



**New Hampshire/
Vermont Chapter**

ABC NH/VT

Action News Letter

March 2017

DID YOU KNOW.....

The New Hampshire Vermont Chapter of Associated Builders and Contractors is made up of 230 Member Companies, consisting of 16,000 employees that produce over \$600 Million dollars in construction volume annually.

ABC Helps members develop people, win work and deliver that work safely, ethically, profitably and for the betterment of the communities in which ABC and its members work.



BE RECOGNIZED FOR COMPANY SAFETY PERFORMANCE

NH/VT Chapter Safety Awards deadline May 19, 2017

[Click here](#) for chapter safety award application.

All contractor and supplier members are encouraged to participate in the 2017 ABC NH/VT Annual Safety Awards program. Submit your entry to receive recognition for your efforts to provide a safe work place! Share the recognition with your employees and promote pride and increased morale for a job well done! The Safety Awards Program is also a great opportunity to receive recognition to support enhanced prequalification by owners. In fact, increasingly the data submitted on the awards application is being required by owners. Annual Construction Industry Safety Awards are presented for the 'best', 'most improved' and 'most creative' safety programs among the "large" and "small" member firms that submit entries. Applications are easy to complete and the potential rewards are great. The deadline for entries is May 19th, the Awards will be presented at ABC's Annual Education & Employee Recognition Awards Event on Thursday, June 15, 2017. For more information please contact the chapter office.

ABC OFFERS VALUABLE, FREE SAFETY TRAINING AND EVALUATION PROCESS - STEP

The Safety Training and Evaluation Process (STEP) program is a self-evaluation process, developed and written by contractors, for contractors. There is no charge for this service (unless you are applying for STEP Diamond or Platinum), and your responses are strictly confidential. Why participate?

Safety is A CORE VALUE - With STEP, You Can BUILD UPON IT

- Organized approach for analyzing and developing safety and loss prevention programs
- The Key Component system forms a 20-point guide to starting, updating or auditing a company-wide safety program
- Incorporates lagging indicator safety performance data with leading indicator use and self-assessment requirements to give a full, wide ranging report on the entire nature of a company's Safety Program
- Designed to benefit both large and small contractors alike
- Recognition for ABC members at both National and Chapter level, with various recognition events held throughout the year
- STEP Diamond and Platinum recipients eligible for ABC National Safety Excellence Award and Construction Users Roundtable (CURT) - CISE award
- STEP data shows STEP participants beat BLS national averages in all lagging indicator performance metrics, leading to participant benefits in the pre-bid/bid process and when negotiating insurance rates.

STEP Applications are accepted throughout the year, however, to be recognized for your company STEP participation and to receive your STEP plaque at the NH/VT Annual Employee Appreciation/Safety Awards event (June 15), your STEP Applications must be received by May 5, 2017. Detailed instructions regarding STEP qualification criteria can be reviewed by [clicking here](#).



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REMINDER, ABC EXCELLENCE IN CONSTRUCTION AWARDS, RECOGNIZE OUTSTANDING PROJECTS AND THE HEROES THAT MAKE THEM HAPPEN.

[Click here](#) for an on line entry form.

All member contractors will soon receive the invitation for entry to Associated Builders & Contractors' 2017 EXCELLENCE IN CONSTRUCTION AWARDS (EIC) program. Be recognized, promote your capabilities and get noticed by prospective customers. The 2017 Awards ceremony will be held on Thursday, October 26, 2017. Projects to be entered must have been completed between 1/1/15 and 1/1/17. The deadline for entries is June 30, 2017.

So, its time: 1) Select a "champion" to be responsible for coordinating the entry production and instigating support from project team members and 2) As soon as possible review the criteria, select your project(s) and plan entry production activities. Please feel free to contact the chapter office to schedule a meeting to assist your planning and preparation of an entry, including questions on entry rules, requirements tips for submitting an entry and examples of award winning submissions and the required project narratives.

[Click here](#) to view the 2016 Award Winning videos

DO NOT OVERLOOK ABC 's COST SAVING OPPORTUNITIES

Go to [ABC MEMBER DISCOUNTS](#) for more information about the cost savings opportunities. During 2016 NH/VT members saved over \$500,000 by participating in various cost savings programs. Some highlighted programs that are of interest and being taken advantage of by many members include: Phone and Data Service Discount (Verizon) - ABC has signed an agreement to offer ABC contractor member firms up to a 22 percent discount on monthly cell phone calling plans and data services. Family members of corporate subscribers that sign on to the ABC plan also will be eligible for discounts of 15 percent on their personal lines.

The ABC program applies to both existing and new subscribers.

Vehicle Discounts – ABC members can take advantage of the discounts on General Motors vehicles offered through ABC. ABC members are eligible for discounts of between \$500 - \$1000 on cars, SUVs, trucks and vans. It's important to note that these discounts are over and above the best price from your favorite local dealer, including on top of any other GM incentive already in place.

Ford fleet customers who are ABC members can enjoy between \$500 to \$3500 savings in addition to their fleet program pricing.

Chrysler ABC members and their employees that use their vehicle for day-to-day business use can combine this stackable cash allowance with current retail incentives and choose an ON THE JOBTM program allowance. That can make this offer worth up to \$1,500 or more.

FedEx – Save up to 29% on overnight envelopes, packages and shipments.

Workers Compensation Group Trust - The ABC Workers' Comp Trust was formed in 1994 in response to the rapidly rising cost and unpredictability of workers' compensation insurance. Fund year 2016 was the Groups safest year to date! Over \$4 Million in dividends were paid or are currently payable to Group members. The Trust provides coverage to members representing more than \$80 million of payroll. Call ABC 603 226 4789.

Dental Insurance – Over 60% of ABC employers provide dental insurance and contribute on average 50% of the employee's premium. The ABC Dental program is comprehensive and the pricing is competitive. Call ABC 603 226 4789 to save!

Please contact ABC with any questions concerning the cost savings opportunities.



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Your Event Calendar

Friday March 10



16th Annual Ski Day Waterville Valley

[Click here to Register](#)



Thursday March 16th

ABC/YPG Annual Irish Pub Party

The Shaskeen Pub

Manchester, NH

[Click Here for more information](#)



NORTHERN REGION EVENT

Mark your calendars now for the Spring season with ABC NH/VT at the Woodstock Inn & Brewery! Join us for a great evening of networking and business development.

[Click here for Registration](#)

GOLF IS COMING SOON!!!!

You can Register now!!!

The early "Birdy" gets the worm...

2017 Swing into Spring-Golf Tournament

Friday May 12, 2017



You wont get a "Bogey" for missing this event.

Sponsorships Available

Register early for a discount price.

[Email us for more information](#)