ABC Users Summit
Health Care • Industrial


Health Care

Industrial
United Group Services is a team of highly skilled professionals specializing in the delivery of successful construction projects. We are known for our core values: safety, quality and service...not limited by borders or boundaries.

united-gs.com

**Users Summit Chair:** Kevin Sell, United Group Services

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- Jack Darnall  
  Brasfield & Gorrie  
- Scott Dater  
  Bergelectric Corp.  
- Danny Gibson  
  MetroPower Inc.

- Graham Howard  
  ADAMS Management Services Inc.  
- Angela Latino-Geier  
  ABC New Orleans/Bayou Chapter  
- Joe Powell  
  National Institute for Healthcare Infrastructure

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- Hannah Kimbrough  
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  Business Consultant

- **Co-chair:** Sam Stiteler  
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- Al Bargas  
  ABC Pelican Chapter  
- Joe Clements  
  LG&E and KU Energy Co.

Connect to SSID: NOLA Meeting  
Password: roosevelt2016

WiFi
On behalf of the Associated Builders and Contractors (ABC) Users Summit Steering Committee, welcome to the fourth annual Users Summit.

We are excited to be in New Orleans this year—a robust area for both health care and industrial construction. And more importantly, we’re excited to be here with some of the top leaders from both the owner and contractor communities, and we look forward to productive conversations over the next two days.

This year we’ve made it easier than ever to connect with other Summit attendees. In addition to the planned networking events, you can use ABC’s Events app to find program details and contact information for all attendees. If you are interested in having follow-up conversations with the panelists, feel free to email them through the app. You can also comment and provide feedback on the sessions. Download or update the ABC Events app for your smartphone or tablet today from iTunes or the Google Play store.

I’d like to recognize members of the Steering Committees and our event sponsors for their leadership and financial support of Users Summit. In addition, please join me in thanking the New Orleans/Bayou and Pelican chapters of ABC, as well as our supporting organizations, the Academy for Healthcare Infrastructure, Lake Area Industry Alliance and the Southwest Louisiana Construction Users Council, for their assistance and collaboration.

Kevin Sell
Chief Values Officer
United Group Services
Users Summit Steering Committee Chair
MetroPower is a relationship-based company with superior knowledge and expertise in the electrical industry. They put customer service at the forefront of their business and I’m 100% confident in their ability.

—Richard Heisler
Senior Project Manager
Robins & Morton
**TUESDAY, OCT. 11**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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| 4:00 p.m. - 5:00 p.m. | Welcome Reception for All Attendees  
Sazerac Bar       |

**WEDNESDAY, OCT. 12**

**HEALTH CARE TRACK**  
All sessions in Conti/Lafitte

**INDUSTRIAL TRACK**  
All sessions in Waldorf Astoria Ballroom

<table>
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<th>Time</th>
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| 11:00 a.m. - 5:00 p.m. | Registration  
Waldorf Astoria Pre-function       |
| 1:00 p.m. - 2:00 p.m. | Opening General Session: Economic Outlook for the Industrial and Health Care Sectors.  
Anirban Basu, ABC Chief Economist  
Waldorf Astoria Ballroom       |
| 2:00 p.m. - 3:15 p.m. | Trump or Clinton: What the 2016 Elections May Mean to Health Care Construction  
Making the Connection: Finding the Right Fit for Operations, Maintenance and Service Support |
| 3:15 p.m. - 3:30 p.m. | Break  
Bienville Room       |
| 3:30 p.m. - 5:00 p.m. | Owner Organization for Successful Project Outcomes  
What If Users Collectively Drove Pre-qual Requirements to Third-Party Contractors?       |
| 5:30 p.m. - 6:15 p.m. | VIP Reception for Users and Executive-level Sponsors  
Pool Deck and Courtyard       |
| 6:15 p.m. - 7:15 p.m. | General Reception for All Attendees  
Pool Deck and Courtyard       |
| 7:15 p.m. - 9:00 p.m. | Dinner  
Blue Room       |
| 9:00 p.m. - 10:30 p.m. | Post-dinner Reception  
Pool Deck and Courtyard       |

**THURSDAY, OCT. 13**

**HEALTH CARE TRACK**  
All sessions in Conti/Lafitte

**INDUSTRIAL TRACK**  
All sessions in Waldorf Astoria Ballroom

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<th>Time</th>
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| 7:00 a.m. - 8:00 a.m. | Breakfast  
Waldorf Astoria Ballroom       |
| 8:00 a.m. - 9:15 a.m. | Speed to Market: How to Shorten Project Delivery Times  
Improving Project Effectiveness through Standardization and Manpower Planning       |
| 9:15 a.m. - 9:30 a.m. | Break  
Bienville Room       |
| 9:30 a.m. - 11:00 a.m. | Automation in the Construction Workplace  
Project-specific Mission, Vision and Values: Key Drivers for Project Success       |
| 11:00 a.m. - 11:45 a.m. | The Road to World-class Safety Performance and Productivity  
Waldorf Astoria Ballroom       |
| 11:45 a.m. - 12:15 p.m. | Summit Wrap-up (Lunch Provided)       |

Check the ABC Events app for a more detailed schedule.
PAYING MORE THAN OUR FAIR SHARE

The construction industry historically pays the highest effective federal tax rate of any industry in the U.S. economy.

Treasury Department Effective Actual Corporate Tax Rates by Industry for 2007-2010

IMPROVING SAFETY PERFORMANCE

Member companies that achieve the highest level of performance in ABC’s safety program are 720 percent safer than the BLS industry average.*

* Based on analysis of the Total Recordable Incident Rates (TRIR) of participants in ABC’s 2015 Safety Training Evaluation Process (STEP) vs. the Bureau of Labor Statistics (BLS) construction industry average.
Nearly 21,000 members representing all specialties within the U.S. construction industry, primarily those focused on the industrial and commercial sectors.

Champions of free enterprise and open competition who are committed to delivering high-quality, safe construction projects that are awarded to the most qualified bidder based on merit, not mandates or political favoritism.

ABC members build our communities—from schools and hospitals to military installations, industrial facilities, skyscrapers, professional sports venues and the playground down the street. We build the structures Americans use to work, play, heal and learn.

From FY2009-FY2015, ABC member prime contractors won 64 percent of the total value of large-scale federal contracts subject to President Obama’s pro-project labor agreement Executive Order 13502. That’s 626 contracts valued at a total of $40 billion won by ABC members.

WHO IS ABC?

COMPETING. WINNING. BUILDING.

GROWING NONUNION WORKFORCE


Bureau of Labor Statistics

usaspending.gov
### Meet This Year’s Accredited Quality Contractors*

**ALABAMA CHAPTER**
- BL Harbert International
- Brasfield & Gorrie LLC
- Caddell Construction Co. (DE) LLC
- Doster Construction Company Inc.
- Dunn Building Co. LLC
- Dunn Construction Company Inc.
- Gaylor Electric Inc.
- Hoar Construction LLC
- Performance Contractors Inc.
- Robins & Morton
- Rogers & Willard Inc.
- Saha Construction Co. LLC

**ARIZONA BUILDERS ALLIANCE**
- FCI Constructors Inc.
- Gaylor Electric Inc.
- JPK Electrical Contracting Enterprises Inc.

**ARKANSAS CHAPTER**
- Flintco LLC
- Koontz Electric Company Inc.
- Manhattan Construction Co.

**BALTIMORE METRO CHAPTER**
- Harkins Builders Inc.
- J. Vinton Schaefer & Sons Inc.
- Lewis Contractors
- Mechanical Engineering & Construction Co.
- Wohlsen Construction Co.

**CAROLINAS CHAPTER**
- A M King Construction Co. LLC
- Adams Electric Co.
- Balfour Beauty Construction
- Brasfield & Gorrie
- Edifice Inc.
- Gaylor Electric Inc.
- Miller-Valentine Group - Columbia O’Neal Inc.
- Robins & Morton

**CENTRAL CALIFORNIA CHAPTER**
- KS Industries LP
- MMR Constructors Inc.

**CENTRAL FLORIDA CHAPTER**
- Balfour Beauty Construction LLC
- Brasfield & Gorrie LLC
- Hoar Construction LLC
- PCL Construction Services Inc.
- R.C. Stevens Construction Co.
- Robins & Morton
- Tri-City Electrical Contractors Inc.

**CENTRAL PENNSYLVANIA CHAPTER**
- Kessel Construction Inc.
- The Tri-M Group LLC

**CENTRAL TEXAS CHAPTER**
- Austin Commercial, LP
- Flintco Inc.
- TDIndustries, Inc.
- White Construction Co.

**CHESAPEAKE SHORES CHAPTER**
- Harkins Builders Inc.
- KBE Building Corp.
- Willow Construction LLC
- Wohlsen Construction Co.

**CONNECTICUT CHAPTER**
- Babbidge Construction Company Inc.
- C & H Electric Inc.
- EMCOR Services New England Mechanical
- Interstate Electrical Services Corp.
- KBE Building Corp.
- Petra Construction Corp.
- Wohlsen Construction Co.

**CORNHUSKER CHAPTER**
- Interstate Electrical Services Corp.
- Kessel Construction Inc.
- The Tri-M Group LLC

**CUMBERLAND VALLEY CHAPTER**
- Morgan-Keller Inc.

**DELAWARE CHAPTER**
- Bancroft Construction Co.
- The Tri-M Group LLC

**DELWARE CHAPTER**
- Bancroft Construction Co.
- The Tri-M Group LLC

**EMPIRE STATE CHAPTER**
- Gypsum Systems Inc.
- MMR Constructors Inc.
- Performance Contractors Inc.
- Polk Mechanical LLC
- Ref-Chem LP
- Repcon Inc.
- S & B Engineers and Constructors Ltd.
- TDIndustries
- Turner Industries Group LLC
- White Construction Co.

**FLORIDA EAST COAST CHAPTER**
- Balfour Beauty Construction
- Gaylor Electric Inc.
- Tri-City Electrical Contractors Inc.

**FLORIDA FIRST COAST CHAPTER**
- Auld & White Constructors LLC
- Brasfield & Gorrie LLC
- FaveyGray
- Haskell

**FLORIDA GULF COAST CHAPTER**
- Ajax Building Corp.
- Gaylor Electric Inc.
- Manhattan Construction (Florida) Inc.
- Tri-City Electrical Contractors Inc.

**FLORIDA FIRST COAST CHAPTER**
- Auld & White Constructors LLC
- Brasfield & Gorrie LLC
- FaveyGray
- Haskell

**FLORIDA GULF COAST CHAPTER**
- Ajax Building Corp.
- Balfour Beauty Construction
- Brasfield & Gorrie LLC
- Fortune-Bylor Inc.
- Interstates Construction Services Inc.
- Kessel Construction Inc.
- The Tri-M Group LLC
- Wohlsen Construction Co.

**GEORGIA CHAPTER**
- Ajax Building Corp.
- Balfour Beauty Construction
- Brasfield & Gorrie LLC
- Fortune-Bylor Inc.
- Interstates Construction Services Inc.
- Kessel Construction Inc.
- The Tri-M Group LLC
- Wohlsen Construction Co.

**GREATER HOUSTON CHAPTER**
- Cajun Constructors Inc.
- Chamberlain Roofing & Waterproofing
- Craig & Heidt Inc.
- E. E. Reed Construction, L.P.
- EXCEL Contractors Inc.
- Gilbane Building Co.
- Haley-Grey Inc.
- HDAP Construction LLC
- Holcim Inc.
- ISC Constructors LLC
- MMR Constructors Inc.
- Polk Mechanical LLC
- Ref-Chem LP
- Repcon Inc.
- S & B Engineers and Constructors Ltd.
- TDIndustries
- Turner Industries Group LLC
- White Construction Co.

**GREATER MICHIGAN CHAPTER**
- Blasy Electric Inc.
- Wolgast Corp.

**GREATER TENNESSEE CHAPTER**
- American Constructors Inc.
- Brasfield & Gorrie LLC
- Brindley Construction LLC
- Carden Company Inc.
- Doster Construction Company Inc.
- Gaylor Electric Inc.
- Hoar Construction LLC

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*As of Sept. 14, 2016*
<table>
<thead>
<tr>
<th>Chapter</th>
<th>Companies</th>
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<tr>
<td>Nebraska/North Dakota Chapter</td>
<td>R.C. Matthews Contractor LLC, Robins &amp; Morton</td>
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<td>Oklahoma</td>
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<td>NHK Construction Corp.</td>
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<td>EXCEL Constructors Inc.</td>
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<td>Lee Mechanical Contractors Inc.</td>
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<td>Indiana/Kentucky Chapter</td>
<td>Strabag Construction Company Inc.</td>
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<td>Chicago Masonry Construction Inc.</td>
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<td>Gayler Electric Inc.</td>
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<td>Runnehahn Construction Co.</td>
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<td>New York Chapter</td>
<td>Steinberger Construction Inc.</td>
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<td>Titan Contracting/Hons Industrial Services</td>
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<td>New Mexico Chapter</td>
<td>ACI Mechanical Inc.</td>
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<td>New Orleans/Bayou Chapter</td>
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<td>Oklahoma Chapter</td>
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<td>Price Industrial Electric Inc.</td>
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<td>Todd &amp; Sargent Inc.</td>
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<td>Utah/Idaho/AZ/NM Chapter</td>
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<td>Wyoming</td>
<td>New Mexico Chapter</td>
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<td>AQC PLEDGE</td>
<td>As an Accredited Quality Contractor, our company is committed to providing</td>
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<td>our clients with the highest quality construction services and we care</td>
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<td>deeply about our employees and the communities in which we build. We are</td>
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<td>proud to be part of the construction industry and are dedicated to the</td>
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<td>principle of free enterprise. We commit ourselves to serve our communities</td>
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<td>and to provide our employees with the skills they need to work safely and</td>
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|                               | productively in order to meet the needs of our clients.”}
DO MORE WITH ABC

Founded on the merit shop philosophy, Associated Builders and Contractors helps its members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which ABC and its members work. From best-in-class safety programs to educational events, accreditation and award programs, ABC has the solutions for merit shop companies nationwide.

Here’s a sampling of ABC’s programs and services:

Accredited Quality Contractor
The Accredited Quality Contractor (AQC) credential publicly recognizes construction firms that have documented their commitment in five key areas of corporate responsibility: quality, safety, employee benefits, training, and community relations and diversity. The program requires annual recertification. abc.org/aqc

Construction Executive
Construction Executive, ABC’s award-winning magazine, is the leading source for news, market developments and business issues impacting the construction industry. Designed to help readers run more profitable and productive businesses, each issue reaches more than 50,000 contractors and construction-related business owners. constructionexec.com

Construction Management Competition
This hallmark competition promotes careers in construction management. The intense, day-long competition features teams of college students testing their skills in project management, estimating, safety, quality control and presentation. abc.org/cmc

Craft Instructor of the Year
Each year, ABC presents the Craft Instructor of the Year award to an instructor who possesses outstanding creativity, a positive attitude, and the ability to transfer knowledge through good communications skills and innovative teaching to promote lifelong learning to the future workforce. The recipient of this national award best embodies the merit shop ideals through superior effort and talent. abc.org/cioy

Craft Professional of the Year
ABC presents the annual Craft Professional of the Year award to an individual who sets a high standard for professionals in their craft by exhibiting outstanding skills and leadership. The recipient of this national award demonstrates a passion for the trade, takes pride in hands-on work, and appreciates the satisfaction of a job well done to benefit both the construction industry and the greater community. abc.org/cpoy
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Phone: (636) 583-8698 / Fax: (636) 583-5971
Diversity & Inclusion Summit
ABC’s Diversity & Inclusion Summit is a gathering of industry leaders and key stakeholders who understand the value of supplier diversity in construction and who want to network and learn from other like-minded companies and individuals. Corporate owners and executives, project managers, industry leaders and young professionals are invited to learn best practices in creating a network of diverse suppliers.
diversitysummit.abc.org

Excellence in Construction® Awards
ABC’s National Excellence in Construction (EIC) Awards program recognizes the industry’s most innovative and high-quality construction projects across the nation. Firms are also honored with national awards for achievement in safety and diversity and the Contractor of the Year. Winning contractor firms are joined at an annual black-tie awards gala by their project team—owners, architects and engineers—to celebrate this prestigious achievement. abc.org/eic

National Craft Championships
ABC’s annual National Craft Championships (NCC) celebrates lifelong learning in the merit shop construction industry. Craft trainees from chapter and member training programs across the country compete for national recognition in 13 crafts in an intense two-day event during Workforce Week. nationalcraftchampionships.org

Peer Groups
ABC’s peer groups give like-minded business owners an environment conducive to sharing ideas and discussing opportunities and challenges—all with the goal of improving their businesses. Peer groups consist of six to 10 ABC member companies within a trade or interest area and with similar annual revenues. Members in the same peer group do not operate in the same competitive market, which fosters trust and an open exchange of information. abc.org/peergroups

ABC Project Management Institute at Purdue University
The ABC Project Management Institute was designed by contractors, for contractors, as an intensive management education program held at Purdue University in West Lafayette, Ind. The 80-hour program uses real examples and case studies to teach owners, managers and estimators to develop and utilize tools that will improve profitability and productivity and increase customer satisfaction. abc.org/pmi

Safety Training and Evaluation (STEP)
Established in 1989, ABC’s STEP program was developed and written by contractors, for contractors, to establish safety as a core value. STEP offers an organized approach for analyzing and developing company-wide safety and loss prevention programs that can reduce recordable incidents by up to 86 percent. abc.org/step

Users Summit
ABC’s exclusive Users Summit brings contractors and owners together for general sessions, networking functions and segment-specific breakout sessions where issues unique to the health care and industrial industries are addressed. userssummit.abc.org

Young Professionals
ABC’s National Young Professionals Program gives young leaders the opportunity to network and build relationships with peers, industry experts and association leaders across the country, and to learn from different perspectives. Participants gain access to resources on industry trends and insight into the future of construction. youngprofessionals.abc.org
Site & Civil Services:
- Mass Excavation & Final Grading (OVABC Award Winning Project 2015 Hopedale Rail Yard Phase II)
- Surveying
- Pad Development w/Soil Stabilization Construction Alternative
- Roadway Construction
- Utilities Construction
- Geotextile Filter Fabric Placement
- Coal Ash Containment

Mechanical Services:
- Production Piping (Pipe Fabrication, Atsitu Welding, Torqueing, Hydro Testing & Purging)
- Compressor & Meter Regulation Pad
- Facility Assembly Roustabout Services

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www.kwestgroup.com | 1-866-38-Kwest
### Supporting Your Company Locally

**ARIZONA**
- 2 North Alabama Chapter
- 1 Alabama Chapter
- 4 Arizona Builders Alliance
- 5 Arkansas Chapter
- 7 Los Angeles-Ventura Chapter

**20 Huntsville, AL 35813**
**Birmingham, AL 35209**
**Anchorage, AK 99517**
**Suite 201**
**1900 West Benson Blvd.**
**azbuilders.org**
**(602) 274-8222**

**MICHIGAN**

**34 Greater Michigan Chapter**
7730 W Wackerly Street
Midland, MI 48642
(989) 832-8879
abcmig.org

**35 Southeastern Michigan Chapter**
31800 Sherman Avenue
Madison Heights, MI 48071
(248) 798-8800
abcesemmi.com

**36 Western Michigan Chapter**
580 Cascade West Parkway
Grand Rapids, MI 49546
(616) 942-9960
abccwm.org

**MINNESOTA**

**37 Minnesota/North Dakota Chapter**
10193 Crosstown Circle
Eden Prairie, MN 55344 (952) 941-8693
mnabc.com

**MISSISSIPPI**

**38 Mississippi Chapter**
5165 Old Brandon Road
Pearl, MS 39208
(601) 944-0421
msabc.net

**MISSOURI**

**25 Heart of America Chapter**
4035 Denton Road
Kansas City, MO 64133
(816) 994-5990
abcsom.org

**NEBRASKA**

**39 Cornhusker Chapter**
830 Eastgate Blvd.
Lincoln, NE 68528
(402) 477-4451
abcnebraska.org

### Supporting Your Company Locally

**NEVADA**

**40 Nevada Chapter**
240 S. Rock Blvd., Suite 121
Reno, NV 89502
(775) 538-7888
abchelevation.org

**NEW HAMPSHIRE**

**41 New Hampshire/Vermont Chapter**
58 Chennell Drive
Concord, NH 03301
(603) 226-4789
abcnhvt.org

**NEW JERSEY**

**42 New Jersey Chapter**
414 River View Plaza
Trenton, NJ 08611
(609) 869-9110
abcnj.org

**NEW MEXICO**

**43 New Mexico Chapter**
2821 Broadway Blvd. NE
Albuquerque, NM 87107
(505) 830-4222
abcmnm.org

**NEW YORK**

**44 Empire State Chapter**
6369 Collamer Drive
East Syracuse, NY 13057
(315) 483-7539
abcny.org

**NORTH CAROLINA**

**45 Carolinas Chapter**
610 Minuet Lane
Charlotte, NC 28217
(704) 367-1331
abcnc.org

**NORTH DAKOTA**

**37 Minnesota/North Dakota Chapter**
10193 Crosstown Circle
Eden Prairie, MN 55344 (952) 941-8693
mnabc.com

**OHIO**

**46 Central Ohio Chapter**
1725 Jetway Blvd., Suite B
Columbus, OH 43219
(614) 529-4300
centralohioabc.org

**47 Northern Ohio Chapter**
9255 Market Place West
Broadview Heights, OH 44147
(440) 717-0389
nocabc.com

**48 Ohio Valley Chapter**
33 Greenwood Lane
Springboro, OH 45066-3034
(937) 704-0111
ovabc.org

**OKLAHOMA**

**49 Oklahoma Chapter**
1915 North Yellowstone Ave.
Broken Arrow, OK 74012
(918) 254-6707
abcokla.org

**OREGON**

**50 Pacific Northwest Chapter**
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Portland, OR 97211
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ABC’s Upcoming Events

### ABC Legislative Week
- **Washington, D.C.**
  - **2017**: June 19–23
  - **2018**: June 24–29
- **Featuring**:
  - National Board Meeting
  - Legislative Day
  - Congressional Visits
  - Free Enterprise Alliance Reception
  - ABC Legal Conference
  - Diversity and Inclusion Summit
  - Young Professionals Symposium

### Chapter Presidents Management Conference
- **2017**: Chicago
  - July 25–27
- **2018**: Boston
  - July 31–Aug. 2
- **Featuring**: Forum for ABC chapter staff executives to enhance their association management skills, share effective chapter and business practices, and network with peers.

### ABC Users Summit
- **2016**: New Orleans
  - Oct. 12–13
  - **2017**: TBD
- **Featuring**: ABC contractor members and construction users gather to discuss ways to collaborate on the planning and delivery of high-value projects.

### ABC Leadership Week
- **2016**: Dallas
  - Nov. 13–17
- **2017**: Orlando
  - Nov. 5–9
- **Featuring**:
  - National Board Meeting
  - Leadership Institute
  - Construction Management Competition
  - YP Future Leaders Lab

### ABC Workforce Week
- **2017**: Fort Lauderdale, Fla.
  - Feb. 26–March 3
- **2018**: Long Beach, Calif.
  - March 18–23
- **Featuring**:
  - National Board Meeting
  - Education for ABC Members
  - Professional Development for Chapter Staff
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  - National Craft Championships Excellence in Construction® Awards
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