

2017

YEAR IN
REVIEW



2018-2023 STRATEGIC GOALS

Based on the merit shop philosophy, ABC helps members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which they live and work.

- n ABC contractor members are the benchmark for health and safety in the construction industry—registering as 200 percent safer than the industry average by 2023.
- n Increase the political influence of ABC by enacting government neutrality in contracting in 28 states and the federal government by 2020.
- n Be the leading force in construction for careers and workforce development by 2020.
- n Attain a 90 percent retention rate and add 3,000 members per year by attracting and delivering value to a diverse, committed and engaged membership.

HOW ABC DELIVERED VALUE IN 2017



- 3** **The Merit Shop**
ABC celebrated the passage of tax reform and wins in promoting Right to Work laws, repealing prevailing wage and raising the profile of merit shop construction.
- 5** **Develop People**
Through education, training, competitions and outreach, ABC cultivated the next generation of construction professionals.
- 9** **Win Work**
ABC defended open competition in the bidding process, helping members win more than \$45 billion in federal contracts.
- 11** **World-class Safety**
ABC's Safety Training Evaluation Process helped members reduce incident rates by 87 percent compared to the industry average.
- 15** **Ethics and Compliance**
In a significant change from the last eight years, the Trump administration rolled back 1,579 planned regulatory actions in 2017.
- 17** **Profitability**
ABC helped members be more productive, anticipate industry trends and improve their bottom line.
- 19** **Community**
ABC showcased members' achievements and contributions to the communities where they live and work.
- 21** **What's Next**
ABC 2018 Chair George R. Nash Jr. looks to the future.



LED BY MEMBERS
TO PROVIDE
VALUE
TO MEMBERS

In the truest sense of the word, ABC is a member-run organization, governed by a 173-member board of directors composed of delegates from each chapter. In addition, ABC offers its members an opportunity to serve on committees and affiliate boards that provide valuable input to the board of directors and help establish the association's policies, priorities and objectives.

2017 EXECUTIVE COMMITTEE

Chuck Goodrich | CHAIR

Gaylor Electric Inc., Noblesville, Ind.

George R. Nash Jr. | CHAIR-ELECT

Branch & Associates, Herndon, Va.

Tony Rader | SECRETARY/SOUTH CENTRAL REGION VICE CHAIR

Schwob Building Company Ltd., Dallas

Kenneth Hedlund | TREASURER

Somerset CPAs, P.C., Indianapolis

Jay Baldwin | MID-ATLANTIC REGION VICE CHAIR

Reliable Contracting Co. Inc., Gambrills, Md.

Tim Keating | SOUTHEAST REGION VICE CHAIR

R. C. Stevens Construction Co., Winter Garden, Fla.

Steve Klessig | MIDWEST REGION VICE CHAIR

Keller Inc., Kaukauna, Wis.

Diane Koester-Byron | PACIFIC REGION VICE CHAIR

IE. - Pacific Inc., Escondido, Calif.

Paul Lemley | MID-AMERICA REGION VICE CHAIR

BC Construction Group, Brighton, Mich.

Stephanie Schmidt | NORTHEAST REGION VICE CHAIR

Poole Anderson Construction LLC, State College, Pa.

Ray Zamora | MOUNTAIN WEST REGION VICE CHAIR

AnchorBuilt Inc., Albuquerque, N.M.

David Chapin | IMMEDIATE PAST CHAIR

Willmar Electric Service, Lincoln, Neb.

Michael D. Bellaman | PRESIDENT AND CEO

ABC National, Washington, D.C.

Jimmy Greene | CHAPTER PRESIDENT LIAISON

ABC Greater Michigan Chapter, Midland, Mich.

THE MERIT SHOP

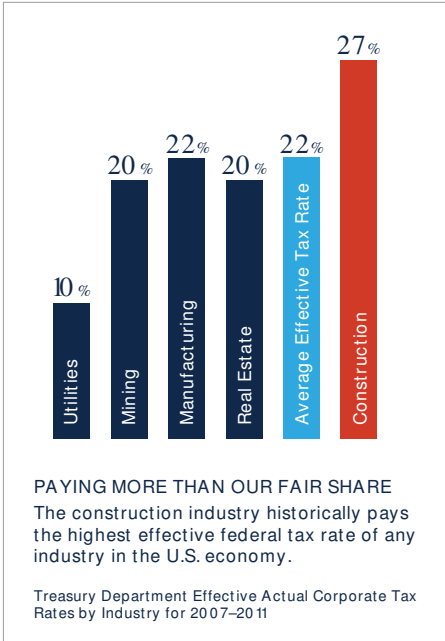
A Huge Win on Tax Reform

ABC was a vocal supporter of the first comprehensive tax reform in 30 years, which lowers the pass-through income tax rate by 10 points and doubles the estate tax exemption to spur reinvestment and hiring.



Vice President Mike Pence Kicks Off Legislative Week

2017 ABC Chair Chuck Goodrich welcomed Vice President Mike Pence to ABC Legislative Week in June. Speaking to a sellout crowd, Pence thanked the "Marine Corps of American politics—first on the beach for freedom in the workplace—Associated Builders and Contractors" for its service to the nation and the communities where members live and work. Hundreds of ABC members came to Washington, D.C., for the event to advocate for the merit shop with members of Congress and the Trump administration.



ABC's Mike Bellaman attended President Trump's meeting with association CEOs on tax reform.