

2026



Western Michigan

LETTER FROM THE 2026 BOARD OF DIRECTORS.

Dear Future Member,

We're excited that you're considering becoming part of the **ABC community**.

At **ABC Western Michigan**, we proudly champion the principles of the merit shop construction industry—free enterprise, open competition, and opportunity based on merit. Our passion is helping members **build better companies** by investing in people.



Through our commitment to **Connect, Protect, Grow, Defend, and Inform**, we bring together contractors, suppliers, and industry partners who share a common vision for strengthening the construction industry. We help members build relationships, develop leaders, improve safety performance, grow their businesses, advocate for fair and open competition, and stay informed about the issues impacting their success.

It is through the active engagement of businesses like yours that we continue to foster a strong network of commercial and industrial construction professionals throughout Western Michigan and across the nation.

We appreciate the time you've taken to learn more about ABC Western Michigan and the opportunities available through membership. We look forward to welcoming you into our community and working together to strengthen the merit shop construction industry for future generations.

With gratitude,





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

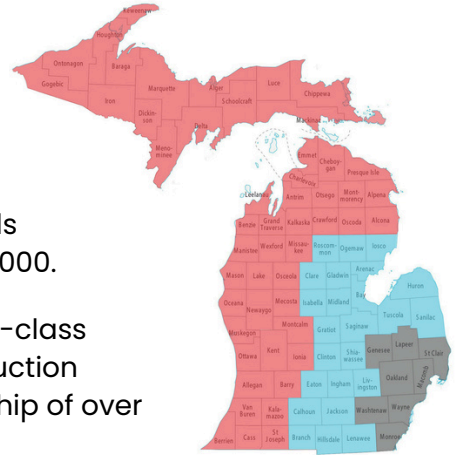
Who We Are

Local, State, & National Membership

ABC Western Michigan, with 430+ members and regional networks in Grand Rapids, Kalamazoo, the Lakeshore, and Northern Michigan, helps members build better companies by investing in people.

ABC Michigan, backed by Michigan's three regional chapters, proudly defends the voice of the merit shop in Lansing, with a statewide membership of over 1,000.

ABC National delivers industry-leading resources and data, recognizes world-class safety programs, advocates for merit shop policies, and serves as the construction industry's voice in national news media, representing a nationwide membership of over 24,000 companies through 67 chapters.



What We Do

We help members build better companies.
We do this by investing in their people.

How We Do It

CONNECT the Industry

We help members build **meaningful relationships** that **create opportunities** and **strengthen their businesses**. By connecting contractors, suppliers, owners, and industry leaders, we help members **expand their networks, exchange ideas, solve challenges**, and do more **business together**.

PROTECT the Industry

We help members **protect their people, projects, and reputation**. Through **safety leadership**, risk management **resources**, and industry **best practices**, we help companies create **safer workplaces** and build cultures where every employee can **go home safely** each day.

GROW the Industry

We help members **grow their capabilities** by **developing their workforce, strengthening leadership**, and **improving business performance**. Through training, education, workforce development, and practical business resources, we help companies **invest in their people** and achieve **long-term success**.

DEFEND the Industry

We help members **defend their freedom to compete** and the future of the merit shop construction industry. Through **advocacy, political engagement**, and **industry representation**, we advance **fair and open competition** and ensure the voice of merit shop contractors is heard.

INFORM the Industry

We help members **make better decisions** through timely information and trusted **industry insights**. By providing **updates on regulations, workforce trends, economic conditions, technology**, and other issues shaping construction, we help leaders **stay informed** and **prepared** for what comes next.





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 **growing** the **construction industry**.

Did you know?
ABC members receive a **20% discount** on all WMCI course offerings.



“ We needed a place for people to identify with careers in construction, with ABC, with the **merit shop philosophy**, and **ABC members**, and that's what this place is.”

Ben Wickstrom, *President, Erhardt Construction*

Who We Train

Future Craft Professionals

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

- Carpentry
- Concrete
- Electrical
- 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

BUILDING BETTER COMPANIES.

CONNECT THE INDUSTRY.

Throughout the year, ABC Western Michigan 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** raises money for **local charities**. 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 the West Michigan Construction Institute!**

Signature Events

- Safety Breakfast
- Leadership Development Program
- Employment Law Lunch 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
- Connecting the Industry – Grand Rapids, Kalamazoo, Lakeshore, and Traverse City

Did you know?
 Participating in the chapter’s **Partnership Package** gives you early access to key **ABC Western Michigan events.**

Committees and Peer Groups

ABC Western Michigan

Committees & Peer Groups

- | | | |
|----------------------------|--------------------------------|-------------------|
| Angler Classic | Safety | Emerging Leaders |
| Charity Clay Shoot | Young Professionals | Executive Leaders |
| Excellence in Construction | Electrical Contractors Council | 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



BUILDING BETTER COMPANIES.

PROTECT 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.



77 STEP Safety Partners in Western Michigan

STEP Safety Journey



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)
- Top Performer
- OSHA 10
- OSHA 30
- OSHA Logs

Did you know?

On average, ABC **STEP partners** have **40% fewer** total recordables than the BLS industry average.

Join the Safety Peer Group

This group of **100+ safety professionals** meet regularly 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 that 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.

BUILDING BETTER COMPANIES.

GROW 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**.

Annual 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.



Emerging Leaders Peer Group

The Emerging Leaders Peer Group is a year-long leadership development program for emerging leaders in both trade and general contracting companies who are actively managing up and down within their organizations.

This program combines expert-facilitated leadership sessions with Mindfit Coaching, peer-driven roundtable discussions, and ongoing micro-learning to help participants grow personally, professionally, and as leaders within the construction industry.

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.

Craft Competition

In partnership with WMCI, ABC's training provider, the Craft Competition celebrates the future of the trades in commercial construction. It tests workmanship and leadership through real-world scenarios by focusing on safety, planning, and craft excellence. Chapter winners advance to compete at the ABC National Craft Championships held during the National Convention each March. Apprentices compete in four trades:



Drywall & Metal Framing



Electrical



Sprinkler Fitting



Plumbing



Construction Management Competition

FERRIS STATE UNIVERSITY

The Construction Management Competition (CMC) is ABC's hallmark event designed to promote careers in construction management. With the support of ABC members, teams of college and university students compete to test valuable industry skills, including: project management, estimating, safety, quality control, and presentation. ABC Western Michigan sponsors a team from Ferris State University to compete at the competition at the national convention.





Young Professionals

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 contributions of the **next generation**. Building up the industry's **young professionals** ensures 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** or **Leadership Training Session**.
- Passionate about having a **positive impact** on **your community**? Check out a **service opportunity**!



Key Events

- Lunch with Leaders
- Leadership Training
- Family Event
- Whitecaps Game
- Holiday Party
- Volunteering Opportunities
- Conversations at the Capitol
- Golf Outing

Get Involved



Did you know?

ABC Young Professional events had more than **750 attendees** in 2025.

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



BUILDING BETTER COMPANIES.

DEFEND 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.

The Issues Impacting ABC Members

1 Oppose Government-Mandated Project Labor Agreements (PLAs)

Why it matters.

PLAs are anti-competitive schemes that eliminate open, fair, and competitive bidding on public construction projects, **driving up costs by 12-20%**. They exclude merit shop contractors and their skilled local workforce, forcing nonunion contractors to pay double fringe benefits, use unfamiliar union hall workers, recognize unions without employee consent, and exclude their own DOL-registered apprentices.

ABC's stance.

ABC strongly **supports the 2011 Fair and Open Competition in Government Construction Act**, which **bans PLA mandates** and ensures equal opportunity and taxpayer value.

ABC opposes legislation, which would repeal this law, and aim to **preserve Michigan's Local Preemption Law**, which prevents local PLA mandates.

2 Protect Independent Contractors and Business Flexibility

Why it matters.

Independent contractors are vital to the construction industry's project-based workforce model. Preserving independent contracting supports small business growth, encourages workforce flexibility, and reduces unnecessary litigation and compliance risks.

ABC's stance.

ABC **opposes** any efforts to restrict or reclassify legitimate independent contractors, including legislation modeled after California's AB 5, which is modeled after the so-called "ABC Test."

Did you know?
Nearly **90%** of the United States construction workforce **did not** belong to a **union** in 2025.

3 Repeal Michigan's Prevailing Wage Law and Stop Expansion

Why it matters.

Michigan's prevailing wage law inflates taxpayer-funded construction costs by 10% or more. It applies union wage rates to all contractors, even though unions represent only about 20% of Michigan's workforce, and forces contractors to navigate over 350,000 wage classifications.

ABC's stance.

ABC opposes any effort to expand prevailing wage requirements to other publicly or semi-publicly-funded projects. Repealing this law would reduce costs for public projects and increase contractor participation and job opportunities.

4 Reform State Agency Enforcement and Permitting

Why it matters.

EGLE reclassifies developed sites as "wetlands," halting or preventing construction and delaying permits with slow responses, which increases project costs and timelines.

MIOSHA issues citations to subcontractors not involved in violations, sends delayed citations after providing verbal clearance, and often conflicts with other agencies like EGLE on safety practices.

ABC's stance.

ABC supports

- **Transparent, real-time enforcement**
- **Timely and consistent permitting**
- **Clear interagency coordination**

“ 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

5 Defend Workforce Training Quality and Freedom

Why it matters.

Ensure that all qualified apprentices, regardless of their affiliations, have the opportunity to work on public projects. Apprenticeship training goes beyond Department of Labor (DOL)-registered programs—it includes other nationally-recognized training initiatives that provide equal value and opportunity.

ABC's stance.

Policymakers should support flexible, market-driven workforce development strategies that empower workers and employers to build skills and drive growth. ABC members use competency-based education to create a safe, skilled workforce while promoting inclusion and fairness.

ABC opposes changes to journeyman-to-apprentice ratios in trades like electrical and plumbing, as they weaken mentorship and hinder training for the next generation of workers.



**DOWNLOAD
THE ABC
ACTION APP**

BUILDING BETTER COMPANIES.

INFORM THE INDUSTRY.

ABC **informs the industry** by regularly providing members with **resources, updates,** and **insights** on **regulatory changes** and **industry trends**. Our goal is to **empower members** with **knowledge** to thrive in the **ever-changing business landscape**.



Industry News

Policy & Economic Updates

Stay updated on policy changes, economic trends, and quarterly insights from ABC's Chief Economist, Anirban Basu.

Thought Leadership

Gain expert advice and insights from associate members like attorneys, insurance advisors, and other thought leaders.

Webinars

Access webinars with practical solutions for your business's key issues.

Industry Updates

As part of our commitment to keeping the **industry informed**, we share key **updates** on **mergers, acquisitions, buyouts, ESOP's,** and **leadership changes**. Staying informed about these developments equips our members with the insights they need to stay up to date.

Do you have industry updates you would like to share with ABC membership? If so, email info@abcwmc.org.

MEMBER DISCOUNTS.

ABC members have access to **insurance programs** for their **workers' compensation** and **employee benefits plan, local member discount programs,** and access to **business** and **employee discounts,** the **tech marketplace,** and **total wellness partners**.



Local Discounts

Discount Programs



The ABC SIWCF offers low costs, safety services, and returns unused premiums for long-term savings.



ABC members get free access to OSHAlogs, a secure platform that simplifies OSHA recordkeeping.



Mercedes-Benz
Van Center - Grand Rapids

Active ABC WMC members can enjoy a \$1,000 credit through our discount program.

National Discounts



TOTAL
WELLNESS
PARTNERS

Tech
Marketplace

Business &
Employee Discounts

MEMBER OPPORTUNITIES.

ABC Michigan Events

Construction Leadership Summit

The Michigan Construction Leadership Summit (MCLS) is hosted semi-annually at the Grand Hotel on Mackinac Island, MI. The summit provides two days of educational and networking events designed for the leadership and management teams 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 connect 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 2026 and 2027 chapter board of director chairs and volunteer leaders as well as chapter presidents and staff seeking to elevate their business leadership skills.

Legislative Conference

At ABC Legislative Conference, members visit Capitol Hill to advocate for critical priorities for the merit shop construction industry. Members meet with their representatives in Congress, and hear from top political experts on the latest developments in Washington, D.C.



BUILDING BETTER COMPANIES.

EXCELLENCE IN CONSTRUCTION AWARDS.



PEOPLE. PROJECTS. SAFETY.

The **Excellence in Construction Awards** recognize the **best** in **commercial construction** and the people **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.**

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 over **140 projects** in **39 different categories** in 2025.

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.

2025 Winners

Trade Contractor



General Contractor



Electrical Trade Contractor



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
- **Committed to safety, education,** and the **merit shop philosophy**



Young Professional of the Year



The **Young Professional of the Year** is awarded to an individual who:

- Is **under the age of 40**
- Demonstrates **dedication to the merit shop**
- Is a **top performer** in his or her field based on career achievement and leadership
- Displays a **clear vision** for the **future of the commercial and industrial construction industry**

National Excellence in Construction Awards

The Excellence in Construction Awards celebration **honors the nation's most innovative and high-quality construction projects** and **world-class safety, inclusion, diversity and merit programs**. ABC Western Michigan members have the opportunity to submit and be recognized among the **best merit shop projects in the country**.



In 2025, Bouma Corporation and CSM Group were recognized at the 35th Annual EIC Awards Gala in Las Vegas.

Visit EIC **Website**



BUILDING BETTER COMPANIES.

CHAPTER TEAM.

ABC Western Michigan



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*denotes Executive Committee

2026 DUES SCHEDULE.

Contractors (based on sales volume)

Over \$250M	\$10,800
\$100M - \$250M	\$9,550
\$50M - \$100M	\$8,825
\$20M - \$50M	\$7,075
\$10M - \$20M	\$5,525
\$6M - \$10M	\$4,850
\$3M - \$6M	\$4,090
\$1M - \$3M	\$3,350
\$500,000 - \$1M	\$2,515
Under \$500,000	\$1,605

Suppliers (based on sales volume)

Over \$3M	\$3,225
\$1M - \$3M	\$2,500
Under \$1M	\$1,375

Associates

Over 25 Employees	\$2,350
Under 25 Employees	\$1,875



Member **Application**

ANNUAL PARTNERSHIP PACKAGES.

Partnering with ABC gives your organization **priority access to events** and **exclusive opportunities for involvement**. By becoming a partner, we'll **showcase your company** at our **signature events** and keep your team **engaged throughout the year**. Annual partnership packages become **available for purchase in November**, securing your organization's place at the forefront of **industry connections and visibility** for the following year.



Become a **Partner**

What's Included?

Chairman's Cup *Partner Exclusive*

Foursome
Reception, Hole, or Cart Sponsorship

Excellence in Construction Awards

Tickets to Event
Platinum, Gold, or Silver Event Sponsorship
Project Submissions

Leadership Development Program

Tickets to Event

Economic Forecast

Tickets to Event

General Membership Meetings

Tickets to Safety Breakfast and
Employment Law Lunch

Young Professionals

Tickets to Spring and Fall Lunch with Leaders and
Family Event

Marketing Recognition

Event Collateral
Event Emails
Logo and Link on ABC Western Michigan Website

**The number of tickets, EIC project submissions, and sponsorship type vary based on partnership level*

Partnership Levels & Discount

Premier

20% Discount

Featured

15% Discount

Supporting

10% Discount

SPONSORSHIP OPPORTUNITIES.

In addition to our annual partnership packages, we offer **individual sponsorship opportunities** designed to help members **showcase their brand** in meaningful ways. These sponsorships allow you to align your company with **specific events** or **initiatives**, providing **targeted visibility** and engagement with our network. Whether you're looking to make a **big impact** at a **signature event** or support a **focused program**, our sponsorship options ensure your **brand stands out**.



Available **Sponsorships**

ABC Partners Western Michigan

2026 Annual

Premier Partners



Featured Partners



Supporting Partners

AIS Construction Equipment
Allied Mechanical Services
bhs Insurance
Brown & Brown Insurance
Buist Sheet Metal
CJ's Coating & Sealants
D&D Building
Doeren Mayhew
Fishbeck
Gibson

Great Lakes Skilled Trades
Great Lakes Systems
Hilger Hammond
Hillard Electric
Integrated Exteriors
Kapnick Insurance Group
Lake Michigan Insurance Agency
Lee Industrial Contracting
MacAllister Rentals
Mercedes-Benz Van Center - Grand Rapids

Miller Johnson
Nugent Builders
Ottawa Kent
Phoenix Interiors
Pleune Service Company
S.A. Morman & Co.
Strategic Navigators
Van Dellen Steel
Vork Brothers Painting
Veneklasen Construction

BUILDING BETTER COMPANIES.

