

## Financial Report

(October 1, 2006 – September 30, 2007)

Beginning Cash	\$ 35,386
Cash Receipts	495,765
Total Cash Available	531,151
Cash Disbursements	519,594
Ending Cash	11,557

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

## Executive Committee

Jim Hamilton	President
Aaron Tervo	1 <sup>st</sup> Vice President
Jerry Harper	2 <sup>nd</sup> Vice President
Harry Grafton	3 <sup>rd</sup> Vice President
James Dicks	Treasurer
John Handerhan	Past President

Howard Agueda	Cliff Morgan
Jim Breese	Fred Navarra
Bob Daloise	Mark Ramsey
Larry Lencyk	Ed Stevens
Paul Lippiatt	Jerry Stittle
Karen Mamula	Frank Yoder
Jeff Mason	Jerry Zreliak
Gale Measel	

## 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 & 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
- Educational Programs
- EEO Program Assistance
- Engineering Copier
- Hazard Communications Program
- Intra Industry Relations
- Labor Agreements
- Labor Contracts Library
- Labor Relations
- Legislative Activities
- Marketing Program
- News Report
- OSHA Data
- Plan Room
- Pre-Job Assistance
- Professional Staff
- Public Relations
- Safety, First Aid Training
- Scholarships
- Telephone Discount Program
- Tri State Construction Users Council
- Wage Rates Library
- Workers Compensation Group Rating Program

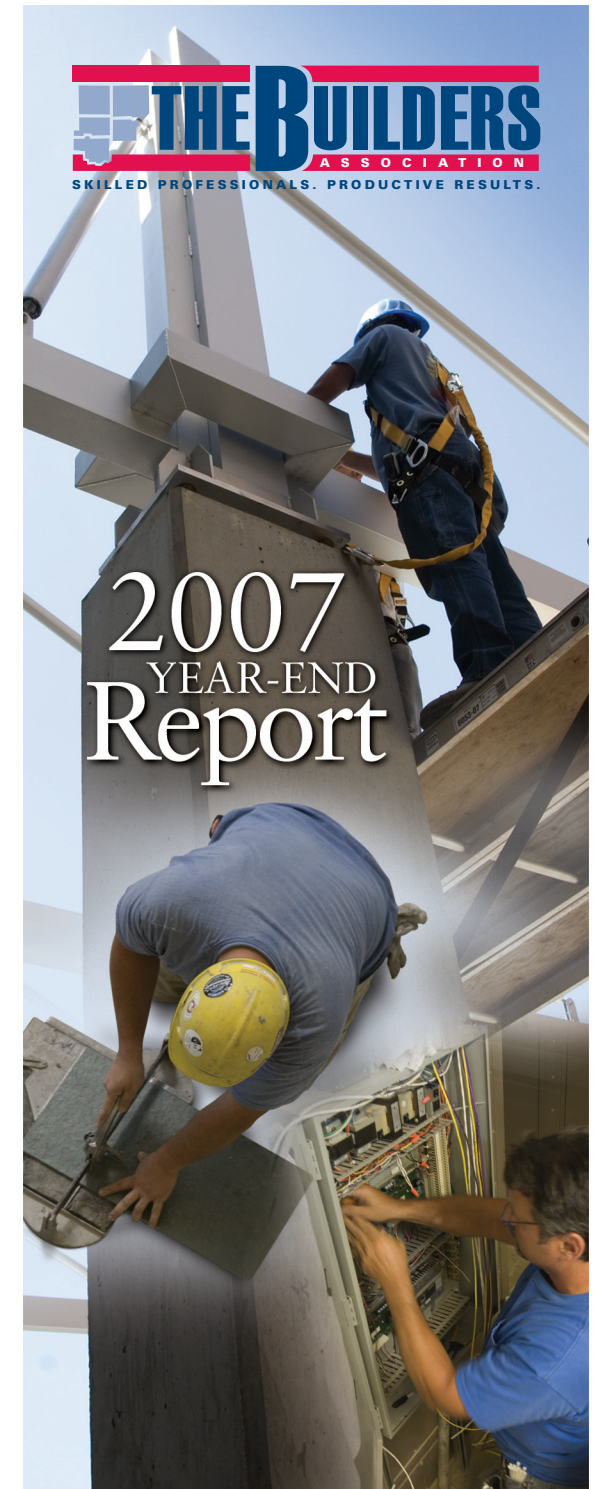
### In Memoriam

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

Henry Venetta



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VIENNA, OH 44473  
PHONE: 330-539-6050  
FAX: 330-539-0130  
WWW.THEBUILDERSONLINE.COM



## 2007 . . . Renewed Commitment

Most of our members have belonged to this Association for many years, and some have been members since the formation of the Five County Association in 1970. Despite this long time commitment to the Association, we still need to prove our value to not only new and potential members, but also to our long time members.

2007 is a year earmarked to reflect our renewed commitment to the purpose of the Association which is...“to promote and advance the interests of the construction industry in the five-county area of Mahoning, Trumbull and Columbiana Counties in Ohio, and Mercer and Lawrence Counties in Pennsylvania to the benefit of all employers and employees in the construction industry, all individuals, firms or corporations related to the industry, all members of the Corporation, and the customers of the industry.”

Hired an independent marketing consultant to develop and implement a marketing program with the goals of positioning Association members as the favored resource in the regional construction market, increasing the Association membership and attracting qualified young adults to the construction industry

- Adopted a new Association logo and slogan
- Launched a completely redesigned website with the goals of increasing the promotion of our members and providing easier access to information
- Completed negotiations of Building Trades Contracts with Ironworkers Local 207, Painters Local 476 – Residential, Roofers Local 71, Sheet Metal Workers Local 33 – Commercial and Residential and Teamsters Local 377
- Facilitated administration of uniform substance abuse programs with Ironworkers Local 207, Roofers Local 71 and Sheet Metal Workers Local 33
- Awarded four scholarships to YSU students enrolled in the Construction and Civil Engineering Technology Program
- Retained active membership in the Ohio Construction Coalition which is a statewide labor/management committee
- Sponsored a Workers Compensation Group Rating Program, which saved contractors enrolled in the program millions of dollars in premiums over the last seven years

## NOTABLE PROGRAMS:

- Co-sponsored the AGC Ohio Build Awards Program
- Sponsored a Telephone Discount Program which offers those enrolled in the program a savings on their telephone services
- Completed an interior renovation project which encompassed the conference room, office and storage areas.

**Anti theft, Vandalism Campaign** Members are sent materials to post at 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** Recruitment, interviews and follow-up procedures are part of an overall Association program to train men and women as qualified professionals with the following crafts: Asbestos Workers, Bricklayers, Carpenters, Cement Masons, Glaziers, Ironworkers, Laborers, Operating Engineers, Painters, Plasterers, Roofers and Sheet Metal Workers. Approximately 300 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 five-county area participating in all types of community service: from elected political office to churches, civic clubs and organizations. Members are also active in United Way, Salvation Army, and other charitable campaigns. Fifteen labor contracts negotiated by The Association carry provisions for employe-employer contributions to the United Way Campaigns.

**Contract Negotiations** Five building trades agreements were negotiated in 2007. Thirteen other union contracts continued through 2007.

**Equal Employment Opportunity** Minority Business Enterprise, minority employment goals can present problems for contractors. The staff works closely with Federal, state, and local officials and agencies to keep contractors in compliance.

**Intra, Industry Relations** The Association has close contacts with group such as: Associated General Contractors of America, Plumbing-Heating-Cooling Contractors, National Electrical Contractors Association, Ohio Contractors Association, Associated General Contractors of Ohio, The Association of Union Contractors, Sheet Metal and Air Conditioning Contractors, National Roofing Contractors, and the Home Builders Association.

## Labor Policy Committee

Members of the committee, which reviews management negotiations with area Building Trade Unions in the five-county area are:

- Kevin Reilly, *Chairman*
- Joe K DeSalvo
- Terry Knittle
- Ed Stevens
- Jeff Mason
- Eugene Holley
- Jim Breese
- Doug Wallace
- Joe Rich
- Bill Casey
- Bill Ferguson
- Cliff Morgan
- Doug Slagle
- Roger Krups
- Joe Joseph

**Marketing** The first half of the marketing campaign focused on getting materials in order, such as brochures, bumper and hardhat stickers, and the web site. Increased advertising and publicity was also accomplished. Presentations to Association divisions were made to bring members up to date on what has been done and what is planned in the second half of the program.

**Membership** The Builders Association has 180 contractors 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 include 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, \$93,210 has been awarded to students of Youngstown State University. Scholarships are given to deserving young men and women interested in construction careers. We look forward to continuing this in 2008.

**Social Activities** The Presidents Dinner Dance and golf outings highlight social programs. Membership dinner meetings of divisions and chapters are held during the year.