

# Business Development & Partnerships Committee

## Membership At-A-Glance



### Benefits:

- Develop personal, professional and leadership skills
- Network with ABC staff, members and volunteers
- Guide the National Association in delivering high-quality services to ABC members and chapters

### Eligibility Requirements:

- Active ABC chapter membership at time of application and throughout entire term
- Current or former member of ABC National Board of Directors
- Expertise in marketing and business development
- Expertise in creating and reviewing business proposals

### Scope:

The Committee supports the ABC strategic goal to continuously grow and deliver value to a diverse and committed membership. It works to improve business opportunities for merit shop contractors by becoming the recognized resource for construction users. Activities include developing programs to encourage owners to use merit shop contractors' services; assisting chapters in implementing successful business development programs; developing programs to help members gain work from each other; communicating in a positive manner with owners and buyers on a regular basis; and recognizing and publicizing outstanding merit shop construction projects and firms through the national Excellence in Construction awards program and the Accredited Quality Contractor program.

In addition, the Committee reviews ideas and provides guidance on business partnerships entertained and managed by ABC National. This includes making a recommendation to staff that a specific business proposal would be operationally good for a number of member segments, provide a benefit to members superior to what members could obtain independently and provide the Association and chapters with significant revenue share with good growth potential over the first few years of the partnership. Other activities include providing input on the marketing of current programs and working with chapters to maximize program growth.

**Strategic Goal:** Continuously grow and deliver value to a diverse and committed membership.

**Values:** Innovation and creativity, modeling the concept of partnering and seeking opportunities when possible, action-oriented, accountability and collaboration and inclusivity

### Duties

- Regularly attend meetings, show commitment and participate in decision-making
- Respect and support the majority decisions of the Committee
- Approach all Committee issues with an open mind, prepared to make the best decisions for everyone involved

### Preferred Background

- Previous attendance at ABC meetings and events
- Strong understanding of ABC National's strategic goals
- Experience with:
  - Marketing
  - Business development
  - Business proposals

### Time

- One-year term

### Commitment:

- Three in-person meetings in conjunction with National conferences and approximately three Committee calls
- Time to perform Committee assignments

For more information or to sign up for a committee, visit [www.abc.org/volunteer](http://www.abc.org/volunteer).