

Financial Report

(October 1, 2007 – September 30, 2008)

Beginning Cash	\$ 11,557
Cash Receipts	588,499
Total Cash Available	600,056
Cash Disbursements	534,240
Ending Cash	65,816

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

Executive Committee

Aaron Tervo	President
Jerry Harper	1 st Vice President
Harry Grafton	2 nd Vice President
Jim Breese	3 rd Vice President
James Dicks	Treasurer
Jim Hamilton	Past President

Howard Agueda	Geoff Measel
Ken Black	Cliff Morgan
Bob Daloise	Mark Ramsey
Joe DeSalvo	Ed Stevens
John Handerhan	Jerry Stitle
Larry Lencyk	Doug Wallace
Paul Lippiatt	Frank Yoder
Karen Mamula	Jerry Zreliak
Jeff Mason	Mark Zeidenstein

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
- 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
- Intra Industry Relations
- Labor Agreements
- Labor Contracts Library
- Labor Relations
- Legislative Activities
- Marketing Program
- News Flash
- OSHA Data
- Plan Room
- Pre-Job Assistance
- Professional Staff
- Public Relations
- Safety Training Programs
- Scholarships
- Telephone Discount Program
- Tri-State Construction Users Council
- Wage Rates Library
- Web Site
- Workers Compensation Group Rating Program

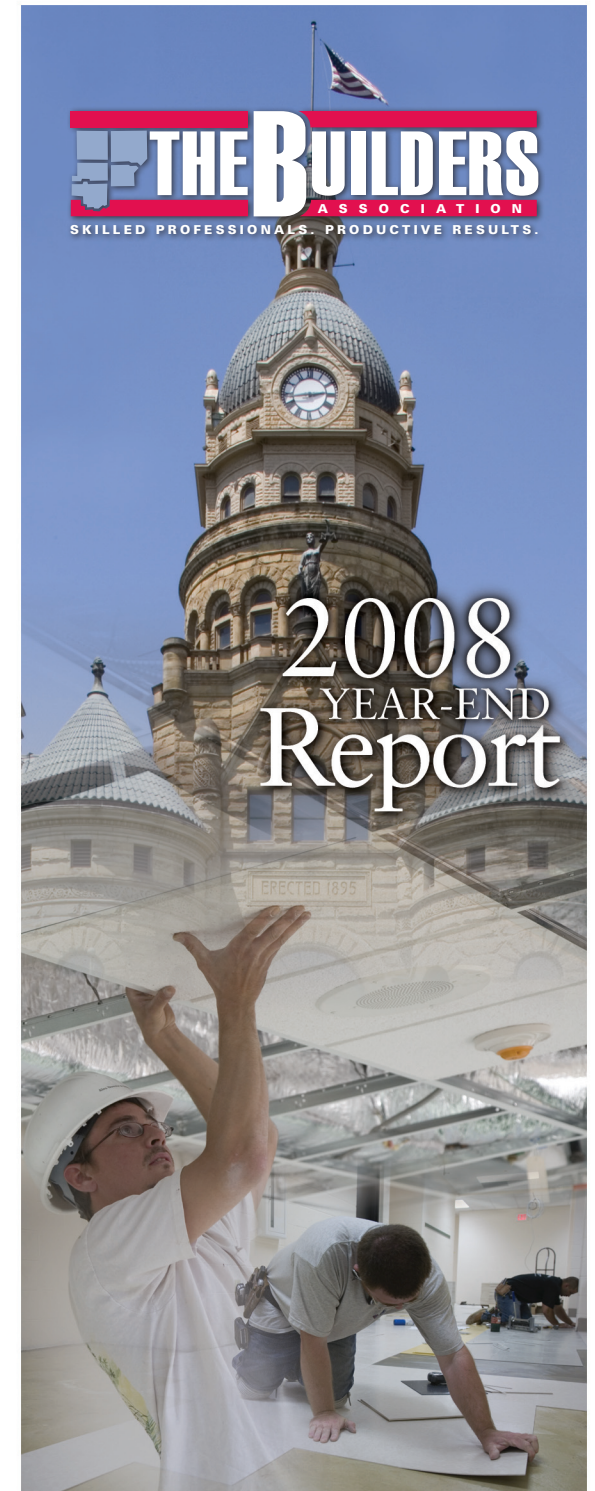
In Memoriam

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

Doug Downie
Brian Keeling
Tom Sawyer



P.O. Box 488
VIENNA, OH 44473
PHONE: 330-539-6050
FAX: 330-539-0130
WWW.THEBUILDERSONLINE.COM



2008 ... A Year of Volatility and Uncertainty

2008 will be remembered for the collapse or near collapse of numerous financial institutions, the housing market, domestic auto and industry and the bailouts by the Federal Government. The tightened credit market and extreme volatility in the stock market has hurt an already slow local construction market. Hopefully 2009 will bring stability to the markets and growth back to the economy.

2008 highlights include:

- Continued to work with 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
- Enhanced our website with photos and news items, with the goal of increasing the promotion of our members and providing easier access to information, and established a Google Internet search-engine program to promote the web site
- Completed negotiations of Building Trades Contracts with Asbestos Workers/Insulators Local 84, Bricklayers Local 8, Bricklayers Local 9 (wage reopener), Carpenters Local 268, Plasterers Local 179 and Tile setters Local 8
- Facilitated administration of uniform substance abuse programs with Ironworkers Local 207, Roofers Local 71 and Sheet Metal Workers Local 33
- Awarded five 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 eight years
- 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
- Purchased new conference room and office furniture

NOTABLE PROGRAMS:

- Participated in the coalition that successfully fought the mandated paid sick leave ballot initiative
- Held free OSHA 10 & 30 hour certification courses for members
- Published the new 2008-09 Builders Association Directory & Buyers Guide

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 efforts, 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 employee-employer contributions to the United Way Campaigns.

Contract Negotiations Six building trades agreements were negotiated in 2008. Twelve other union contracts continued through 2008.

Equal Employment Opportunity Minority Business Enterprise, minority employment, Women Business Enterprise, and female 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 maintains product relationships 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 Constructors, Sheet Metal and Air Conditioning Contractors, National Roofing Contractors, and the Home Builders Association.

Labor Policy Committee

This committee reviews management negotiations with area Building Trade Unions in the five-county area. Committee members are:

Kevin Reilly,	Tom Froelich	Jeff Mason
<i>Chairman</i>	Eugene Holley	Cliff Morgan
Jim Breese	Joe Joseph	Joe Rich
Bill Casey	Terry Kuntle	Ed Stevens
Joe K DeSalvo	Roger Krups	Doug Wallace
Bill Ferguson	Larry Lenky	

Marketing The marketing program focused on individual and mass membership support to help promote their businesses. Projects included creating a co-marketing material resource CD for contractors, updating the membership directory, promoting new members in the media, and writing company profiles. We launched a membership recruitment project using telemarketing and direct mail materials. We created and distributed to area specifiers a healthcare industry focus sheet to promote Association members for this segment of the construction industry. We also maintained presence in the media with feature articles in Builders Exchange Magazine and Youngstown Business Journal, and via advertising in several local trade, municipal and construction association publications.

Membership The Builders Association has approximately 180 contractors who work every day and support services.

News Flash Our e-mail bulletin program delivers construction industry-related information, news stories, photos, and event information to our members and the local media. This communication tool 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, seminars and training programs 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, \$101,210 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 2009.

Social Activities The President's Dinner Dance and golf outings highlight Association social programs. Membership dinner meetings of divisions and chapters are held throughout the year.