



TOP TEN WAYS ABC CAN HELP YOUR COMPANY IN 2012:

- **Business Development Resource:** ABC offers tools to help its members develop business and highlight company achievements and capabilities to potential clients.
- **Networking:** With more than 340 member companies and over 30 events per year, ABC is the perfect place to expand your network and create new business relationships.
- **National Exposure:** There are 23,000 ABC members nationwide and all are listed on major national industry websites such as: abc.org; findcontractors.com, abcwestwa.org.com, jobsite123 & more.
- **Member Discounts:** ABC provides multiple opportunities for national and local discount programs which can save members thousands of dollars. The savings have offset the cost of fellow members' dues.
- **Education and Training:** ABC trains and educates your workforce by offering safety and management training.
- **Pro-business Environment:** ABC supports programs, initiatives and legislation that promote the free enterprise system, protects employees who choose not to belong to a union and opposes legislation and regulations that dramatically reduce your bottom line.
- **Level Playing Field:** ABC is your voice to oppose executive orders, regulations and policies that discriminate against open shop employers and their employees, such as project labor agreements and apprenticeship requirements.
- **Legal Assistance:** ABC provides free consultation with an attorney on labor law issues. Without ABC, who will defend your rights?
- **Safety & Workers Compensation Resources:** ABC supports members with safety consultation services, safety-on-demand, and with programs such as Safety Alliance and Safety Training Evaluation Process (STEP). Along with ABC's workers compensation resources, members employees are kept safe while their mod rates are kept low, helping them bid more efficiently.
- **Industry Updates:** ABC keeps members connected to what is going on in the industry you serve through regular communication and opportunities for involvement.

ABC Member Testimonial

"As both a contractor and as a business person, ABC provides me with tremendous benefit both personally and professionally. ABC has kept me apprised and connected to the issues affecting my industry. They offer relevant, high-quality classes that have expanded the knowledge and effectiveness of both me and my team. Through ABC networking events, I have established key partnerships with others in my field. ABC has been incredibly effective in supporting the merit shop philosophy at both the state and national political level, providing key support to positive government actions affecting my business and protecting my business from political legislation that would limit my company's ability to operate freely. In short, ABC has been my business partner and my advocate – my membership has more than paid for itself in terms of the support they provide to my business and the industry overall every day."

*Amanda Grindle, Muir Contracting
ABC Chair 2012*