

**Join Us
Today!**



Associated Builders and Contractors

Massachusetts



@ABCMASS





About ABC Massachusetts

The Massachusetts Chapter of Associated Builders and Contractors is the largest construction trade association in the Commonwealth, representing over 470 local general contractor, subcontractor, and supplier and associate companies. These companies employ more than 20,000 workers throughout Massachusetts.

ABC is committed to fulfilling its founders' mission of promoting and advancing an open and competitive construction industry. ABC member companies subscribe to the merit shop philosophy that all construction contracts, both public and private, should be awarded to the lowest responsible bidder, regardless of labor affiliation. This philosophy provides construction buyers, taxpayers and consumers with the most value for their construction dollar and ensures equal work opportunities for all of the state's construction workers, 80 percent of whom have chosen not to join a union.

ABC contractors realize their employees are their most valuable resource. ABC members offer their employees highly competitive wage and benefit packages. According to Personnel Administration Services, 90 percent of open shop contractors provide health insurance for their workers. In addition, the firm reports that a majority of open shops also provide pension and profit sharing plans, with many providing bonus plans as well.

ABC contractors and their employees have worked in harmony with union contractors and workers on hundreds of projects throughout Massachusetts. ABC respects the unions' right to exist and to promote the interests of their membership.

ABC offers a complete range of services to its member companies, including a full menu of educational programs. ABC's education and training affiliate, the Gould Construction Institute, is a fully-licensed private school that provides quality apprenticeship, craft and management training utilizing the acclaimed "Contrens" curriculum. ABC's popular Excellence in Construction Awards program annually recognizes "the best of the best" in open shop construction and has become one of the industry's preeminent honors. ABC also provides comprehensive safety and legal training and services to members firms. With a monthly newsletter and quarterly magazine, ABC keeps its members informed of industry news.

ABC provides strong legislative representation to its members and encourages its members to get involved in the process. ABC's governmental priority is to promote the interests of the construction industry and its employees, while ensuring a level playing field and equal access and opportunity for all. ABC strongly opposes any public policies that seek to make labor affiliation a condition of awarding construction contracts.

On a national level, ABC consists of 79 Chapters throughout the country representing more than 20,000 firms. ABC's national headquarters is in Arlington, Virginia.

Member Services & Benefits

Safety

OSHA 10 & 30 Hour
Safety updates
Seminars on OSHA regulations
First Aid/CPR Classes
Hoisting/Prep Classes
Basic Rigging & Signal Cert.
STEP safety recognition program

Apprenticeship and Trade Classes

Merit Apprenticeship Program
Gould Construction Institute (ABC's Education & Training Affiliate)
All licensed trades
School-to-work/career awareness
Customized training services

Labor and Employee Relations

First call free for legal advice
Information on union-related issues:
Organizing
Job site security
Certification elections
Picketing
Dual shops
Salting
Policy handbooks
Legal seminars
Construction Legal Rights Foundation

Management Resources

Seminars for owners and key management
Project Management Program w/ Wentworth Institute of Technology
Handbooks, signs, postings
Compliance assistance
Green Building Toolbox Talks
Green Contractor Certification
Marketing resources

Government Affairs

Registered lobbyists
Monitoring of Trade Licensing Boards
Member alerts on important legislation & regulations
Grassroots campaigns and activities
Political action committee (PAC)
Issue advocacy & legislative development

Business Development

Over 450 active Members
70% Contractor membership
Contractor Referrals
Every employee is a member!
Accredited Quality Contractor program
ABC Peer Groups
Promotion to owners, designers and developers
Advertising and sponsorship opportunities
Monthly networking events
Promotion on social media
Numerous committees
Future Leaders Council

Member Discounts

Save up to a \$1000 on a GM purchase or lease. Other discounts with Chrysler & Ford.
Get special rates on group dental, vision and disability Insurance (Merit Choice, SIG)
Apply Verizon discounts to existing contract. Up to 22% savings on Verizon plans.
Save 20% on uniform rentals and work safety apparel purchases with Aramark

Reduce your vehicle fleet management costs with Enterprise Fleet Management

Save 29% on next day delivery through FedEx

Waive Set up fees and bid more competitively with the Contractors Plan.

Fuel discount programs:

- Exxon – save 5¢ per gallon
- Shell – save 3% per gallon

Events

Chapter Events:
Monthly Networking Events across MA
Excellence in Construction Awards
Safety & Training Awards and Apprentice Graduation
Annual Golf Tournament
Annual Meet the Generals Event
Education seminars and training workshops
Future Leaders Events

Publications

Monthly and Weekly Newsletters
Annual Member Directory & online directory
Construction Executive magazine
ABC MA Blog/Facebook/Twitter/Linked-in

Chapter Contact Information

Venus Williams
ABC Massachusetts
100 Unicorn Park Drive, Suite 1
Woburn, MA 01801
Phone: (781) 273-0123
Cell: (617) 721-8499
Fax: (781) 273-3310
Email: venus@abcma.org
www.abcma.org





Education & Training Affiliate of ABC Massachusetts

LICENSED: The Gould Construction Institute (GCI) is fully licensed by the Massachusetts Division of Professional Licensure, Office of Private Occupational School Education.

APPROVALS: GCI is approved by the Department of Labor, Office of Apprenticeship; Division of Professional Licensure and Office of Public Safety and Inspections; Board of State Examiners of Electricians; Board of State of Examiners of Plumbers and Gas Fitters; Board of Examiners of Sheet Metal Workers and the Bureau of Pipefitters, Refrigeration Technicians and Sprinklerfitters.

INSTRUCTION: Provided by State approved trade instructors and industry professionals.

Companies and employees may participate in a state-approved apprenticeship program and utilize GCI courses to fulfill related instruction requirements. Firms seeking to train apprentices in courses not listed in catalog may contact GCI. If a specific trade program is not offered in your area, our staff will assist in the development of a state-approved in-house training program.

GCI has been approved by the Department of Labor Standards to include the following trades as part of our APPRENTICESHIP curriculum:

Bricklayer/Cement Mason • Carpentry • Concrete Finishing • Construction Craft Laborer • Electrical, Elevator • Heavy Equipment • HVAC • HVAC Contractor • Insulation • Ironworking • Masonry • Painting • Pipefitting • Plumbing • Process Piping • Roofing • Sheet Metal • Sprinklerfitting

GCI also has several other courses available in:

CAREER DEVELOPMENT

Crew Leader (Basic Foreman Leadership Skills)
• Introduction to Construction Management • Critical Skills for the Construction Professional • Plan Reading for Commercial Construction • Supervisory Training

LICENSE PREPARATION

Hoist Prep 2A/1C or 1B • MA Construction Supervisors Prep Course/Building Code Update • Pipefitter Prep Course for Journeyman's Exam • Sheet Metal Prep Course for Journeyman's Exam

CONTINUING EDUCATION

Continuing Education for Electricians • Continuing Education for Plumbers and Gas Fitters • Continuing Education for Hoisting • Continuing Education for MA Construction Supervisors (Classroom and On-Line Training Available)

SAFETY

ARC Flash Awareness • Basic Trenching Regulations, Confined Space Awareness • Fall Protection • Hot Work • Lock-out/Tag-out • Global Harmonization System (GHS) • OSHA 10-hour • OSHA 30-hour • Respiratory Protection • Scaffold Awareness for Field Employees • Silica • Standard First Aid/CPR

CORRESPONDENCE COURSES

GCI also has 150 CLOCK HOURS in the following subjects: Bricklayer/Cement Mason • Carpentry • Concrete Finishing • Construction Craft Laborer • Glazing • Heavy Equipment • Insulation • Ironworking • Masonry • Painting • Pile Driving • Roofing
350 CLOCK HOURS for ASME and
450 and 750 CLOCK HOURS for Sheet Metal

ONLINE COURSES

Blueprint Reading • Basic Math • Intro to Construction • Business Literacy • Career Readiness Bootcamp

PARTNERSHIPS

GCI has proudly joined forces with the following Institutions:

- Cape Cod Community College Aviation Center
- Holyoke Community College
- Massasoit Community College
- Springfield Technical Community College
- Wentworth Institute of Technology

Call or email GCI for more information on these innovative programs.

GCI not only offers an abundance of courses, but it does so at convenient locations throughout Massachusetts including:

- Andover • Canton • Chatham • Franklin • Holyoke
- Medford • North Adams • Plymouth • Springfield
- Taunton • Woburn • Westfield.

GCI can arrange custom training programs at your facility or at other locations throughout Massachusetts.

Gould Construction Institute | www.gwgci.org | 100 Unicorn Park Drive, Suite 2, Woburn, MA 01801

Phone: (781) 270-9990 | Fax: (781) 270-9906

Email: julie@gwgci.org

Merit Apprenticeship Program (MAP)

The ABC Merit Apprenticeship Program (MAP) is a coalition of merit shop contractors that have joined forces to formally train the 21st century construction professionals to meet the workforce needs of ABC members.

Benefits of the Program:

- Support in navigating the confusing, bureaucratic maze when dealing with government agencies.
- Strong advocacy support to member companies.
- Recruiting, training, and job placing candidates using our robust and expanding apprenticeship program.
- Monitoring apprentices' progress to satisfy their annual state apprenticeship renewal requirements.
- Trade-related and license prep courses at the Gould Construction Institute, the education branch of ABC.
- Providing a direct entry point to youth and young adults dedicated to a successful career in the industry.

Together, let's develop the next generation of merit shop professionals for the 21st century construction marketplace.



BUILDING MASS CAREERS

Training - Working - Succeeding

www.BuildingMassCareers.com



Contact Us:
781-273-0123
steve@abcma.org

Sponsorship Opportunities

We have a variety of offerings to get your company in front of ABC MA membership to help promote your services and build your network. Whether you are looking for exposure through the ABC Massachusetts website, the weekly newsletter, or at ABC Mass events we have you covered!

Year-Long Partnerships - Ranging from \$2,000 - \$8,000

With three standard partnership tiers (Silver, Gold, & Elite), a year-long partnership with ABC MA is the most affordable way to maximize your exposure to fellow ABC members and industry professionals. Packages include a variety of marketing opportunities, event admission, coverage in the ABC MA Newsletter, and more! See something that isn't exactly what you're looking for? Custom packages are also available, inquire to learn more.

Website Advertising Opportunities:

ABC MA is offering advertising opportunities on the homepage of the chapter website that can provide your company great exposure to other industry professionals. The ABC MA website sees an average of 200 unique visitors daily, and you will have the opportunity to generate your own advertisement to have featured on the ABC MA website.

3 Months - \$700 | 6 Months - \$1,200 | 12 Months - \$2,000

Newsletter Sponsorship Opportunities:

Your company has the opportunity to sponsor the weekly ABC MA newsletter that is sent to over 1,000 industry professionals on a weekly basis. Your company logo will be featured in the weekly newsletter.

3 Months - \$500 | 6 Months - \$1,000 | 12 Months - \$1,500

Sponsored Member Spotlight - \$2,000 / article

You will be interviewed by ABC MA's third-party PR consultant who will write an article to be featured on the ABC MA Blog. The post will then be shared through the ABC MA Weekly Newsletter and on the ABC MA LinkedIn, Twitter, and Facebook pages. You will have the opportunity to shape the interview to highlight any aspect of your company or individual within the organization.

Sponsored Promotional Email - \$1,500 / email blast

Have your company's services promoted in a sponsored email blast that will be distributed to the ABC contact list of more than 1,200 industry professionals. You will provide ABC with the information and graphics that will be contained within the email blast, which you will proof before it is sent. It will be noted in the email message that it is a sponsored e-blast.

Sponsored Promotional Blog Post - \$1,200 / Blog post

Have your company's services promoted in a sponsored post on the ABC MA Blog. The post will then be shared on the ABC MA LinkedIn, Twitter, and Facebook pages. You will provide ABC with the information and graphics that will be contained within the Blog post. It will be noted in the post that it is a sponsored post.

Sponsored Promotional Social Media Post - \$800 / posting

Have your company's services promoted in a sponsored social media post on our LinkedIn, Twitter, and Facebook pages. You will provide ABC with the URL of a webpage or promotional document that you want the post driven to. ABC MA's LinkedIn profile has 4,200 followers, Twitter has 900+ followers, and Facebook has 700+ followers. It will be noted in the post that it is a sponsored post.

Please contact Dan Gearin at dan@abcma.org for all inquiries



Get Involved in ABC Programs

ABC Massachusetts Excellence in Construction Awards

Participation in the Excellence Awards provides a unique tool in building relationships with key clients and is a tremendous opportunity to build morale within your company as your employees earn the public recognition they deserve for delivering a successful job.

The Excellence Awards will help grow your business by raising your company's profile among industry leaders. Winners will be recognized during the Twenty-Eighth Annual ABC Massachusetts Chapter Awards banquet held in November. Winners also benefit from coverage in Building Massachusetts, ABC's semi-annual magazine, the ABC Construction Users' Guide and Directory, exposure via the homepage of the chapter's website and additional coverage in local newspapers and magazines.

The competition is open to any general contractor or subcontractor member of the Massachusetts Chapter of ABC in good standing.

ABC STEP Certification

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 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.

Every ABC member wants to send its workers home safely every night. Take the first step towards achieving world-class safety by participating in STEP, whether you are beginning your safety journey or continuing to strengthen your performance.

ABC Accredited Quality Contractor Certification (AQC)

The Accredited Quality Contractor program was launched in 1993. It is a program that 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, and Community Relations.

Consider Teaching for the Gould Construction Institute

You don't have to be a professional teacher. If you are an experienced or licensed tradesperson that gets self-satisfaction passing your knowledge and expertise along to the next generation of our workforce, teaching may be right for you! GCI can provide you with the tools to learn how to teach through our 24 hour NCCER instructor training program. Teaching part time is a great way to earn extra income in addition to your contributions and commitment to keep our workforce strong.

To learn more please contact GCI Instructor Liaison Director, Mike Maloney at Mike@gwgci.org



Active ABC & GCI Committees

Membership Committee

Staff Liaison: Venus Williams (venus@abcma.org)

- Develop programs, materials and incentives which focus on enlisting new members
- Focus on Retention and Recruitment
- Handle Evaluation of financial incentives of membership & strategy for membership yearly membership drives

Government Affairs

Staff Liaison:

- Monitor Legislation, develop response strategies, and communicate to members on pertinent issues.
- Contact legislators directly on significant issues and conduct.
- Meets before each Board of Directors meeting.

Future Leaders Council

Staff Liaison: Dan Gearin (dan@abcma.org)

- Our mission is to engage personnel at all levels of member companies who will gain professionally through active participation which will lead to stronger, better run member companies and more vibrant ABC organization.
- Participation is open to all individuals from company presidents to future managers.

Marketing Committee

Staff Liaison: Dan Gearin (dan@abcma.org)

- Each committee member brings unique marketing experience and a wealth of knowledge to share.
- Act as a sounding board for marketing strategies and tools, develop and share innovative ideas, and provide feedback on marketing activities.

Training & Education Committee

Staff Liaison: Diane Craven (diane@gwgci.org)

- Identify topics for education and training to meet the needs of the construction industry
- Review and assess class attendance, revenue, and delivery model of educational offerings
- Refer knowledgeable candidates as potential instructors

Human Resource Committee

Staff Liaison: Venus Williams (venus@abcma.org)

- To provide an information-sharing forum for HR professionals and personnel decision makers to exchange ideas relating to the attraction and retention of employees within the construction industry.

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 29% 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



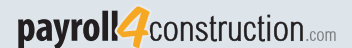
Receive discounts and a free Executive Dashboard with a new construction accounting software purchase – a \$1,595 value.



ExxonMobil Brands



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.



Discounted lodging for out-of-town projects.

GENERAL MOTORS FLEET



Exclusive pricing from thousands of merchants.



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



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



ABC WORKERS' COMPENSATION SELF-INSURANCE GROUP

GROUP ADMINISTRATION, CLAIMS SERVICE AND
MEDICAL MANAGEMENT PROVIDED BY
FUTURECOMP - "THE LEADING TPA IN NEW ENGLAND"

- Loss Control and Risk Management provided by Contractors Risk Management
- Membership in the SIG provides consistency and stability not found in the volatile standard market

Join us - it's covered!

HISTORICAL GROUP DIVIDENDS

Group Premium Pays for Claims and the Rest Goes Back to YOU!

Group Dividends Earned

2019 - \$376,437 | 2018 - \$609,405 | 2017 - \$56,787
2016 - \$505,855 | 2015 - \$564,854

CLAIMS MANAGEMENT SAVINGS & CONTROL

AGGRESSIVE CLAIMS MANAGEMENT

Collaborative Communication

Injury Investigation, including subrogation, within 24 hours of claim

RESULTS

Since 1994 members have saved 32% of premium on average
The program has yielded results of a net savings of over 30%

ALLOCATED LOSS CONTROL HOURS AND SAFETY NO CHARGE

ABC MA delivered 1,499 hours of service in 2020 for 32 Members

WHAT DO YOU NEED TO KNOW?

Monthly safety meetings and risk management resources constantly made available to members.

OSHA 30 | Jobsite Inspections | NFPA760E | CPR/First Aid | Working with Aging Workforce
Drug Testing | Contract Wording for GC's & Subs | Dealing with Upsizing/Downsizing | Legal Advice

For more information contact: Ryan Foye at 603.315.4872 or ryan.foye@usi.com



EXCLUSIVE PROVIDER OF



Local representation by:



Gregg Catsoulis

gcatsoulis@PatriotBenefitServices.com



Alison Morant

amorant@PatriotBenefitServices.com

CONTACT US TO SCHEDULE A
REVIEW OF YOUR BENEFITS.

617.921.4539