



ALLIN 2017



ACCO Annual Report 2016-2017
Advocacy | Education | Information | Success

As a member of the Air Conditioning Contractors of Ohio, you have access to all the features of membership. Now more than ever, businesses are looking for opportunities to cut costs and reduce expenses and ACCO offers several programs available only at the state to do just that.

The benefit of being a member is not just utilizing the numerous products and services we offer. You are also underwriting the crucial work we do in Columbus and around the state to ensure favorable laws and regulations for your business and all aspects of our industry. Your membership dues also supports professional development for emerging professionals, consumer outreach, industry promotion, and much more.

The ACCO Officers and Board of Directors looks forward to continuing to provide quality services and programs and welcomes your input as the association continues moving through the transition process.

All In! 2017 Ohio Convention & Expo / March 29-30 / Embassy Suites

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Thursday (3-7pm), that includes **90** exhibits to help you solve your toughest business challenges. This year's convention will exceed your educational and networking needs. Make sure to share ideas and most important – HAVE FUN!

ADVOCACY

This is most important benefit you never even know is taking place. ACCO is constantly reviewing, attending and submitting requests, recommendations and legal opinions to ensure the best business climate and policies for our members. We're working for you by interacting with state elected officials, government agencies and staff on a daily basis.

Residential Contractor Licensing Last year, our legislative agents, ACCO and PHCC met with our potential sponsor and other interested parties several times. Discussions also continued with the Governor's legislative staff, Dept. of Commerce, key house and senate legislative staff and OCILB to work on the draft legislation.

Late in the year, PHCC and ACCO held a meeting to discuss (new residential construction only) the exemption of independent sub-contractors from being licensed. Since that meeting, ACCO and PHCC Ohio have introduced new language that is under review by Direct Energy, Ohio Home Builders and OCILB.

Specialty Contractors Coalition PAC is your Political Action Committee. ACCO and PHCC Ohio members unite to support the best qualified, pro-business candidates at the state level. Changes in state law or regulations could be detrimental to your business and bottom line. Your contribution to the PAC is an investment in the future of our industry and one of the most affordable options for political involvement.

ACCO/PHCC Members raise another \$6,000! The Specialty Contractors Coalition would like to thank all ACCO and PHCC members who gave generously to the Ohio PAC in 2017.

Monitored Legislation Throughout the year, ACCO tracked and monitored numerous items receiving attention by the legislature. These included SB 249 (Commercial Roofing Contractors License), HB 523 (Legalize Medical Marijuana), HB 394 (Changes to Unemployment Compensation) and SB 320 (Renewable Energy).

Regulatory

Residential Code ACCO attended the regular meetings, when held, of the Residential Construction Advisory Committee (RCAC) and provided input where needed.

ACCO supported **RCO, Section 108, Inspection Process (108.1 General)**. A petition was sent from numerous electrical contracting associations to the Board of Building Standards requesting their rule include licensed contractors before inspections will be performed. The change would have greatly reduce unlicensed activity throughout the State. *The change was denied by the BBS Board.*

Board of Building Standards ACCO attended and provided input at regular meetings of the Ohio Board of Building Standards.

OCILB ACCO continued working with OCILB and attended regular meetings, provided input and gathered information helpful to licensed contractors in Ohio.

OCILB HVAC/R Section Board ACCO supported Mike Roush (Columbus, Mechanical Field Inspection Supervisor) to replace Cheryl Roahrig (Columbus, Mechanical Inspection Supervisor) on the board. Ms. Roahrig retire in November 2016.

Columbia Gas Demand Side Management Program Columbia Gas contacted ACCO to support the new Demand Side Management program that was submitted to the PUCO. The new proposal will start in 2017 (and continue 6 more years). The goal is to save over 4.4 MCF and the emissions from the burning of that gas (The environmental impact equates to 381,128 cars off the road or saving 1.48 million acres of trees).

EDUCATION

Special thanks to ACC Greater Cincinnati for their \$290 contribution to the ACCO Scholarship Fund.

MEMBERSHIP

Current membership stands at 147 Contractors, 14 Associates and 19 Branches. Since the disaffiliation in 2015, membership continues to be a “work in progress.” Local associations and the state have been working directly with contractors to explain the changes and what it means for Ohio.

Benefit of the Month ACCO continued to promote member only benefits that included: Business Services, Workers Comp, Ohio Convention & Expo, Advocacy, Ohio PAC 892, ACCO Scholarships, Safety

Lessons, Speedway, ACCO Forum Network, License Bond Program, Education and Training and Sutton Leasing.

Do Business with a Member! Throughout the year ACCO encouraged our HVAC contractors to team up with our Associate members to do business together! By being a member of ACCO you share common interests in the HVACR industry. You will find that ACCO members working together make a strong alliance.

ACCO Membership/Image Committee continues working each month to ensure our growth and retention of members. Thanks to members Gary Jacob, Barb Burg, Kris Guzik, Ed Reid, Brian Stack, Bobby Thompson, Cynthia Hutson and Gary Jackson for serving on the committee.

With the help of our members, ACCO brought in 5 new members for 2016.

IMAGE

Bringing awareness of ACCO to the industry and consumers remained a priority.

I am ACCO is ACCO's testimonial campaign. Throughout the year, ACCO members continued to submit reasons why they belong to ACCO (look for a copy on your seat). [Why are you ACCO?](#)

Ohio Construction Conference hosted by the Builders Exchange and supported by ACCO, the Conference is a mix of industry leaders in commercial construction representing owners, facility managers, architects and engineers, contractors and subcontractors, and industry suppliers.

2J Supply Success Convention hosted by 2J Supply and supported and attended by ACCO, the Convention is a one day event to help contractors grow their business. Seminars included Charlie Greer, Matt Michel and Doug Wyatt.

COMMUNICATIONS

ACCO Website The look, navigation and info is easy to access and find. Work continues on the site, so continue to visit as more content is added and updated.

Ohio PHC Magazine The magazine was published 4-times, at no cost, with a distribution of just over 6,000. This year we started working with a new publisher. Look for a new look and new features in the future.

Social Media ACCO currently has over 565 "likes" on Face Book and over 40 members on our Friends of ACCO LinkedIn Group. Social media continues to be a valuable resource to provide updates and information, as well as have members interact with one another.

Social networking links to remember...

Facebook: [/ACCAOHIO](#)

LinkedIn: [/FRIENDS-ACCA-4528554](#)

YouTube: [/ACCAOHIO](#)

Industry Partner Program

The Industry Partner Program continues its success by giving a specific number of companies the opportunity to build name recognition and brand loyalty, reach new customers and sell their products, by providing a comprehensive, year-long period of advertising and marketing to ACCO contractor members. To date, *Federated Insurance, Speedway, CareWorks, Arzel Zoning Technology, R.E. Michel and Vectren Energy Delivery of Ohio* are ACCO Industry Partners.

FINANCE

ACCO monitored its programs, maintained membership numbers and worked to increase participants in our benefit programs. As most years, expenses increased slightly and there were several opportunities to increase revenue from membership, benefits and the industry partner program.

Our budget was aggressive, but realistic and maintained the services to keep our industry affiliation strong. The executive committee kept a close watch over the year and make adjustments with Board approval.

Preliminary Year End Review - December 31, 2016 and December 31, 2015

INCOME	2016	2015
Bonds	\$16,027	\$18,301
Convention	20,000	20,000
Industry Partners	3,500	4,375
Interest	339	700
Membership Dues	39,880	28,584
Member Services	6,242	1,473
Royalty	48,401	42,271
Workers Comp Program	6,204	7,577
Total Revenue	\$140,593	\$123,281
EXPENSE		
Admin	\$92,241	\$87,625
Program	38,129	40,000
Total Expense	\$130,370	\$127,625
Excess Income (loss)	\$10,223	(\$4,344)
Fund Balance		
Beginning of Year	\$104,983	\$109,327
End of Year	\$115,206	\$104,983

Investments

As of February 28, 2017, current CD holdings stand at \$88,520. The Executive Committee reviewed our investments on a regular basis and made necessary adjustments, with the approval of the Board of Directors.

ACCO Calendar of Events

ACCO Board Meetings

May 23-24, 2017 / Columbus

August 15-16, 2017 / Columbus

November 14-15, 2017 / Columbus

February 20-21, 2018 / Columbus