



ACCO Annual Report 2020-2021

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

Bet on Your Future / Ohio Convention & Expo / May 17-19

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Tuesday (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!**

The week after our 2020 Convention and Expo in Cincinnati (Mar 4-6), COVID 19 officially hit the US and the State of Ohio implemented numerous stay at home orders. We were very fortunate to have our event. After those orders, the HVACR and Plumbing industry were listed as “essential infrastructure” and thus are allowed to continue work during the “stay-at-home” period. Thanks to our members for making your voices heard to help make our industries essential.

Once deemed essential, ACCO set up a resource page for members to stay updated on all things COVID-19. The Resource Center (still up on phccohio.org) includes customized resources and tips developed specifically for and by ACCO members, along with advice from experts. Resources include Customer Templates, Industry News & Resources, Workplace Guidance and various Legal Updates.

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.

This is one of the most important benefits you never know is taking place. PHCC, along with our lobbyists, are constantly reviewing, submitting requests, making recommendations and giving legal opinions to ensure the best business climate for members. We work for you by interacting with elected officials and government agencies on a daily basis to keep ahead of issues that will affect you and your business.

Legislative Republicans increased their margins in both chambers (House 64/99 and Senate 25/33). The Ohio General Assembly only passed 54 bills of 1,149 introduced (775 in the House, 374 in the Senate) in the two-year session. In January, 2021, all legislation must begin anew with the arrival of new legislators.

Residential Licensing SB 176, officially died in the 133rd assembly at the end of 2020. Senator Tim Schaffer reintroduced (March 23) our residential licensing bill as **Senate Bill 142**. It has been assigned to the Small Business & Economic Opportunity committee. No hearings or sponsor's testimony has been scheduled at this time.

Additionally, there are two different roofers' bills that have been introduced. One in the House was introduced by Rep. Tom Patton: HB 88. It's a roofers' commercial licensing bill. One in the Senate was introduced by Sen. Jay Hottinger and Sen. George Lang: SB 64. It's a roofers' registration bill.

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 just over 360 responses and 207 (60%) consumers said they will send a letter on our behalf in support of residential licensing.

Send the survey <https://www.surveymonkey.com/r/MRTF6GG>

Legislative Day 2020 was cancelled. We were optimistic and had been working hard to hold legislative day (first in the spring, then in the fall), but as more legislative staff tested positive for COVID 19, the governor and leadership implemented various restrictions to the State house. We're optimistic we'll be holding an event this fall.

Ohio PAC 892 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. **ACCO and PHCC members raised \$4,483!** The Specialty Contractors Coalition would like to thank all PHCC and ACCO members who gave generously to the Ohio PAC in 2020.

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 and HB 192 Energy Generation

Regulatory

ACCO attended the regular meetings of the Residential Construction Advisory, the Ohio Board of Building Standards and OCILB. Most meetings were held virtually in 2020.

OCILB In coming ACCO president Scott Mueller is being considered for appointment to the OCILB HVAC Board Section. Scott would replace outgoing board member Liana Driscoll (PHCC member).

MEMBERSHIP

Current membership stands at 126 Contractors and 14 Associates. With the help of our members and local affiliates, ACCO recruited 8 new members in 2020. So far, we've recruited 5 new members in 2021.

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 2020 and 2021.

New Benefit: Highlight Health The health program provides a healthcare membership (individual \$75 per month/family \$125 per month). There are also optional protections including hospital, accident and critical. You can add the program to your current insurance offerings or offer as a standalone product.

New Benefit: 401k Program ACCO now offers a multi-employer 401(k) program as a member benefit! ACCO members can choose among several program options offered by Lincoln Financial.

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.

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 gives member 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.

Elite: Federated Insurance

Pioneer: Habegger Corp., Robertson Heating Supply and Sedgwick

Patron: Arzel Zoning Technology, Jackson Systems and Vivial

EDUCATION

Apprenticeship Program ACCO and PHCC continue to offer the PHCC Educational Foundation plumbing and HVACR apprentice eLearning program 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 1 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 37 apprentices enrolled in the program (30 plumbing / 7 HVAC).

FINANCE

INCOME	2020	2019
Total Revenue	\$103,654	\$128,368

EXPENSE

Admin	\$87,315	\$85,645
Program	40,187	41,088
Total Expense	\$127,502	\$126,733

Income (loss) (\$23,850) \$1,635

Fund Balance

Beginning of Year	\$97,346	\$95,711
End of Year	\$73,496	\$97,346

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 17, 2021 / Cleveland

August 19, 2021 / Columbus

November 18, 2021 / Columbus

February 17, 2022 / Columbus

2021 Frank Alexander Legislative Day

TBD