

FINANCIAL REPORT

(October 1, 2005 - September 30, 2006)

Beginning Cash.....	\$ 54,988.00
Cash Receipts.....	400,696.00
Total Cash Available.....	455,684.00
Cash Disbursements.....	420,298.00
Ending Cash.....	35,386.00

(A detailed financial statement is
on file at Association Office)

EXECUTIVE COMMITTEE

President	John Handerhan	
1st Vice President.....	Jim Hamilton	
2nd Vice President	Aaron Tervo	
3rd Vice President	Jerry Harper	
Treasurer	James Dicks	
Past President	Jerry Zreliak	
Paul Lippiatt	Harry Grafton	Mark Ramsey
Jerry Stittle	Fred Navarra	Bob Daloise
Frank Yoder	Larry Lencyk	Karen Mamula

ASSOCIATION STAFF

Kevin Reilly	Executive Vice President
John Watkins	Labor Relations Director
Marie Mariani.....	Office Manager
Nancy Connell	Secretary

LEGAL COUNCIL

Manchester, Bennett, Powers & Ullman

AUDITOR

Hill, Barth & King, LLC

ASSOCIATION SERVICES

- Annual Meeting
- Apprenticeship and Training
- Arbitration of Disputes
- Association Headquarters
- Association Website
- Building Trades Liaison
- Career Movies
- Central Administrative Agency
- Community Services
- Contract Negotiations
- Crime Prevention Program
- Directory & Buyers Guide
- EEO Program Assistance
- Engineering Copier
- Hazard Communications Program
- Intra Industry Relations
- Labor Agreements
- Labor Contracts Library
- Labor Relations
- Legislative Activities
- News Report
- OSHA Data
- Plan Room
- Pre-Job Assistance
- Professional Staff
- Public Relations
- Safety, First Aid Training
- Scholarships
- Social Activities
- Tri State Construction Users Council
- Wage Rates Library
- Workers Compensation Group Rating Program

In Memoriam

The following Association members and industry
leaders have passed away since our last Annual Meeting:

Joseph E. Beasley
Robert L. Dyer
Salvatore J. Ponzio

Theodore E. Conrad
Gale E. Measel Sr.

The 2006 Year-End Report



THE BUILDERS ASSOCIATION

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Western Pennsylvania

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John Handerhan, President

2006 . . . CHALLENGING TIMES

The construction industry is a dynamic industry and has changed dramatically since the Association was formed in 1970. Like all industries, there are ups and downs in the construction business. In 2006 we saw a decrease in man hours of approximately 9% from the prior year, continued to face increasing competition from non-union contractors and union contractors struggling to compete and remain profitable. The Association recognizes the need to be as dynamic and proactive in the industry in order to try to assist contractors in these challenging times and in the better days that lie ahead.

Here are some highlights of 2006:

- Hired an independent marketing consultant to conduct a perception study of the Association and unionized construction industry and develop a marketing strategy to address the issues identified in the perception study
- Negotiations of two Building Trades Contracts with Glaziers Local 847 and Operating Engineers Local 66
- Currently in Negotiations with Painters Local 476 for a brand new Residential Contract
- Administration of uniform substance abuse programs with Ironworkers Local 207, Roofers Local 71 and Sheet Metal Workers Local 33
- Hosted Sheet Metal Training Program
- Co-Sponsored a Construction Claims Seminar
- Sponsored along with the Regional Chamber, Penn-Northwest, Lawrence County Economic Development Corp. and the Building Trades an informational breakfast on the Build Fund of America
- Awarded four scholarships to YSU students enrolled in the Construction and Civil Engineering Technology Program
- Member of the Ohio Construction Coalition
- Sponsor a Workers Compensation Group Rating Program which has saved contractors enrolled in the program an estimated \$6.0 million over the last six years

- Co-Sponsor AGC Ohio Build Awards Program
- Sponsor a Telephone Discount Program which offers those enrolled in the program a savings on their telephone services
- Building & Grounds Committee continued work to address updating the Association Building and to develop long range plans for the Association property

ANTITHEFT, VANDALISM CAMPAIGN —

The Association continues to combat job site thefts and vandalism. Members are sent materials to post on their construction job sites which offer rewards up to \$1,000 for the arrest and conviction of anyone stealing building tools, equipment, materials or responsible for damage and vandalism.

APPRENTICESHIP — Training young men and women to be qualified employees is an important service of the Association. Recruitment, interviews and follow-up procedures are part of an overall Association program with the following crafts: Asbestos Workers, Bricklayers, Carpenters, Cement Masons, Glaziers, Ironworkers, Operating Engineers, Painters, Plasterers, Roofers, Sheet Metal Workers and Laborers. Over three hundred apprentices are enrolled in these programs. Thanks to the many Association members who give of their time to serve on apprenticeship committees.

COMMUNITY AFFAIRS — Members can be found throughout the 5 county area participating in all types of community service . . . from elected political office to churches, civic clubs and organizations. Members are also recognizing their responsibilities and are active in United Way, Salvation Army, and other charitable campaigns. Fifteen labor contracts negotiated by The Association carry provisions for employee-employer contributions to the United Way Campaigns.

CONTRACT NEGOTIATIONS — Two building trades agreements were negotiated in 2006. Fifteen other union contracts continued through 2006.

EQUAL EMPLOYMENT OPPORTUNITY — Minority Business Enterprise, Minority Employment, Women Business Enterprise, Female Employment goals can present problems for contractors. The staff works closely with Federal, State, Local officials and agencies to keep contractors in compliance.

INTRA, INDUSTRY RELATIONS — In Association work, mutual exchange of information with other industry organizations is vital. The Associa-

tion has close contacts with the following groups: Associated General Contractors of America, Plumbing-Heating-Cooling Contractors, National Electrical Contractors Association, Ohio Contractors Association, Associated General Contractors of Ohio, National Erectors Association, Sheet Metal and Air Conditioning Contractors, National Roofing Contractors, Home Builders Association, Architects and others.

LABOR POLICY COMMITTEE — Members of the committee, which controls management negotiations with area Building Trades Unions in the 5 county area are:

Kevin Reilly, Chairman	Ed Stevens
Terry Knittle	Jeff Mason
Larry Lencyk	Henry Venetta
Jim Breese	Eugene Holley
Doug Wallace	Joe Joseph
Joe Rich	Roger Kreps
Bill Casey	Doug Slagle
Bill Ferguson	Cliff Morgan
Joe K. DeSalvo	

MEMBERSHIP — The Builders Association has 230 members doing all types of construction-oriented work and services.

NEWS REPORT — Our publication brings stories, photos on construction happenings and trends to thousands of readers coast to coast. The publication reflects the professionalism of The Builders Association.

PLAN ROOM — Services to Plan Room users have been upgraded with the installation of a new engineering copier. The Construction Bulletin staff manages the Plan Room.

SAFETY — A complete safety program features inspections, manuals, films and seminars to keep members in compliance with OSHA regulations, as well as substance abuse testing programs.

SCHOLARSHIPS — The Association awards scholarships of up to \$8,000 a year. Since 1971, \$85,210 has been awarded in scholarships at Youngstown State University and the Shenango Valley Campus of Penn State University. The scholarships are given to deserving young men and women interested in construction careers. We look forward to continuing this in 2007.

SOCIAL ACTIVITIES — The Presidents Dinner Dance and golf outings highlight social programs. Membership dinner meetings of divisions and chapters are held during the year.