

Air Conditioning Contractors of America

BENEFITS GUIDE

ADVOCACY / EDUCATION / INFORMATION / SUCCESS

Mission

To pursue the highest business standards and practices for our members through education, legislation, and regulation for the benefit of those we serve.



The Air Conditioning Contractors of America- Ohio Chapter (ACCA Ohio) is a not-for-profit trade organization chartered by the State of Ohio representing over 200 members.

Our Contractor members are engaged in the design, installation, service and maintenance of heating-ventilation-air conditioning-refrigeration systems. Our Associate members are representatives of suppliers, manufacturers, utilities, educational organizations and lending institutions.

ACCA Ohio is governed by an elected Board of Directors which directs policies and operations of the association according to its Bylaws. An Executive Committee is the policy, finance and steering committee and oversees affairs of the association between meetings of the Directors, subject to actions of the Board. The Officers are charged by the Bylaws with specific duties.

A professional staff is retained to implement association policies and to carry out the work of ACCA Ohio, major elements of which are governmental affairs and community relations, communications, meetings and programs, administration of business affairs and many other types of membership services.

There are six local chapters affiliated with ACCA Ohio: Akron/Canton, Cincinnati, Cleveland, Columbus, Dayton and Northeast Ohio. ACCA Ohio is affiliated with the Air Conditioning Contractors of America national association.

Together these Associations (local, state and national) form one of the nation's largest and strongest trade organizations, as befits an industry of such fundamental importance.

Together, they comprise the only organization working around the clock exclusively in the interest of HVACR Contractors.

Air Conditioning Contractors of America- Ohio Chapter
20040 Carolyn Ave / Rocky River, OH 44116
800-353-ACCO / fax: 216-393-0095 / www.accohio.org

ACCA is here to help you make the most of your membership. With a myriad of benefits that help productivity, cut business expenses and educate you on new codes, law, trends and technology, your membership includes features that often cover the cost of your annual dues. This guide is designed to walk you through all the features available to you. Take a few minutes and skim these pages to discover the opportunities that await you as a valued member of the Air Conditioning Contractors of America.

ADVOCACY

ACCA Ohio is constantly on guard, protecting the HVACR industry from misguided legislation and overbearing regulations. Currently, ACCA Ohio has endorsed residential licensing for the trades, monitors licensing and code updates and continues speaking out for members on issues like utility competition. The result is a better business environment for contractors in Ohio.

- Legislative and Regulatory Alerts, as necessary
- Specialty Contractors Coalition
- Ohio Legislative Day
- Contractors Coalition Ohio PAC 892
- Representation at the Residential Construction Advisory Committee (RCAC)
- Representation at the Ohio Construction Industry Licensing Board (OCILB)
- Representation at Public Utilities Commission of Ohio (PUCO)

INFORMATION

Your ACCA membership gives you access to the latest information that affects the HVACR industry through various resources including:

- www.accohio.org
- Member Minute
- ACCA Ohio Update
- Online Library
- Membership Directory
- Updated Industry Information and Trends
- Special Alerts on Business Opportunities
- www.facebook.com/accaohio

EDUCATION

ACCA is the leading provider of technical and business training for contracting business owners, managers, and other personnel. ACCA is committed to bringing you the best training and information available.

- Scholarships
- Annual Convention
- NATE Certification
- Teaming Up For Progress

NETWORKING

Most members tell us that networking is the main reason they join ACCA. Networking provides opportunities to gain new business and to solve problems with peers facing the same challenges. ACCA offers numerous opportunities to build relationships with fellow professionals, suppliers and customers at the local, state and national level.

PROTECTING YOUR BUSINESS AND SAVING YOU MONEY



ACCA works with **Speedway** to provide our members higher fuel rebates than you could earn on your own. Depending upon the size of your fleet, you could save thousands of dollars each year plus 15% off any Valvoline Instant Oil Change service.

John Kennedy / jmkennedy@superfleet.net / 330-665-1235 ext. 222



Group rating enables ACCA members to receive as much money as possible from the BWC maximum discount to a smaller percentage for companies with claims. Members receive discounts by pooling their individual experiences with the experience of other employers in the ACCA group.
(Available to contractors and associates of any size)

Kelly Denk / kdenk@frankgates.com / 440-863-2536



Since 2007 thousands of HVAC contractors have partnered with NPP to receive discount pricing on several products and services. NPP negotiates the rates, and makes them available to construction companies throughout the country. This program is entirely free, and there is no obligation to purchase.

Rachel Frazier / Rachael.Frazier@vmmc.org / 206-515-5214

Nicholas Sievers / Nicholas.Sievers@vmmc.org / 206-515-5206

To access the savings, register at www.mynpp.com



- Corporate Discount- 22% off all calling plans \$34.99 & higher and free activation
- Employee Discount - 18% off calling plans \$34.99 and higher
- Select Accessory Discount - 35% (corporate) and 25% (employee/family)
- \$20 unlimited data plan on 3G corporate lines & variable discounts on phones

Verizon Eligibility Requirements: Each Member must be a construction company, heavy highway, concrete, remodeling company or other trade craftsman (e.g. a subcontractor such as an HVAC contractor whose primary trade is within the construction industry).



ACCA has partnered with **Amerisearch Background Alliance** to provide you with secure and comprehensive background screening services. Members receive accurate information, quick turnaround, real customer service, easy-to-use delivery systems and competitive pricing.

Mike Brown / mikeb@amerisearchbga.com / 800-569-6133



Sutton Leasing is a National Fleet leasing company that handles all makes and models, imports and domestic, and is recognized by all manufacturers for all dealer incentives and rebates. ACCA members receive unmatched vehicle pricing through volume discounts, any make or model, competitive interest rates, flexible funding options and credit approval and disposal services to maximize resale value of ownership.

Mark Francis / accaohioinfo@suttonleasing.com / www.suttonleasing.com / 954-481-8750



Federated offers insurance protection products and services to meet virtually all the business and personal insurance needs of business owners including: Property, Auto, Liability, Umbrella, Group health, Life, Disability income, and Annuities, Risk management services, Annual Client Review program, Claims services and Business succession and estate planning. (Not all programs available in Ohio)

Scott Cloutier (South of I-70) 513-939-5284 / Rich Katsaras (North of I-70) 330-314-3964



Members get exclusive 5% off program pricing, 15-30% off ink, copy paper & toner. Program discounts apply to orders placed online, by phone, by fax, or in any Office Depot retail store.

Jeremy Manion / Jeremy.Manion@officedepot.com / www.officedepot.com / 312-208-7469



Members get 10% off base answering service rates. ACCA is proud to be working with **Central Messaging**, a 24-hour/7 day a week answering service with over 20 years of experience. All operators are extremely professional, courteous and well trained. They understand the responsibility that goes along with answering your phones.

TJ Levin / tj@centralmessaging.net / www.centralmessaging.net / 866-409-8561



ACCA is here to help you develop and implement a quality safety program for your company and your employees. Members can access, browse and download ACCA's **Safety Lessons** by visiting www.accoho.org (All ACCA Safety Lessons are complimentary).

ACCA Ohio / www.accoho.org / 800-353-2226

The ACCA **License Bond Program** is underwritten by Federated Insurance with the guidance and support of ACCA. Members are able purchase plumbing, HVAC, sewer and water bonds at a discounted cost for all municipalities in which they work. All ACCA members who qualify may participate even if they do not carry Federated Insurance.

ACCA Ohio / www.accoho.org / 800-353-2226



NCSPlus is an Accounts Receivable Management firm, working to recover slow and delinquent accounts and bad checks throughout the country. The NCSPlus Cash Recovery System increases recovery rate, lowers collection costs, and improves cash flow. Annual software maintenance fee is waived for ACCA members, special desk to handle issues for rapid resolution and each member may purchase a service program with less "up front" commitment.

Rick VonderBrink / rvonderbrink@ncsplus.com / www.ncsplus.com / 513-314-2000

WorldPay credit card processing and merchant services could save ACCA members 5%-40% savings for credit card processing. After an initial review, Perry Pokrandt will recommend a program that best fits your needs. Perry and WorldPay will help you lower your costs and generate more revenue.

Perry Pokrandt / Perry.Pokrandt@WorldPay.us / www.worldpay.us / 715-272-1246

IMAGE

The goal of ACCA is to bring awareness of ACCA to consumers & bring awareness to the industry. ACCA provides members with various resources including:

- Marketing Materials
- ACCA Video Magazine
- Show Me the Logo
- I am ACCA
- Speakers Bureau
- Famous Supply Expo



As an ACCA member, don't forget you are entitled to more benefits from your local ACCA chapter and ACCA national. Together these Associations (local, state and national) form one of the nation's largest and strongest trade organizations, as befits an industry of such fundamental importance.

Together, they comprise the only organization working around the clock exclusively in the interest of HVACR Contractors. To learn more, contact your local chapter and visit www.acca.org



Air Conditioning Contractors of America

“Making life more comfortable for contractors and their customers”

Some ACCA National Benefits Include:

- Annual Conference & Indoor Air Expo
- Online Training through ComfortU
- Access to leading experts about technical issues or employee management issues
- Contractor Locator
- Discounts on the industry's top technical, training and management resources
- Access to MIX Groups, the “secret for success” of the most profitable contracting firms across the nation
- Peer connection and information sharing through online groups and networks
- Download technical documents, business forms, marketing flyers, and more
- Aggressive advocacy on behalf of the HVACR industry

ACCA Local Chapters

ACCA Central Ohio
614.923.1057
chris@acca-centralohio.com
www.acca-centralohio.com

ACCA Greater Dayton
937.848.7084
anndetmer@gmail.com
www.accadayton.com

ACCA Greater Cincinnati
513.651.1161
jfrank@accagc.org
www.accagc.com

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440.969.1141
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www.accaneo.org/home

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www.acca-cleve.net

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