



**BUILD
ON YOUR
SUCCESS
WITH ABC!**

KEYSTONE CHAPTER

ASSOCIATED BUILDERS & CONTRACTORS



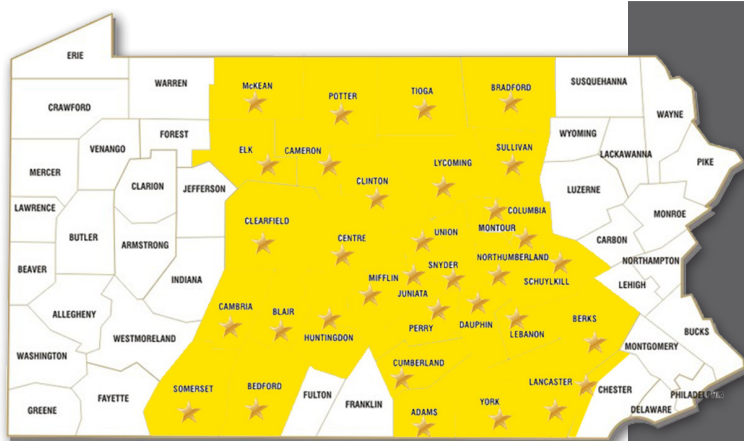
Motivated by Our Members'
Success for Over 60 Years

ABC Keystone Leads, Champions & Serves the Construction Industry

ABC's core purpose is to provide members and their employees with the opportunity to succeed. At the heart of ABC's philosophy is the commitment to two primary principles: free enterprise and the merit shop. We believe that free enterprise is fundamental to our nation's success. The term "merit shop" means contractors and employees should be selected and rewarded based upon their performance and contracts should be awarded to the lowest responsible bidder.

ABC was founded in 1950 by seven contractors gathered in Baltimore, Maryland who held a shared merit shop philosophy. Today, ABC is a national powerhouse with 68 chapters and over 21,000 members. It is one of the leading organizations representing America's business community and the construction industry.

The Keystone Chapter was established in 1959, and now covers 33 counties in central Pennsylvania. ABC Keystone is presently headquartered in Manheim, Pennsylvania with a Nittany Valley office in Howard and a Legislative office in Harrisburg. The Chapter represents contractors, suppliers, industry professionals, and associate firms from the counties of Adams, Bedford, Berks, Blair, Bradford, Cambria, Cameron, Centre, a portion of Chester, Clearfield, Clinton, Columbia, Cumberland, Dauphin, Elk, Huntingdon, Juniata, Lancaster, Lebanon, Lycoming, McKean, Mifflin, Montour, Northumberland, Perry, Potter, Schuylkill, Snyder, Somerset, Sullivan, Tioga, Union, and York.



ABC Keystone's 33-County Footprint

"It's impossible to imagine doing business in the construction industry without being a member of ABC. The products and services provided by ABC are not matched by any other organization. Even better yet, the relationships that are formed between ABC members are priceless. Plain and simple, ABC members have each other's backs."

– Donna J. Shoff, H.L. Wiker, Inc.
ABC Member for over 30 years

We are passionate about **free enterprise advocacy, workforce education and training, business-to-business connections, career pathway development**, and **instilling a safety culture**—in all sectors of the construction industry.

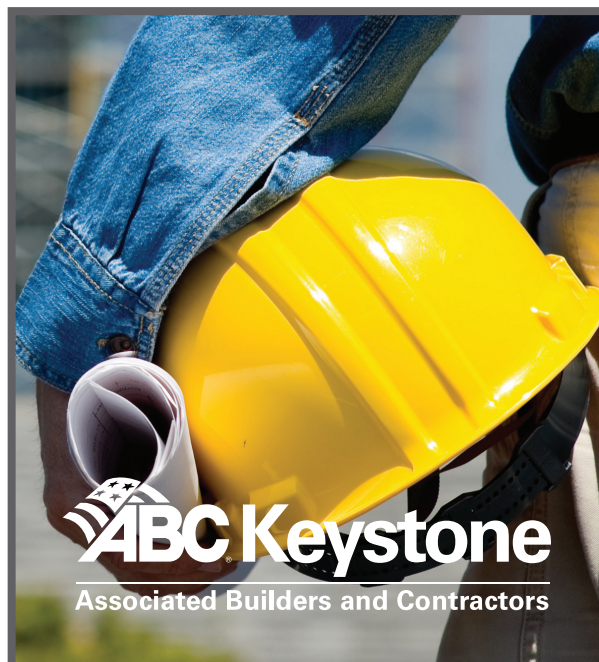
The Value of Membership

- *Business development tools and networking opportunities* to connect you with your peers and industry leaders, helping to grow your company by building and facilitating relationships.
- *Career development education and safety training programs* to recruit, engage, and retain employees while increasing productivity and profits and creating safer employees to reduce time loss and lower workers' compensation rates.
- *Government affairs and political action* to defend your rights and ensure your voice is heard in government, protecting your business and livelihood.
- *Customizable training to suit the unique needs of your team*, available at member-exclusive rates and held at ABC Keystone's location or yours.
- *Federal- and state-approved apprenticeship and craft training* in a variety of skilled trades to increase the knowledge base, safety, and skill of your employees.
- *Workforce development initiatives* including middle and high school student outreach, pre-apprenticeship programs, and community partnerships to build the construction industry's pipeline of future employees.
- *Exclusive affinity programs* providing deep discounts to ABC member companies and their employees!

ABC helps our members **win work**
and deliver that work
safely, ethically, and profitably.

"ABC Keystone is by far the best construction organization of which we are a part, and our membership is impactful for our sales, operations, and executive teams. The training received and relationships built with other members are life lasting. ABC has also helped us raise the bar on safety. I don't know how we did it without them."

– Joe Finkey, Martin's Flooring, Inc.
ABC Member for over 5 years



ABC Keystone
Associated Builders and Contractors

Government Affairs

Political Action & Legal Resources

Protecting Your Company. Electing Advocates for Free Enterprise.
Access to the Best Legal Advice in the Industry.

ABC's Grassroots Network – Ensuring your voice is heard when educating elected officials on policy issues that impact the construction industry.

National and State Political Action Committees (PACs) – Political activity that supports and endorses state and federal candidates running for office who are committed to free enterprise and the merit shop philosophy.

The Free Enterprise Alliance (FEA) and "Advancing the American Dream" Fund – Dedicated issue advocacy funds used to educate voters about our issues and the importance of free and open competition.

Legal Resources – Complimentary 1-hour legal consultation providing high-quality legal services that connect you to an ABC-appointed attorney, plus technical assistance on complex labor law to ensure your employees are safe and your business is compliant.

ABC Pennsylvania (ABC PA) – ABC Keystone is a member of a statewide body representing all Pennsylvania chapters for the purpose of carrying a unified voice to support or defeat public policies. ABC PA keeps you informed and plugged into all that is happening on local, state, and federal levels.

Business Development

Helping Your Business Grow and Prosper.

Whether your company is just starting out, or well-established and rock-solid, business development never stops. It is an ongoing process that gives your company the competitive edge. ABC provides you with nearly two dozen annual local and regional networking opportunities creating unlimited potential for your firm's business development growth.

Eight Standing Committees – representing each of ABC Keystone's functional areas and providing valuable, monthly face-to-face interaction with members and Chapter staff liaisons.

15 No-cost Regional Construction Wake-up Calls – Contractor-centric topics paired with networking at events delivered throughout ABC Keystone's footprint in Berks, Cumberland, York, Lancaster and our Nittany Valley regions.

Quarterly Seasonal Mixers, Plus the Annual Clay Shoot and Golf Outing – Ideal for connecting with your member peers in a relaxed environment.

Industry-focused Events & Awards – Annual Economic Outlook Breakfast, Apprenticeship Graduation & Craft Professionals of the Year Awards Ceremony, STEP Safety Recognition, and Excellence in Construction Awards celebrate our industry's finest, providing you with public recognition opportunities at these "don't-miss" events.

Workforce Development

Education & Training for Your Team

Increasing Your Productivity and Profits.

ABC provides a variety of opportunities to keep your employees sharp and productive through education and training. Whether it's apprenticeship, field personnel, supervisory, or management training, we're here to help you and your employees stay at the leading edge of the industry, while helping to grow your profits.

Workforce Development – ABC is a leader in educating tomorrow's workforce about the tremendous opportunities available through careers in construction with active involvement in career fairs, our middle school career exploration event Construction Wars, All 'bout Construction (ABC) Summer Camp, community partnerships, and more. *Plus*, ABC member employers and employees visit with students in the classroom about their own experiences and promote numerous opportunities in the construction industry.

Pre-apprenticeship – Pennsylvania-registered construction pre-apprenticeship program providing a direct path to registered apprenticeship.

PA-Registered Apprenticeship – Create your own workforce through formalized apprenticeship education and increase productivity, safety, and profits.

Dynamic Crew Leader and Superintendent Training – Assisting you in planning and developing your employees' career paths.

Career Development Education – Education in a variety of categories, including: Blueprint Reading, Construction and Trade Related, Human Resources, Leadership and Management, Marketing and Business Development, Personal Productivity and Growth, Technology, Legal and Interpersonal Skills.

Customized Training – Providing you the flexibility to design your schedule as well as the specific content of the program. Training is held at your location or at ABC training facilities.

Career Center Job Board – Access to ABC Keystone's Construction Industry Job Board for posting your company's immediate hiring needs.

MSTRC Scholarship Program – ABC Keystone offers scholarships through the Merit Shop Training & Research Center to support post-secondary education in the construction industry.

Student Chapters – Mentoring of local university construction management students.

PA-Registered Apprenticeship:

- Assembler, Pre-engineered Buildings
- Carpentry
- Construction Craft Laborer
- Electrical
- HVAC
- Heavy Equipment Operator
- Masonry
- Pipefitting
- Plumbing
- Sheet Metal



Safety Services & Training

Fewer Accidents. Safer Employees. Increased Productivity.

ABC's Safety Management System STEP – a world-class safety benchmarking tool that dramatically improves safety performance among participants regardless of company size or type of work.

Free 1-Hour Safety Consultation Services – Advice to improve your team's safety performance helping you keep your employees safe.

Safety Consultation Services – Available through our in-house Director of Safety Services, either by the hour or by a contracted block of time at member-exclusive rates. STEP participants receive even greater discounts - it pays to be safe!

Safety Classes – OSHA 10-hour and 30-hour, CPR/AED/Basic First Aid, Competent Person certifications and much more.

Safety Products – Sample programs, tool box talks, product discounts, and more.

Total Human Health – Our Director of Safety Services is certified in Suicide Prevention in the Workplace by Construction Working Minds and can provide you the training

and resources your employees need to help protect their mental health as well as physical health.



ABC Keystone has the **safety resources** your company needs!



Business Discounts & Affinity Programs

Saving Your Company Money and Offsetting Your Membership Dues Investment!

ABC membership entitles you to significant discounts on a variety of business and construction-related products and services.

Here are just a few of the discounts you can receive as an ABC member:

- *Vehicle Fleet Management with Enterprise Fleet Management* – ABC members can save up to 15% on their fleet operational expense and receive the most aggressive manufacturer incentives in the industry.
- *Vehicles* – ABC members can take advantage of discounts with General Motors and Nissan. *Some motor vehicle company discounts extend to employees, as well.*
- *Verizon Wireless* – Exclusive discounts on calling plans – *also extends to employees.*
- *Lowe's Pro* – Discounts of up to 7% on materials, tools and supplies
- *FedEx* – Save up to 50% on select shipping services.
- *Hotel Engine* – Save an average of 26% on hotel stays for your out-of-town projects.
- *Aramark* – Exclusive uniform rental programs and apparel discounts of up to 50% off.

And more! To learn more about all the ABC member discount programs, visit abc.org/discounts.



**START
SAVING
TODAY**

**SPECIAL DISCOUNTS
FOR EMPLOYEES OF
ABC MEMBERS**

ABC Keystone Advances Opportunities in the Construction Industry by:

- Championing **free enterprise** and the **merit shop philosophy**.
- Leading the conversation in **political advocacy**.
- **Educating** and **developing** the workforce.
- Equipping our members to **prioritize safety**.
- Providing an **inclusive environment** to cultivate **innovation, sustainability, and prosperity**.

ABC Keystone Headquarters & Training Facility:

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Manheim, PA 17545
(717) 653-8106



Associated Builders and Contractors

Nittany Valley Office:

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(717) 653-8106

Legislative Office:

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Harrisburg, PA 17102
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ABCKEYSTONE.ORG

