



ACCO Annual Report 2019-2020

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.

2020 Ohio Convention & Expo / Seeing Clear in 2020 / March 4-6

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Thursday March 5 (3-7pm) that includes 100 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 AND LEARN MORE!**

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.

2019 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: 2020 LEGISLATIVE DAY / TUESDAY JUNE 2**

Residential Licensing The residential licensing bill, SB 176, was introduced in July 2019 by sponsor, Sen. Tim Schaffer. From there, it was referred to the House Economic Development, Commerce and Labor committee. Sponsor testimony was given in the first week of October. Our next step is to get a 2nd hearing scheduled (proponent testimony). PHCC and ACCO members have been making calls to Committee Chair Sen. McColley and committee members to request a 2nd hearing. We completed an analysis of SB 176 and sent to the legislative service commission. PHCC and ACCO members have been sending a Consumer Survey to their customers on the importance of having licensed contractors work in their homes. To date, we have received 310 responses and 183 (60%) said they will send a letter on our behalf in support of residential licensing.

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 your industry and one of the most affordable options for political involvement. **PHCC and ACCO Members raised \$6,583!** The Specialty Contractors Coalition would like to thank all PHCC and ACCO members who gave generously to the Ohio PAC in 2019.

Monitored Legislation Throughout the year we monitored several bills from the legislature. Some of these included HB 166 Workforce Development and (licensure bills) HB 199 Roofers, HB 236 Elevator Contractors, HB 504 Interior Designers, SB 246 Reciprocal Licensing, SB 7 Licensing for military.

While agency issues are always ongoing, the legislative issues from 2019 will remain alive and continue into 2020 with the continuation of the 133rd General Assembly.

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 126 Contractors and 14 Associates. It's been five years since the disaffiliation and membership continues to be a work in progress. Local, state and national continue working directly with contractors to recruit and retain members.

Benefit of the Month ACCO continued to promote member only benefits that included: Group Management Services, Service Roundtable, Business Services, Workers Comp, Ohio Convention & Expo, Advocacy, Ohio PAC 892, ACCO Scholarships, Safety Lessons, Speedway, ACCO Forum Network, License Bond Program, Apprenticeship Program and Social Media.

We added two new member benefits in 2019 and we're working on another for 2020.

New Benefit: Group Management Services GMS is a Professional Employer Organization (PEO) and a third party administrator (TPA). GMS takes on the administrative burdens that companies don't have the time or expertise to effectively manage, including: Payroll and Tax, Human Resources, Employee Benefits, Risk Management and Workers Comp. GMS is offering up to a 20% discount in admin fees for all members.

New Benefit: Service Roundtable Partnership the Service Roundtable is an organization that shares information and helps contractors to improve their sales, marketing operations and profitability. For a monthly fee, contractors are provided a variety of business tools, such as direct mail letters, brochures, sales literature, training material, pricing spreadsheets and more. Each PHCC member is automatically an affiliate member with access to a limited number of articles and materials. You can upgrade to a full membership for \$50 a month.

Potential Benefit: Steve Cochran (former workers comp rep) talked about Healthcare 2U. They provide an annual (healthcare) membership based on Direct Primary Care (DPC) payment model – an innovative alternative payment model that consists of a flat and affordable membership fee. You can add DPC to current insurance or offer as a standalone product. In the first quarter of 2020 there will be a full medical insurance option. Stay tuned for more details.

COMMUNICATIONS

ACCO Website Continue to visit 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. **CareWorks, Habegger Corp., Robertson Heating Supply, SafetyPro, Arzel Zoning Technology and Jackson Systems** are ACCO Industry Partners.

Elite



Pioneer



Patron

Arzel Zoning Technology
Jackson Systems

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.

Online Apprenticeship Program ACCO and PHCC are 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.

Our 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 22 apprentices enrolled in the program (18 plumbing / 4 HVAC).

Legislative / Advocacy

Implement Residential licensing state-wide.

SEE RESIDENTIAL LICENSING ABOVE

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.

Completed February 2019

FINANCE

	2019	2018
Total Revenue	\$128,368	\$112,952
Total Expense	\$126,733	\$130,021
Income (loss)	\$1,635	(\$17,069)
Fund Balance		
Beginning of Year	\$95,711	\$112,780
End of Year	\$97,346	\$95,711

Investments

As of December 31, 2020, current CD holdings stand at \$69,211 (2019=\$69,211). 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 of Director Meetings

May 13, 2020 - Columbus

August 19, 2020 - Columbus

November 18, 2020 - Columbus

February 17, 2021 - Columbus

2020 Frank Alexander Legislative Day

June 2, 2020 - Columbus