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LETTER FROM THE **2025 BOARD OF DIRECTORS**

Dear Future Member,

We're absolutely thrilled that you're considering becoming a part of the **ABC community**!

At **ABC Western Michigan**, we represent the principles of the merit shop movement with pride and dedication. We believe in the power of free enterprise, open competition, and the reward of merit.



Our passion lies in **connecting** individuals who share our vision and values. We are committed to **protecting**, **growing**, and **defending** our industry by fostering meaningful relationships and promoting collaboration.

It is through the active engagement of businesses like you that we are able to foster a robust network of commercial and industrial contractors throughout Michigan and the nation.

We are excited that you have taken the time to learn more about ABC Western Michigan. Your interest tells us you understand the importance of what we do. So, thank you!

We look forward to welcoming you into our community and working together to further strengthen the merit shop construction industry.

With gratitude,



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The Associated Builders and Contractors (ABC) is recognized as the leading organization representing America's commercial construction industry and the merit shop philosophy.

Local, State, & National Membership

ABC Western Michigan members invest in strengthening their communities, creating safe jobsites, developing the next generation of the construction industry's workforce, and defending merit shop principles.

ABC Michigan is supported by Michigan's three regional chapters and serves as the voice of the merit shop in Lansing.

ABC National provides industry-leading resources and data, recognizes world-class safety programs, advocates for merit shop policies, and serves as the construction industry's voice in the national news media.

As an ABC member, you will not only belong to the local chapter with 440+ members, but you will be joining 1,000+ Michigan members and 23,000+ National

members



Value Proposition

Founded on the merit shop philosophy, we help members develop people, win work, and deliver that work safely, ethically, and profitably for the betterment of our communities and the construction industry.

What We Do

CONNECT the Industry

ABC promotes **collaboration and connection** by facilitating connections with other industry professionals through **top-tier events**, opportunities for interaction, and a diverse range of **committees and peer groups**.

PROTECT the Industry

ABC is committed to delivering work **safely** and being **recognized as a leader** in health and safety in the industry. Members have access to our **STEP safety program**, supported by MIOSHA, and **resources and opportunities** to connect and learn from other members.

GROW the Industry

ABC recognizes that the key to safeguarding the **future of our industry** lies in prioritizing education, discovering innovative ways to tackle the labor shortage, and making significant investments in **upcoming leaders.**

DEFEND the Industry

Our mission is to **defend and advance** the merit shop philosophy, which encourages **free enterprise and open competition.** ABC works aggressively to protect members' interests in Lansing and DC. We are the **voice for the merit shop**, so while you run your business, ABC focuses on the legislative issues affecting how you do business.



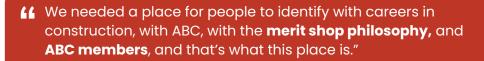
The OFFICIAL TRAINING PROVIDER for the MERIT SHOP.

ABC's commitment to **GROWING** the **merit shop construction** industry culminated in 2022 with the creation of the **West Michigan Construction Institute**, an initiative shaping the **future of construction**. Through a blend of hands-on and classroom instruction delivered by industry experts, WMCI offers comprehensive NCCER training in a state-of-the-art facility. The **commitment and dedication** of **ABC members**

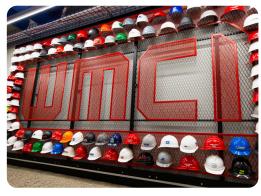
has been instrumental in this journey, reflecting our core values and enhancing the construction industry.

Did you know?

ABC members receive a **20% discount** on all WMCI course offerings



Ben Wickstrom, President of Erhardt Construction





Who We Train

Future Craft Professionals

Hands-on, competency-based craft trade education for students interested in launching a successful construction career.

- Carpentry
- Concrete

- Exterior Envelope
- Plumbing

Sprinkler Fitting

Field Leaders

Advance your career in construction by enrolling in advanced certification and professional development courses.

- Bluebeam
- Procore
- First Aid/CPR
- OSHA 10
- Spanish for Construcion
- Introductory Field Leadership
- Advanced Field Leadership
- ASHE Health Care Construction Workshop
- Foundations of Construction Safety Leadership
- Understanding Construction Documents

Course Catalog.



High School Students

Junior and senior students receive a nationally-recognized credential upon completion of the program.

- Carpentry
- Electrical COMING SOON!

CONNECTING THE INDUSTRY.

Throughout the year, ABC WMC hosts an array of **signature events**, which serve as a platform for members to engage in **meaningful networking**, **camaraderie**, and **connections**. These **opportunities** not only reinforce our shared **commitment** to the merit shop principles but also facilitate the **exchange of ideas** and best practices among us.





ABC's annual Charity
Clay Shoot has raised
\$450,000+ for local
charities since its
inception. Members
gather at the Kent
County Conservation
league every October to
support this event!











Hard Hats and Hot
Dogs appreciates our
field personnel's
crucial contribution to
the industry. In
partnership with
ASAM, ABC recognizes
the industry by
bringing lunch to the
jobsite!





The Annual Angler Classic gives members the opportunity to compete for the biggest bass while supporting WMC!

Other Events

- Safety Breakfast
- Leadership Development Program
- Employment Law Luncheon with Miller Johnson
- Chairman's Cup Golf Outing at Egypt Valley
- President's Cup Golf Outing at Crystal Mountain
- Excellence in Construction Awards
- Economic Forecast with Anirban Basu

Did you know?

Participating in the chapter's **Partnership Package** gives you access to **key ABC WMC events**.

Join a Committee or Peer Group.

ABC Western Michigan

Committees & Peer Groups

Angler Classic
Charity Clay Shoot
Excellence in Construction
Golf

Leadership Development Merit Shop Advocacy Safety

Young Professionals

Electrical Contractors Council Emerging Leaders Executive Leaders Human Resources

West Michigan Construction Institute

Committees

Corporate Impact
CTE Advisory
Rally Planning
Summer Camp Planning
Trade Council Advisory

Volunteer

Summer Camp Rally Fundraiser Trade Talk Tuesday Field Trip Host Job Shadow Leader HR Interviewer Subject Matter Expert



Being a part of ABC offers us the opportunity to meet and build connections with other contractors. The strength and quality of these relationships reflect the core values we share as part of the merit shop movement. Each event is not just an opportunity to network, but a testament to our collective commitment to uphold these principles in every aspect of our work."

Tom Berry, CD Barnes Construction

Event Calendar.



Community Partners











PROTECTING THE INDUSTRY.

ABC members strive to send their employees home in the same, or better, condition than when they arrive. ABC's **goal** is to ensure members are **recognized leaders for health and safety** in the industry. ABC is **committed** to helping our members **deliver work safely** and facilitating **collaboration** and the sharing of **best practices**.



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 over 20 **key components** through a detailed questionnaire with the goal of **implementing** or **enhancing** safety programs that **reduce jobsite incidents**.

ABC's STEP program is supported by MIOSHA.



STEP Safety Journey

Analyze your safety and loss program

Learn the **best practices** that **reduce** TRIR,
DART, and EMR

Benchmark your safety record against similar companies and industry averages

Measure improvement from year to year

Show your safety **commitment** to potential clients and insurers

ABC + MIOSHA

ABC Western Michigan is an official MIOSHA Alliance member. This partnership continues to benefit ABC members allowing us to connect intimately with MIOSHA throughout the year, including collaboration and support of member Safety Stand Down Days. Annually, ABC WMC hosts a Safety Breakfast bringing together safety leaders to discuss the construction industry's most significant safety issues.

MIOSHA supports safety and health education for employees, employers, and contractors on multi-employer worksites. This includes the **STEP Program** that ABC provides to participating members.



Additional Resources

Accredited Quality Contractor (AQC)
OSHA 10
OSHA 30
OSHA Logs

Did you know?

ABC STÉP partners have on average 40% fewer total recordables than the BLS average.

Join the Safety Peer Group

This group of **100+ safety professionals** meet monthly to **collaborate** and **share best practices** and insight into the safety standards and protocols of the industry. Members of this peer group also have access to a **communication database** for communicating with other safety professionals.





Serving as Chair of the ABC Safety Committee, the well-being of each and every tradesperson in our industry is something I take very seriously. It is the engine that drives our committee! Together we are combining the STEP framework with the talent and experience of our members to create simple, clear best practices that empower all members to achieve their safety goals."

Casey Veersma, Town & Country Group

Resources.



Apply for the Safety Award of Excellence



The **Safety Award of Excellence** recognizes member companies who exhibit a **commitment** to jobsite safety and **incorporate these values** throughout their corporate culture. This award is presented to a **general contractor/construction manager**, **trade contractor** and **electrical trade contractor** each year.

GROWING THE INDUSTRY.

The key to **safeguarding** the **future of our industry** lies in prioritizing **education**, discovering **innovative** ways to **tackle** the labor shortage, and making **significant** investments in **upcoming leaders**.

Leadership Development Program

This member driven program is designed for anyone looking to develop their leadership skills and learn about topics that are relevant to their role, business, and the construction industry.

I was not only blown away but, I'm inspired and excited. No, wait. I am jacked to get out there and be a better leader!"
Jon Brechtelsbauer, CarbonSix



In 2023, ABC
WMC hosted
Echelon Front
for a full day
training
session on
'Extreme
Ownership'.

Executive Leaders Peer Group

The Executive Leaders Peer Group is a confidential, structured forum designed for construction executives, CEOs, and owners. The group engages in meaningful conversations about leadership challenges and developments impacting their businesses, employees, and the broader construction industry.

Emerging Leaders Peer Group

The Emerging Leaders Peer Group is a dynamic and vibrant collective of aspiring professionals united by their shared ambition to develop into effective leaders. This group comprises young, innovative individuals in the early stages of their leadership journey. Together, they collaborate, share ideas, and learn from each other's experiences, all aiming to grow personally and professionally.

Craft Competition

In **partnership** with WMCI, ABC's **official training provider**, the Craft Competition **highlights** the achievements of the men and women who **represent the future** of the trades in **commercial construction**.

The competition **objectives** are to **demonstrate safety** along with **craft excellence**. It simulates working conditions where **planning** is critical to success and highlights **individual leadership** and workmanship skills as the project is assembled and completed.

Each year, the **first place winner** at the chapter level goes on to compete at the **ABC National Craft Championships** during the ABC National Convention in March.





In 2023, **Wade Wiltenburg** took home the **bronze medal** at **Nationals** in the **electrical** competition.



If you are under 40 and in the construction industry, this group is for you! The overall success of the construction industry is strengthened by the contribution of the next generation. Building up the industry's young professionals is the best way to ensure a thriving and growing workforce for years to come.

What We Do

CONNECT. EDUCATE. SERVE.

Each event organized by ABC Young Professionals is geared towards connecting, educating, or serving.

- Interested in **networking** with fellow Young Professionals? We have you covered!
- If career growth is your goal, stop by a Lunch with Leaders.
- Passionate about having a **positive impact** on **your community**? Check out a **service opportunity**!







Key Events

- Lunch with Leaders
- Griffins Game
- Summer Picnic at the Zoo
- Dwelling Place Builds
- Whitecaps Game
- Holiday Fowling

Get Involved.



Did you know?

ABC Young Professional events had more than 400 attendees in 2023.

Why Join ABC Young Professionals

- Build your industry network
- Unwind at social events
- Meet leaders in the industry
- Grow in your career
- Give back to the West Michigan community



DEFENDING THE INDUSTRY.

DEFEND is not merely a word; it encapsulates the **essence of our mission**. Our objective is to **defend and advance the merit shop philosophy** that champions **free enterprise** and **open competition**. We believe in a marketplace where everyone has a fair chance to succeed **based on their merit**, not affiliations or alliances.

What is 'Merit Shop'?

MERIT: A dedication to **providing opportunities for all**. Creating conditions for everyone to compete on a fair and level playing field. Every Individual and organization has the **opportunity to succeed** based on merit.

MERIT SHOP companies compete and thrive based on the **quality of their work**, their team's proficiency and **work ethic**, and their **innovative problem-solving skills**. Their success is not linked to political connections or regulatory benefits but to the **inherent value** they bring to their customers.

We Need **YOU** to Defend the Merit Shop!

- **Join the Merit Shop Advocacy Committee** Position ABC at the forefront of DEFENDING the industry and help engage membership in political advocacy as well as increase public awareness of labor issues.
- Attend the Annual State Legislative Day in Lansing or ABC Nationals Legislative Conference in DC Connect with your elected officials to raise awareness on issues impacting members in our region.
- **Download the ABC Action app** Stay informed on key business issues and communicate with your state and federal elected officials on the latest policy issues.
- Donate to ABC Michigan PAC or Corporate Action Fund
- Share your merit shop story! Defending the industry is more than political debates, policy changes, and fundraising [although we need those donations, too!]. But more importantly, it means sharing our stories the successes, the challenges, the lessons learned—and showcasing the power and potential of merit shop contractors.





"The **reach of ABC** and the data collected from its chapters and members play a crucial role in forming a **unified voice** for members. This aggregated data enables the ABC National President to walk into the Department of Labor and talk about what the members of ABC need to **thrive and create good jobs**."

The Issues Impacting ABC Members

Right-to-Work repealed

We support your right to work. The repealing of Michigan's Right-to-Work (RTW) law impacts our ability to operate on the principles of free enterprise. This

"At the core of ABC members is a **competitive spirit**.

They strive for **excellence**, uphold the **highest standards**, and contribute to building America with

their **talent**, **hard work**, and **dedication**."

Greg George, President ABC Western Michigan

change will affect both businesses and employees. It limits worker freedom and negatively impacts our state's competitiveness, which could prevent new businesses and developments from choosing Michigan over other options.

Michigan's prevailing wage law is back, but with more teeth this time

ABC led an initiative to repeal our state prevailing wage law, but now it is back, and with more teeth this time. It requires contractors and trade contractors to pay prevailing wages and fringe benefits on state-funded construction projects. It increases project costs and limits opportunities for merit shop contractors of all sizes. There are also new fines for errors and non-compliance.

Fair and Open Competition Act Targeted for Repeal

ABC supports the Fair and Open Competition Act, which currently prohibits government-mandated Project Labor Agreements (PLAs). This ensures all contractors have an equal opportunity to succeed. Repealing this act would lead to less competition and higher costs. It would also favor unionized contractors over merit shop contractors.

Proposed Changes to independent contractor laws

Proposed changes to independent contractor laws could make it more difficult to contract work with trade experts in the construction industry. In turn, this could lead to increased costs and complications when it comes to management workforce needs.

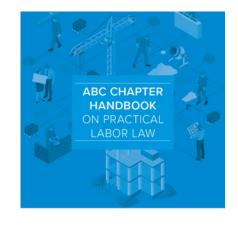
Unionization is getting easier

For decades, the National Labor Relations Board has recognized the secret-ballot election as the preferred method for employees to determine if they desire union representation. That changed, with

the Board making it easier for unions to secure recognition based purely on union authorization cards and a simple demand for recognition. This change shifts the balance of power in labor relations and could potentially impact the principles of free enterprise that underpin the merit shop philosophy.

Did you know?

Nearly **90%** of the US construction workforce **did not** belong to a **union** in 2023.





EXCELLENCE IN CONSTRUCTION.



PEOPLE, PROJECTS, SAFETY,

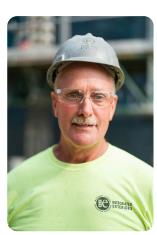
The Excellence in Construction Awards recognize the best in commercial construction and the people building, connecting, protecting, growing, and defending the industry. The awards are a testament to the **incredible work** that ABC members put into each project and showcase their skills, tradespeople, and commitment to safety.

Craft Professional of the Year

ABC Western Michigan presents the annual Craft Professional of the Year Award to a construction craft professional who excels in his or her field, demonstrates a passion for the trade, exhibits outstanding leadership qualities, and is committed to safety, education, and the merit shop philosophy.







Project Awards



Member companies **submit recent projects** for an award. The project judging panel evaluates all entries during in-person site tours and determines the award winners based on quality, design, and owner satisfaction.

Did you know? ABC members submitted 130 projects in 2024.

Safety Award of Excellence

The Safety Award of Excellence recognizes member companies who exhibit a commitment to jobsite safety and incorporate these values throughout their corporate culture. This award is presented to a general contractor/construction manager, Trade Contractor, electrical trade contractor each year.



GENERAL CONTRACTOR WINNERS

Renovation/Addition/Tenant Build-Out Less Than \$1 Million

Owen-Ames-Kimball Co.

Ghafari Associates

Renovation/Addition/Tenant Build-Out \$1-5 Million

The Christman Company

Fetzer Institute

Renovation/Addition/Tenant Build-Out \$5-10 Million

Owen-Ames-Kimball Co.

Rockford Public Schools - Carlson-Munger Stadium

Renovation/Addition/Tenant Build-Out More Than \$10 Million

Lakewood Construction

Holland Aquatic Center

New Construction \$1-3 Million

Lakewood Construction Ivy House Event Center

New Construction \$3-6 Million Erhardt Construction

Allendale Fire Station

New Construction \$6-9 Million

Wolverine Building Group

Counter Solutions by Lumbermen's

New Construction \$9-11 Million

Portage Zhang Senior Center

New Construction More Than \$11 Million

Pioneer Construction

The Southgate



TRADE CONTRACTOR WINNERS

Burgess Concrete Construction Fruitport Community Schools - High School

Electrical

Buist Electric Hudsonville Ice Cream

Exterior Finishes

Architectural Metals, Inc.

Autocam Medical

Fire Protection

Brigade Fire Protection Michigan Maritime Museum

General Trades

Nugent Builders

Tanglefoot Park

Glazing

Architectural Glass & Metals Grand Rapids Community College - ATC Secchia Piazza **HVAC**

Allied Mechanical Services Gerald R. Ford International Airport - Central Utilities Plant Phase 2

Interior Finishing - Flooring

Ritsema Associates

Fetzer Institute

Interior Finishing - Less Than \$1 Million

The Bouma Corporation

Michigan State University Offices

Interior Finishing - More Than \$1 Million

Ritsema Associates

Berrien Spring Public Schools - Arts and Athletic Center

Low Voltage

Buist Electric

SpartanNash Headquarters

Masonry

Kortman Masonry

Construction Simplified

Metal Buildings

Pioneer Construction Jenison Public Schools - Athletic Facility

Miscellaneous Steel

FCC Construction, Inc.

St. Sebastian Bell Tower

Plumbing

DHE Plumbing & Mechanical

Western Michigan University - Student Center & Dining Facility

Precast Concrete

Pioneer Construction

Autocam Medical

Process Piping

Van Dyken Mechanical, Inc.

Perrigo Plant 4 - Glatt 500-5

Langerak Roof Systems

Amway Headquarters - Building #31A

Structural Steel

Pioneer Construction

Autocam Medical

SAFETY AWARD OF EXCELLENCE

2023 Trade Contractor Winner



2023 General Contractor Winner

CSMGROUP

THE INDUSTRY GIVING BACK.

VOLUNTEER. TRAIN. SUPPORT. for the future

At the heart of an ABC member is their generosity and desire to give back from the industry they love to ensure its future. Their willingness to come together and pool their talents and resources to strengthen their communities is what makes this association unique.







The ABC Young Professionals serve their community by volunteering with organizations such as Dwelling Place, Kids Food Basket, and the West Michigan Veterans Homes.

Did you know?

YOU can give back by giving time, sharing knowledge, and donating resources.









GRACE'S TABLE The 2023 Charity Clay Shoot raised \$63,100 for Grace's Table.



ABC members give back to their community and the industry.











ABC Western Michigan Members...

VOLUNTEER. give time TRAIN. chare knowledge SUPPORT. donate reçources



The ABC team along with ABC members volunteered at the Construction Rally benefitting the West Michigan Construction Institute.

MEMBER OPPORTUNITIES.

ABC Michigan Events

Construction Leadership Summit

The Michigan Construction Leadership Summit (MCLS) is hosted biannually at the Grand Hotel on Mackinac Island, MI. The summit provides two days of educational and networking events designed for the leadership and management of ABC members.

Legislative Day

Each spring, ABC members from around the state come to Lansing to learn more about the legislative goals for the year ahead and meet with their elected officials.

ABC National Events & Programs

National Convention

Members from across the nation return to ABC's annual convention each year to connect, celebrate, and advance their businesses with the latest industry, political, and technological insights. Other opportunities include:

- Craft Championship
- Construction Management Competition
- National Excellence in Construction Awards

National Committees & Peer Groups

ABC's peer groups offer like-minded business owners an environment conducive to sharing ideas and discussing business opportunities and challenges—all with the goal of improving their businesses.

Peer groups consist of six to ten ABC member companies within a trade or interest area and with similar annual revenues. Members in the same peer group do not operate in the same competitive market, which fosters trust and an open exchange of information.

Leadership Institute

ABC's Leadership Institute is a professional development program for 2025 and 2026 chapter board of director chairs and volunteer leaders as well as chapter presidents and staff seeking to elevate their business leadership skills.

Discount Programs

ABC members save money by participating in the various business and employee discount programs through ABC National.











ABC members have access to various insurance programs for their workers compensation, commercial property and liability, and employee benefits plan through ABC Michigan and ABC National.



Owned and operated by its members, the ABC Fund offers the same protection as an insurance company. With claims management specific to the construction industry and lower expenses, the Fund passes the savings back to its members.

- Roughly 70% of eligible West Michigan members participate
- Members, NOT the insurance company, receive profits

Board of Trustees comprised of ABC Fund members

- Rewards safety by returning profits based on track record
- Allows only the best operators to participate

PROTECTING BUSINESS, PROPERTY AND PEOPLE

In partnership with ABC WMC, FCCI Insurance Group offers tailored commercial, auto, and umbrella coverage and surety bonds designed specifically for contractors.

FCCI recognizes ABC's mission of delivering work safely and rewards safe businesses through an exclusive group dividend program designed for ABC members.



The ABC Insurance Trust exclusively serves the needs of ABC members. The Trust was founded in 1957 by ABC, to serve ABC members with employee benefits. For over 60 years, the ABC Insurance Trust has helped ABC members in designing, building, and managing their employee benefit programs. They also provide a suite of construction-specific employer services.

Group Benefits

- Health
- Ancillary
- Retirement
- Benefit Admin

Prevailing Wage

- Dollar Bank
- **Dedicated Payroll Partner**
- Composite Rating and Services Plan
- Supplemental Services
 Supplemental Unemployment Plan

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2025 DUES SCHEDULE

Contractors (based on sales volume)

Over \$250M	\$10,200
\$100M - \$250M	\$9,050
\$50M - \$100M	\$8,425
\$20M - \$50M	\$6,775
\$10M - \$20M	\$5,325
\$6M - \$10M	\$4,750
\$3M - \$6M	\$4,015
\$1M - \$3M	\$3,310
\$500,000 - \$\$1M	\$2,480
Under \$500,000	\$1,575
Emerging Contractor*	\$995

^{*}in business less than three years and less than \$500,00 in revenue

Suppliers (based on sales volume)

Over \$3M	\$3,135
\$1M - \$3M	\$2,445
Under \$1M	\$1.350

Associates

Over 25 Employees	\$2,175
Under 25 Employees	\$1,775

Member **Application.**



ABC BYLAWS

Principles of the Merit Shop

The Associated Builders and Contractors, Inc. is the voice of the Merit Shop in the Construction industry.

We assume the responsibility of making that verse heard.

We believe that the Merit Shop movement is a movement for the betterment of the individual, the industry and the nation.

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

Purposes and Objectives

The primary objective of this Association is to foster and perpetuate the principles of the Merit Shop, Open Competition and Free Enterprise as listed in Article I.

In addition to this primary objective, this Association shall pursue and promote the following activities:

- Encourage, develop and protect the construction industry.
- Promote confidence and goodwill within the building and construction industry and between this industry and the general public.
- · Organize builders, general contractors, specialty contractors, suppliers and related groups of all kinds into Chapters and organizations in order to encourage the free interchange of views and techniques and to facilitate the accomplishment of the primary objectives of the Association.
- Organize and promote meetings, seminars, conferences, publications and other media of all kinds in order to maintain a well-informed industry and general public.
- · Promote and encourage continuing education, apprenticeship and other training programs for management and the crafts within the construction industry.
- Promote safety and training within the construction industry.
- Promote insurance, hospitalization, pension, training and other programs for the benefit of the general welfare of the employees of the Merit Shop industry.
- Promote the ABC Code of Ethics for the construction industry as provided in the ABC National Policy & Procedures Manual.
- Promote such other activities or services as may benefit the membership, further the objectives of ABC, and promote the principles of the Merit Shop, Open Competition and Free Enterprise.

ABC Offices

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