



## Growing Your Business

Associated Builders and Contractors of Metro Washington builds the opportunity for you to build your business. In 2014, a variety of events and programs gave you the leading edge in advancing your business objectives, creating new business opportunities and gaining insight into emerging trends.

**515** member companies representing more than 2,500 individuals, creating a strong industry voice and continuous business opportunities for members

**201** in-person events to help expand your network

**3,000** readers of the annual membership directory and quarterly Building Washington magazine where members are visible year-round

**6** programs to award and recognize excellence in construction, safety, accredited quality contractors and more

**123** project entries received for the 2014 Excellence in Construction Awards representing more than \$5 billion of work in the metro Washington area

**13** thriving committees advancing the mission of ABC while developing key relationships for members on committees such as programs, membership, marketing, training and more

**257** committee members contributing their expertise for the betterment of the industry and expanding their professional networks

**10** events for young professionals providing learning opportunities, leadership skills and professional relationships with peers and industry veterans

**150** members featured in the online CBE/LSDBE directory

## Training Your Employees

Training, whether for skill set or safety, is quite simply one of the highest-leverage activities a company can perform. Adding 8 new trades to our training program this year, our members can increase quality and consistency within their company. ABC of Metro Washington offers:

- Apprenticeship and Skills Training
- Management Education
- Safety Education
- Student Chapters
- Leadership Development Program



**21** trades offered by ABC CraftMasters for apprenticeship and skills training, improving productivity, on-the-job safety, employee retention and job performance



**35** management education classes covering topics such as contracts, estimating, project management, construction quality management and more

**20** percent increase in students enrolled in ABC's Leadership Development Program (LDP), shaping the future leaders of our industry

**250,000** dollars awarded to date in endowments and college scholarships to students pursuing an education leading to a career in construction

**11** different safety courses offered year-round from OSHA compliance and safety training to fall protection and hazard communication

**6** colleges and universities partner with ABC of Metro Washington to provide construction-related degree programs:

- Catholic University of America
- Howard University
- Montgomery College
- Prince George's Community College
- University of Maryland
- University of Maryland, Eastern Shore

**38** ABC of Metro Washington members awarded the national STEP Award (Safety Training and Evaluation Process) in recognition of their meritorious safety performances at the diamond, platinum, gold and silver levels

## 2014 Year in Review



## Protecting Your Merit Shop

ABC of Metro Washington represents the interests of its members at the local and state levels of government regarding legislation and regulatory proposals that impact the merit construction industry. 2014 was a successful legislative year for ABC of Metro Washington and its members. Some our successes include:

**0** PLA legislation enacted in Maryland, DC or Montgomery County

**2** attempts by Prince George's County at PLA mandates —one is over budget and the other PLA was overturned

**2** "Ban the Box" legislation adopted, one in Montgomery County and one in Prince George's County but significant amendments lessen restrictions on employers when considering the hiring of returning citizens

**1** restrictive and punitive safety law defeated in the Maryland General Assembly

**1** lawsuit filed by ABC of Metro Washington against the District of Columbia in 2012 questioning the legality of restricting employment based on residency. The suit is still pending.

**100,000**

dollars raised by ABC of Metro Washington members to help candidates who support ABC's principles of free and open competition across the country, making our chapter the second largest PAC fundraiser out of 70 chapters nationwide

**5** candidates supported by ABC elected in Montgomery County — all oppose Project Labor Agreements (PLAs)

**50,000**

dollars raised to assist state and local candidates who support ABC and free and open competition



## Increasing Your Profitability

ABC of Metro Washington provides numerous ways for you to save money, save time and increase your bottom line. Stay informed about current business partnerships and discounts exclusive to ABC members and your employees at [abcmetrowashington.org](http://abcmetrowashington.org).

**23** exclusive business partners to save you time and money on products and services you may already be using

**5** personnel service partners offering payroll services, drug and background screening, uniforms and recruiting services

**6** business partners providing BIM training and products, safety products, software and shipping services

**6** vehicle and fuel partners including Ford, GM, Chrysler, Shell, Exxon and Enterprise Fleet Management

multiple partners offering members insurance options for health, workman's compensation, auto/property and general liability

**11** safety classes offered by ABC of Metro Washington to increase productivity while reducing accidents—saving you time and money

Be sure to sign up for exclusive discounts from ABC's Business Partners:



Together we can build great things

# 2014 Milestones for ABC of Metro Washington

**ABC of Metro Washington and CraftMasters Academy moved into a new space. Our 15,000 square foot facility** has allowed us to expand our training, staff and service to our members.

ABC of Metro Washington now offers **meeting and training facility rental opportunities** for members! Choose from two meeting spaces that seat up to 20 people or several training classrooms that can host up to 70 trainees.

**ABC CraftMasters Training added 8 new trades** to the apprenticeship and skills programs to meet member needs, bringing the total trades to 21. New trades include:

Cement Mason	Laborer	Pipe Insulator
Pipe Fitter	Roofer	Steam Fitter
Welder	Heavy Equipment Operator	

A **newly-designed website and weekly eNewsletter** keep members informed and up-to-date. Our new communications program features timely information that you need to know – whether it's new legislation impacting your business, upcoming networking events, a new member benefit or news about members.

**2014 proved to be an exciting election year** for metro Washington - area members. Maryland Governor-elect Larry Hogan is a strong supporter of ABC and our basic principles of free and open competition. Returning County Executives Rushern Baker, Prince George's County, and Ike Leggett, Montgomery County, have both been accessible to ABC over the years and we expect a continued good working relationship over the next four years. In addition, the majority of the Montgomery County Council who oppose PLAs on county-funded projects were re-elected. In the District of Columbia, ABC supported candidate Councilwoman Muriel Bowser in the District of Columbia, having worked with the Mayor-elect during her tenure on the Council.

ABC of Metro Washington offers **contractor referrals** to help architects, developers, owners and contractors find qualified member contractors, suppliers and associates for their projects.

Follow us...



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# Year



# in

# Review



# 2014