



## ACCO Annual Report 2018-2019

**Mission:** *To provide advocacy, education, professional development and valuable services to our members and the HVACR industry.*

The benefit of being an ACCO member is not just utilizing the valuable 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 the HVACR industry. Your membership also supports professional development for emerging contractors, consumer outreach, promotion and more.

### **2019 Ohio Convention & Expo / Gaining Independence Together/ March 27-29**

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Thursday (3-7pm) that includes 94 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, along with our lobbyists, are constantly reviewing, submitting requests, making recommendations and legal opinions to ensure the best business climate and policies for our members. We work for you by interacting with state elected officials and government agencies on a daily basis.

**2018 Legislative Day** More than 40 contractors from ACCO and PHCC participated in the event last 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, workforce development and other issues affecting their businesses. ACCO is grateful to those members who took time away from their busy schedules to advance the interests of our industry.

**SAVE THE DATE: 2019 LEGISLATIVE DAY / TUESDAY JUNE 4**

**Residential Licensing** The residential licensing bill, HB 339, was introduced in 2017 by co-sponsors, Reps. Schaffer and Hagan. It was referred to the House Economic Development, Commerce and Labor Committee.

In 2018 we held two interested parties meetings (Feb & Sept). At the September meeting, we met with Direct Energy, Ohio Home Builders and a staff attorney from the Legislative Service Commission. We finally came to an agreement on the language for independent subcontractors.

In mid-November, Rep. Schaffer gave sponsor testimony before the Committee. There were two questions from Committee members Reps. Arndt and Stein. There was no further movement on HB 339 and Rep. Schaffer will re-introduce the bill in the next General Assembly (started Jan 7, 2019) and the process will start over again.

**Specialty Contractors Coalition PAC** is your Political Action Committee. ACCO and PHCC 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 our industry and one of the most affordable options for political involvement. **ACCO and PHCC members raise another \$7,362!** The Specialty Contractors Coalition would like to thank all ACCO and PHCC members who gave generously to the PAC in 2018.

**Monitored Legislation** Other than HB 339, we tracked and monitored several bills from the legislature. Some of these included SB 255 Occupational Licensing, HB 166 Workforce Development and licensure bills HB 164 Roofers, HB 236 Elevator Contractors, HB 504 Interior Designers and SB 115 Roofers, Gutter and Downspout Contractors.

### **Regulatory**

ACCO attended the regular meetings of the Residential Construction Advisory, the Ohio Board of Building Standards and OCILB.

### **EDUCATION**

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

### **MEMBERSHIP**

Current membership stands at 132 Contractors and 14 Associates. Since the disaffiliation (2015), membership continues to be a work in progress. Local associations and the state have been working directly with contractors to explain the changes. A Membership Task Force was created to discuss the possibility of a local and state membership.

**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, **NEW** Apprenticeship Program and Social Media.

**Membership/Image** committee continues working each month to ensure our growth and retention of members and better ways to promote their professionalism. Thanks to members Gary Jacob, Barb Burg, Kris Guzik, Ed Reid, Brian Stack, Bobby Thompson, Cynthia Hutson, Tim Wolfe and Gary Jackson for serving on the committee.

### **COMMUNICATIONS**

**ACCO Website** Continue to visit [accohio.org](http://accohio.org) as more content is added and updated.

**Ohio PHC Magazine** The magazine was published 4-times with a distribution of just over 6,000.

**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](https://www.facebook.com/ACCAOHIO)

LinkedIn: [/FRIENDS-ACCA-4528554](https://www.linkedin.com/company/FRIENDS-ACCA-4528554)

Twitter: [@ACCOhio](https://twitter.com/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, Habegger Corp., Robertson Heating Supply, Arzel Zoning Technology and Jackson Systems*** are ACCO Industry Partners.

## **WORKFORCE DEVELOPMENT**

**Online Apprenticeship Program** ACCO and PHCC Ohio are offering 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, Office of Apprenticeship, and is approved by the Ohio State Apprenticeship Council.

Each course is the equivalent of one year of classroom instruction. On-the-job training must be coordinated with a participating employer. Courses offer enhanced course quality and give students fast feedback on their performance.

We currently have 8 apprentices enrolled in the program (6 plumbing / 2 HVAC)

## **STRATEGIC PLAN**

### **Goals**

#### **Education / Convention**

Provide relevant educational opportunities to members including serving as a “clearing house” for existing local, state, and national resources and work with local schools to get more youth interested in careers in HVAC.

#### **Legislative / Advocacy**

Implement Residential licensing state-wide.

#### **Membership / Image**

Promote ACCO as the leader in the HVAC industry among consumers, suppliers, manufacturers, HVAC companies. Recruit new, younger members to the organization.

#### **Organizational Structure / Relationships**

Investigate ways to make ACCO stronger and more relevant to the industry through different relationships and/or restructuring the organization’s membership and finances.

#### **Executive Committee**

Revise the ACCO Mission Statement and Objectives.

## **FINANCE**

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<b>INCOME</b>	<b>2018</b>	<b>2017</b>
Bonds	\$21,675	\$14,939
Convention	14,000	21,000
Industry Partners	2,625	5,875
Interest	1,360	1,284
Membership Dues	31,590	36,589
Member Services	1,772	1,545
Royalty	32,179	43,538
Workers Comp Program	7,751	7,020
<b>Total Revenue</b>	<b>\$112,952</b>	<b>\$131,790</b>

<b>EXPENSE</b>		
Admin	\$89,926	\$92,395
Program	40,095	41,821
<b>Total Expense</b>	<b>\$130,021</b>	<b>\$134,216</b>

Income (loss) (\$17,069) (\$2,426)

Fund Balance

<b>Beginning of Year</b>	<b>\$112,780</b>	<b>\$115,206</b>
<b>End of Year</b>	<b>\$95,711</b>	<b>\$112,780</b>

### **Investments**

As of December 31, 2018, current CD holdings stand at \$69,211 (2017=\$82,138). 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**

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#### *ACCO Board of Director Meetings*

May 22, 2019 - Columbus

August 14, 2019 - Columbus

November 13, 2019 - Columbus

February 19, 2020 - Columbus

#### *2019 Ohio Legislative Day*

June 4, 2019 - Columbus

#### *2020 Ohio Convention & Expo*

March 2019 - Location TBD