



Indoor Environment & Energy Efficiency Association

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A Special Offer to our ACO Partners...

ACCA announces a new program of services and benefits specifically tailored for its Allied Contracting Organization (ACO) affiliates. This portfolio of opportunities is designed to support our mutual mission to lead America's indoor environmental and energy professionals to business success.

ACCA believes that by providing ACOs with content, benefits and funding opportunities, each organization will become stronger, and our actions and efforts more aligned and focused to support the HVACR contracting community we collectively represent.

To that end, we are introducing services addressing... government relations activities; media and publications; events and education, products, membership, and legal and HR affairs.

Online services for ACOs

- ACCA created an online forum for ACOs to use to communicate with their peers in other states. It contains a library where documents, thoughts, ideas, etc., can be posted for community use.
- On its website, ACCA has included a listing of each ACO, including links to webpages at www.acca.org/aco. This page also includes links to ACCA codes and standards information.

Government Relations

- ACCA will post updates on federal legislation and regulatory actions to the ACO group. Reprint permission is included for ACOs as long as ACCA-drafted articles are properly credited and unedited. ACCA will also post periodic updates on building code activity.

ACOs are strongly encouraged to post updates on any code and legislative activities in their jurisdiction. The sharing of this information is a vital tool to understanding governmental trends and developments that have a tendency to spread from state to state.

Media & Publications

- IE3media agrees to provide free reprint permission for IE3 Magazine articles and articles posted by ACCA staffers to the ACO group as long as they are properly credited and unchanged.
- IE3media will provide each ACO executive director with one complimentary subscription to *IE3 Magazine*.
- ACCA will provide web banners and/or ads that ACOs may use in their publications to promote discounts -- referenced below in Products & Services and Events & Education.

Products & Services

- ACOs may purchase ACCA technical manuals directly from ACCA at a *reseller's discount* as referenced in our MOU. (This is for purchases by the ACO, to be shipped to the ACO. ACO's can resell or redistribute the products as they wish.)
- ACCA will provide each ACO with an online coupon code for Qtech which you can promote to your members for them to save \$10 on a Qtech registration
- ACOs will be paid \$5 for every Qtech sale made using the ACO coupon code identifier. Codes will be emailed directly to the ACO.

Events & Education

- ACCA will provide each ACO with an online coupon code for its major events, including: The IE3 Show, ACCA Annual Conference, and the Service Leadership, Business Technology & Operations Forums. ACOs can promote this coupon code so that its members get the benefit of a discounted registration rate.
- ACOs will be paid a \$10 commission for every registration sale made using their coupon code identifier. Codes will be emailed directly to the ACO.
- ACCA will provide each ACO with one free registration to The IE3 Show to be used by the full-time executive director only.
- During the event, ACCA will host a meeting of the ACOs with ACCA government affairs staff and will provide a room during the event if ACO Executives wish to meet with each other. ACCA will help coordinate this event if requested. The next IE3Show will be held March 20-22, 2017 in Nashville, TN.
- During this same event, ACCA will sponsor a seminar for the ACO elected leaders (volunteer HVACR contractor) to provide them with the fundamental skills they will need to become the association leader and conduct association business.
- When ACCA hosts a class in your jurisdiction, it will give you advance notice, and may offer a chance to receive a per-registration commission if the ACO agrees to promote the class to its members and constituents. This arrangement will vary based on type of class and location.

Membership Discount

- ACCA will provide each ACO the opportunity to promote ACCA membership at a first-year discount to its members, and to receive a large commission on new ACCA members who have not been members of ACCA for at least three years.
- ACOs will receive a coupon code which they can promote ACCA membership to its members. Contractors using the online code to join ACCA will receive a first-year 10% discount. This discount only applies to annual contractor memberships purchased online with a credit card using the coupon code. (It will not apply to monthly dues or to purchases made offline via phone, mail or fax; it cannot be applied retroactively.) Codes will be emailed directly to each ACO.
- If a company uses the ACO code to purchase an ACCA contractor membership, and the company has never been a member before (or not been a member for at least three years), then **ACCA will pay the ACO a 50% commission on the first year's dues received. (For a \$450 annual membership using the coupon code, the dues would be \$405 and the ACO first year commission would be \$203.)** All commissions are paid quarterly.

Legal

- ACCA will provide free access to ACCA's General Counsel for advice on association governance documents and free consultation advice from ACCA's General Counsel on general ACO staff employment/labor issues.

ACO Association Executives Advisory Council

- To provide collaborative discussion with the ACCA President & CEO, and ACCA Senior Management Staff, on matters of mutual interest, ACCA will create an Advisory Council containing several full time Executives.

ACO Leadership Seminar

- A special contractor Leadership Seminar (designed for the volunteer elected leaders of ACOs) will be held each year at the IE3 Show. The forum will provide an opportunity for the volunteer ACO leaders to obtain a fundamental understanding of organizational management and their fiduciary responsibilities as association leaders. They will learn how to properly chair meetings, conduct association business, share best operating practices, and meet with the ACCA Board of Directors to discuss industry issues.

Questions/Clarifications

Reseller product discounts are for ACCA-published Technical Manuals (books only) ... and must be purchased by the ACO directly from ACCA, to be shipped to the ACO. These product discounts are offered so that you may choose to resell the products (and markup for a profit) if you wish; they are not to be offered directly to the customer. Orders must be prepaid before they can be shipped.

All other discounts are to be promoted by the ACO for the individual contractor to use in purchasing directly from ACCA ... Online classes, event registrations, and membership discounts must be used by the contractor/individual, not the ACO. You promote the coupon codes to your members (ACCA will provide web and print ads you can use).

We will send to each individual ACO an individual coupon code for each type of discount.

Commissions will be paid quarterly.

To review these services and opportunities with you and answer questions, we will host a webinar in coming weeks. Information on how to access the webinar will be posted to this forum. Please direct any questions to kimya.caichun@acca.org.

Thank you! We welcome you as a valued industry partner.

Paul T. Stalknecht
ACCA President & CEO