



ACCO Annual Report 2017-2018

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.

The benefit of being a member is not just utilizing the 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.

We've Got You Covered! 2018 Ohio Convention & Expo / March 7-9 / Hilton Polaris

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Thursday (3-7pm) that includes 85 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.

Ohio Legislative Day More than 40 contractors from ACCO and PHCC Ohio participated in the event this year. Legislative Day is a one-day event in Columbus with an issues briefing, visits at the capital and an evening reception. Our members talked about the importance of residential licensing and other issues affecting their small businesses. ACCO is grateful to those members who took time away from their busy schedules to advance the interests of our industry.

Residential Licensing The residential licensing bill, HB 339, was finally introduced in September 2017 by sponsor, Rep. Tim Schaffer, with Rep. Christina Hagan, as co-sponsor and was referred to the House Economic Development, Commerce and Labor committee. We're monitoring its activity and will keep everyone informed of the bill's progress. We continue to have conversations with the bill's sponsor, his key staff and we have requested a meeting with key stake holders to discuss the legislation.

Specialty Contractors Coalition PAC is your Political Action Committee. ACCO and PHCC Ohio members unite to support the best qualified, industry friendly elected officials 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 \$11,687!** 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 monitored numerous items receiving attention by the legislature. SB 43 (Enable limited home rule townships to adopt building codes); HB 98 (Address career info presentations to students); HB 128 (Makes Changes Relating to Building Inspections); HB 148 (Register Home Improvement Contractors); SB 115 (Register Roofing Contractors); HB 164 (Licensing of Commercial Roofing Contractors)

Regulatory

Residential Code ACCO attended the regular meetings, when held, of the Residential Construction Advisory Committee and provided input as needed.

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 provided input helpful to licensed contractors in Ohio.

EDUCATION

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

Two (\$500) scholarships were awarded to Sarah Tanner (Bellbrook) and Brett Hines (Cincinnati) to help with their careers in the HVACR industry. Sarah will be attending Miami University and was sponsored by her father, ACCO member Tom Tanner (Tanner Heating & Cooling). Brett is attending the University of Mississippi was sponsored by his grandfather, ACCO member Ken Schibi (Schibi Heating & Cooling).

MEMBERSHIP

Current membership stands at 141 Contractors and 14 Associates (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.

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/Training and Social Media.

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, Josh Hauser, Ed Reid, Brian Stack, Bobby Thompson, Cynthia Hutson and Gary Jackson for serving on the committee.

IMAGE

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

COMMUNICATIONS

ACCO Website 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. Our first issue this year had a new look and new features.

Social Media 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](#)

Twitter: [@ACCOhio](#)

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, CareWorks, Robertson Heating Supply, Arzel Zoning Technology, R.E. Michel and Vectren Energy Delivery of Ohio*** are ACCO Industry Partners.

WORKFORCE DEVELOPMENT

PHCC Academy to help meet the industry's crucial challenge to attract, train, and retain qualified workers, ACCO and PHCC Ohio will be offering the PHCC Educational Foundation plumbing and HVACR apprentice eLearning courses for apprentices who need a non-traditional method of receiving their apprenticeship-related instruction. This program is recognized by the U.S. Department of Labor, Employment & Training Administration, Office of Apprenticeship, as a reasonable option for apprentice training. Each course is the equivalent of one year of classroom instruction. On-the-job training must be coordinated with a participating employer.

The PHCC Academy courses offer enhanced course quality and give students fast feedback on their performance.

We are working with the Ohio Apprenticeship Council to have the program and our apprenticeship standards approved.

FINANCE

	2017	2016
INCOME	\$131,790	\$140,593
EXPENSE	\$134,216	\$130,370

Income (loss) (\$2,426) \$10,223

Fund Balance

Start of Year	\$115,206	\$104,983
End of Year	\$112,780	\$115,206

Investments

As of December 31, 2017, current CD holdings stand at \$82,138 (2016=\$87,886). 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 16, 2018 / Columbus

August 8, 2018 / Columbus

November 14, 2018 / Columbus

February 20, 2019 / Columbus

Ohio Convention & Expo

March 28-29, 2018 / Cleveland

