

ACCA-Austin

Contractor Member Packet



13706 Research Blvd., Suite 214 • Austin, Texas 78750 • Phone: 512.650.5355 • Fax: 512.233-2665 • Web: accaAustin.org



Now is a great time to join ACCA

Air Conditioning Contractors of America!



HOW YOUR ACCA-AUSTIN MEMBERSHIP WORKS FOR YOU

Cutting Edge Information

- Weekly Insider newsletter
- Quarterly Contractor Excellence magazine
- Industry-leading website
- Industry-recognized training
- Benchmarking surveys
- Answers to your questions on technical, business and marketing topics – from leading experts!

Networking Opportunities

- Annual Conference and Indoor Air Expo
- Management Information eXchange (MIX®) Groups
- Commercial Contracting Roundtable
- Chapter meetings

Consumer Assistance

- Contractor Locator – matching you with customers!
- ComforTools™ customizable brochures
- Financing
- Preventative Maintenance Brochures
- Tips for Homeowners and Building Operators

Grass Roots Representation

- ACCA works to reduce or eliminate government intrusion into contracting businesses with aggressive local, state and national lobbying.
- We represent contractors before the manufacturers, building better relationships and solving real problems for our members

Technical Expertise

- The industry's technical standards
- Answers to technical questions
- Quality Contractor/Quality Installation specifications
- Standards and code development
- Technical Bulletins and Alerts

Business Services

- Website design from Market Hardware
- Marketing expertise from Hudson Ink
- Fleet services from Enterprise
- Business management training
- Answers to your general legal questions

*ACCA is an organization
with a single goal as its mission—ensuring
strong, successful, and profitable contractors.
Give us a chance to prove our worth.*

Not a member? We'd love to serve you, too.

For additional information and an application form visit www.accaAustin.org or call 512.650.5355



We are a contractor-focused organization that exists to help our members succeed! ACCA is committed to assisting its members to be licensed, quality contractors who are recognized for their professionalism, excellence and superior customer service in their communities.

About ACCA-National

ACCA is a non-profit association serving more than 60,000 professionals and 4,000 businesses in the HVAC/R community, working together to promote professional contracting, energy efficiency, and healthy, comfortable indoor environments. Our roots stretch back to the early part of the 20th century, and the organization was incorporated in its present form over 40 years ago.

ACCA is the only nationwide organization of, by and for the small businesses that design, install and maintain indoor environmental systems. We bring you together with other contractors through unique learning opportunities. We provide exclusive technical, legal, and marketing resources. We bring customers to you. And we fight aggressively for your business interests in Washington, DC.

ACCA Chapters are federated professional organizations of contractors that provide the highest quality educational and professional development opportunities to enhance the representation, reputation, performance and profit of the contractors and the industry they serve. We share one goal: to make the HVAC/R industry, and every professional contracting business, more successful.

About ACCA-Texas

ACCA-Texas is a non-profit Texas based HVAC/R organization dedicated to offering exceptional customer service to our more than 700 member companies across Texas. With over 40 years of experience in helping contractors profit from programs that include Technical Training, a Worker's Compensation Insurance Trust, State Approved Continuing Education and Legislative Advocacy at the State and National Level, ACCA-Texas continues to set and maintain the standard for HVAC/R trade organizations in Texas.

Our mission is to promote quality and professionalism, help our members become more profitable, and enhance the HVAC/R industry's image with the consumer. ACCA-Texas is focused on providing information, benefits, education and legislative representation to our members.

About ACCA-Austin

ACCA-Austin is a contractor-led, non-profit trade association dedicated to improving the local HVAC/R industry and helping its members succeed. Our members are kept up-to-date on the issues that matter most: local, regional and national legislative concerns, licensing requirements, industry innovations and business skills and strategies. We coordinate training classes and social events to give our members a chance to continue their education, network and have fun!

Our mission is to assist and enable ACCA-Austin members to acquire, serve, and satisfy their customers:

- By providing the highest quality technical and management information and services,
- By promoting good business ethics and sound business practices,
- By being the standard of excellence by which others are measured,
- By influencing public policy to improve the business climate,
- By enhancing the image of contractor professionalism to government, industry, and the public, and
- By maintaining and expanding ACCA-Austin's membership base and sphere of influence.



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65 REASONS WHY YOU SHOULD JOIN ACCA

Get More Customers

1. ACCA Contractor Locator is searched by over 60,000 consumers a month.
2. ACCA Marketing Programs give you tools to generate leads and close sales.
3. ACCA Awards Programs help you stand above the crowd.
4. ACCA Code of Ethics shows consumers you care about professionalism.
5. Use of ACCA logo is recognized by consumers as a mark of distinction.

Knowledge You Need

6. ACCA Insider. One email. Five minutes. Every week. What you need to know!
7. Capitol Insight takes you behind the scenes in Washington.
8. Contractor Excellence is the leading HVAC/R business magazine.
9. www.ACCA.org is the largest HVAC/R website in the country—you won't believe how much info is at your fingertips.

Education & Peer Learning

10. ACCA Conference & Indoor Air Expo is the largest, most exciting educational expo in the country.
11. Over 50 webinars held each year bring cutting edge training right to your own office.
12. Technical training ensures technicians are at the top of their game.
13. Business classes help you get control of your dollars and cents.
14. Custom training solutions as unique as you are.
15. MIX Groups bring contractors together into small peer groups to learn from each other.
16. New online groups use the Internet to help contractors connect, learn, and share.
17. Meet industry leading suppliers and manufacturers at the Indoor Air Expo.
18. NATE training materials help members reach the heights of excellence (without paying a high price).
19. Commercial Contracting Roundtable is the leading conference for commercial and industrial contractors.
20. Special summits and two-day conferences focus on vital issues when contractors need to know about them.
21. CD-ROM training packages make top HVAC/R experts available to you 24/7.

Bottom Line Resources

22. ComforTools are customizable brochures. Download, add your info, and sell!
23. Legal experts are available to answer your general questions.
24. Surveys & Benchmarking give you invaluable data about your business and the rest of the industry.
25. Tax attorneys answer your federal tax questions.
26. Ask the CFO when you have a vexing financial question.
27. Marketing experts offer advice when you need it.
28. CalcuNow online calculator helps you get the gross margin you want.
29. New resources added all the time at www.acca.org.

Discount & Alliance Programs

30. Sales and marketing tips from Hudson Ink, including discounts on advertising and marketing programs.
31. Credit card processing discounts.
32. Fleet rebates and custom programs from Enterprise.
33. The best extended warranty program in HVAC/R helps contractors keep their customers and get the rates they want!
34. ACCA Express consumer financing—close sales today, not tomorrow!
35. CFC Training and Certification—ACCA is still the original and best provider!
36. Pre-employment screening services give your customers (and you) peace of mind.
37. The ACCA Store—the best management and technical publications and software for contractors.
38. Custom websites that really work created exclusively for ACCA members from Market Hardware.

Technical Expertise

- 39. Free technical assistance available to members from leading HVAC/R experts.
- 40. Residential and commercial design, installation, and maintenance manuals and software certification programs.
- 41. Deep discounts on technical manuals and software including ACCA system design references.
- 42. Technical articles and bulletins exclusively for members.

Fighting For Your Business

- 43. Aggressive advocacy in Washington to promote contractor-friendly laws.
- 44. Working for sensible and effective building codes through national organizations.
- 45. Bringing contractors and manufacturers together to solve tough issues through our Co-Stars program.
- 46. Active state and local outreach through affiliates nationwide.

Promoting The Industry

- 47. National Indoor Comfort Week showcases the HVAC/R industry before consumers and public officials.
- 48. Heat the Country shows communities nationwide how vital contractors are to safety and health.
- 49. Promotes the need for career skills training and new government priorities in secondary education.
- 50. ACCA developed the Quality Installation Specification ensuring that an HVAC/R system is installed properly.
- 51. National media reporters turn to ACCA when they need solid information about HVAC/R and contractors.
- 52. Consumers rely on our reputation for unbiased information about quality HVAC/R systems.

ACCA Membership Can Help You At The State Level

- 53. Updates, both local and state wide, concerning the HVAC/R industry in Texas.
- 54. Member list-includes Contractor and Associate companies across Texas.
- 55. Links back to your business via www.tacca.org.
- 56. Your company's name in our Annual Membership Directory that's on the desk of 1500 industry partners in Texas.
- 57. Reduced rates on materials, conferences and training.
- 58. Increased company revenues by expanding your markets.
- 59. Peace of mind knowing that your contractor customers abide by a Code of Ethics.
- 60. The opportunity to network with ACCA-Texas members from across the state.

ACCA Membership Can Help You At The Austin Level

- 61. Exclusive workers compensation program averaging 10-20% off premiums, plus the potential for cash dividends.
- 62. Access to local experts from Austin Energy, City of Austin, and TDLR for your technical and code questions.
- 63. Peer connection and information sharing through monthly Membership Meetings with industry experts.
- 64. Opportunity to be nominated to ACCA-Austin committees and Board of Directors.
- 65. Social and special events such as Golf Tournaments, BBQ Cook-Offs, and Shoot-Outs.



Not a member? We'd love to serve you, too.

For additional information and an application form visit www.accaaustin.org or call 512.650.5355

Help your business grow with better visibility and a competitive edge in the marketplace that only comes with ACCA membership.

What will I get?

- There are many benefits of an ACCA-Austin membership including an exclusive self employed workers compensation program that averages 10-20% off premiums, plus the potential for cash dividends (taking advantage of this benefit can pay for your dues). You may contact First Cardinal of Texas for a free quote at 1.877.839.2667.
- Free Texas state approved continuing education course for every license holder in your company.
- Access to local experts from Austin Energy, City of Austin, and Texas Department of Licensing and Regulations for your technical and code questions.
- Professional lobbyists in Texas and Washington representing issues that affect the HVAC/R industry.
- Monthly meetings with informative presentations that benefit both the Contractor and Supplier.
- Relevant technical training and educational classes.
- Monthly newsletters and email communications filled with industry information and updates.
- National, state, and local websites with the best in HVAC/R information and resources, technical tips, and management tools.
- Reduced rates on materials, conferences, and training.
- Your company name and phone number on the ACCA-Austin website for Consumer Search of HVAC/R professionals.
- Annual contractor membership directory including local and statewide chapters.

What will it cost me?

ACCA membership dues are based on various demographics such as company size and location and automatically include a national and state membership as well. The annual dues for the ACCA-Austin Chapter Contractors are:

1-3 Employees	\$ 725
4-9 Employees	\$1230
10-24 Employees	\$1735
25+ Employees	\$2241



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CONTRACTOR MEMBERSHIP APPLICATION



Date _____

Name _____

Company _____

Mailing Address _____

City _____ State _____ Zipcode _____

Phone _____ Email _____

Signature _____

Credit Card# _____ Exp. _____ Sec. Code _____

Contractor State License Number: _____

Type of work Performed: _____

Years in Business _____ Number of Employees: _____ (See Below)

Make checks payable to:

ACCA-Austin

13706 Research Blvd. Suite 214
Austin, Texas 78750
Phone: 512.650.5355
Fax: 512.233.2665
www.accaAustin.org

Annual ACCA Contractor Membership Dues

1-3	Employees	\$725.00
4-9	Employees	\$1230.00
10-24	Employees	\$1735.00
25+	Employees	\$2241.00

