

# ABC MEMBERSHIP BY STATE

*(Numbers in parenthesis are the percentage of non-building members)*

|     | <u>STATE</u>  | <u>MEMBERS</u> |     | <u>STATE</u>              | <u>MEMBERS</u> |
|-----|---------------|----------------|-----|---------------------------|----------------|
| 1.  | Pennsylvania  | 1,554 (49%)    | 23. | Colorado                  | 350 (38%)      |
| 2.  | Texas         | 1,510 (63%)    | 24. | Oklahoma                  | 320 (63%)      |
| 3.  | Maryland/D.C. | 1,320 (44%)    | 25. | Arkansas                  | 319 (42%)      |
| 4.  | Florida       | 1,277 (48%)    | 26. | Delaware                  | 305 (56%)      |
| 5.  | Mississippi   | 1,106 (41%)    | 27. | New York                  | 243 (37%)      |
| 6.  | Michigan      | 1,104 (34%)    | 28. | No./So. Carolina          | 239 (43%)      |
| 7.  | Ohio          | 843 (31%)      | 29. | Guam                      | 238 (60%)      |
| 8.  | Alabama       | 815 (62%)      | 30. | New Jersey                | 235 (43%)      |
| 9.  | Wisconsin     | 892 (38%)      | 31. | Nebraska                  | 232 (36%)      |
| 10. | California    | 748 (26%)      | 32. | Oregon                    | 213 (56%)      |
| 11. | Kentucky      | 680 (45%)      | 33. | Kansas/Missouri           | 204 (31%)      |
| 12. | Tennessee     | 618 (53%)      | 34. | Connecticut               | 143 (43%)      |
| 13. | Louisiana     | 477 (57%)      | 35. | New Hampshire/<br>Vermont | 118 (47%)      |
| 14. | Washington    | 475 (43%)      | 36. | Utah                      | 116 (55%)      |
| 15. | Nevada        | 443 (50%)      | 37. | West Virginia             | 114 (51%)      |
| 16. | Iowa          | 430 (37%)      | 38. | New Mexico                | 93 (50%)       |
| 17. | Indiana       | 401 (35%)      | 39. | Arizona                   | 91 (35%)       |
| 18. | Massachusetts | 390 (36%)      |     | Hawaii                    | 91 (32%)       |
| 19. | Georgia       | 385 (57%)      | 41. | Alaska                    | 83 (40%)       |
| 20. | Virginia      | 370 (52%)      | 42. | Rhode Island              | 69 (43%)       |
| 21. | Illinois      | 363 (26%)      | 43. | Maine                     | 60 (42%)       |
| 22. | Minnesota     | 362 (29%)      |     |                           |                |

*\*Please note that even though the ABC has a chapter in Guam (of which 60% of the members are non-builders), it has zero chapters in Wyoming, South Dakota, North Dakota, Montana and*

Idaho.

# “ABC” MEMBERSHIP

**20,349\***

## BREAKDOWN BY CATEGORY

|                                      |              |                 |
|--------------------------------------|--------------|-----------------|
| <b>General Contractors - - - - -</b> | <b>2,395</b> | <b>or 11.8%</b> |
| <b>Sub-Contractors - - - - -</b>     | <b>8,794</b> | <b>or 43.2%</b> |
| <b>Suppliers- - - - -</b>            | <b>4,969</b> | <b>or 24.4%</b> |
| <b>Associate Members- - - - -</b>    | <b>4,191</b> | <b>or 20.6%</b> |

**NON-BUILDING MEMBERS - 9,160 or 45%**

*\*these figures obtained from the ABC's 2000 Membership Directory. The actual membership is 18,917, as the ABC has 1,432 members who are "Multiple" members; i.e., one member can*

*belong to numerous chapters. The ABC includes these multiple members in its total count.*

## **BACKGROUND**

In 1985 we first conducted an in-depth analysis of the membership of the Associated Builders and Contractors, commonly called the ABC, by examining its own membership directory. In that study we reported that the ABC did not actually represent who it claimed to represent. In 1994, we again did a membership breakdown of this organization which espouses the “*open shop*” philosophy regarding construction, or as it likes to refer to it, the “*merit shop*” philosophy. That report, too, revealed that the ABC was not representing who it was claiming to represent, nor were its members building what the ABC was claiming they were building.

In case you missed it, the ABC celebrated its 50th anniversary in 2000. So, we decided to celebrate with them, by once again doing an in-depth breakdown of its membership. Down through the years we have listened as the ABC paraded time and time again up to Capitol Hill no less, to proudly proclaim that it represented “*20,000 contractors*”, which eventually became “*25,000 contractors*”, which was then recently changed to “*22,000 open-shop employers.*” (*Please note the switch from “contractors” to “employers.” In a moment you’ll see why the ABC made this slight change*).

Additionally, all the time it was claiming who it represented, it was also maintaining that its members were “*now building 75 percent of all construction in this country.*” We even saw an ABC ad that proclaimed, “*Across the USA, we do fully 85% of all projects large and small . . .*” Just as you might be wondering, we once again wondered **who** makes-up the ABC’s membership? Like Butch Cassidy and the Sundance Kid, we kept repeating the question, “**Who are those guys?**”

To answer that question, we went straight to the source, i.e., the ABC’s own membership directory. Not only does this directory list each member as a general contractor; sub-contractor; supplier; or associate member, it also lists what amount of dollar volume of work each contractor performs per year. With this wealth of data we realized that not only could we see how many general or sub-contractors actually belong to the ABC, but also how much work they perform and, most importantly, if this data substantiates the ABC claims of representation and how much work its members actually perform. By simply obtaining this directory we knew we could then ascertain the facts. Unfortunately, we encountered a small blip on the radar screen in obtaining this directory, i.e., in trying to obtain the true facts.

## **HOW TO GET AN ABC DIRECTORY ???**

If the truth be told, and we’re certainly telling it here, the headline for this section would best be entitled “**How NOT To Get An ABC Directory.**” You see, once we decided that we would like to review the ABC membership in order to find out just who belongs to the ABC, we knew it couldn’t be accurately done without obtaining an up-to-date ABC membership directory.

So we immediately forwarded a check in the correct amount for a new directory to the ABC and then sat back and waited for the directory to arrive. However, if it wasn't for a phone call from the ABC we would've been sitting and waiting an awful long time!

The following is what transpired during the actual phone call which the ABC placed to our office. We have changed nothing, nor made anything up. Heck, we didn't have to, read on!

**US:** *Heavy and Highway Division.*  
**ABC:** *I'm with the Associated Builders and Contractors and I just want you to know that we're returning your check which you sent us for a directory.*  
**US:** *Why? The check's good.*  
**ABC:** *Well . . . You're with the union, right?*  
**US:** *Actually, we're with the unions, as in plural. And that check is from our labor- management committee, which includes contractors, and since you guys represent contractors . . .*  
**ABC:** *Well . . . We don't print it anymore.*  
**US:** *You don't? I just saw a copy the other day.*  
**ABC:** *Well . . . ahhhh . . . ummmm . . . We don't sell it to non-members.*  
**US:** *Which is it? You just said you don't print it, now you say you won't sell it?*  
**ABC:** *(unintelligible) . . . we can't sell it to you.*  
**US:** *Well, if you can't, you can't. So long.*

There you have it. The ABC **refusing** to sell us a copy of its own membership directory. Naturally, that refusal begs that the question be asked: Why? Read on, and you'll see why it didn't want us to have a copy (*a copy which was eventually obtained through back channels, as the ABC obviously wouldn't let us utilize its front channel*).

### **MEMBERSHIP ANALYSIS RESULTS - - SHORT VERSION**

In case you're extremely busy and short on time, we've developed a condensed version of our ABC study. Call it our "*fast food*" approach. Here it is, in a nutshell:

The ABC is **not** what it says it is. It does **not** represent 22,000 employers. Its membership does **not** build 75% of everything. And almost **one-half** of its total membership are **non-builders**!! You read that correctly . . . **almost half**. Only 12% of its members are general contractors, while 43% are subcontractors. If the ABC really wanted to be truthful it would call itself "*The Associated NON-Builders and SUB-Contractors.*"

If you have time, and want the proof regarding the above, please continue.

# ***THE LONG VERSION***

(or “*The True Facts of the ABC’s Membership*”)

## **FOREWORD - WHAT WE FOUND**

We uncovered so many untruths regarding what the ABC says about its membership and what the ABC membership actually is, we really don’t know where to begin. It’s like trying to pick a favorite “*knock-knock*” joke, because there’s so many to choose from. So we’ve decided to present some highlights (*if you’re an ABC supporter you’ll probably call them **low lights***) of the study below, with detailed back-up information to follow in various sections and attachments.

As that famous defender, protector and enforcer of the law years ago, Sergeant Joe Friday, would’ve said, “*Just the facts, ma’am. Just the facts.*” Well, here they are. No sugarcoating. No spin. No B.S. Just plain, simple facts according to the ABC’s own **2000 National Membership Directory and Users Guide**.

- o The ABC has 18,917 current members, ***not*** the 22,000 members it consistently and constantly claims (see Section #1);
- o Of those members, 45% are ***non***-builders! (see Section #1)
- o General Contractors make-up only 12% of the membership (see Section #1);
- o Subcontractors constitute 43% of the membership (see Section #1);
- o Members (*we certainly can’t call them builders!*) such as the *Corpus Christi Hockey Club*, Corpus Christi, TX; *Andy’s Janitorial Service*, Moorestown, NJ; *Danny’s Cajun Catering*, White Castle, LA; and *Sparky’s Sports Bar & Grill*, Sparks, NV, make-up 20% of the total membership (see Section #3, *and quit chuckling, we’re not making this up!*);
- o 30% of its General Contractor members do business of ***under*** \$1 million per year (see Section #2);
- o 31% of its Subcontractor members do yearly business of ***under*** \$1 million (see Section #2);

- o 60% of its General Contractor members do business of *under* \$6 million per year (see Section #2);
- o 87% of its Subcontractor members do yearly business of *under* \$6 million (see Section #2);
- o Approximately one-third of its members are domiciled in only seven southern states (see Section #4);
- o In a three-year time span approximately 43% of its members *dropped out* of the ABC (see Section #5);

These are just some of the facts that were revealed by our in-depth analysis of the ABC's own membership directory. Every scrap of data, including the classification of members and the dollar volume of work per year which its members perform (*at least those members that actually do perform construction work*) were taken directly from the ABC's own publication. Absolutely nothing was fabricated. What follows is a section-by-section detailed description relating to the factual discoveries referenced above.

## **SECTION #1. THE OVERALL MEMBERSHIP**

What would you call an organization that represents **979** insurance/bonding companies? Or **402** accounting firms? Or **323** banks and/or financial institutions? Or **440** law firms? Well, the ABC calls them members of a building construction organization!!! That's a total of **2,144** builders . . . er . . . uhhh . . . we mean *members!* (*See Attachment D*). We just can't wait to hear these ABC members' positions on prevailing wage laws, or on Project Labor Agreements, or on wage compliance groups, or even on common-situs picketing. Now, that would make for some interesting conversation!

The breakdown shows that the ABC has a membership totaling 20,349. However, of that number 1,432 are multiple members (i.e., the same member belonging to more than one chapter. If a member belongs to ten different chapters, then the ABC counts that one member as ten members. (*We figure that's the Arthur Anderson method of padding your figures*). Consequently, if you subtract the multiple members from the original membership figure you get a true total count of 18,917 members. **Not** the 22,000 members which the ABC over the years has claimed, and has testified to before numerous Congressional Committees, that it represents.

As previously described in the "**Background**" section of this report the ABC classifies its members as either a General Contractor, Subcontractor, Supplier or an Associate Member (*more on this group later.*) We found the percentage breakdown of the current membership to be: General Contractors - 12%; Subcontractors - 43%; Suppliers - 24%; Associate Members - 21% (*see Attachment A*).

Therefore, you could easily discern from these numbers that the ABC's membership includes **45% non-builders!** To put it another way, it represents 9,160 firms/companies that **do**

***not build anything!*** They do ***not*** hammer any nails, erect any steel, paint any structures, dredge any harbors, patch any concrete, lay any bricks, wire any houses, tar any roofs, dig any ditches, weld any pipes, insulate any attics, or install any duct work. They simply ***are not builders***.

But who does really build our nation's bridges, highways, office buildings, locks and dams, schools, parks, athletic stadiums, subways, and houses? General contractors, that's who. General Contractors being assisted by subcontractors performing subordinate tasks to the main job at hand. So, how many General Contractors belong to the ABC? Only 2,395 or 12% of its entire membership. One small state, or metropolitan county, has that many registered general contractors within its confines!

As we stated above, 43% percent of its members are subcontractors, which translates into 8,794 employers (*see Attachment A*), or an average of 176 subcontractors per state. Of those, 2,556 are electrical subcontractors or 29% (*see Attachment B*). So, always bear in mind that whenever an electrician shows up in your office to repair a light switch, it may be an ABC member and, as the ABC would have you believe, that member is *building America!*!

Another classification which the ABC uses is an "Associate Member." Just what is an Associate Member you may ask? Well, here's a few examples: *BJ's Custom Creations Embroidery Service* of Hagerstown, MD; *Tee It Up Golf* of Jacksonville, FL; *WRKA Radio* of Louisville, KY; *Round Butte Seed Growers* of Culver, OR; *Ann's Custom Monogramming* of Freeport, TX; *National Bugmobile* of Victoria, TX; *Grimm Trophy & Gifts* of York, PA; and *Archway Cookies* of Boone, IA. These are just a few examples of some of the builders . . . oops! . . . of course we mean these are some of the Associate Members of the ABC. And, can you guess how many more Associate Members there are just like these? If you guessed **4,183** you'd be correct! (*see Attachments A & C*). That's right. These types of companies comprise 21% of the ABC membership. Wouldn't you just love to sit down with a representative of *Archway Cookies* of Boone, Iowa in order to discuss the Davis-Bacon Act and how it impacts their bottom line? So would we, just to be able to explain to them that the Davis-Bacon Act isn't something you eat for breakfast!

Since we have just proven, by using the ABC's own classification system, that almost half of its members are non-builders, then how can the ABC ***claim*** that its members perform 70% to 80% of the construction in this country? That's easy. It can't, unless it embellishes the facts. However, in our society you can ***claim*** anything you want. The hard part starts when you're actually asked to ***prove*** your claims. Please read on.

## **SECTION #2. DOLLAR VOLUME OF WORK PERFORMED**

This brings us to the ABC's ***claims*** of how much work its members actually perform. Through the years we've seen, or heard, ABC ads that say its members build 75% of all construction. We even saw one ABC ad once that proclaimed, "*We are ABC; we are construction. Across the U.S.A., we do fully 85% of all projects large and small . . .*" Are these ***claims*** inflated? Inflated? Is the gigantic Snoopy balloon in Macy's Thanksgiving Day Parade inflated? You bet, and its filled with nothing but thousands and thousands of pounds of hot air.

The only method we could figure out to use in order to prove how much construction ABC members actually perform in a year was, once again, to go straight to the horse's mouth, i.e., its own Directory. Each and every General Contractor and Subcontractor is classified by the ABC by the amount of dollar volume of work performed in a year. We used this same classification system in breaking down each and every General Contractor and Subcontractor. What follows are the results (see Attachment E):

- o **69%** of its General Contractors do yearly business of ***under \$10 million***;
- o almost ***one-fourth*** of its General Contractors do yearly business of ***under \$1 million***;
- o **304** of its General Contractors do yearly business of ***under \$300,000!!***
- o **92%** of its Subcontractors do ***under \$10 million*** worth of work per year;
- o **76%** of its Subcontractors do ***under \$3 million*** of work per year;
- o **1,920** Subcontractor members do yearly business of ***under \$300,000!!***
- o **87%** of ***all*** ABC builders combined, both general and subcontractors, perform ***under \$10 million*** of work per year.

Now, any idiot can readily see that ABC members cannot possibly build 75% of all construction in this country, let alone 85%. For example, there was approximately \$500 ***billion*** worth of construction performed last year. Consequently, 75% of that is \$375 ***billion***. We've already proven that the ABC has only 2,395 general contractors and 8,794 subcontractors, for a total of 11,189 building contractors. And, we've proven that, according to its own numbers, 87% of the ABC members who actually do build things do yearly dollar volume of work of ***under \$10 million***. You do the math. We ain't no Einstein, but them figures just don't add up!!! Unless, of course, each and every builder (*not member, but builder*) in the ABC performs over \$33 million of work per year! And we just proved that that dog don't hunt! We say, if the numbers don't fit, then the ***false claims*** must quit!!!

However, we're not the only group or organization that have challenged the ABC's ***claims*** that its members build most everything in this country. None other than *Cockshaw's Construction Labor News + Opinion*, a newsletter devoted to the construction industry since 1971, has also questioned the ABC's myriad of ***claims***. In fact, since 1991 *Cockshaw's* has had an ongoing battle with the ABC in trying to get it to prove its percentage of work performed ***claims***. To our knowledge, to date the ABC has yet to provide one tiny scrap of data to *Cockshaw's* that could substantiate its ***wild claims***. On the other hand, the only source we can think of to turn to is the ABC's infamous Directory, and we now know what that proves in regards to dollar amount of work performed!

Of course, when confronted with these facts (*a word that may be alien to the ABC*) we're

pretty positive that the ABC will respond that it's really talking about open-shop numbers, and not the amount of dollar volume per year its members actually perform. Come on, what else can they say? But if they take that slick way out, wouldn't that be like the Minnesota Vikings taking credit for a touchdown scored by the San Francisco 49'ers? The question then would be: Do you take credit for construction work that is *not* performed by your members? Of course you do if you're the ABC. It has in the past and it probably will in the future.

Concerning the amount of construction work which ABC members actually perform in a year, we think we can safely say that they don't perform 75%, not even close. It simply is impossible. But rest assured, this won't stop the ABC from making its *exaggerated claims*. Although, we must admit, if we told whoppers like that when we were growing up, we'd still be standing in the corner per the orders of mom!

### **Section #3. THE ABC's NON-BUILDING MEMBERS**

As stated earlier in this report the ABC classifies its members into four categories: General Contractors, Subcontractors, Suppliers and Associate Members. In this section we'll deal with the latter two categories. Suppliers represent such non-builders as equipment rental companies, concrete suppliers, paint stores, nurseries, oil companies, etc. Associate Members can represent almost anything (*see Attachment C for some examples of the 4,191 Associate Members*). When you add the two categories together you get 9,160 members, or **45%** of the entire ABC membership that are *non-builders*.

In the past two membership breakdowns we've conducted (*1985 & 1994*) we were always amazed at the large number of Associate Members; i.e., members like gas stations and restaurants. In 1985 our study revealed that 13% of the ABC's membership were Associate Members. In 2000 that figure has risen to **21%**.

Our question is why would a restaurant like the *House of Chong* in Sarasota, Florida, be a member of a building construction association? When we contacted the House of Chong (*by the way, we're told it serves a fine General Tso's chicken dish!*) and asked them why it was a member of the ABC, we were informed that representatives of the local ABC chapter meet there for lunch occasionally. Oh. We suppose that's reason enough to join a building contractors association. After all, money does talk! (*Note: The House of Chong may still be serving lunch and dinner but it is no longer an ABC member*).

Another Associate Member we contacted, who for reasons unknown wanted to remain anonymous, said it was a member because it gave the company an opportunity to advertise in a national publication. Yet another, *Jerry's Ford* in Annandale, Virginia, responded when asked why it was an ABC member, "I guess we hope their members buy their cars from us." (*Note: Jerry's Ford is no longer an ABC member*).

We had intended to contact members *Edgerton's Travel* in Fort Wayne, IN, *Beach, Bait and Tackle* in Freeport, TX, and *Roche Vitamins & Fine Chemicals* also in Freeport, TX, but you get the idea. We mean, you can only have so much industry-related conversations with these

construction stalwarts, like discussing apprenticeship training standards or the hazards of erecting structural steel in high winds, before your head starts spinning faster than the little girl's in "*The Exorcist*." But the fact remains, they *are* ABC members, and when the ABC goes to Capitol Hill to testify on ERISA pre-emption, we guess it's speaking for these construction giants, too.

#### **SECTION #4. MEMBERSHIP LOCATION?**

For those who may want to know where the ABC's membership is geographically located, we provide this section. As pointed out earlier in this report approximately *one-third* (30%) of ABC members are located in *only* seven southern states. These states are Alabama, Florida, Georgia, Louisiana, Mississippi, Tennessee and Texas. When you toss-in Arkansas, Virginia and the Carolinas that percentage rises to *thirty-five* (see Attachment G).

We divided the country into four geographical regions in regards to the percentage of ABC membership, with the following results:

|         |     |
|---------|-----|
| East    | 22% |
| South   | 35% |
| Midwest | 28% |
| West    | 15% |

We realize that the above doesn't mean a whole lot in the overall scheme of things, but we just thought that since we have stated that this is an in-depth analysis that we would add membership location to the mix. After all, if *United Restaurant Equipment* of Hagerstown, MD, and *Nu-Way Uniform Rentals* of Forest, MS, and *Dr. Sam Shandley-Optometrist* of Lake Jackson, TX, can belong to a construction builders association, then we can become geography majors for a short time!

#### **SECTION #5. MEMBERSHIP TURNOVER? - YOU BET!**

We're sure everybody would agree that membership organizations lose some members every year. After all, some kind of organizational attrition occurs as a natural way of conducting business. So we asked ourselves: How about the ABC's membership, does it changeover? What is its attrition rate? Does it change quickly? Let's just say it changes faster than the Florida vote count in the last presidential election!!!

In order to find out what the ABC's attrition rate is, we compared the ABC's membership from its 1996 Directory to its 2000 Directory. Naturally, we didn't want to spend hours and hours comparing over 15,000 companies from one Directory to the next. So, using those ABC firms in 1996 whose name started with the letter "F", we then cross-referenced them to those 2000 ABC members whose name also began with the letter "F". What did we find? Lo and behold, we found that 42% of the 1996 ABC members whose name started with "F" *were no longer ABC members in the year 2000!* That 42% figure represents 234 companies that, for whatever reasons within a three-year period, decided to drop-out of the ABC (see Attachment H).

Yet, you may ask yourself, did we just pick companies that start with the letter “F” because it revealed such a large attrition rate? Come on! We picked “F” simply because it was a letter that didn’t have a huge list of members under it. (*After all, we didn’t want to spend hours and hours trying to match 1996 members to 2000 members. Even we have our limits!*)

However, to show our sense of fair play, we decided to choose another letter (*albeit, another one that didn’t have a long list of members listed under it*) in order to appease any skeptics. So we chose the letter “T” and performed the same type of comparison. Well, guess what? We found that when we cross-matched those 1996 ABC companies whose name began with “T” with those 2000 members whose name began with the same letter that **46% of those ABC members had not renewed their membership!** (That 46% figure represents 139 companies which decided *not* to renew their membership. *See Attachment H*).

Now, does the ABC persuade other companies to become members in order to compensate for its staggering membership loss? Of course it does. It has to, otherwise, after ten years or so with its attrition rate it would look pretty goofy with a membership of only 33 or 28 companies. Especially when you consider the fact-less rhetoric it continually espouses about how much work ABC “builders” perform. But one question remains: How long will those new members, which it must constantly recruit in order to balance out its attrition rate, stay with the ABC? Your guess is as good as ours. However, one thing is clear, you can refer to the ABC membership as a lot of things, but “stable” sure isn’t one of them!

## **SECTION #6. CONCLUSION**

Simply by reviewing and analyzing the ABC’s *own* membership directory we have proven conclusively that the ABC is ***not what it claims to be.***

**Fact:** Even though its own name implies that it is a building construction association, almost ***one-half*** (45%) of its members are ***non-builders***. Yet, it continues to represent itself as “22,000 employer” members in the construction industry, even testifying to this exaggerated claim before various Congressional Committees on Capitol Hill.

**Fact:** Its members in no way or manner perform 75% of all construction work in this country. We have proven that it is simply ***not*** possible for its “*building*” members to accomplish this Herculean feat. And once again, we must reiterate that the dollar volume of work performed by each member that we used to arrive at this conclusion came directly from the ABC’s own publication.

**Fact:** In a three-year time period the ABC experienced an approximate 44% attrition rate. Did it pick-up additional members to compensate for its drop-outs. Sure it did. But the fact remains that almost one-half of its members decided to leave the ABC over a three-year period. We must ask why? What compels so many members to drop their membership?

The plain truth is that the ABC is an association of small builders. Nothing more, nothing less. Oh sure, they have some large contractors. But the truth of the matter is the ABC wants

nobody to know what it really represents. Contrary to its exaggerated claims, the vast, vast majority of its 11,000 members actually involved in building something are small contractors building mostly small things. It is laughable to think that the ABC once claimed in an advertisement that its members “*build America.*”

Nevertheless, one thing is true about the ABC. It is one heck of a public relations/spin machine. It is always quoted in various publications and/or newspaper articles commenting on one construction-related topic or another. Always. And whenever a Congressional committee needs a certain type of testimony regarding some aspect of the construction industry, up pops the ABC to testify. Sometimes it seems the ABC is everywhere, commenting on everything. Which it has every right to do.

We have no problem whatsoever with the ABC being constantly quoted or referred to in that magazine or that newspaper, or testifying on Capitol Hill, or participating at various construction industry conferences. We welcome its input and look forward to its numerous pronouncements concerning the construction industry.

What we do have a problem with, however, is why won't the ABC tell the truth about who it actually represents or how much construction its members actually perform? If its such a viable organization, why must it continually exaggerate its numbers? Why must it profess that its members build most of everything when it's obvious they do not? Why can't it simply tell the truth about who it represents? Why can't it maintain a steady and stable membership?

The facts have never stopped the ABC from claiming to represent this and claiming to building that. Why should it? Our studies and subsequent reports on its membership in 1985 and again in 1994 certainly didn't stop the ABC from exaggerating, just look at what it claims today. The truth is, almost nobody has ever questioned the ABC nor asked it to prove any of its myriad of claims. Nobody. Well, we are . . . . but we suppose we might be waiting a very long time for an answer which is *substantiated by facts.*

We challenge the ABC to either prove its constant claims or we will be forced to ask *construction-related* questions of some of its “*building*” members, who the ABC so conveniently includes in its 22,000 membership claim when it ventures to Capitol Hill or elsewhere to pontificate on the construction industry. You know, members such as *Mr. Copy Service* of Jacksonville, Florida, or *Ads That Care* of Waupun, Wisconsin, or *Savoy Catering* of Waynesboro, Pennsylvania, or *Gulftex Vending & Coffee Service* of Clute, Texas.

If the ABC cannot be factual about its own membership, then what will it be factual about?

# ***SUBCONTRACTOR BREAKDOWN***

| <b><i>Type</i></b>              | <b><i>#</i></b> |
|---------------------------------|-----------------|
| Electrical                      | 2,556           |
| HVAC/Mechanical/Heating & AC    | 1,004           |
| Concrete/Masonry/Stone          | 596             |
| Excavation/Landscaping/Sitework | 511             |
| Plumbing                        | 505             |
| Roofing/Sheet Metal             | 421             |
| Painting                        | 336             |
| Iron/Structural Steel/Metal     | 224             |
| Drywall/Acoustical              | 209             |
| Fire Protection Systems         | 198             |
| Carpentry - Rough & Finish      | 152             |
| Paving/Grading/Asphalt          | 150             |
| Insulation                      | 149             |
| Metal Buildings                 | 123             |
| Glazing/Glass                   | 106             |
| Flooring                        | 95              |
| Interiors                       | 93              |
| Underground Utilities           | 92              |
| Plastering                      | 71              |
| Waterproofing                   | 69              |
| Demolition                      | 66              |
| Hazmat                          | 55              |
| Fencing                         | 46              |
| Industrial Maintenance          | 41              |
| Millwork                        | 39              |
| Piping                          | 32              |
| Doors                           | 31              |
| Elevators                       | 31              |
| Pile Driving                    | 26              |
| Miscellaneous/Unknown           | 799             |

# ***BUILDING CONTRACTORS?***

*(They must be. They Belong to the ABC, Don't They?)*

| <u><i>Type Of Company</i></u> | <u><i># Of Companies</i></u> |
|-------------------------------|------------------------------|
| INSURANCE/BONDING             | 979                          |
| ACCOUNTING                    | 402                          |
| LAW FIRMS                     | 440                          |
| BANKS/FINANCIAL INSTITUTIONS  | 323                          |

***TOTAL ----- 2,144***

## ***DOLLAR VOLUME OF WORK PERFORMED YEARLY***

### ***GENERAL CONTRACTORS***

| <u><i>\$ VOLUME</i></u>     | <u><i># OF GC'S</i></u> | <u><i>%</i></u> | <u><i>COMBINED %</i></u> |
|-----------------------------|-------------------------|-----------------|--------------------------|
| Under \$300,000             | 304                     | 12.7%           | -----                    |
| \$300,000 - \$500,000       | 161                     | 6.7%            | 19.4%                    |
| \$500,000 - \$750,000       | 95                      | 4.0%            | 23.4%                    |
| \$750,000 - \$1 million     | 177                     | 7.4%            | 30.8%                    |
| \$1 million - \$3 million   | 373                     | 15.6%           | 46.4%                    |
| \$3 million - \$6 million   | 325                     | 13.6%           | 60.0%                    |
| \$6 million - \$10 million  | 214                     | 9.0%            | 69.0%                    |
| \$10 million - \$20 million | 272                     | 11.3%           | 81.3%                    |
| Over \$20 million           | 407                     | 17.0%           | 98.3%                    |
| Unknown                     | 67                      | 2.7%            | 100.0%                   |

**SUBCONTRACTORS**

| <b><u>\$ VOLUME</u></b>     | <b><u># OF SUBS</u></b> | <b><u>%</u></b> | <b><u>COMBINED %</u></b> |
|-----------------------------|-------------------------|-----------------|--------------------------|
| Under \$300,000             | 1,920                   | 21.8%           | -----                    |
| \$300,000 - \$500,000       | 1,113                   | 12.7%           | 34.5%                    |
| \$500,000 - \$750,000       | 830                     | 9.4%            | 43.9%                    |
| \$750,000 - \$1 million     | 931                     | 10.6%           | 54.5%                    |
| \$1 million - \$3 million   | 1,899                   | 21.6%           | 76.1%                    |
| \$3 million - \$6 million   | 928                     | 10.6%           | 86.7%                    |
| \$6 million - \$10 million  | 429                     | 4.9%            | 91.6%                    |
| \$10 million - \$20 million | 320                     | 3.6%            | 95.2%                    |
| Over \$20 million           | 248                     | 2.8%            | 98.0%                    |
|                             | Unknown 176             | 2.0%            | 100.0%                   |

***GENERAL & SUBCONTRACTORS COMBINED  
YEARLY DOLLAR VOLUME OF WORK***

| <b><u>\$ VOLUME</u></b>     | <b><u># OF CO.'s</u></b> | <b><u>%</u></b> | <b><u>COMBINED %</u></b> |
|-----------------------------|--------------------------|-----------------|--------------------------|
| Under \$300,000             | 2,224                    | 20%             | -----                    |
| \$300,000 - \$500,000       | 1,274                    | 11%             | 31%                      |
| \$500,000 - \$750,000       | 925                      | 8%              | 39%                      |
| \$750,000 - \$1 million     | 1,108                    | 10%             | 49%                      |
| \$1 million - \$3 million   | 2,272                    | 21%             | 70%                      |
| \$3 million - \$6 million   | 1,253                    | 11%             | 81%                      |
| \$6 million - \$10 million  | 643                      | 6%              | 87%                      |
| \$10 million - \$20 million | 592                      | 5%              | 92%                      |
| Over \$20 million           | 655                      | 6%              | 98%                      |
| Unknown                     | 243                      | 2%              | 100%                     |

***GEOGRAPHIC DISTRIBUTION OF MEMBERS***

**EAST - 22%**

|               |       |
|---------------|-------|
| Connecticut   | 143   |
| Delaware      | 305   |
| Maine         | 60    |
| Maryland/D.C. | 1,320 |
| Massachusetts | 390   |

**SOUTH - 35%**

|           |       |
|-----------|-------|
| Alabama   | 815   |
| Arkansas  | 319   |
| Florida   | 1,277 |
| Georgia   | 385   |
| Louisiana | 477   |

|                  |              |                 |              |
|------------------|--------------|-----------------|--------------|
| New Hampshire/VT | 118          | Mississippi     | 1,106        |
| New Jersey       | 235          | No/So. Carolina | 239          |
| New York         | 243          | Tennessee       | 618          |
| Pennsylvania     | 1,554        | Texas           | 1,510        |
| Rhode Island     | 69           | Virginia        | 370          |
| West Virginia    | 114          |                 |              |
| <b>TOTAL</b>     | <b>4,551</b> | <b>TOTAL</b>    | <b>7,116</b> |

**MIDWEST - 28%**

|                 |              |
|-----------------|--------------|
| Illinois        | 363          |
| Indiana         | 401          |
| Iowa            | 430          |
| Kansas/Missouri | 204          |
| Kentucky        | 680          |
| Michigan        | 1,104        |
| Minnesota       | 362          |
| Nebraska        | 232          |
| Ohio            | 843          |
| Oklahoma        | 320          |
| Wisconsin       | 802          |
| <b>TOTAL</b>    | <b>5,741</b> |

**WEST - 15%**

|              |              |
|--------------|--------------|
| Alaska       | 83           |
| Arizona      | 91           |
| California   | 748          |
| Colorado     | 350          |
| Hawaii       | 91           |
| Nevada       | 443          |
| New Mexico   | 93           |
| Oregon       | 213          |
| Utah         | 116          |
| Washington   | 475          |
| Guam         | 238          |
| <b>TOTAL</b> | <b>2,941</b> |

**\*\*NOTE:** *Wyoming, Montana, Idaho, South Dakota and North Dakota have no members*