

ABC Maximizes Your Membership Investment

ABC invites you to explore the benefits you will receive from membership participation. Members have determined that beyond serving the industry, they receive seven dollars in personal and business value for every one dollar they invest!

ABC has a proven track record in serving merit shop contractors since 1976 in MN/ND. With over 40+ years of experience, ABC has established itself as the leading voice promoting free enterprise within the construction industry.

There are several benefits and services available for you as a member including networking opportunities, safety resources, training and educational workshops. We are focused on breaking down legislative and regulatory barriers that impede your ability to compete in the market place.

Active members derive real money benefits from their participation. ABC looks forward to partnering with you today as a member!



Value Proposition

ABC is a construction industry trade association representing 21,000 chapter members nationally including 360 members in Minnesota and North Dakota. Founded on the merit shop philosophy, ABC and its 70 chapters help members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which they work.

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**Minnesota/
North Dakota Chapter**

Membership: It's a Good Business Decision

For merit shop construction general contractors, specialty trade contractors and construction-related firms



**Minnesota/
North Dakota Chapter**

www.mnabc.com/www.ndabc.com

ABC Membership **What's in it for your company?**

Networking for Profitability

Networking keeps you competitive and profitable in the construction industry. Over the last year, 1,250 people attended our structured networking events and social outings to expand their visibility and find new business opportunities. Our member-only e-Directory is a great business development tool for contractors and construction users.

Membership Saves You Money

ABC members save on average \$3,360 per year through ABC's discount programs! Because ABC is the largest association of merit shop contractors in the country, we have buying power to create these exclusive discounts on business services and products you're already purchasing—which means your membership may pay for itself.

Education & Training

ABC and its training partner, the Construction Education Foundation have dedicated efforts to cultivate new training alliances to meet future demands. Here's what you can expect:

- Our partners trained over 1,700 people in a variety of construction crafts last year.
- ABC has the resources to train in over 35 construction-related trades and manages a state-approved apprenticeship program.
- Continuing education for your licensing requirements and compliance training mandates.

Working Safe & Smart

Your employees are your most valuable asset. Keep them safe through:

- ABC's Safety Training Evaluation Process (STEP), a tool that helps members protect their employees and experience fewer lost-time incidents by using the 20 key components of an effective safety program.
- Our MNOSHA Partnership, which is unique in recognizing the safest construction companies in the industry.
- Full-time safety specialists that will provide you with the latest in safety practices for a fraction of the cost of hiring someone yourself.

Real-Dollar Benefits of Membership

ABC members receive real-dollar value from their membership and a big return on investment for the membership dues they invest each year by belonging to ABC. You might benefit more or less from each item listed, but no matter what, your membership dollars will be maximized!



Add It All Up

- **Networking Opportunities: \$1,500 Value**
- **Member Resource Directories & e-Directory: \$350 Value**
- **Contractor Referral/Peer Support: \$1,000 Value**
- **Excellence in Construction Awards: \$1,300 Value**
- **Educational Workshops & Webinars: \$250 Value**
- **Safety Training & Evaluation Process: \$1,500 Value**
- **Jobsite Safety Inspection: \$1,000 Value**
- **MNOSHA Partnership: \$500 Value**
- **ND WSI Program: 5% WC Discount**
- **Legal Counsel & Risk Management Tools: \$600 Value**
- **Jobsite Labor Relations Guide: \$189 Value**
- **On-Demand Safety Services: Discounted 30%**
- **GM/Chrysler/Ford Discounts: \$1,000 Value**
- **Enterprise Fleet Management Program: \$1,000 Discount**
- **Holiday Stationstores Fuel Program: \$400 Discount**
- **Verizon Wireless Plans: Up to \$960 Discount**
- **Assistance from ABC's Executive Staff: \$1,000 Value**

**Your ABC Membership Value: \$12,500
or 6X's the Average Cost of Membership!**



Helping you Win Work

Regulations and legal requirements can cost you thousands of dollars and burdensome laws can hamper your company's ability to compete, or even drive you out of business.

That's why ABC and its lobbyists in Washington, D.C., and the state capitol are working to keep these laws in check. With the vast majority of craft professionals working for merit shop companies, we have a mandate to lead. We are taking action to ensure members will have the ability to compete and win work fairly on projects.

We keep you up-to-date on what's happening so you can concentrate on running your business. And when you need us, we are there with advice on agency policies and procedures advocating for you!

