



ABC Greater
Baltimore
Associated Builders and Contractors



MEMBER RESOURCE GUIDE



YOUR SUCCESS IS OUR MISSION

NETWORKING | TRAINING | SAFETY | INSURANCE | LEGAL & HR



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WE ARE ABC BALTIMORE

WHO WE ARE

Associated Builders and Contractors of Greater Baltimore is the largest organization in Maryland to represent the commercial construction industry. Our 650 members represent the leading general contractors and specialty contractors in the region.

OUR MISSION

ABC 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. ABC members cover the entire spectrum of the construction team, from general contractors and construction managers, to architects and engineers to trade contractors of every conceivable specialty.

OUR VALUE PROMISE

ABC Greater Baltimore will CONNECT its members to opportunity; provide a COMPETITIVE advantage and PROTECT their interests.

CONNECT TO OPPORTUNITY



EXCELLENCE IN CONSTRUCTION

The EIC program is the premier competition within the region that recognizes outstanding projects ABC members have built.



NETWORKING EVENTS

With multiple events throughout the year, these networking opportunities are not only an excellent chance to expand your network, but also to enjoy a good time with other ABC members.



ROCKFISH TOURNAMENT

Come out for a morning on the bay competing for cash prizes! ABC charts 8+ boats for an all-inclusive event that includes food, drink, fishing equipment and contest entry. No fishing experience needed to enjoy this signature event!



ABC GOLF CLASSIC

Enjoy a day on the links with more than 200 ABC Greater Baltimore members. This all-inclusive day on the course includes food, drink, golf, and contests.

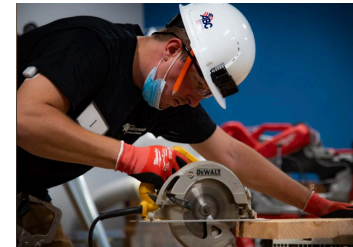
NETWORKING

"ABC is the largest construction network in Baltimore."
- Baltimore Business Journal



BANDS BY THE BAY

Spend the afternoon at the area's most gorgeous waterfront venue, while enjoying all-you-can-eat hard crabs, a bull roast menu, sides and unlimited beer, wine and soft drinks. There are a host of activities throughout the evening including local bands, corn hole, horse shoes, raffles, and more.



CRAFT COMPETITION

Join ABC Greater Baltimore for a morning of craft competitions, expo exhibits, demos and networking. Open and free to all ABC Greater Baltimore Members!



STATE OF THE INDUSTRY

Join ABC Greater Baltimore's most prominent members for an update on the organization, a message from our board chair, presentation of our safety STEP awards, member milestone anniversaries and more! Includes a special presentation and economic forecast by ABC Chief Economist Anirban Basu.



GC SHOWCASE

This is one of our biggest business networking events of the year where we bring together the region's leading General Contractors all in one place. And they are there for one reason and one reason only: to connect with trade contractors. This event is a guaranteed way to build your network, maximize your membership and engage in targeted networking.



ANNUAL AWARDS CEREMONY CELEBRATING THE BEST IN MERIT SHOP CONSTRUCTION

The EIC program is the premier competition within the region that recognizes outstanding projects ABC members have built.

Each year, members nominate their best projects describing the unique characteristics and quality of their craftsmanship. Applications are judged by impartial members of the construction industry, including engineers and architects, according to the criteria for each award.

INCLUDING
**MODEL MEMBER
OF THE YEAR
&
PROJECTS OF THE YEAR**



Workers' Comp Savings that Really Stack Up

ABC members-only workers' comp insurance

Chesapeake Employers Insurance offers qualifying ABC members 3 ways to save on workers' compensation insurance. Our exclusive program features competitive rates, a **10% discount***, and the potential to earn a corporate dividend. The savings really stack up and are designed to help you contain costs while enhancing workplace safety.

**Is your renewal date approaching? Compare coverage now.
Connect with your agent or visit ceiwc.com.**



*Minimum eligibility requirements. This offer is exclusively available to members of the Maryland ABC Chapters. Participants of the program must be members of a Maryland ABC Chapter prior to the inception date of the policy. Minimum eligibility requirements apply, and accounts must meet minimum underwriting requirements for placement in the program. Other States coverage is available per Chesapeake Employers' guidelines; however, the ABC discount is only available for Maryland-associated payroll. Please contact your insurance agent for additional information.

CONNECT TO OPPORTUNITY

JOIN A PEER GROUP

Connect With Your Peers. Grow Professionally.



GAIN A COMPETITIVE EDGE

ABC BALTIMORE TRAINING OPPORTUNITIES

APPRENTICESHIP
CONTINUING EDUCATION
CRAFT COURSES
DAYTIME TRADE SCHOOL
PROJECT JUMPSTART
PROFESSIONAL DEVELOPMENT
TASK TRAINING
MANAGEMENT EDUCATION

Ask about our 'On Demand Training'
*If you can imagine it, we can teach it...
at your place or ours!*

MANAGEMENT & SUPERVISORY EDUCATION

Academies

Superintendent
Project Manager
Administration & Accounting
Relationship and Business Development
Crew Leadership

Blueprint Reading

Introduction Course
Mechanical/Electrical/Plumbing (MEP)
Advanced Structural
Advanced Architectural
Advanced Site & Civil

Legal & Regulatory

Prevailing Wage &
Mechanics of Certified Payroll
Legal Seminars

Operations

Construction 101/201
Introduction to Microsoft Project



APPRENTICESHIP

START YOUR CAREER TODAY!

Apprenticeship is a combination of on-the-job training (OJT) and related classroom instruction under the supervision of a journey-level craft person or trade professional in which workers learn the practical and theoretical aspects of a highly skilled occupation.

ABC's apprenticeship training programs are fully approved and accredited by the National Center for Construction Education and Research (NCCER), U.S. Department of Labor, Maryland Apprenticeship and Training Council, and the Veterans Administration.

- **Carpentry:** Carpenters are one of the most versatile construction occupations, with workers usually doing many different tasks.
- **Electrical:** Electricians install and maintain electrical power, communications, lighting, and control systems in homes, businesses, and factories.
- **HVACR:** HVAC mechanics and installers work on heating, ventilation, cooling, and refrigeration systems that control the temperature and air quality in buildings.
- **Plumbing:** Plumbers install and repair pipes that carry liquids or gases to and in businesses, homes, and factories.
- **Sheet Metal:** Sheet Metal workers fabricate or install products that are made from thin metal sheets, such as ducts used for heating and air conditioning.
- **Sprinkler Fitting:** Sprinkler fitters develop procedures, design and install systems to prevent fires from destroying structures.
- **Welding...coming soon in partnership with Earlbeck!**

GAIN A COMPETITIVE EDGE

CONTINUING EDUCATION

32-hour Backflow - for plumbers

Universal CFC - for HVAC techs

Gasfitters certification - for HVAC techs

Plumbing/HVAC journey worker
and master's exam prep courses

Construction Quality Management (CQM)

Electrical Continuing Education Courses (CEU's)

Fire Alarm Basics

Ask about our
'On Demand Training'
*If you can imagine it,
we can teach it...
at your place or ours!*

PROTECT YOUR INTERESTS

SAFETY

ABC Greater Baltimore is the largest provider of construction safety training in the region, employing a full-time OSHA outreach safety trainer and performing jobsite inspections for many of our members.

Training Courses Offered

Arcflash Protection
Asbestos Abatement
Confined Space
Crane, Signalman, & Rigger Training
Electrical Safety
Fall Protection
Forklift & Aerial Lift Training
First Aid/CPR
GHS Hazcom (Global Harmonization)
Ladder Safety

Lift Safety
Lead Abatement
Mobile Equipment Safety
New Hire Safety Orientation
OSHA Recordkeeping
OSHA 10 Hour & OSHA 30 Hour
Respirator Protection
Safety Management
Scaffold User Compliance Training
Silica Awareness

On-Demand Safety Training

ABC can provide certified training for any of these classes and more!
We can host it at your place or ours!

PROFESSIONAL DEVELOPMENT PROGRAM

The ABC Professional Development Program is a six month program designed to provide a series of educational seminars, network opportunities, mentoring and community service projects for the developing professional. This program serves as a launch pad for careers and will give you the tools to open the doors to a successful future. Making lifelong connections and building networks is the most valuable feature of this program.

“ABC’s Professional Development Program is a great opportunity to meet peers in the industry and have focused conversations with industry mentors” – Mark Quick, student

“I am able to apply so many tangible lessons in my work and personal life that have been taken from this program.” – Shannon Syciarz, student





ABC'S TRADE SCHOOL FOR POST-HIGH SCHOOL

LAUNCH YOUR CAREER AS A SKILLED CRAFT PROFESSIONAL

The Construction Education Academy (CEA) is a training program built to launch careers for high school graduates into the skilled trades through training and hands-on experiences. The Academy is a partnership between the Community College of Baltimore County and Associated Builders and Contractors of Greater Baltimore. For information or to apply, call (410) 821-0351 or visit ConstructionEducationAcademy.org.

**ELECTRICIAN
CARPENTER**

**PLUMBER
HVAC MECHANIC**



ABC GREATER BALTIMORE
**CONSTRUCTION
EDUCATION ACADEMY**
AT THE SKILLFORCE CENTER



GAIN A COMPETITIVE EDGE



Project JumpStart is the Region's Most Respected Workforce Development Program

What employers are saying about Project JumpStart:

"We are impressed with the work ethic of our JumpStart guys and their attendance is second to none."

- Mickey Glendon, Sr., C & H Mechanical

"It has been a pleasure to work with Project JumpStart. The skills JumpStart provides their students give them a strong foundation for the construction field."

- Nathan E. Brenneman, Allan Myers

"We have 7 of their referrals who have become excellent apprentices and turned their opportunities into careers."

- Thomas M. Hirsch, Hirsch Electric, LLC.

"JumpStart's due diligence is thorough and assures the right candidate for the position. You can count on getting a quality employee."

- Frank Murphy, TEI Electrical Solutions

Contact Us for Your Next Hire: Jimmy Stewart, jstewart@JumpStartTraining.org

OTHER RESOURCES

We have in-house experts, well-versed on how to cover a full range of regulatory compliance issues that each contractor faces in Maryland. Get counsel on how to comply with prevailing wage, employee classification issues, record-keeping and other compliance concerns.

Human Resources

Operations & Financial Counsel

Labor & Management Assistance

Regulatory Compliance

Lobbying

Find-a-Contractor



Does your business insurance **BUILD** dividends?

We've returned more than **\$850,000**
to ABC members who place their insurance with Penn
National Insurance.

We offer preferred pricing with a 15% discount on
auto and general liability. And, Gold and Platinum
STEP contractors are eligible for additional credits.

What's more, you'll enjoy higher limits and broader
coverage designed exclusively for the contracting
industry — plus, the opportunity to earn dividends
on your business insurance.

Our coverages are simply **built better.**



Ask for your Contractors Advantage quote
today through Penn National Insurance. Visit
our online directory to find an agent near you.



MEMBERSHIP HAS ITS PRIVILEGES

Have you seen the new Member-Only Section?

- HR Tools and Guidelines
- 'Find a Contractor' search tool
- Merit Shop Wage Data
- Regulatory help
- Labor Relations Guidelines
- Business Coaching
- New Hire Safety Orientation Materials

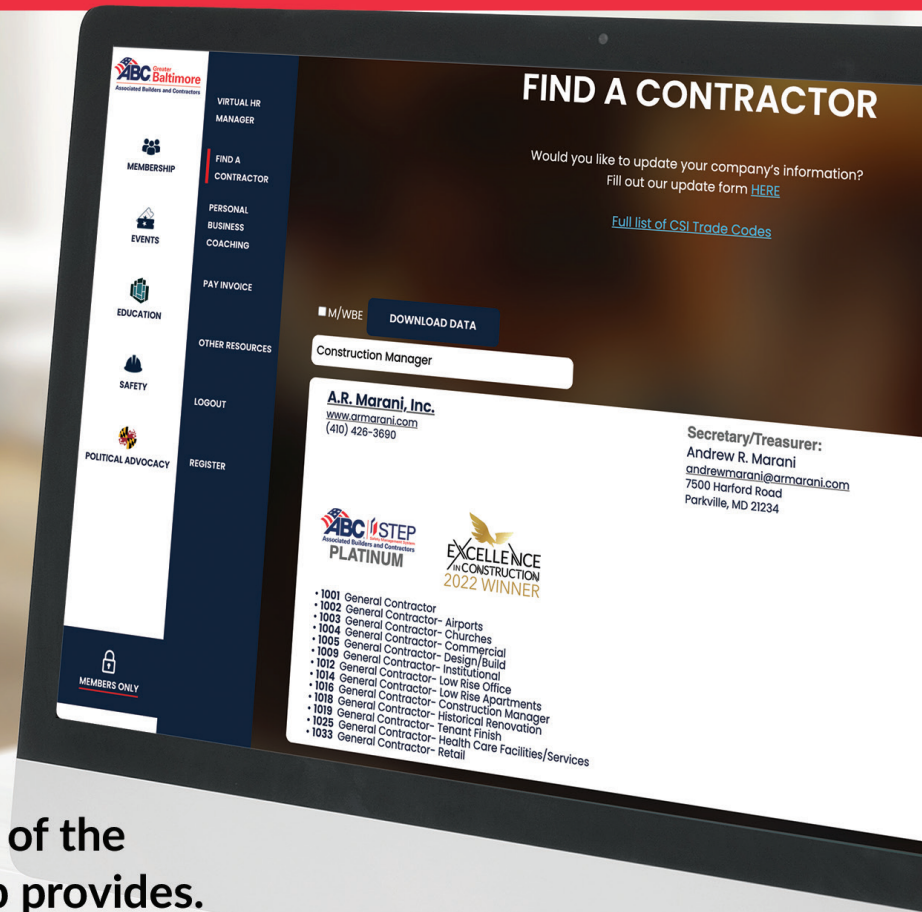
AND MORE!

Don't miss out on all of the benefits membership provides. Register now.

www.abcbaltimore.org/register



Associated Builders and Contractors



Exclusive Partner Discounts



Workers' Compensation Insurance

ABC members have access to the most competitive pricing and loss control services in the industry. Contact your agent today and ask them for a quote from the ABC/Chesapeake Employers' Insurance CompAdvantage program. **ABC Discount 410.494.2326**



Property & Casualty Insurance

This ABC exclusive insurance program offers competitive pricing, large group buying power, information and services to help reduce losses. **Call your ABC member insurance agent, or call Bruce Talbot 443.956.9139**



Legal Corner

From employment to collection issues, every company has to make decisions that impact the bottom line. Before or after an issue arises, Lawrence Law can help.



Credit Union

First Financial Federal Credit Union membership is open to all ABC members & their families. Ask about a special offer just for ABC! Join today to take advantage of low loan rates, high savings rates, access to thousands of ATMs, and more. Email businessdevelopment@firstfinancial.org or call us at 410-427-9023!



Fleet Management

Enterprise serves ABC members with customized fleet management programs. Member companies can take advantage of exclusive manufacturer rebates on their fleet with Enterprise. **Michael Fitzpatrick 410.401.5027**



Elevate Your Tech

HP has partnered with ABC to provide exclusive access to cutting-edge technology at unbeatable prices. Whether you need rugged tech for the jobsite or advanced equipment for the office, HP has you covered. Contact an HP Business Account Manager 888-678-9620



Communications

Verizon Wireless and ABC have teamed up to provide special discounts and offers to **ABC members**. This program's exclusive discounts apply to **monthly calling plans** for existing subscribers and new lines of service. abcprogram@verizonwireless.com



Contract Documents

Save at least 20% on purchases for Contract Benefits by using code ABC100.



Next Day & Ground Delivery

FedEx: Save up to 29% on select shipping services including next day delivery. Passcode: ABCFDX. Call 877.875.2270 abc.org/Membership/Member-Discounts/FedEx



Promotional Vendor

David "Big Daddy" Addi **Fired Up Promotions 443.604.0312** www.FiredUpPromos.com David@FiredUpPromos.com



Office Supplies

ABC 15% Discount. **407.475.4111 Rachel.Joram@staples.com**



Tech Marketplace

These companies cover the areas of focus identified for our contractor's needs and provide exclusive discounts for our members. Please visit abc.org/Tech-marketplace for more details!



Materials

Exclusive savings on materials, tools, and supplies: online and in store. **LOWE'S ProServices** Questions? Contact us at: NationalProgram@Lowe.com



Company Vehicles

Special Incentive for Members of ABC To get started, visit your local Nissan dealer and tell them you're with "Associated Builders and Contractors" and you're entitled to "Franchisee Level Incentives".



Accounting Software Discounts

FOUNDATION software 5% OFF FOUNDATION® accounting software, plus score a free bonus module! www.foundationsoft.com/abc (800) 246-0800



Fringe Benefits: Beneco

Helping merit shop contractors bid more competitively and meet the compliance/reporting requirements of government-funded work. **Call Bruce Talbot 410.956.9139**



Tech Solutions

Exclusive Savings on Tech Solutions and Services With ABC's Dell Technologies Program. Access your savings and learn more at dell.com/abc



MEMBER GUIDE

ARE YOU DOING DAVIS BACON/PREVAILING WAGE WORK?

HOW ARE YOU PAYING THE FRINGE PORTION?

- Option #1: Include the fringe in the paycheck.
- Option #2: Pay the fringe to a "Bona Fide" plan.

WHAT'S THE DIFFERENCE?

Option #1

Pay Fringe in Paycheck

Base Wage - \$30
Fringe - \$10
Total Wage - \$40
Payroll Burden (25%) - \$10

Bid Cost - \$50/hour

Option #2

Pay Fringe to "Bona Fide" Plan

Base Wage - \$30
Total Wage - \$30
Payroll Burden (25%) - \$7.50
Fringe to Bona Fide Plan - \$10

Bid Cost - \$47.50/hour

CONTACT BRUCE TALBOT, CPCU
AT 443-956-9139 OR BRUCE@ABCGIMA.ORG

THAT'S \$2.50/ HOUR
SAVINGS PER EMPLOYEE!
LET US SHOW YOU HOW
TO MAKE THIS WORK FOR YOU

WHAT OUR MEMBERS ARE SAYING

"We are proud to be members of ABC Baltimore. The value that we receive from our membership is immeasurable. ABC Baltimore continues to offer educational experiences from the skilled tradesperson to management level individuals that continue to build and strengthen our workforce every day."

-Justin Townsley, Chief Operating Officer, DEL Electric

"ABC provides a great platform for members of the trades to meet and further strengthen our relationships which is invaluable."

-Ken Zalner, General Manager, Absolute Fire Protection

"I think it is difficult to overstate the importance ABC plays in the construction industry."

-Ronnie Brouillard, Director of Business Development, Chesapeake Contracting Group

"I think ABC brings tremendous value. If you didn't have ABC you really wouldn't have anyone looking out for your best interests."

-Jeff Hargrave, President, Mahogany, Inc.

"ABC plays a pivotal role in this region; it plays a pivotal role across the country."

-Matt Bolyard, Vice President, Southway Builders, Inc.

WHO TO CONTACT

ABC TEAM

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