



 **Southeastern
Michigan**
Associated Builders and Contractors



**MEMBER
SUCCESS KIT**

Meet the Team



Keith Ledbetter
President & CEO
kledbetter@abcsemi.org
(248) 298-3601



Deanna Morley
Vice President of Education
dmorley@abcsemi.org
(248) 298-3600




Drew Maltese
Director of Safety
dmaltese@abcsemi.org
(734) 306-0262



Kelly Forrester
Communications Manager
kforrester@abcsemi.org
(248) 298-3602



Michelle Wood
Operations & Events Manager
mwood@abcsemi.org
(248) 965-3245



**ABC
MEMBERS
BUILD
AMERICA**

INSIDE YOUR **SUCCESS**

- Checklist for Success.....5
- The Value of Membership.....6
- Government Affairs.....7
- Political Advocacy.....8
- ABC Safety First.....9
- ABC STEP.....10
- Professional Development.....11
- Networking.....12
- Member Benefits.....13
- Craft Training.....14
- Strategic Partners.....15
- Member Discount Program.....16
- About Us.....17





Welcome Home!

Welcome to a family of like-minded, liberty-loving entrepreneurs who support each other in protecting our businesses and the merit shop cause. Our intent is to provide this member success kit so you have a clear path as to how you can realize your return on your investment by joining ABC. We believe as you take advantage of the many opportunities that the ABC membership brings to support your business success and the philosophy on which we stand, you will feel right at home as part of our family. We're your one-stop-shop for growing your business in southeast Michigan. I encourage you to make connections within the association and discover what being an ABC member means in southeast Michigan.

For the merit shop,

A handwritten signature in black ink, appearing to read 'Keith Ledbetter', written over a light blue horizontal line.

Keith Ledbetter
President and CEO

The Merit Shop Philosophy

Associated Builders and Contractors, Inc. is the voice of the merit shop in the construction industry. We accept the responsibility for making that voice heard. We believe the merit shop movement is a movement for the betterment of the individual... the construction industry... and the nation.

We believe in the system of free enterprise and open competition.

We believe employees and employers should have the right to determine wages and working conditions through either individual or collective bargaining, as they choose, within the boundaries of the law.

We believe the employer must have concern for the general welfare of the employee and that there must be a fair compensation for work performed. At the same time, we believe that the employee has an obligation for satisfactory performance of assigned work.

CHECKLIST FOR SUCCESS

Welcome to the ABC Southeastern Michigan Chapter!

We are excited you are now a part of the largest merit construction association in the country.

To maximize your membership, we encourage you to follow these steps:

- Join ABC**
- Attend an Event**
 - Annual Golf Outing
 - Clay Shoot
 - Meet the Generals
- Promote Your Company**
 - Sponsor an event
 - Submit project stories to kforrester@abcsemi.org
- Attend Safety Trainings**
 - First Aid/CPR/AED
 - Lift Training
 - Mental Health First Aid
 - OSHA 10 & 30
- Enroll a Craft Trainee or Registered Apprentice**
 - Learn more at abcsemi.org/training
- Business Referrals**
- Apply for Awards and Recognition**
 - Excellence in Construction Awards
 - Safety Management System (STEP)
 - Accredited Quality Contractor (AQC)
- Get Legislative Updates**
 - Prevailing Wage Compliance
 - Right To Work
 - Project Labor Agreements
- Utilize ABC Discounts**
 - Learn more at abcsemi.org/discounts

Reach out to the ABC Southeastern Michigan Director of Membership with questions or call our office at (248) 298-3600.

Visit abcsemi.org for full details on all of our chapter programs and benefits.

THE VALUE OF MEMBERSHIP

Membership with ABC Southeastern Michigan has many benefits. Here are just a few:

MAXIMIZE THE VALUE!

\$12,425

The Average Annual Savings with Member Discounts

List includes Fuel Perks, Nissan Fleet, Lowes, Enterprise Fleet and Dell

650 apprentices trained in 4 trades annually

Nationally accredited curriculum through NCCER

3 ADVOCACY TEAMS

Dedicated to protecting fair and open competition to keep you working.

- **ABC SEMI PAC** advocates for members in southeast Michigan.
- **ABC of Michigan** is our statewide chapter that lobbies in Lansing focusing on state legislations that impacts us all.
- **ABC National** represents members on national rulings and issues including federal PLA's, labor and employment relations, health care, immigration and more.

Together our advocacy teams represents you at more than 400 state and local meetings a year.

More than
\$50,000

in local Political Action Committee (PAC) funds

\$1.6M

in national PAC funds

LEGAL CONSULTS
and discounted services with our expert legal team.

15+ SOCIAL EVENTS PER YEAR

Including annual golf outing, Excellence in Construction® Awards, Meet the General Contractors, annual Christmas party and more!

ABC BENEFITS GROUP

Fully-compliant and fully-integrated plans to help you provide for your employees and their families.



Southeastern Michigan

50+

Safety and professional development trainings and workshops annually.

GOVERNMENT AFFAIRS

Why Protecting Free Enterprise Matters – YOUR BUSINESS DEPENDS ON IT

ABC Southeastern Michigan is your voice at all levels of government.



National Level:

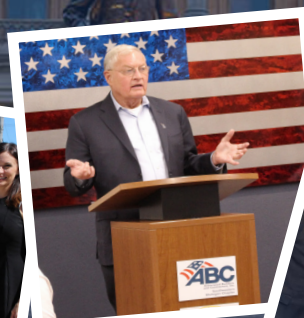
Thirty-plus professionals are your advocates to Congress, which includes the Executive Branch and regulatory agencies like the Department of Labor and the National Labor Relations Board. Other advocate resources include the Free Enterprise Alliance, the Truth About Project Labor Agreements and the Legislative Action App, which easily allow you to contact your local representatives.

State Level:

ABC of Michigan is advocating for the merit shop in Lansing everyday. ABC of Michigan is a statewide trade association representing the commercial and industrial construction industries. ABC of Michigan is the political arm for Southeastern, Greater and Western Michigan. All three chapters work together to present a unified voice for the merit shop in the Great Lakes state.

Local Level:

ABC Southeastern Michigan supports Representatives in southeast Michigan districts and connects members with local government officials to build relationships. Our team continuously tracks issues at the local level and advocates tirelessly against Project Labor Agreements and to preserve fair and open competition.



DO YOU KNOW YOUR RIGHTS?

Do you have legal questions relating to your business that's troubling you?

If so, utilize the ABC "first call free service." Contact the ABC office first at 248-298-3600 to discuss the problem. If additional counsel is needed, you will be referred to an ABC member attorney where you can receive 15 minutes of legal advice at no charge.

ASSOCIATED BUILDERS & CONTRACTORS FIRST CALL FREE SERVICE

EXTENSIVE INFORMATION FREE OF CHARGE TO ABC SEMI MEMBERS

Project Labor Agreements

A PLA, is a pre-hire collective bargaining agreement that sets the wages and benefits for all workers on a project. The agreement is project-specific and is only in effect for the duration of the project work. It guarantees that the project it applies to will use union labor.

Prevailing Wage

Rate is the combination of the basic hourly wage rate and any fringe benefits rate paid to workers in construction determined by the Secretary of Labor. This Prevailing wage is more often than not determined by union companies to benefit them when mandatorily required to be used on public works projects.

Dinsmore

BUTZEL
ATTORNEYS AND COUNSELORS

KALTZCOULOMBE PLLC



Southeastern Michigan Safety Services

Toolbox Talks On Location

Site Specific Safety Review

Cost: Free as a member benefit

OSHA 10

Schedule training at your facility or ABC SEMI

Minimum attendees: 6

Maximum attendees: 40

Cost: \$100/person

OSHA 30

Schedule training at your facility or ABC SEMI

Minimum attendees: 6

Maximum attendees: 40

Cost: \$300/person

Silica Training/Specialty Training

Training at your facility or ABC SEMI

Minimum attendees: 12

Maximum attendees: unlimited

Cost: \$25/person

First Aid Adult/Child CPR/AED

(Includes Mental Health First Aid Component)

Schedule training at your facility or ABC SEMI

Minimum attendees: 6

Maximum attendees: 12

Cost: \$100/person

VitalCog & Mental Health First Aid

Schedule training at your facility or ABC SEMI

Minimum attendees: 6

Maximum attendees: 40

Cost: Free

Lift Training (Scissor, Fork & Boom)

Schedule training at your facility

(will need to have/rent scissor lift) or ABC SEMI

Minimum attendees: 4

Maximum attendees: 12

Cost: \$300/person

**Special trainings available. Please call our office for details.*



Drew Maltese
ABC SEMI Director of Safety

As a sixth-generation plasterer and licensed builder, Drew has spent more than 25 years working in the construction industry. Drew knows the pain points construction company owners face with OSHA and safety regulations, and aims to protect members and their employees so that each worker goes home safe at the end of the day. With Drew's experience and expertise in the field, he can provide high-quality safety services and trainings. Email safety@abcsemi.org.



scan for upcoming training dates & additional trainings

MEASURE. STRENGTHEN. BUILD.

Get More Out of Your Safety Program



Top-performing ABC members actively build health and safety into their culture, creating industry-leading, holistic safety programs to protect their workers and deliver for their clients.

Take charge of your safety performance through ABC's STEP Safety Management System. **MEASURE** your performance on key components. **STRENGTHEN** and expand best practices. **BUILD** your safety culture.

Lower your incident rates and create safer job sites to send employees home to their families and loved ones every day.

DOES YOUR COMPANY HAVE A PROVEN SAFETY MANAGEMENT SYSTEM?

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 job site incidents. **STEP participants receive lower workers' comp rates.**

What if Your Company Could be **645% SAFER** than the Industry Average?

Take a STEP forward on your safety journey today. Visit abcstep.org



INVEST IN THE EMERGING PROFESSIONALS

Emerging Professionals is an organization created by our chapter in 2018 to engage and help build future construction leaders under 40. Leaders aren't simply an older version of entry-level workers. They must be developed by their companies and by their industry. Trade associations can play an important role in that leadership growth.

Opportunities for Development:

- 1** Networking with other emerging leaders
- 2** Receiving greater industry perspective
- 3** Formal professional development opportunities

This is a free perk for all ABC Members to develop their workforce and invest in the younger generation.

Get started investing in your employees
and build up your business internally.
Scan QR code for upcoming event dates.



Emerging Professionals



NETWORKING

ABC members benefit from networking with companies with similar values that place a large emphasis on world-class safety, merit shop and free enterprise. We help members connect with trusted strategic partners for the products or services needed. ABC also provides opportunities for members to network with industry leaders and political influencers to address the needs of small-business owners. **ABC SEMI annual networking opportunities include: Meet the Generals, Topgolf, Clay Shoot, Golf Outing, Christmas Party & more!**



Scan for Upcoming Events



ABC Member BENEFITS

When it comes to employee benefits, ABC has you covered. We provide plan participants an unparalleled combination of competitive rates and member benefits. You'll find the solutions and expertise you need to build an attractive, competitive benefits package. Our insurance solutions are designed with you in mind: flexible and straightforward, with a host of built-in services and support to give you the greatest long-term value. We understand you have a great deal on your plate, handling a myriad of human resource responsibilities. Our programs are set up for employers so that management of these programs is much simpler.

Insurance Trust

The trust serves nearly 1,000 contractors. We offer a variety of proprietary group insurance plans and represent more than 60 insurance carriers to ensure you get the most competitive rates and highest level of service.

The Trust eases administrative burdens and eliminates the hassles of managing a group insurance program. The team will design a cost-effective program for your business.



[Learn More](#)

Workers' Comp

ABC workers' comp fund, administered by RPS Regency, is owned by its members and operates similar to an insurance agency – providing the same employer protection and paying claims to employees injured on the job. For the past 27 years, the Fund has saved members money by operating with reduced overhead, aggressively managing its claims and through industry-specific loss control efforts. The money not used for claims and any investment income is returned to members over time.



[Get a free quote](#)

401k National Plan

The ABC retirement and savings plan is available for members to join. By becoming a participating employer in the association's plan, you transfer your responsibilities for plan management, selection and fiduciary compliance to our plan. Joining the ABC plan also allows your executive and administrative staff to focus on their work responsibilities, and protects them and the company from non-compliance risk exposure.



[Learn More](#)



SEMCA

Southeast Michigan Construction Academy

CRAFT TRAINING

“SEMCA has guided me and given me the confidence to always get the job done right and safely. With the changing industry, I also want to stay open to new ideas and learn from the best to stay competitive in a changing job market.” - Hilary B. SEMCA Electrical Apprentice

The Southeast Michigan Construction Academy is the education affiliate for the Associated Builders and Contractors of Southeastern Michigan. For more than 30 years, the Southeast Michigan Construction Academy has been proud to provide valuable training to the construction industry’s emerging workforce. Training is offered in electrical, carpentry, welding and heavy construction for residential, commercial and industrial-sized projects. SEMCA is accredited by world-class curriculum provider National Center for Construction Education and Research (NCCER). Students receive portable, stackable and industry recognized credentials. SEMCA strives to be recognized as a world-class provider of construction education dedicated to enhancing the construction industry and impacting the lives of students in profound ways. The school has enrollment periods during the summer and fall, and classes are at night so students can work in their field during the day. ABC members receive a discount on tuition.



scan to learn more

Accredited by:



National Center for Construction Education and Research



Marissa Downs
Director of Education
mdowns@abcsemi.org
(248) 298-3603

ALLIES IN SUCCESS

ABC STRATEGIC PARTNERS



START SAVING TODAY

WITH ABC'S EXCLUSIVE MEMBER DISCOUNT PROGRAMS



Save money with fuel rebates and curb spending. Card fees waived for ABC members.



Save 20% on uniform rentals, and work and safety apparel purchases, apparel with logos, boots and more.



Reduce fleet vehicle management costs and gain access to incentives.



Special pricing on technology solutions and hands-on support.



ABC members receive up to 50% off shipping services.



10% discount on project management software.



HOTELENGINE.

Save on hotels through a private booking platform.



Receive 22% off on calling plans and savings on mobile devices (for contractors and building material suppliers).



5% off every day plus 2% back on statment credit on your Lowe's Commercial Account.



Pay premium pricing on professional development and leadership training courses.



30K+ merchants allow you to save on travel, electronics, tickets, restaurants, flowers, home, apparel and more.



\$500 off onboarding.

Plus more discounts listed on abcsemi.org/discounts



WE ARE HERE TO SERVE

Visit our website: abcsemi.org for access to your member benefits, discounts, event calendar, employee training and more!

We have experts in:

- Advocacy
- Training
- Legal Advisement
- Safety & OSHA Compliance
- Business Development
- Workforce Development

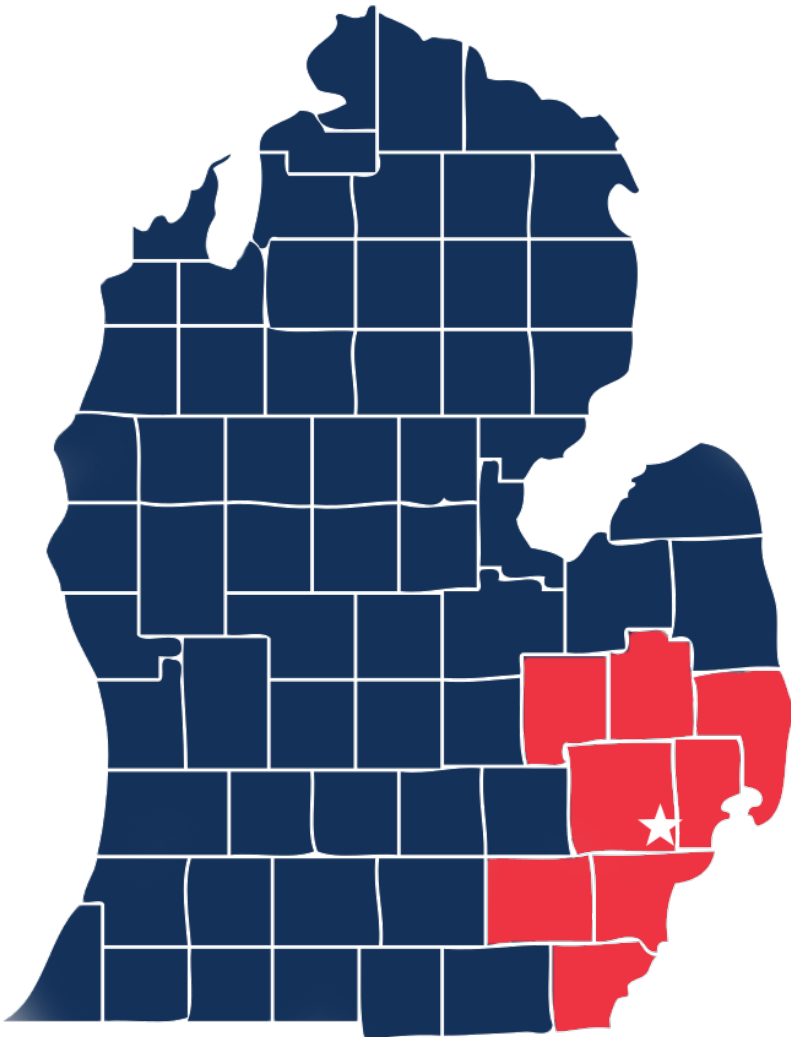
Want to connect with your fellow members?

We have an exclusive members-only directory to assist you in all of your business needs.

To join the mailing list for ABC's Southeast Michigan Contractor's magazine, or to sign up for merit shop emails, please contact Kelly at kforrester@abcsemi.org

OUR STORY

ABC Southeastern Michigan formed under the leadership of six southeast Michigan contractors in 1982 who believed construction projects should be awarded based on merit to the most qualified and responsible, lowest bidder, and not based on third party affiliations. Since then, the Southeastern Michigan chapter of the Associated Builders and Contractors has connected nearly 300 members with this shared value. We value 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. Our members are the backbone that build America – 86% of construction work in the country is done by merit shop workers. In southeastern Michigan alone, our contractor members generate more than \$650 million in revenue annually and employ thousands in the skilled trades. We develop people, win work, and deliver that work safely, ethically and profitably for the betterment of the communities in which ABC Southeastern Michigan members work.



WHO WE **SERVE**

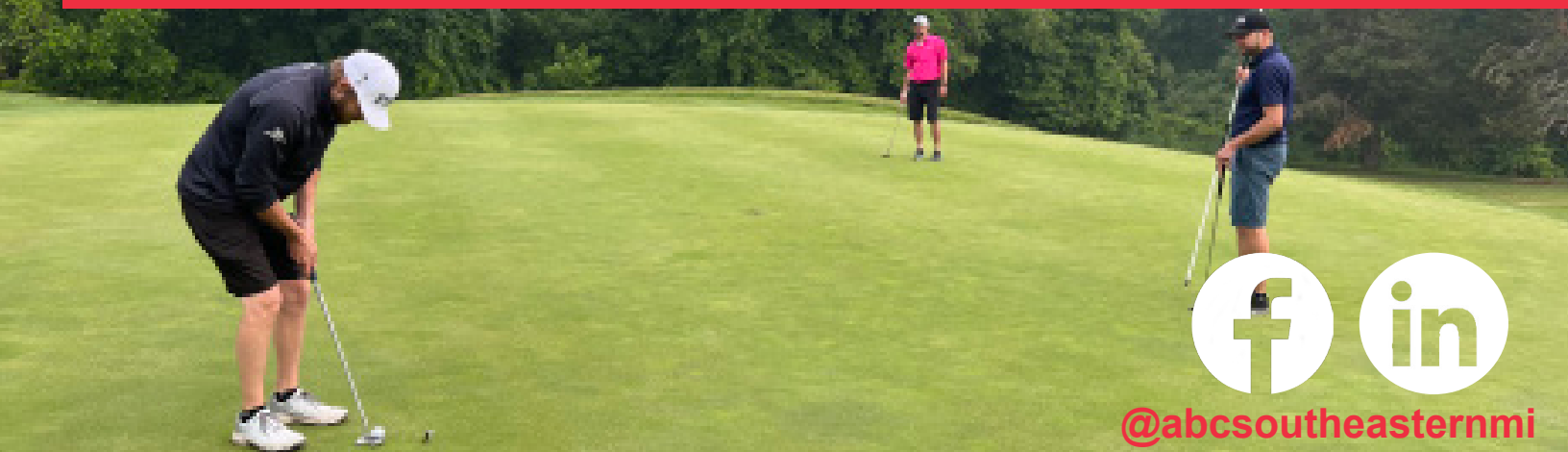
ABC SEMI is headquartered in Madison Heights. We serve those in the following counties:

- Genesee
- Lapeer
- Macomb
- Monroe
- Oakland
- St. Clair
- Washtenaw
- Wayne



CONNECT WITH US!

For merit shop news, updates, event registrations and more, follow us on social



@abcsoutheasternmi