

# MEMBER SUCCESS KIT

Associated Builders and Contractors of Western Washington  
1621 114th Avenue SE Suite 116  
Bellevue, WA 98004  
425.646.8000 or [ABCWestWA.org](http://ABCWestWA.org)





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BE  
THE  
BUILD  
WITH THE

**BEST**

Join an elite group  
of contractors!

[abc.org/aqc](http://abc.org/aqc)

When you choose to work with an **ACCREDITED QUALITY CONTRACTOR** (AQC), you choose to work with the best of Associated Builders and Contractors' more than 21,000 member firms.

The AQC designation provides national recognition to construction firms that demonstrate their commitment to corporate responsibility in quality, safety, craft and management education, talent management and diversity, and community relations.



Presenting Sponsor



# WELCOME TO OUR CHAPTER



ABC of Western Washington invites you to learn more about what membership has to offer.

We have been serving merit shop contractors in Washington State since 1982; advocating for free enterprise while providing a dedicated support system for construction businesses.

ABC is backed by the influence of a national organization, vigorously advocating for policies that remove barriers to open competition and ensure a level playing field for open shops across the state.

Through membership, companies receive the resources and support needed to grow their bottom line, recruit and retain top talent, keep their teams safe on the job, and connect with like-minded peers.

Companies that get involved and take advantage of their membership tell us that they get back much more than they put in. This publication will share how your membership will help you, your company, and your employees.

I invite you to look through this publication and reach out to ABC staff with any questions you have. We hope you will take advantage of the great resources and look forward to seeing you at an event or class soon!

- Wendy Novak, President/CEO  
[Wendy@ABCWestWA.org](mailto:Wendy@ABCWestWA.org)

## ABC members strive for world-class **SAFETY AND HEALTH**

There's never been a more important time to adopt a safety and total human health program that helps your organization achieve world-class excellence. We provide safety resources that our members can use to exceed safety standards and shape corporate cultures.

**Count on ABC to guide your employees on their safety journey.**

# TOUGH. TRUSTED. SAFE.





# Associated Builders and Contractors: Built on Merit

ABC is the leading voice for merit shop construction. We believe in fair and open competition and awarding work based solely on merit, regardless of labor affiliation, and rewarding individuals for their skills and performance.

**Learn more at [ABCWestWa.org](http://ABCWestWa.org).**

**ABC- Helping members develop people, win work, and deliver work safely, ethically, and profitably for the betterment of the communities in which they work.**

## Vision

Associated Builders and Contractors (ABC) of Western Washington is the premier construction association supporting freedom of economic opportunity through political influence, financial growth, and effective personal and professional growth, led by an involved membership.

## Mission

ABC of Western Washington advances the principles of free enterprise and merit in the construction industry and provides members, their employees and the construction industry with opportunities to succeed by promoting safe, quality, sustainable construction.

## Value Proposition

Founded on the merit shop philosophy, ABC helps members win work and deliver that work safely, ethically and profitably for the betterment of the communities in which we work.

## Core Purpose

The core purpose of ABC is to advance and defend the principles of the merit shop in the construction industry and to provide members and their employees with an opportunity to succeed.

## Core Values

ABC values economic freedom within a free market economy, with open and fair competition and diverse participants constantly striving to achieve the highest levels of personal and company performance. ABC values the highest levels of personal and corporate standards of behavior characterized by responsibility and integrity, with demonstrated personal and industry professionalism by all participants.



# WHAT'S NEXT?

You have joined a network of companies striving to be the best the construction industry has to offer. To maximize your membership, we encourage you to follow these next steps:

## ☒ Join ABC

## ☐ Join a Council or Committee

- Safety Council
- Professional Development Council
- Diversity Committee
- Electrical Contractors Council
- Government Affairs Council
- Legal Action Committee
- Membership Council
- Golf Committee
- Membership Events Committee
- Workforce Council

## ☐ Attend an Event

- Membership Milestone Event
- Golf Extravaganza
- Night at the Ballpark
- Various networking events
- Political Engagements

## ☐ Take Advantage of Programs

- Retro Program (worker's comp)
- Health Insurance Program
- Business and Employee Discounts
- Discounts from members to members

## ☐ Attend Safety Classes

- OSHA 10
- OSHA 30
- Fall protection
- CPR/First Aid with AED
- Forklift
- Lift Director
- Qualified Rigging and Signal Person
- Scaffold and Ladder User Awareness

## ☐ Promote Your Company

- Annual Partnership Program
- Sponsor an event
- Submit Project Stories of Excellence
- Network with like minded members

## ☐ Get Recognition

- Excellence in Construction®
- STEP Program
- Safety Alliance
- AQC - Accredited Quality Contractor
- Top Performer

## ☐ Share this with Your Co-Workers

- ABC Membership covers all of your company's employees.

Visit [ABCWestWA.org](http://ABCWestWA.org) to learn more about the programs included in your membership. Contact the Western Washington Chapter to assist with next steps at 425-646-8000.

# VALUE OF MEMBERSHIP

## We Help Create a Culture that Keeps Employees Safe on the Job Site

### STEP Program

The Safety Training Evaluation Process uses data-driven insights to help companies improve their safety practices.

### Safety Alliance

We have partnered with safety consultants who review your company's current processes and recommend improvements that lead to certification as a Safety Alliance participant.

### Training Programs

We offer hands-on training courses, including on-demand safety consultations that educate members on a range of cutting-edge and OSHA-required topics.

# 92%

of our members stay with ABC.

## Connecting You to Opportunity

### Nationwide Network

Our members have steady access to the support, resources, and influence of ABC National, which represents more than 20,000 industry professionals across the nation who are vested in each other's success.

### Networking Events

Our year-round networking events get members talking about business opportunities, industry news, and personal interests. Whether a breakfast seminar, golf outing, or brewery tour, we give our members endless opportunities to connect.

### Peer Groups

Comprised of like-minded peers who want to strengthen their businesses, these small groups serve as a powerful sounding board for new ideas, a place to share industry knowledge, and a forum for candid conversations.

### Dedicated Staff

Nobody wants to be treated like a number. Our team of dedicated professionals knows your name, your needs and your interests. We can get you closer to reaching your goals, and help you grow a personal network that will last a lifetime.

**No matter what stage of your business or career, we're right there with you—**providing tools, resources, and advocacy that lead to rewarding opportunities. We're also a personalized and dedicated support system, helping to not just navigate the complexities of our industry but to overcome the day-to-day business challenges you may be facing.

Leadership programs. Safety training. Networking opportunities. ABC of Western Washington is your go-to for professional growth and career achievement.

Apprentice or executive, we're here to help our members stay ahead of the curve, thrive in business, and chart their own paths to success.

# 75%

of ABC members are contractors.



# ABC'S RETRO PROGRAM IS A SIGNATURE BENEFIT

## Program Summary

ABC's program has helped drive down insurance costs for members and our refunds have consistently exceeded state returns year after year. With a wide selection of training resources and services, personalized consulting on cost reductions, and a fully-funded contingency reserve, joining the program is a nearly risk-free investment.

Greg Nolten  
Dochstuhl Construction

“Our workers’ comp rates went down by nearly \$30,000 per year after working with ABC.”

## Key Benefits

- Dedicated ABC account managers
- Loss control and safety services—including job site walks
- Free, tailored safety training designed to decrease costs and improve safety culture
- Safety newsletter providing regular industry updates
- Annual subscription to Safety Meeting Outlines

## Qualifications

1. Be an ABC association member
2. Report more than \$25,000 in premium to L&I over the last four quarters
3. Provide injured workers with up to six weeks of light duty or kept on salary

## Retrospective Refunds

- Highest overall refund check from L&I: \$10,321,946 (2022)
- Highest ever release of funds: Over \$8 million (2022)
- Highest ever first adjustment refund amount: \$9,551,691 (20-21)
- Largest premium in group history: \$25,978,812 (20-21)

**\$22 million**

returned to members over a three-year period

**84%**

of members have an EMR below 1.00

**50%**

of members qualify for a discount on their workers’ compensation rates

**40%**

average decrease in insurance costs

Plan Year	Total Refund	Refund Change	Refund Percentage
18-19	\$5,800,274	\$382,655	23.3%
19-20	\$9,409,751	\$387,600	36.6%
20-21	\$9,551,691	\$0	36.8%

# GET INVOLVED WITH COMMITTEES

ABC offers all of its members an opportunity to serve on a number of councils, committees and affiliate organizations. By providing valuable input to the Board of Directors, committees and councils help establish the policies, priorities and objectives of ABC.

## **Safety Council:**

Oversees the enhancement of safety resources for members and their employees.

## **Professional Development Council:**

Provides education for current and future leaders of the construction industry and business related fields.

## **Workforce Council:**

Promotes careers and diversity in construction through resources, education, and training, also helping to align employees with the needs of the employer.

## **Diversity Committee:**

Focuses on equitable access to all resources for WMBE companies to achieve success.

## **Electrical Contractors Council:**

Peer group focused on issues specific to electrical contracting.

## **Government Affairs Council:**

Promotes and defends free enterprise and open competition while building a favorable environment of laws and regulations for the construction industry.

## **Legal Action Committee:**

Enhances understanding and appreciation of construction industry-related issues with judges, legislators, regulators, and members.

## **Membership Council:**

Oversees the sustained growth of the chapter by focusing on member recruitment, retention, and providing services, events, and benefits of value.

## **Golf Committee:**

Responsible for helping to plan and fundraise for the annual Golf Extravaganza.

## **Membership Events Committee:**

Sub-committee responsible for planning membership events including the annual Milestone Celebration and other networking events.

If you or anyone from your company is interested in participating in a council or committee, please reach out to our Member Services Coordinator, Noel Koski at [Noel@abcwestwa.org](mailto:Noel@abcwestwa.org).



## GOVERNANCE COUNCIL

**Chair: Dawn Lanz**  
*Sea-Tac Electric, Inc*



**Mission:** To oversee the governance of the chapter, leadership, planning, public relations, Retro program, and national representation.

**Responsibilities/Activities:** Board development, chapter finances, strategic planning, public relations/marketing, National Board/representation.

**Committees:** Chapter finances (Finance Committee), ABC Retro Program (Retro Committee), Nominating Committee, Audit Committee

## GOVERNMENT AFFAIRS COUNCIL

**Chair: Adam Kemly**  
*Kemly Electric, Inc*



**Mission:** To oversee the promotion and defense of free enterprise and open competition in construction and a favorable construction environment of laws and regulations.

**Responsibilities/Activities:** Legal Action, grassroots, Free Enterprise Alliance, State and Federal PAC Fundraising, National Legislative Conference, legislative events.

**Committees:** Legal Action Committee

## SAFETY COUNCIL

**Chair: America George**  
*Haggard Electrical Contractors*



**Mission:** To oversee the enhancement of safety skills and knowledge of our members, their employees, and the industry.

**Responsibilities/Activities:** Development of safety resources, safety training and services, communicate safety-related changes to members, and provide resources when necessary.

- Safety Alliance
- STEP Program
- Supertrack Program
- Safety Roundtables

## MEMBERSHIP COUNCIL

**Chair: Stephanie Carlin**  
*Propel Insurance*



**Mission:** To oversee the sustained growth of the chapter by focusing on member recruitment, engagement, and providing services and benefits of value.

**Responsibilities/Activities:** Recruitment, retention, integration/involvement, ambassador group, member events, member visits.

**Committees:** Golf Committee, Membership Events Committee, Recruitment Taskforce, Electrical Contractors Council

## PROFESSIONAL DEVELOPMENT COUNCIL

**Chair: Don Koslowsky**  
*Deacon Construction, LLC*



**Mission:** To oversee the development of educational opportunities for the current and future leaders of the construction industry.

**Responsibilities/Activities:** Leadership development and education, Rising Leader Program, leadership events, peer groups.

## WORKFORCE DEVELOPMENT COUNCIL

**Chair: Ryan Brown**  
*System Mechanical and Safety Solutions*



**Mission:** To promote careers in construction through resources, education, and training to successfully navigate the diverse entry points into the industry while aligning the employee with the needs of the employer.

**Responsibilities/Activities:** Diversity Committee, WELD, Renton Technical College Student Chapter, workforce education and outreach, apprenticeship, and craft training.

**Committees:** Diversity Committee



# EXCLUSIVE EMPLOYEE BENEFIT PLANS

Being a part of ABC provides you access to the MBA Health Trust which has been serving members of the building and construction industry for over 35 years. With partnerships with Regence Blue Shield, Kaiser Permanente, Delta Dental, VSP, and LifeMap you have a strong network of providers protecting your employees.

## WHO IS THE MBA HEALTH INSURANCE TRUST?

For over 35 years, the MBA Health Insurance Trust has set the standard among association health plans with its commitment to excellence in pricing, benefit plan designs, and customer service. As a member of the Associated Builders and Contractors of Western Washington, you can access this unique employee benefits program.

### Service

We are dedicated to helping your team navigate the health care industry with an exclusive administrative team serving your employees with "white glove" **SERVICE**. Let us go to work for you.

### Savings

With over 35 custom medical plans, ABC members often realize significant **SAVINGS** on their employee benefit premiums. See how much you can save.

### Safety

ABC members have access to the MBA Health Trust, one of the largest association health plans in the country. With almost 35,000 people covered, there is **SAFETY** in numbers.

## WHAT IS AN ASSOCIATION HEALTH PLAN?

Association health plans offer companies of two or more, the unique opportunity to save on their health insurance premiums by leveraging the size of all members collectively for the best possible health insurance rates. This is a great way for small businesses to access the savings associated with larger group coverage.

GET A NO-OBLIGATION QUOTE FROM

**ABCHEALTHTRUST.COM**

samantha@probenefitswa.com & katie@probenefitswa.com



## Your Retirement Plan. Simplified.

ABC Retirement & Savings Plan is exclusively for ABC members. This simplified plan puts the work and responsibility into the hands of compliance and retirement plan experts—giving employees the peace of mind in growing their retirement savings, while saving employers time and money and reducing risks.

Attract and retain talent with a retirement plan that helps employees plan for their future.



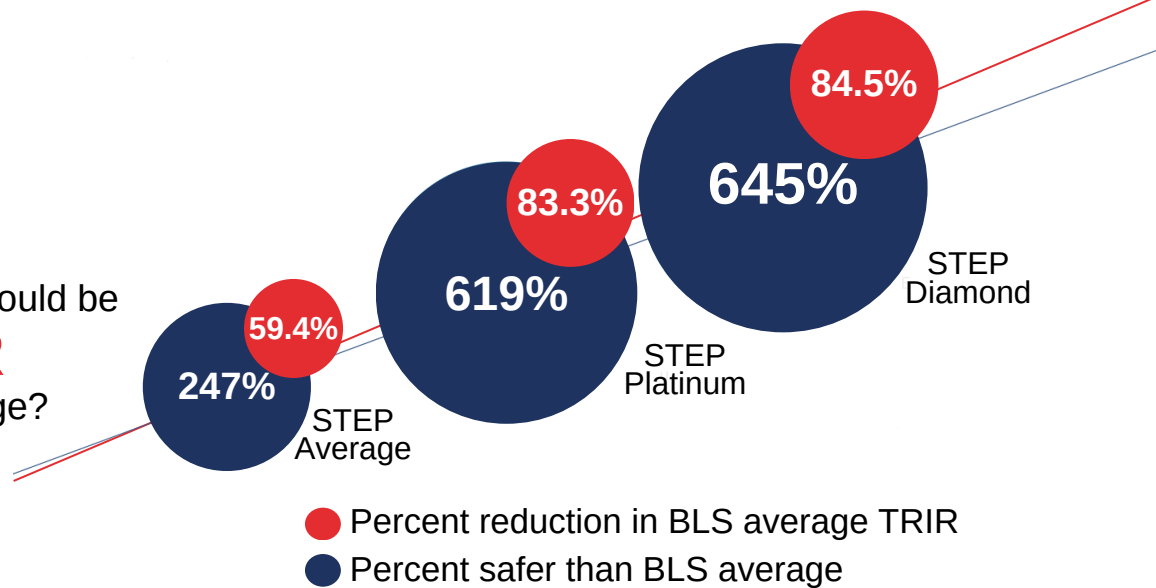
**Learn more today! It's easy to receive a proposal.**

For more information, visit [abcretirementplan.com](http://abcretirementplan.com).  
Email the support team at [info@abcretirementplan.com](mailto:info@abcretirementplan.com).



# STEP

What if your company could be  
**645% SAFER**  
than the industry average?



## WHAT is STEP?

STEP is 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 through a detailed questionnaire with the goal of implementing or enhancing safety programs that reduce jobsite incidents.

## WHY Participate?

Every 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. Getting started with STEP is free, and it can help you lower your workers compensation insurance rates.

## WHO Should Participate?

Commercial and industrial contractors as well as suppliers who want to make a commitment to achieving world-class safety performance who perform work in the following NAICS codes.

### Commercial and Industrial Contractors Include:

NAICS  
**236**  
Construction of Buildings

NAICS  
**237**  
Heavy and Civil  
Engineering Construction

NAICS  
**238**  
Specialty Trade Contractors

*STEP is a requirement for participation in the Retrospective Rating Program*  
**Learn more and fill out your STEP application at: [abcstep.org](http://abcstep.org)**



**ABC Member Success Kit**  
[www.abcwestwa.org](http://www.abcwestwa.org) | [info@abcwestwa.org](mailto:info@abcwestwa.org)

# SAFETY ALLIANCE

The ABC Safety Alliance Program recognizes member companies that have demonstrated an exceptional commitment to safety, resulting in safer job sites, fewer accidents and lower workers' comp. claims costs. Safety Alliance members are also encouraged to use this program as an additional tool in their business development and marketing efforts.

## What are the benefits to participating?

- Save time and stress when L&I visits a jobsite. A focused inspection may be conducted rather than a full inspection.
- Third-party verification and review of a participant's safety program, enabling companies to address any areas that may need improving.
- Safety Alliance participants are able to market their company's safe work standards in bid packets, award presentations, and more.
- Qualifying members will be listed with the Dept. of L&I as a Safety Alliance participant and listed on the ABC website and in monthly safety emails.
- Participants will receive a framed certificate for their office, hard hat and jobsite stickers, along with an electronic copy of the Safety Alliance logo to be used on company websites and/or marketing materials.

## How do I qualify?

To qualify for the Safety Alliance program a member must apply to ABC, score over 120 on the Safety Training Evaluation Process (STEP), and have their program evaluated by Tony Incrocci, ABC's Safety Manager. Those who qualify for STEP Gold and above may pre-qualify for the Safety Alliance program. For information contact a staff member at [training@abcwestwa.org](mailto:training@abcwestwa.org) or 425.646.8000.

MITCH NEELEY  
NEELEY CONSTRUCTION

**“ABCWW provides great support and resources to contractors, whether it's through their safety program or their Retro program and benefits. We've used many of their resources to help create our safety program at Neeley Construction.”**

## What do others have to say?

The Safety Committee took the Safety Alliance program to Michael Wood, senior program manager of WISHA Policy & Technical Services, and Mel James, program manager of WISHA Consultation and Compliance for their review. After reviewing the program, Michael wrote in part, “Both Mel and I were impressed not only with the overall quality of the materials you have prepared but also with ABC's commitment to ensuring that the program truly realizes its goal of becoming and remaining a positive force in the workplace. I would encourage your member employers to take advantage of the opportunity to test their health and safety efforts by pursuing ABC Safety Alliance membership”.

# SAFETY PROGRAMS

ABC is happy to provide our members an on-line Safety Library. The Safety Library can be found on our website underneath the Safety Programs tab, or by going to:

<https://www.abcwestwa.org/Resources/Safety-Programs/Safety-Library2>



The Safety Library contains important forms and checklists, toolbox talks, policies and Washington State Rules.

The page requires a login as it is a member-only benefit. The username will change annually and will be announced in the first News of Merit newsletter each January. If you would like the username and password please contact [training@abcwestwa.org](mailto:training@abcwestwa.org)



The Supertrack card contains an RFID/QR unique code connected to the employee's account in cloud-based software, containing information on the complete training courses he/she takes and has been provided to ABC to be uploaded. The software allows the student to email or show his/her certifications to anyone.

The front of the card has the employee's name, employer's name, and the date the card was issued. The back contains the QR code with instructions for scanning the card and downloading the app. Anyone with the free **HAVOC SUPERTRACK** app can view and send the information needed. It works for both iOS and Android systems.

## Cost:

ABC Retro Members – Free

ABC Members - \$15

Lost/stolen cards - \$15



***For more information or to get your card, please contact us by email at [training@abcwestwa.org](mailto:training@abcwestwa.org) or call 425-646-8000.***



# LOCAL GOVERNMENT AFFAIRS

Associated Builders and Contractors of Western Washington represents over 350 contractors, subcontractors, suppliers, and industry professionals, both union and non-union. ABC advances the principles of free enterprise and merit in the construction industry and provides members, their employees, and the construction industry with opportunities to succeed by promoting safe, quality, sustainable construction.

## Apprenticeship

ABC supports apprenticeship programs and believes they are crucial to develop a strong, safe, and quality workforce. ABC does not support mandated apprenticeship requirements, nor the apprenticeship program approval process in Washington State, and has great concerns with upcoming mandates, specifically for 01 electrical apprentices.

## PLA/CWAs

ABC opposes union-only project labor agreements and community workforce agreements because of the restrictions and additional costs they create. These agreements disproportionately restrict non-union contractors.

## Prevailing Wage

ABC supports reforms to Washington's prevailing wage laws, so they more accurately reflect wages paid in the corresponding geographical area.

## Did you know?

ABC offers on-demand resources on our website at:  
[www.abctestwa.org/Resources/On-Demand-Resources](http://www.abctestwa.org/Resources/On-Demand-Resources)  
OR scan the QR code!



## Worker's Safety

Worker safety is a priority for ABC and its members. Founded in 1989, ABC's "Safety Management System-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.

## Liability Reform

ABC believes to improve the liability insurance market for contractors, significant reforms to tort laws are needed. ABC supports legislation that would limit construction liability to defects or damage caused by the contractor, rather than owner's negligence or poor maintenance.

# MEET OUR STAFF



**Wendy Novak**

**Chapter President/CEO:** Provides strategic and operational leadership to ensure that the mission, goals, and objectives of the Chapter are achieved efficiently and cost-effectively. In collaboration with the board of directors, she provides hands-on management of all areas of the Chapter including membership value and development, employee relations and development, finance and accounting, internal and external communication, technology, facilities, and political, government, and public relations.

**Wendy@abcwestwa.org**



**Melissa Reppert**

**Director of Administration and Finance:** Responsible for all administrative and accounting functions, including Retro refund distribution. **Melissa@abcwestwa.org**



**Janessa Bishop**

**Meetings and Events Manager:** Works to connect members at events while providing opportunities for members to share their knowledge with each other. Janessa is a great resource for registration and sponsorships for events, as well as participation in the Annual Partnership Program. **Janessa@abcwestwa.org**



**Gay Huckins**

**Office Manager:** Works to support office operations and accounts payable/receivable. Gay is the point of contact for payments as well as the first point of contact when calling the office directly. She can answer general information questions and/or direct you to someone in the office best equipped to accommodate your needs.

**Gay@abcwestwa.org**



**Tony Incrocci**

**Director of Safety:** Works to provide safety training for members and their employees. Provides safety consultations and job walks to ensure members' safety programs reach their full potential. Tony is a great point of contact for all things safety. **Tony@abcwestwa.org**



**Jared Malone**

**Membership Development Manager:** Works to gain new members and grow ABC membership along with working to retain and engage current members. Jared is a great first point of contact if you have a question and he can get you connected with the correct ABC staff member or answer your question directly. [Jared@abcwestwa.org](mailto:Jared@abcwestwa.org)



**Noel Koski**

**Member Services Coordinator:** Responsible for member services, communication, and marketing. Provides support to the Safety and Membership Departments. Noel is a great point of contact if you need ABC Documents like an APP if you would like to receive ABC communication or update your company information within our database and member directory. [Noel@abcwestwa.org](mailto:Noel@abcwestwa.org)



**Sophia Steele**

**Director of Government Affairs:** Directs ABC's legislative priorities and objections involving local, state, and federal government affairs. Sophia can assist with lobbying for policy change, clarifying rules from the Office of Labor and Industries (LNI), and educating ABC members on political issues affecting their bottom line. [Sophia@abcwestwa.org](mailto:Sophia@abcwestwa.org)

## Build Your Future Workforce With ABC Western Washington

As we continue to meet the needs of the 21st century workforce, ABC and its members are using targeted outreach strategies to reach populations typically underrepresented in the construction industry. We are investing in alternative education models and using new solutions to develop a safe and productive workforce. ABC's 69 chapters offer hundreds of apprenticeships, craft, safety and construction management education programs.

*Learn more about training programs for the 21st century construction workforce at [workforce.abc.org](http://workforce.abc.org)*



# UTILIZE OUR SPACE

ABC's Member Suite is now open and available to members for their use. It includes two conference rooms, private office spaces, an education center and various wall mounted monitors.

Do you need to hold a staff meeting and don't have the space? Maybe you're in the area, away from your office, and need to zoom into an important meeting. ABC has an updated Member Suite that may fit your needs. Available to members Monday through Friday 8 am-4 pm, it is the perfect place to take a break before a meeting or one of our safety trainings held in the adjacent Education Center. The Member Suite also features private office spaces that may be reserved for meetings, interviews, or day use.

Need something a little further South? ABC's Federal Way office and conference room can be reserved upon advance request and availability.

## ABC'S SAFETY TRAININGS

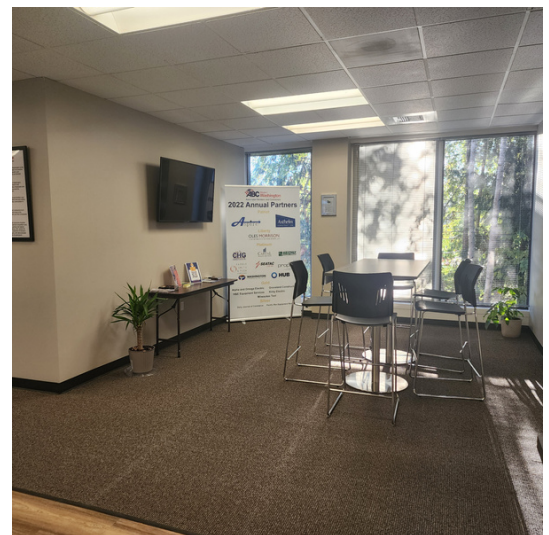
ABC offers a variety of safety trainings held at both of our office locations, Safety Matters in Seattle and on-site upon request. OSHA 10 and OSHA 30 are also available online by request. Email [Training@ABCWestWA.org](mailto:Training@ABCWestWA.org) For more information.

### Available Courses

- Accident Investigation
- Aerial/Scissor Lift Operator Training
- Asbestos Awareness
- Certified Erosion and Sediment Control Lead (CESCL) Training
- Confined Space Awareness
- CPR/First Aid w/ AED
- Crisis Management
- Excavation/Trenching Awareness
- Fall Protection
- Flagger Certification
- Forklift Operator Training
- Hazardous Communication with GHS
- Heat Related Illness Prevention
- Ladder User Awareness
- Lead Awareness
- Lift Director
- OSHA 10
- OSHA 30
- Respirator Protection with Fit Testing
- Rigging/Signal End User
- Scaffold User Awareness
- Silica, Lead, Asbestos

### Train the Trainer Courses

- Forklift OR AWP
- Forklift AND AWP
- Rigging & Signaling
- Fall Protection



# PROFESSIONAL DEVELOPMENT

ABC offers an assortment of programs to increase your professional development. Between peer-groups and education there is a program to meet everyone's needs. The development of educational opportunities for the current and future leaders of the construction industry is overseen by the Professional Development Council.

## Construction Business School

The goal of the 10-week virtual program is to provide capacity-building knowledge, instruction in the skills it takes to run a successful construction firm, and an opportunity to meet others in your industry. This comprehensive collection of session topics is designed to help contractors face the competition, embrace daily business challenges, and collaborate with industry peers.

## Franklin Covey Peer Group

### Peer Group Details:

- The peer group is limited to 8 – 10 individuals
- The group will have one, 1 hr. meeting per month
- Price: \$299 (Franklin Covey's All Access pass for one year is included)

### What you receive:

- Apply a framework for developing core values and creating a highly effective culture.
- Develop strong relationships based on mutual trust.

### Who should attend:

- Anyone who wants to learn how to apply the power of effectiveness for greater success in their professional and personal lives, and feel more satisfied with what they accomplish each day.

## Rising Leader Program

Launching Fall 2023, participants will meet bi-monthly from 3:00 p.m. to 6:30 p.m. Sessions will alternate between in-person sessions at the ABC, Bellevue Office, and virtual sessions. The program will take place over six months and cover the following topics:

- Managing yourself
- Managing your team
- Managing external stakeholders
- Understanding Finances
- Planning For The Future

If you would like the opportunity to participate in the development of our educational opportunities please consider joining ABC's Professional Development Council.

# COMMUNITY PARTNERS



ABC is happy to partner with Washington Policy Center (WPC) and support their work on construction and labor-related issues. Over the past year, WPC wrote extensively about the unfair construction shutdowns and advocated for all construction, regardless of public, private, or projects deemed essential. WPC also held state government accountable through public records requests, exposing the lack of thought and planning in the construction lockdown mandates, and the deliberate and arbitrary distinction that was drawn between public and private construction companies. In addition, their research demonstrated the need for tax cuts and state program reforms including workers' compensation and unemployment insurance.

Washington Policy Center is an independent, non-profit think tank that promotes sound public policy based on free-market solutions. Headquartered in Seattle with satellite offices and full-time staff in Olympia and Eastern Washington, WPC publishes studies, sponsors, events, and conferences and educates citizens on the vital public policy issues facing our region. To learn more visit, [washingtonpolicycenter.org](http://washingtonpolicycenter.org).



The Construction Center of Excellence (CCE) is one of eleven Washington Centers of Excellence that is funded by the government. They represent the Washington community and technical college system by partnering with business, industry, and labor sectors to identify workforce needs and provide resources. The Center is a convener of education and industry subject matter experts who identify critical knowledge, skills, and abilities for existing and emerging occupations. These activities ensure students are career ready, helping Washington state maintain its competitive workforce advantage. To learn more visit, [constructioncenterofexcellence.com](http://constructioncenterofexcellence.com).



Renton Technical College is a nationally recognized college committed to helping a diverse student population succeed. RTC has over 50 professional-technical programs split into 7 areas of study that specialize in training, retraining, and skills upgrading. They have a 66 percent completion rate which is the highest in the state among community and technical colleges – and among the highest in the country. At RTC, 82 percent of their graduates are employed nine months after graduation. They are a vibrant, inclusive community that welcomes students from all backgrounds and empowers them for success. They meet students where they are and move them toward greater opportunity. To learn more visit: [rtc.edu](http://rtc.edu).



Born and built in Seattle, Weld Works is an innovative staffing organization effectively serving the construction, manufacturing, & retail industries with purpose and heart. We bring together companies hiring in construction, clean-up, and general labor with a pool of individuals interested and ready to work to get the job done. Our unique program connects people in transition to a path to dignified, long-term employment. At the same time, we're helping to meet our booming city's labor needs.

Our mission is to lift up our community through a larger, stronger and more diverse workforce.

Since breaking ground in 2019, we've already made a difference.

- Nearly 6 out of 10 people within our program are placed into permanent positions.
- We've earned our business community's trust, through high standards and excellent customer service.
- We stand behind our labor team with peer support, training, transportation, and other resources for their long-term success.

To learn more visit: [weldworks.org](http://weldworks.org).



# ABC EVENTS

ABC of Western Washington hosts a variety of events throughout the year open to all members. Events are a great way to connect and build relationships with other ABC members, and also offer many sponsorship and learning opportunities.

## Golf Extravaganza

ABC's annual golf tournament in July is truly an extravaganza! Multiple sponsorships are available in addition to player registration. Charitable contributions are made to a vetted charity each year.

\* Play \* Sponsor \* Support \*



## Night at the Ballpark

Every other year join ABC at T-Mobile Park to watch the Mariners; a fun and relaxing night of baseball and light-hearted camaraderie in the luxury of a T-Mobile Park suite!

## Other Events

ABC hosts a variety of events, education sessions, and roundtable discussions throughout the year including Retro Safety Day, Business to Bowling, Milestone Celebration, Construction Business School, peer groups, leadership development, Safety Roundtables, and many more!



Events are different every year and always evolving. To stay up to date on ABC events be sure to follow our E-newsletter, The News of Merit. Join our Events or Golf Committees and help us create our next out-of-this-world event!

# 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.



Special member pricing on construction management software



Savings at over 95% of gas stations nationwide



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



Receive a 10% discount on a new construction accounting software purchase



Discounts on technology solutions and access to free, on-site IT consultations available nationwide.



Exclusive savings on materials online and in stores.



Premium pricing on professional development and leadership training courses.



Save up to 50% on shipping services.



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.



Great savings on uniform rentals and purchases of work and safety apparel, logo'd apparel, boots and more.



Discounted lodging for out-of-town projects.



Exclusive pricing from thousands of merchants.



ABCWW has really been a great benefit for our company, it helped my company grow. We were new to the market and since we became members of ABC, we have had such great growth because ABCWW has helped introduce our company to many other general contractors and we are a familiar name now. ABCWW has so many resources that we have taken advantage of and have helped us grow, from safety trainings to educational programs. I've been through the Rising Stars program myself, and I've sent many of my guys to take their classes. They've been great and taught us a lot. Also, we are very pleased with the STEP and Excellence in Construction programs, they have been a great motivation for our company and our employees. ABC reminds us about the importance that safety must always be our priority.

**- Dennis Aguilar, AM Contracting**

Everybody at ABCWW is so willing to mentor. If you have questions, you just need to ask. The networking events are amazing. If you just go and talk to someone, they're always willing to give you a hand and say, 'call me when you need me.' It's made me comfortable with where I am as a business. They're trying some amazing programs. There's the mentorship program that ABCWW is working on right now and we're also trying to bring more diversity into construction.

**-Anita Robertson, Make Ready Services**

ABCWW has absolutely helped me grow my business. With ABCWW and the training that I've gotten, I've been able to strategize with my business plan. I started with residential, and I knew I wanted to get into the commercial market. Now I'm doing all commercial and have expanded. We landed our SBA 8a federal certification which once again has allowed us to serve our community. We have also been able to send our employees through ABC Construction Business School, thus building our team while we build relationships! If I did not have ABCWW in my corner, I would have never gotten out of round one. I would have never made it. As a female and minority entrepreneur in the construction industry, that alone is difficult to navigate. But as long as I have ABCWW's resources to help me fight whatever comes next, I can keep going.

**-Mari Barreo, American Abatement and Demo**