



Membership Proposal

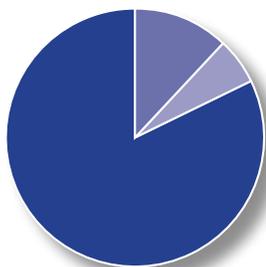
BUILDING SERVICE CONTRACTORS ASSOCIATION INTERNATIONAL

The Business Resource for Contractors™

Who Is BSCAI?

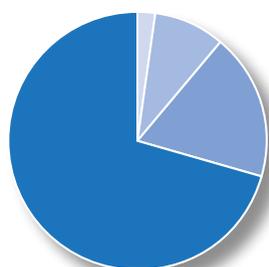
Building Service Contractors Association International (BSCAI) has been the premier trade association serving the building service contracting industry for 50 years. BSCAI helps separate you from your competitors by providing top-notch education, networking, information and training to improve your success in this dynamic, ever-changing industry.

As a member, you will be joining an elite network of the “who’s who” in the industry, including decision makers and professionals representing more than 1,000 companies from across the U.S. and 30 other countries worldwide. There is no better way to grow and maintain your presence in the marketplace than by joining BSCAI right now.



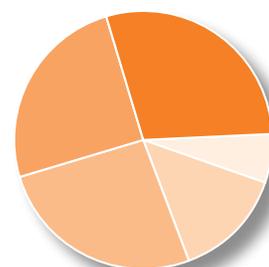
Membership Categories

- Contractor** 82%
Contractor members include:
 Professional/Professional Affiliate
 Franchisor/Franchise Affiliate
 Security
- Associate** 12%
Associate members include:
 Manufacturer
 Distributor
 Consultant
- Other** 6%
Other members include:
 In-house Professional
 Associations



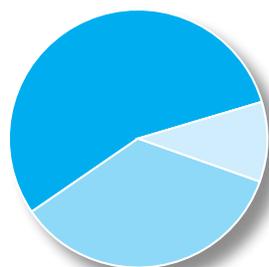
Membership Titles

- CEO/President 70%
- Vice President 18%
- Operations Manager 10%
- Other 2%



Regional Breakdown of Membership

- Eastern United States 29%
- Southern United States 25%
- Midwestern United States 26%
- Western United States 14%
- International 6%



Membership by Annual Sales Volume

- <\$1M 55%
- \$1M - \$10M 35%
- \$10M+ 10%

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What Can BSCAI Do for You?

Joining BSCAI means you are no longer alone in your quest for business growth and success. You will have access to a network of more than 1,000 building service contracting companies and individuals who can provide you with answers and insights on business issues that matter to you.

Regardless of your company size, BSCAI's programs and services will help you excel in today's competitive marketplace while enhancing your leadership skills and positioning you and your company for continued success. As a member, you will have immediate access to the business tools needed to grow your client base, increase your profitability and reduce risk.

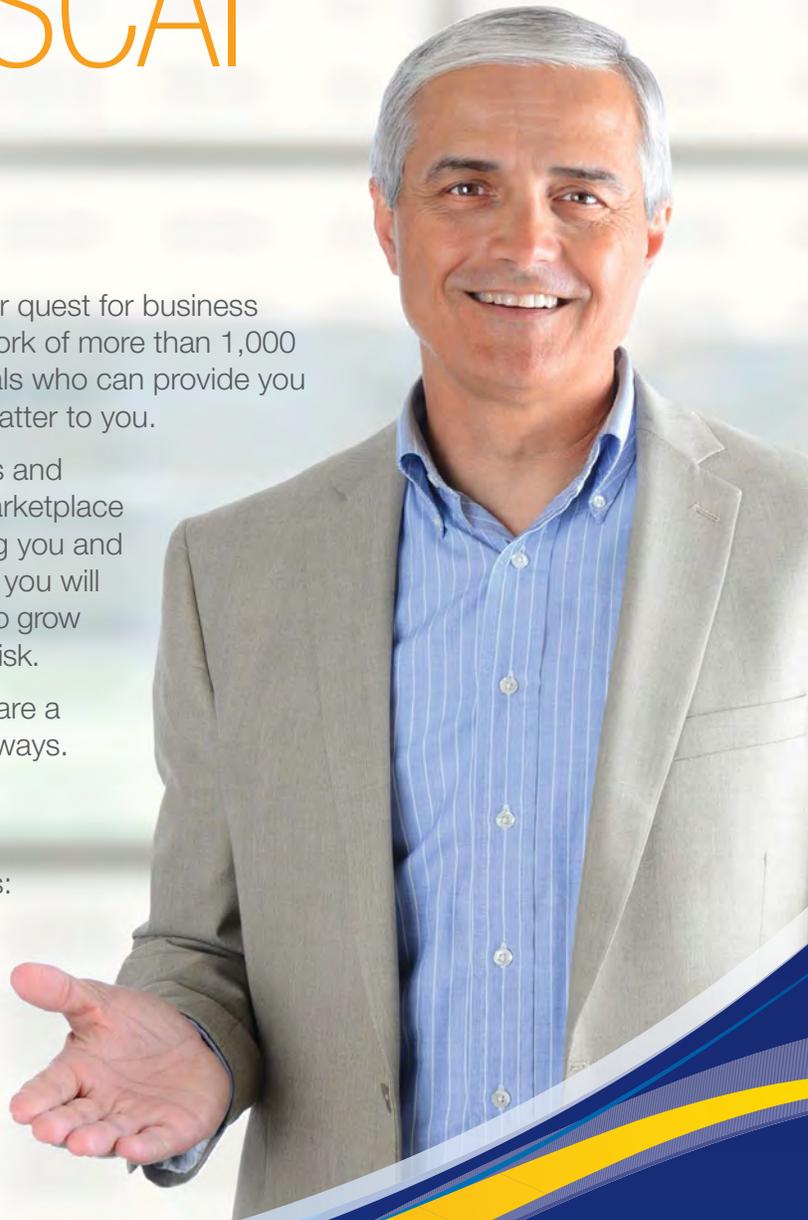
BSCAI assists entrepreneurs like you – whether you are a start-up, mid-size or large company – in a variety of ways.

The “C” stands for Contractor

At BSCAI, contractors are our focus. We provide tools, information and resources that help contractors:

- Increase top-line sales
- Reduce costs and improve profitability
- Reduce the risk of doing business
- Increase your brand and professionalism to make you look better along the way

Find out how and get started.



VISIT US ONLINE AT WWW.BSCAI.ORG



Don't just take our word for it...



"BSCAI allows you to evaluate your business and compare it to others in the industry. It is an investment that pays off."

Kevin Rohan, CBSE, Cavalier Building Services

"If you want to know what is up-and-coming, what is trend-setting in the industry and gain access to innovative ideas, BSCAI is there to help you improve your business."

Sally Schopmeyer, CBSE, Maintenance Inc.



See more stories on our [website](#) or on our YouTube Channel at www.youtube.com/bscai.

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BSCAI National Events

BSCAI hosts three in-person national events each year. These powerful and impactful meetings provide building service contractors of all levels with the education and networking opportunities they need to stay informed and connected to their industry. Annual events include the CEO Seminar, Executive Management Conference and Annual Convention.



The **CEO Seminar** attracts an exclusive group of BSC chief executive officers and executives, who participate in inspirational, strategic leadership seminars led by internationally-recognized speakers.

This intimate, three-day gathering provides attendees with success-driven education, focused on effective leadership, key business growth strategies and high-impact tactics. Attendees network and learn among a group of like-minded peers and return to their businesses rejuvenated and energized!



The **Executive Management Conference** is an opportunity offered each spring for BSC owners and their senior team to gather for business-focused education and networking in an exclusive retreat setting.

The Management Conference is a team-based educational event providing success-driven education ranging from creating balance in the workplace to industry-expert insight into more profitable sales, improvements in forecasting and increasing profitability. Seminar topics typically focus on business growth strategies, managing and motivating personnel and effective negotiations.



The **Annual Convention** is BSCAI's largest event. The convention takes place in the fall and brings together 500 plus BSCs of all sizes and levels for unparalleled contractor-specific education. This is *the event* for BSCs, created by BSCs, with more than 20 hours of education to choose from.

In addition, BSCAI partners with the ISSA/INTERCLEAN trade show to give attendees complimentary access to North America's largest industry-related trade show. The combination of these two powerful events in one place, for one price, has created a "can't-miss" week for BSCs interested in growth.

For full event details, head to www.bscai.org/events.



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Keeping Members Informed and Up-to-Date

SmartBrief

BSCAI is proud to produce the #1 weekly e-newsletter designed for professionals in the building service contractors industry. The *BSCAI SmartBrief* brings you the most important and relevant news and trends from media outlets worldwide to keep you up-to-date on the essential information pertinent to our industry. Areas of focus include government and regulatory updates, business news and best practices. It also includes BSCAI-specific information about upcoming events, exclusive member benefits and new association offerings. *SmartBrief* is distributed every Thursday, so visit bscai.org to opt-in to stay in the loop of what's happening within your industry!



Contractor Connections

Contractor Connections is a communication resource exclusive to BSCAI members. BSCAI shares informative association news and key member benefits to help you make the most of your BSCAI membership and improve your business. Through *Contractor Connections*, members receive information on upcoming events, industry executive profiles, webinars, marketplace specials, top trending stories, featured partners and member benefits.

SERVICES Magazine

SERVICES magazine delivers the information building service contractors need for continued success. Members receive a free subscription to the original magazine for the BSC industry. *SERVICES* is read by more than 10,000 building service contractors, distributors, manufacturers, consultants, facility managers and building owners. With membership, you receive between 6-15 subscriptions to keep your team informed.



VISIT US ONLINE AT WWW.BSCAI.ORG





Save More... Guaranteed

Save money on products you already buy

Like no other in the industry, this program gives you the purchasing power of a superstore—delivering the tools for you to acquire name brand cleaning products at much lower prices—and offers you a brand new way to deliver quality, reliability and speedy service to your clients. The Purchase Advantage Program™ is a groundbreaking solution that gives you new choices and puts you back in control of your purchasing, your service level and your bottom line.

Your competitive advantage

Nationwide availability of name brand core products at a fixed price helps you manage and control costs, deliver consistent cleaning results, and attract and retain profitable clients. Customizable data management tools enable you to implement product standards, either company-wide or by individual location.

You have the control to:

- Manage authorized purchasers and delivery locations
- Define not-to-exceed budgets and establish approval channels
- Generate reports to help track, budget and manage your account
- Create or modify shopping lists unique to each location's specification

**Save more than the cost of
your annual dues – or your money back!**

For more information, visit www.bscai.org/PAP

Purchase Advantage
CHALLENGE!

Don't Play
GAMES

WITH YOUR PROFITABILITY

The Average BSCAI Member

SAVES 48%

on business expenses through PAP

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Industry Certification Programs

Differentiate Yourself Among Peers

In this era of increased competition, clients and prospective customers alike seek credentials that substantiate knowledge and experience. BSCAI offers two individual programs: the Registered Building Service Manager (RBSM) and Certified Building Service Executive (CBSE). BSCAI members also receive the member discount on their Certified Industry Management System (CIMS) company certification offered by ISSA. These designations provide a competitive edge you can use to significantly enhance your prospects for career advancement and opportunities.



Registered Building Service Manager

Become a part of an elite group of building service and contract security professionals by obtaining the Registered Building Service Manager (RBSM) designation. The RBSM designation is widely recognized and respected in the building service industry, and demonstrates your commitment to the building service and contract security community.



Certified Building Service Executive

The Certified Building Service Executive (CBSE) designation is a symbol of accomplishment and is recognized with great respect by other building service contractors and customers throughout the industry. Professionals who achieve the CBSE have reached the highest, most exclusive designation in the industry.



Certified Industry Management System

The Certified Industry Management System (CIMS) and CIMS-Green Building Certification is more than just a way for cleaning organizations to set themselves and their green cleaning operations apart in the marketplace. BSCAI members receive a discount on their CIMS company certification offered through ISSA.

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Year-Round Member Benefits

Discussion Forums

With more than 2,500 BSCs in the BSCAI LinkedIn group, you can take part in active discussions about topics that matter to you. Connect with fellow BSCs to interact, ask questions to the community, or provide answers and input. BSCAI experts are available through this tool to contribute to the conversation.

Peer-to-Peer Networking

Need direction or industry advice? BSCAI offers both peer groups and peer mentoring programs. **BSCAI peer groups** provide members an avenue to freely share ideas, information and opinions in a face-to-face setting. **Peer mentoring** enables new members to connect with active members in the association and become more involved. This is the perfect forum for receiving professional advice and direction from those who have been in your shoes.

BSCAI Marketplace

BSCAI produces and distributes vital educational information designed for building service contractors. The BSCAI Marketplace offers hundreds of publications, training programs and videos in more than 50 subject areas ranging from marketing your business to succession planning to training-related materials. BSCAI members receive a 10-30% discount!



BSCAI Education Library

BSCAI has developed a library of pre-recorded sessions from past Annual Conventions and webinars. This timeless content is available for members to view at their convenience at the office, job site or on the go.

Learn about topics including sales, operations, HR, healthcare reform, government affairs and much more.

BSCAI Membership Logo



**PREMIER
PARTNER**

BSCAI members are encouraged to advertise the BSCAI logo on their marketing materials, business cards,

stationery and proposals. By doing so, you demonstrate to your clients and competitors that you're a member of the #1 building service contractors association in the world and dedicated to providing the highest-quality service possible.

Online Membership Directory

The BSCAI Online Membership Directory is the ultimate "who's who" guide for our industry. It provides a unique opportunity to advertise, network and prospect, all in one place. Use this resource to get in touch with other BSCAI members and as a way for non-members to find you. Your listing can attract loyal customers and potential partners, putting you on the fast-track to success and helping you grow your business. Guests can use this directory to find contractors, manufacturers and distributors based on types of facilities cleaned, business location, company name and more. And now, you can upgrade your member profile with your company profile. Contact BSCAI for details!

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Member Involvement Opportunities

Committee Involvement

BSCAI needs the volunteer support of its members serving on various committees to guide programs and influence decisions on behalf of the association. The knowledge, experience and expertise of BSCAI member representatives ensures that the association will continue to grow and improve. As a member of BSCAI, you will have the opportunity to serve on one of many committees matching your interests. BSCAI committees currently include:

- Membership Committee
- Editorial Committee
- Webinar Committee
- Certification Committee
- Government Affairs Committee
- Awards and Recognition Committee
- Professional Education Committee

CLEAN Awards



BSCAI
CLEAN
AWARDS

The CLEAN Awards program allows all BSCAI members to nominate individuals who have volunteered their time for the betterment of the association and the building service contracting industry.

The prestigious awards presented each year are evidence of the professionalism and high standards that BSCAI members set for the industry. As a member of BSCAI, you can recognize your peers by nominating individuals or BSCAI member organizations in all categories for which they qualify.



BSCAI's Government Affairs Program



BSCAI's Government Affairs Program gives the building service contracting industry visibility into the political process. Individually, it's nearly impossible to influence Congress

on issues that affect your business.

BSCAI's Government Affairs Program (GAF) Team works on behalf of members to monitor devastating legislation and influence positive legislation that ultimately helps strengthen the industry. The BSCAI Government Affairs committee works to bring our members the latest news on many topics including:

- Immigration reform
- Worker misclassification
- Illegal sub-contracting
- Healthcare reform
- Taxation

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Helping BSCAs Respond to Change

Healthcare reform legislation is going to have a big impact on contractors, and BSCAI has the resources to help you. As *the Business Resource for Contractors*, BSCAI will provide you with the tools you need to prepare for the changes ahead. BSCAI and a team of consultants built a toolkit that contractor members can use to prepare, plan, react and communicate regarding healthcare reform legislation.

BSCAI's Healthcare Reform Toolkit includes:

- **Calculators** – Members can determine the essentials, including their company size as defined by the government, FTE employees, compliance with federal benefit laws and penalties.
- **Checklists** – This comprehensive checklist will be based on company size and list the issues to consider related to healthcare reform legislation.
- **Compliance Toolkit** – The toolkit will provide all necessary materials to be in compliance with PPACA and ERISA.
- **Webinar Series** – BSCAI members will take a deep dive into topics critical to contractors and compliance.
- **Question and Answer “Hotline”** – Members will be able to submit questions and receive personalized responses from BSCAI consultants.
- **Monthly E-newsletter** – The newsletter will address hot topics, provide updates and link to resources and national stories related to healthcare reform.
- **Communication Templates** – Members can use customizable templates for communicating with customers and employees related to changes made necessary by healthcare reform legislation.
- **Presentations** – The lead consultant on topics related to healthcare reform, Ruthann Laswick, will give in-person presentations at BSCAI events.

BSCAI will house all of this content and resources in the member section of the website. Members will be able to access these materials and additional resources, such as blogs and vendor websites.

Not a member? Visit bscai.org/join to join BSCAI can gain access to all the tools you need to comply with healthcare reform and be kept up-to-date as additional resources are made available.

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Local Learning and Networking

Regional Education



REGIONAL EDUCATION

ESSENTIAL KNOWLEDGE. LOCAL LEARNING.

BSCAI has expanded its educational offerings across the U.S. to provide our most popular

seminars and review sessions at the local level. These educational workshops will allow industry professionals to network and receive education on a wide variety of topics. Regardless of your location or company size, you can now find the most relevant and essential knowledge near you.

If you missed one of these seminars at the Annual Convention, you will not have to wait an entire year to access this information. BSCAI now conveniently offers educational workshops covering topics such as productivity, bidding and estimating, sales and others, locally.

Check out www.bscai.org/regional for a list of upcoming offerings.

Regional Networking Events



BSCAI is on the road! Take advantage of the opportunity to network with an exclusive group of building service contractors in your area.

Connect with current BSCAI

members as well as other industry professionals. Learn about the value BSCAI has to offer, discuss industry topics and share ideas with peers. For the latest schedule of events, visit www.bscai.org/regional.

Virtual Certification Workshops

BSCAI is making it easier for you to study and prepare for the four-part certification exam by experiencing our workshops virtually. BSCAI hosts monthly webinars corresponding with different volumes from the RBSM study kit. The webinars are instructor-led and available on-demand in a recorded format.

Just like the in-person workshops, lectures and exercises are based on the seven Building Service Management Program manuals and Guide to Green Cleaning. Take advantage of this unique opportunity to earn the prestigious RBSM designation, a certification recognized as a standard of excellence in the BSC industry.

Webinar Series



You do not have to travel to take advantage of BSCAI-focused education with BSCAI webinars. These 60-minute, live

seminars offer the same high-quality, classroom-based education available at BSCAI educational events. BSCAI webinars offer expert insights on topics including:

- Implementing Healthcare Reform
- Secrets to Improving BSC Margins
- Legislation Updates
- Safety: Workers Comp and Managing Risk

Visit the BSCAI Marketplace for our online library of webinars. Many webinars are available to members at no cost, with low member rates for others. Visit www.bscai.org/webinars to learn more.

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Members Save with Trusted Partner Programs

 **AegisMobility and FleetSafer®** have partnered with BSCAI for a new benefit program. FleetSafer® Vision is a cloud-based software service that integrates telematics data with mobile device usage data and other information.

 **Affinity HR Group** is a team of experts who can provide assistance with federal and state compliance, developing effective pay and incentive bonus programs, communicating effectively with employees, pre-employment screening and testing, recruiting top-notch staff and more! The team of experts includes certified HR specialists, compensation specialists, senior HR strategists, health and welfare consultants, recruiters and labor attorneys.

 **BSCAI Background Checks** provide comprehensive background screening services. Reports address negligent hiring, workplace violence, drug use, past criminal records and worker retention. BSCAI members now receive preferred pricing.

 **ChronoTek** specializes in serving clients nationwide, in Canada and Puerto Rico by providing telephone time clock software for accurately tracking employee time and attendance from any phone anywhere around the world. ChronoTek is a licensed and legal provider of patented caller ID technology that enables companies to see the phone number from which employees call, and site location if calling from a land line.

 **EPAY Systems** has designed a flexible time-tracking system expressly for BSCs. Understanding the challenges you face, EPAY Systems has developed a solution that allows you to track multiple worksites and mobile employees in real time, using a range of devices and methods, like mobile time-tracking with GPS.

 **HomeAdvisor**, formerly ServiceMagic, Inc., is the nation's leading online marketplace connecting consumers with prescreened and customer-rated commercial and home service professionals. HomeAdvisor uses its proprietary technology to match consumers' service requests with local service professionals in real time, addressing more than 650 different commercial and home service needs.

 **TheJanitorialStore.com** is an online community for cleaning business owners and those in the industry considering starting their own cleaning business. BSCAI members receive 50% off a one-year membership.

 **Liberty Mutual Insurance** offers BSCAI members a range of commercial insurance offerings tailored to the unique needs of the ever-changing building service contracting industry. Coverage spans damage to borrowed equipment, property damage, lost key coverage and more.

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Member Discount Partners

(continued)



Northpointe Insurance, LLC offers BSCAI members and their employees an affordable, flexible and customizable medical insurance plan that will help reduce staff turnover, save your company money and improve your competitive advantage when recruiting top talent.



Paperless Proposal™ is a web-based online proposal software for sales, management and marketing. Create, send, track and manage customized proposals or marketing packages, and track how long and which prospects viewed them with our proposal application.



RainMaker Sales Support can be your sales partner and provide you with call center support for all parts of your sales process—from qualifying prospects and setting up appointments to sales training and improving client retention. BSCAI members enjoy a 15% discount.



The **Sprint™** Nextel Platinum Program offers BSCAI members, their employees and their families discounts on personal wireless service. Exclusive BSCAI member discounts include free, unlimited text messaging, free activation, free shipping and reduced overage charges.



Staples Facility Solutions® offers discounted pricing on your business supplies. Staples Facility Solutions participates in BSCAI's group purchasing program, the Purchase Advantage Program™.



Sunbelt Rentals® provides BSCAI members a 10% discount on equipment rentals plus 24/7 customer service, after-hours emergency response, safety training and comprehensive preventive maintenance.

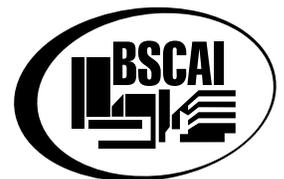


Tripod Learning Associates won't tell you how to clean a restroom. They will help you learn to find, hire, train and retain the employees to perform these services as well as help you fine tune your operations, ensure that your operations are Green and Sustainable, set up the most efficient administration process and streamline purchasing among other programs.



YRC Freight provides members comprehensive regional and national coverage, including Mexico, Puerto Rico and the most extensive inter-Canada service. More customers rely on YRC for their big shipments than any other provider. BSCAI members receive a 62% discount on qualifying less-than-truckload (LTL) shipments. Yellow and Roadway have integrated networks, services and capabilities to become YRC. This gives you increased coverage, service options, reliability, quality and speed.

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Don't just take our word for it...



"Since we began [using the Purchase Advantage Program], the re-sale portion of our business has grown from essentially nothing to about 18 percent of our gross sales."

Mike Kelley, Combat Cleanerz

"BSCAI is a vehicle to learn and grow effectively. The networking and education provided through BSCAI is tailored to contractors and is something you cannot get anywhere else."

Tim Murch, CBSE, Mitch Murch Maintenance Management



See more stories on our website or on our YouTube Channel at www.youtube.com/bscai.

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What Can BSCAI Do for You?

- Expand Your Professional Network of BSCs and Other Industry Experts
- Develop Your Leadership Skills
- Manage Your Bottom Line
- Grow Your Customer Base
- Increase Your Profitability
- Enhance Your Employee Training Programs

Find out how to get started.

www.bscai.org/join



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