



Associated Builders and Contractors

Greater  
Tennessee



# MEMBER BENEFITS & APPLICATION

[abctn.org](http://abctn.org)

# ABOUT ABC GREATER TENNESSEE

*The Greater Tennessee Chapter of ABC Helps Members Win Work and Deliver That Work Ethically, Profitably, and for the Betterment of the Community*

Associated Builders and Contractors (ABC) is a national construction industry trade association representing nearly 21,000 chapter members. Founded on the merit shop philosophy, ABC's membership represents all specialties within the U.S. construction industry and is primarily comprised of firms that work in the industrial and commercial sectors.

Members of ABC have set the standard for safety, performance and integrity in the construction industry since 1950, and continue to raise the bar. Today, ABC is recognized as one of the leading organizations representing America's business community and the Merit Shop construction industry.

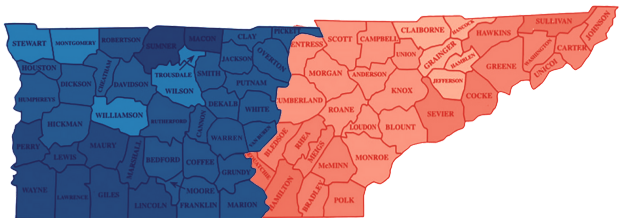
Since 1971, the ABC Greater Tennessee chapter has welcomed like-minded contractors committed to excellence, and delivering high-value, high-quality projects on time and on budget.

## REGIONS

ABC Greater Tennessee represents approximately 370+ member companies across the Middle and Eastern regions of Tennessee.

### MIDDLE

Alexandria Gillespie | Director of Membership and Events  
[agillespie@abctn.org](mailto:agillespie@abctn.org)



### EAST

Madison White | Regional Development Director  
[mwhite@abctn.org](mailto:mwhite@abctn.org)



# MEMBER BENEFITS OVERVIEW

## ★ POLITICAL ADVOCACY

ABC Greater Tennessee actively works with all government levels to represent member interests and the merit shop construction industry.

ABC's lobbyists are named to "The Hills Top Lobbyist" year after year.

## ★ CONSTRUCTION TRADES ACADEMY

ABC understands that labor shortage is a huge issue affecting the construction industry across the nation. We take pride in training the future of the industry. The academy is active in both Nashville and Knoxville.

## ★ MEMBER DISCOUNTS

ABC Greater Tennessee members can take advantage of exclusive savings on business and personal services. Also, employees can take advantage of savings on products & services for their own personal use offered through discount programs.

ABC Greater Tennessee members save about \$250,000 annually.

## ★ NETWORKING EVENTS

ABC Greater Tennessee hosts many networking events annually including luncheons, socials, golf tournaments, clay shoots, an annual trade show, awards ceremonies and more.

## ★ SAFETY & TRAINING

ABC Greater Tennessee safety courses enable members to maintain safer and more productive jobsites.

In addition to courses, ABC provides members with the Safety Management System (STEP) guide - the leading safety evaluation program.

## ★ EMERGING LEADERS

ABC Emerging Leaders is a segment of the ABC Greater Tennessee chapter dedicated to the development of young professionals in the construction industry.

## ★ INDUSTRY PUBLICATIONS

ABC Greater Tennessee provides a wealth of resources to contractors so they can stay current with the industry-related information required to make informed business decisions.

# 2024 BOARD OF DIRECTORS

## EXECUTIVE COMMITTEE

**Bryan Hay**, Chair  
Skanska USA

**Jamie Holmes**, Secretary  
T.W. Frierson Contractor Inc.

**Steven Bishop**, Vice Chair  
Brasfield & Gorrie, LLC

**Justin Marcus**, Past Chair  
JOSEPH Construction

## BOARD MEMBERS

**Tyler Baldridge**  
BELL Construction

**Brent Neal**  
Frank E. Neal & Co. Inc.

**Andy Farmer**  
Rodefer, Moss & Co., PLLC

**Richard Smith**  
Smith, Cashion & Orr, PLC

**Thomas Ford**  
Massey Electric Company

**Casin Swan**  
Pavement Restorations, Inc.

**Steve Garner**  
Blount Excavating

**Michael Walker Jr.**  
Walker Electric

**Thomas Hall**  
Sherrard, Roe, Voigt, Harbison

**Roger White**  
Rackley Roofing

**Kirk Johnson**  
Stowers Machinery

**John Warner**  
ABEC Electric Co.

**Griff Irby**  
Carter Group, LLC

**Matt Wheeler**  
G&P Masonry

# POLITICAL ADVOCACY

Among the top reasons companies like yours join ABC, you'll find ABC's merit shop philosophy and our fair and open competition based political agenda.

Locally and nationally, ABC educates our members on legislative issues and provides them with the representation needed to protect their companies from unfair and anti-competitive business practices.

As an ABC member, your company will have a voice with Tennessee legislators on the issues affecting our industry.

## Political Action Committee

The purpose of ABC Greater Tennessee PAC is to provide a forum for the broader ABC community to advocate its support for our industry's goals and needs through funding assistance for statewide candidates and broader public affairs outreach to leadership.



## ABC Action App

ABC Action is an advanced advocacy tool that enables members to become a vital part of ABC's grassroots advocacy efforts and allows you to make your voice heard.

Find Your Representatives | Priority Issue Briefs | Take Action





ABC GREATER TENNESSEE  
**CONSTRUCTION  
TRADES ACADEMY**

***ABC Greater Tennessee is a leader in continuing education for the construction industry.***

ABC Greater Tennessee delivers programs that equip craft professionals with the knowledge and skills they need to improve their productivity, safety, and advance their careers.

## HOW IT WORKS

The Construction Trades Academy is a combination of trade specific study and on-the-job training. The program is designed to take someone who may have little or no experience in their chosen field to journey-level in four years. This is accomplished by utilizing hands-on-experience and trade related instruction.

ABC Greater Tennessee offers course training through Mike Holt Enterprises and the National Center for Construction Education and Research (NCCER). Mike Holt has been serving the electrical industry for over 40 years, creating and publishing books, DVDs, online training and curriculum. NCCER develops standardized construction and maintenance curriculum and assessments for the industry.



**ABC Receives the Pledge to America's Workers Presidential Award 2020**

## OFFERINGS IN GREATER TENNESSEE



**ELECTRICAL**



**HVAC**



**CARPENTRY**



**PLUMBING**

**For more information on the Construction Trades Academy, please contact the Director of Education and Workforce Development, Shanon Taylor.**

# MEMBER AWARDS & RECOGNITION

## STEP SAFETY MANAGEMENT

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 members measure their safety processes and policies on 25 key components with the goal of implementing or enhancing safety programs that reduce jobsite incidents. All member contractors and suppliers may participate.



## EXCELLENCE IN CONSTRUCTION

The EIC awards program is the industry's leading competition that recognizes both general and specialty contractors for innovative and high-quality merit shop construction projects throughout Middle and East Tennessee. The EIC award honors all construction team members, including the contractor, owner, architect and engineer. Submitted projects are judged by a panel on complexity, attractiveness, unique challenges overcome, completion time, workmanship, innovation, safety and cost. Chapter EIC Winners can move on to compete at the national level. Our chapter is proud to celebrate several national winners each year.



## ACCREDITED QUALITY CONTRACTOR

The Accredited Quality Contractor program was launched in 1993. This program publicly recognizes and honors those construction firms that have documented their commitment in five areas of corporate responsibility: Quality, Safety, Talent Management, Craft and Management Education, Community Relations.





Find out what it means to be  
**#ABCMeritShopProud**

Visit [abcmeritshopproud.org](http://abcmeritshopproud.org)

## MEMBER DISCOUNTS

Save money with exclusive discounts from ABC business partners. Members and employees can take advantage of amazing savings for business and personal needs. ABC discount programs deliver more than \$35 million in member savings annually. Links and details including a savings calculator are available at [abc.org/discounts](http://abc.org/discounts).

### FOR BUSINESSES

- ABC Fuel Program
- The Contractors Plan
- Procore
- FedEx
- Payroll4Construction
- ConsensusDocs
- Nissan
- Foundation Software
- Lowe's ProServices
- Franklin Covey
- DELL Technologies

### FOR EMPLOYEES

- ABC Marketplace
- Hotel Engine
- Norton
- Verizon
- Aramark
- Travelers Haven

*Participating Programs are subject to change.*

## EMERGING LEADERS

ABC Emerging Leaders is a segment of the ABC Greater Tennessee chapter dedicated to the development of young professionals in the construction industry. Our goal is to provide growth opportunities for up-and-coming leaders through social, networking, and educational events.

To be an ABC Emerging Leader, you must be under the age of 40 and work for an ABC member company. Membership includes access to all Emerging Leaders events for the year.



EL Dues: Individual: \$75 Annually | Company: \$300 Annually - Unlimited Representatives





# EVENTS

## MONTHLY

ABC Emerging Leaders gather for educational and social events to educate and connect industry young professionals. ABC-EL host approximately 10 events per year.

## QUARTERLY

**Membership Meetings:** Hosted in both Middle and East Tennessee featuring influential guest speakers, lunch and networking between members.

**ABC On the Road:** With this series, we'll be taking membership meetings outside of the ABC Offices to connect members across the state.

**Member Mixers:** Hosted by ABC members in their place of business, members will enjoy an afternoon networking happy hour, the perfect platform to make connections and develop businesses opportunities in a relaxed setting.

## ANNUALLY

### Golf Tournaments

Held in both Middle and East Tennessee

### Clay Shooting Tournaments

Held in both Middle and East Tennessee

### Contractor's Showcase

ABC's annual tradeshow

### Day on the Hill & Legislative Reception

Briefing State Representatives and Senators

### Excellence in Construction & STEP Awards

Honoring innovative and high-quality merit shop construction projects and world class safety performance.

### Signature Emerging Leaders Events

Pumpkin Carving Contest benefitting Nashville Rescue Mission's Thanksgiving Meal Programs.

# SPONSORSHIPS

**Executive Club** annual sponsorships are the most cost-effective way to market your company each year to construction-related firms statewide. Club partners receive recognition at events, promotion on the ABC Greater Tennessee website, social media recognition and much more.

**Event Sponsorships** are available throughout the year for social events. This enables companies to gain special recognition by sponsoring meals, beverages, golf tournaments, clay shoots and more! These sponsorships are an excellent way to bring your company's name to the forefront and make a lasting impression.

# MEMBERSHIP CATEGORIES

## CONTRACTORS

This annual membership type is available to firms active in the construction field. Annual dues are based on a firm's previous year's total construction volume. .

	BUSINESS VOLUME	DUES
C A T E G O R Y	14 Over \$250,000,000	\$9,298
	13 \$100,000,001 - \$250,000,000	\$8,096
	12 \$50,000,001 - \$100,000,000	\$7,139
	11 \$20,000,001 - \$50,000,000	\$5,462
	10 \$10,000,001 - \$20,000,000	\$4,762
	9 \$6,000,001 - \$10,000,000	\$3,982
	8 \$3,000,001 - \$6,000,000	\$3,247
	7 \$1,000,001 - \$3,000,000	\$2,465
	6 \$500,000 - \$1,000,000	\$1,752
4 Up to \$500,000	\$1,124	

## SUPPLIERS

This annual membership type is available to firms that supply materials, but no labor on job sites. Annual dues are based on a firm's previous year's total sales volume.

2.2	Over \$3,000,000	\$1,435
2.1	Up to \$3,000,000	\$1,435

## PARTNERS

This membership type is available to firms supplying services to the construction industry, but not supplying labor and/or material to job sites.

1.2	Architect   Engineer   Developer	\$1,435
1.1	Industry Partner	\$1,435

## READY TO JOIN?

ABC Greater Tennessee is excited to welcome you to our growing membership family. If you are ready to join, you can access the online membership application by utilizing the QR code to the right or by [clicking here](#). Please do not hesitate to reach out with any questions.



### MIDDLE

Alexandria Gillespie  
agillespie@abctn.org

### EAST

Madison White  
mwhite@abctn.org

*If you believe your company has an active ABC membership at another chapter, please inquire for the discounted rates.*

# OUR TEAM



## **PRESIDENT & CEO**

Clay Crownover  
clayc@abctn.org

## **DIRECTOR OF MEMBERSHIP AND EVENTS**

Alexandria Gillespie  
agillespie@abctn.org

## **ADMINISTRATIVE ASSISTANT**

Rachel Gorecki  
rgorecki@abctn.org

## **REGIONAL DEVELOPMENT DIRECTOR**

### **EAST TENNESSEE**

Madison White  
mwhite@abctn.org

## **SENIOR POLICY ADVISOR**

Bob Pitts  
bpitts@abctennessee.com

## **DIRECTOR OF EDUCATION AND SAFETY**

Aaron Huffman  
ahuffman@abctn.org

## **REGIONAL EDUCATION MANAGER**

### **EAST TENNESSEE**

George Lokken  
glokken@abctn.org

## **ABC OFFICES**

### **NASHVILLE**

615.399.8323  
560 Royal Parkway  
Nashville, TN 37214

### **KNOXVILLE**

865.433.8323  
105 W. Churchwell Ave  
Knoxville, TN 37917



