVED SINCE WE JOINED. BEING ON THE MEMBERSHIP COMMITTEE HAS ALLOWED EXCEL THE OPPORTUNITY TO MEET MANY OF THE MEMBERS AND AS A RESULT OF OUR GROWTH WE HAVE HAD THE PLEASURE OF SPONSORING MANY EVENTS. I CAN ASSURE YOU IT HAS BEEN A REWARDING EXPERIENCE! OUR GROWTH WOULD NOT HAVE HAPPENED WITHOUT ABC. IF ONE OF YOUR REASONS FOR JOINING IS TO " GROW YOUR BUSINESS" THEN I STRONGLY SUGGEST GETTING INVOLVED!"

-BOB NIERADKA, SENIOR ACCOUNT EXECUTIVE, EXCEL DOCUMENT SOLUTIONS

VISIT OUR WEBSITE AT:
ABCEASTPA.ORG OR SCAN OUR QR CODE



WHO WE REPRESENT

WHO WE REPRESENT



ABC Members represent all aspects of the construction industry. Our 550+ members are comprised of:

- **General Contractors**
- **Specialty Contractors**
- **Associates:** Accountants; Architects; Banks; Bonding/Surety; Developers; Engineers; Insurance; Law Firms; Prevailing Wage experts; Safety Consultants; etc.
- **Manufacturers and Suppliers**

WHO WE ARE

The ABC Eastern Pennsylvania Chapter represents more than 14,000 merit construction employees who work for over 550 member companies.

Our main office is located in East Norriton to serve Southeastern Pennsylvania, and a regional office located in Allentown to serve the Lehigh Valley. Northeastern Pennsylvania is served out of our Hazleton office.

We have two Apprenticeship and Craft Training Centers conveniently located in Allentown and Harleysville to serve the training needs of ABC members and the public.

ABC East Norriton Office

Serving The Delaware Valley
& Suburban Philadelphia

ABC Allentown Office

Serving The Lehigh Valley
& Surrounding Areas

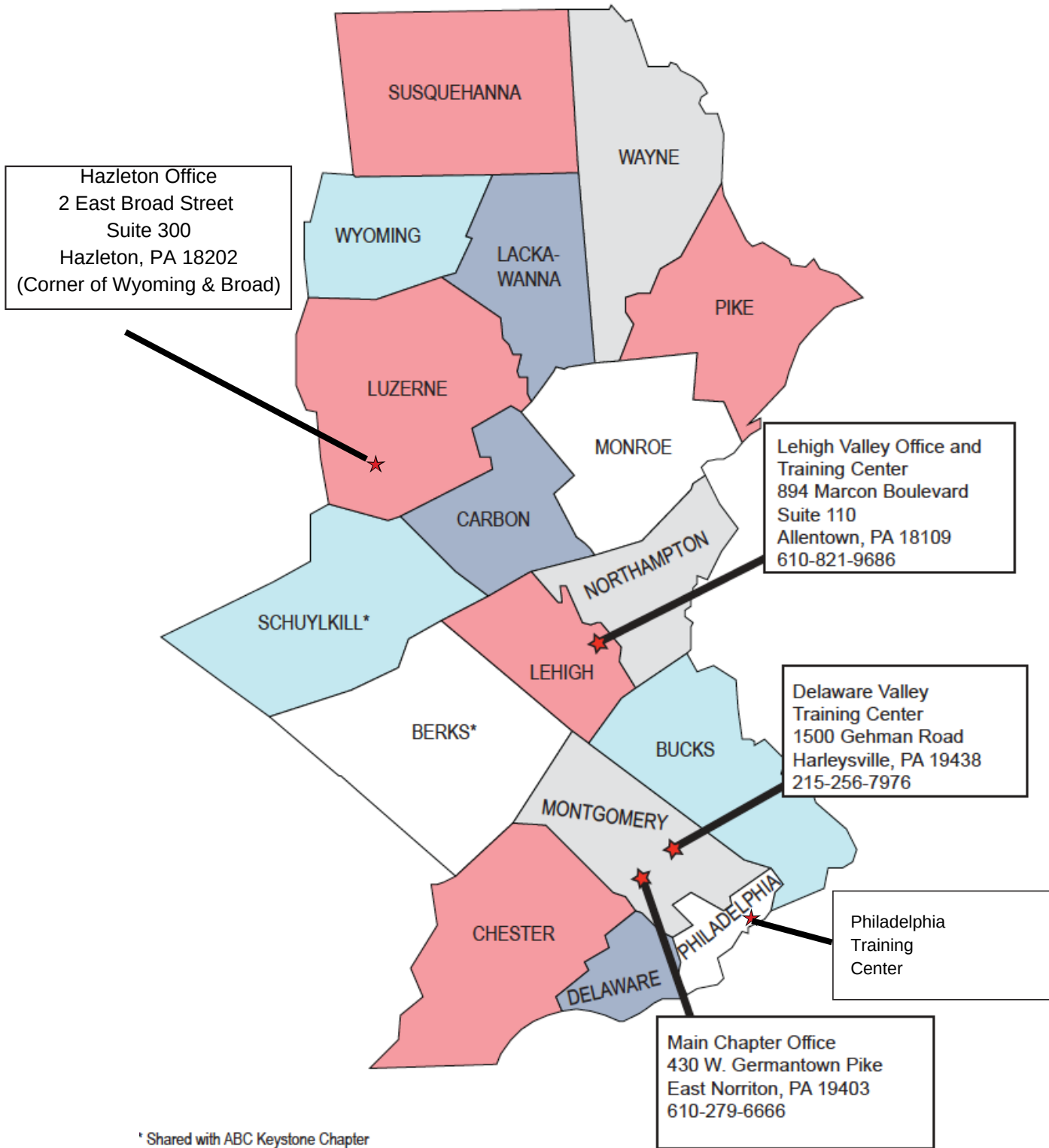
ABC Philadelphia Office

Serving Philadelphia

ABC Hazleton Office

Serving Northeast Pennsylvania &
The Surrounding Areas

WHO WE REPRESENT



TAKE THE ABC ADVANTAGE

BUILDING YOUR BUSINESS

- Networking events throughout the year: providing members opportunities to network with fellow industry professionals
- Monthly industry update meetings in Allentown, Philadelphia, and Scranton/Wilkes-Barre area
- Local and national referral system
- Access to project bid lists and requests
- National Conferences and Peer Groups to connect with fellow industry professionals and stay up-to-date on the latest industry trends and products
- Annual Membership Directory
- Sponsorship Opportunities
- Unique Events: Excellence in Construction Awards Gala, Golf Outing, Sporting Events, Clay Shoot, Member Awards Dinner, Holiday Party
- Beam Referral Program: earn rewards for referring other businesses to ABC

SAVING YOU MONEY

- Significant discounts for your company and all employees with ABC's business partners, local chapter members, and suppliers (e.g. ABC Health Insurance, The Contractors Plan, Verizon, Nissan, Chevrolet, Dodge, Geico, PA One Call, etc.)

LEGISLATIVE WORK & POLITICS

- Timely Legislative alerts and updates affecting contractors
- Federal and State PAC (Political Action Committee)
- Representing your company's positions at the Capitol in Harrisburg and Washington, D.C.
- Project Labor Agreement/Responsible Contractor Ordinance assistance
- Free Enterprise Alliance- advocacy to promote the importance of free and open competition
- Protecting the rights of merit shop contractors

TAKE THE ABC ADVANTAGE

"I JOINED ABC APPROXIMATELY THREE YEARS AGO TO INCREASE MY KNOWLEDGE OF THE CONSTRUCTION INDUSTRY. SINCE I HAVE JOINED THE ORGANIZATION, I HAVE HAD THE OPPORTUNITY TO LEARN AND INTERACT WITH INDUSTRY LEADERS IN CONSTRUCTION IN PHILADELPHIA. THESE RELATIONSHIPS HAVE HELPED ME TO INCREASE MY KNOWLEDGE OF CONSTRUCTION AND GROW MY COMPANY'S CAPACITY."

-CALVIN R. SNOWDEN, J.R., MANAGING PARTNER OF BDFS GROUP, INC.

EDUCATION

- **Registered Apprenticeship and Craft Training Programs:** ABC Eastern Pennsylvania Apprenticeship Trust is a state and federally-recognized apprenticeship program.

We offer the following trades: Carpentry; Electrical; HVAC;

Heavy Equipment Operations; Painting; Pipefitting; Plumbing; Roofing; Sheetmetal; and many individualized certification programs with manufacturers and suppliers

- **Management Education:** Safety; Construction and Trade Related; Legal; Finance; Management and Leadership; Human Resources; Marketing/Business Development; Project Management



SAFETY

- **Strategic Partnership with OSHA:** Representatives from OSHA attend our Safety Committee meetings (in Allentown and East Norriton) once a month

- **In-House Safety Services:** Update your Accident Prevention Program; Develop your Employee Safety Handbook; Develop your Substance Abuse Program; Safety Policy Review or Creation of Safety Policies; OSHA Compliance Representation, Mediation and Mitigation

- **STEP Safety Benchmarking and Improvement Tool:** Founded in 1989, 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 member firms measure their safety processes and policies on 25 key components through a detailed questionnaire with the goal of implementing or enhancing safety programs that reduce jobsite incidents. Participation in STEP can make your company 665% safer than the industry average

- **Customized Safety & Training Courses:** Aerial Work Platform Certification; ArcFlash Awareness; Competent Rigger; Confined Space Awareness; Developing a Safety Culture; First Aid, CPR with AED; HAZMAT/HAZWOPER 40 Hour Training & 8/24 Hour Refresher; How to Create a Safety Committee; How to Survive an OSHA Inspection; Lock Out / Tag Out; Managing a Safety Program; Mental Health First Aid Certification; OSHA Record Keeping; Pennsylvania Flagger Certification and Workzone Awareness; Personal Protective Equipment (PPE); Rough Terrain Forklift Certification; Signs, Signals and Barricades; Workplace Violence, and much more. For customized Training please contact Danielle Hart: Dhart@Abceastpa.org

“MEMBERSHIP IN ASSOCIATED BUILDERS AND CONTRACTORS IS INVALUABLE TO MY COMPANY. EVERY FAMILY REPRESENTED AT JERDON BENEFITS THROUGH THE MERIT SHOP CONSTRUCTION PHILOSOPHY SUPPORTED BY ABC. THE APPRENTICESHIP AND MANAGEMENT TRAINING STRENGTHENS OUR STAFF BY INCREASING TECHNICAL COMPETENCIES ACROSS THE BOARD.”

-RON JERDON, PRESIDENT OF JERDON CONSTRUCTION SERVICES, LLC.

WORKFORCE DEVELOPMENT

- **Careers in Construction Alliance:** Representatives from over 30 Career Technical Schools work with ABC to proactively promote construction as a career choice
- **POWER Community Outreach:** ABC recruits & provides basic training to members of local communities, prior to placement with ABC members
- **Career Fair:** ABC members gather to promote their trades and companies at an annual career fair
- **Recruitment and Job Placement:** ABC Assists companies in recruiting all levels of workers (from field to front office) for your business
- **Skills Assessment Testing:** ABC assists members in providing skills assessment testing to ensure you are hiring a qualified skilled worker



ASSISTANCE WITH LABOR ISSUES

- In the unfortunate event your company has labor issues, ABC has the tools and resources to help your company through any problems that arise
- Complimentary job site security services
- Complimentary legal consultation services-Opportunity to confer with ABC Eastern Pa. Chapter Attorneys on a business or labor issue

COMMUNICATIONS

- **MeritNews-** a monthly e-newsletter featuring local and state industry news, events, classes, and promotion of ABC Eastern Pa. Chapter members
- **ABCEASTPA.ORG** - ABC Eastern Pa. Chapter's official website which promotes classes, events, and all other important chapter communications
- **ABC Social Media Platforms-** ABC Eastern Pa. Chapter promotes members, events, and classes on all of the top social media sites
- **ABC Newsline-** an e-newsletter from ABC National sharing national industry news, national conferences, etc.
- **Construction Executive-** a monthly magazine featuring industry news

Get involved with one of our committees to forge the future of the construction industry throughout Eastern Pennsylvania and build relationships with fellow ABC members.

Business Development

Mission: To provide quality construction project information that will further the principles & goals of merit construction and free enterprise.

Events Task Force

Mission: To plan and execute the social and networking activities of the chapter.

Legal Rights & Strategies

Mission: To inform members of their legal rights and protection under the law and to develop and implement strategies to combat outside interference on members' jobsites.

Legislative

Mission: To advance and protect ABC's interests in the legislative arena and to promote member involvement in the political process.

Lehigh Valley & Northeast PA Regional Council

Mission: To enhance member involvement, recruitment and service offerings within the Lehigh Valley and Northeast Pennsylvania.

Management Education

Mission: To provide a comprehensive, membership-guided curriculum of educational programs targeted to employees of construction at all levels.

Membership

Mission: To identify and recruit potential members who share the merit philosophy. To educate the membership on ABC services and help to promote involvement.

Philadelphia Regional Council

Mission: To enhance member involvement, recruitment and service offerings within Philadelphia.

Safety

Mission: To promote and offer safe work practices in the construction industry.

Workforce Development

Mission: To train, mentor and guide individuals into a successful career in the construction industry.

Young Professionals/Emerging Leaders

Mission: To build tomorrow's leaders today by encouraging career-minded individuals through leadership development, training and peer evaluation while focusing on merit philosophy.



ABC Eastern Pennsylvania APPRENTICESHIP TRUST

BUILDING THE PEOPLE WHO BUILD PENNSYLVANIA



ELECTRICAL	CARPENTRY	HEAVY EQUIPMENT OPERATIONS	HVAC
MASONRY	PAINTING	PIPEFITTING	PLUMBING
ROOFING	SHEET METAL	SPRINKLER FITTING	LABORERS

EMPLOYERS:

- Improve and upgrade the quality of your workforce.
- Increase and improve productivity of employees.
- Improve safety practices of your employees.
- Reduce turnover, injuries, and absenteeism.
- Become more competitive with highly-skilled workers.
- Help you comply with Davis-Bacon requirements.
- Save money on training investment costs.

EMPLOYEES:

- Get paid higher wages.
- Become a safer worker.
- Learn from qualified, experienced instructors.
- Earn college credits towards an Associates Degree.
- Develop leadership skills.
- Become an entrepreneur.

CONTACT

ABC Eastern Pennsylvania Apprenticeship Trust

1500 Gehman Road, Harleysville, PA 19438 | 894 Marcon Boulevard-Ste. 110, Allentown, PA 18109

Delaware Valley: (215) 256-7976 | Lehigh Valley/Northeast Pa.: (610) 821-9686

<https://www.abceastpa.org/training/apprentice-craft-training/>

TAKE THE ABC ADVANTAGE: TRAINING

Associated Builders and Contractors - Eastern Pa. Chapter has offered registered apprenticeship and craft training since 1967. Our program is fully registered with the Pennsylvania Apprenticeship and Training Council (PATC), as well as the United States Department of Labor (USDOL). ABC Eastern Pennsylvania Apprenticeship Trust is a 501(c)3 non-profit organization and all funds used for employee training are tax deductible.

LOCATIONS AND CONTACT INFORMATION:

ABC HARLEYSVILLE TRAINING CENTER

1500 Gehman Road, Harleysville, PA 19438 | Phone: (215) 256-7976

ABC REGIONAL ALLENTOWN OFFICE AND TRAINING CENTER

894 Marcon Blvd., Suite 110, Allentown, PA 18109 | Phone: (610) 426-0130

ABC REGIONAL PHILADELPHIA OFFICE TRAINING CENTER

EDUCATION TEAM:

EXECUTIVE VICE PRESIDENT, CHEIF TRAINING OFFICER

Michael Perpiglia | mperpiglia@abceastpa.org | 610.279.6666

DIRECTOR OF APPRENTICESHIP ADMISSIONS

Gina Mueller | gmueller@abceastpa.org | 484.374.0083

CHIEF FINANCIAL OFFICER

Martha Nagata | mnagata@abceastpa.org | 610.2789.6666

WEBSITE

<https://www.abceastpa.org/training/apprentice-craft-training/>

FAQ ABOUT OUR PROGRAM:

• WHEN CAN I REGISTER ONE OF MY EMPLOYEES AS AN APPRENTICE?

• An apprentice can be registered at any time of the year, but only after they have submitted the proper documentation for registration and have enrolled in classes in the next available session.

• HOW LONG DOES IT TAKE TO REGISTER AN APPRENTICE?

• Once the apprentice has completed the paperwork and signed an apprentice agreement a company should allow approximately 5-7 days for the apprentice to be approved.

• ENROLLMENT AND REGISTRATION

• Once you have requested enrollment and registration for an apprentice(s), you will be provided via e-mail with the following paperwork to be completed. Some of the forms are for the apprentice and others are for you to complete as the "employer". There are also some other documents you will have to provide to ABC. They are listed below.

• ENROLLMENT PAPERWORK REQUIREMENTS

• To be provided to ABC: Application Form; Completed I-9 form; Photocopy of current, valid driver's license; Photo-copy of social security card; Two letters of recommendation for apprenticeship from any non-relative; Certified copy of High School transcript or GED; Authorization and Release Form.

• IN-SCHOOL AND DISTANCE LEARNING PROGRAMS AVAILABLE

• In-school and distance learning options available to best meet you and your employee's needs

START SAVING TODAY

abc.org/discounts



COMPANIES CAN TAKE ADVANTAGE OF THESE GREAT PROGRAMS!



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



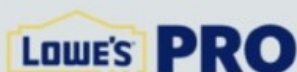
Save up to 50% on shipping services.



Special member pricing on construction management software



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



Exclusive savings on materials online and in stores.



National account level pricing on printing services, construction signage and drone flights



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



Savings at over 95% of gas stations nationwide



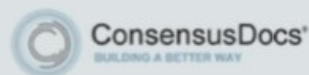
Premium pricing on professional development and leadership training courses.



Free setup and training on construction-specific payroll.



Pricing incentives on tech products and services



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



Save on hotels through private booking platform.



Additional savings for new and current policyholders.



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



Special pricing on identify theft and device protection services.



Discounted lodging for out-of-town projects.



Exclusive pricing from thousands of merchants.



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

QUESTIONS? PLEASE CONTACT US

Amanda Milewski
Represents Southeastern Pennsylvania
430 West Germantown Pike
East Norriton, PA 19403
Phone: 610-279-6666 x 101
Email: Amilewski@abceastpa.org

Territory: *Southern Berks, Southern Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties*

Stacy Nimas
Represents Lehigh Valley
894 Marcon Boulevard-Suite 110
Allentown, PA 18109
Phone: 610-821-9686
Email: Snimas@abceastpa.org

Territory: *Northern Berks, Northern Bucks, Lehigh, Southern Monroe, and Northampton Counties*

Megan Bernosky
Represents Northeastern Pennsylvania
3 East Broad Street-Suite 300
Hazleton, PA 18207
Phone: 570-225-8078
Email: Mbernosky@abceastpa.org

Territory: *Carbon, Lackawanna, Luzerne, Upper Monroe, Pike, Schuylkill, Susquehanna, Wayne, and Wyoming Counties*

Danielle Hart
430 West Germantown Pike
East Norriton, PA 19403
Phone: 610-547-5957
Email: Dhart@abceastpa.org

Territory: *Southern Berks, Southern Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties*

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