

## Financial Report

(October 1, 2009 – September 30, 2010)

Beginning Cash	\$ 46,423
Cash Receipts	501,480
Total Cash Available	547,903
Cash Disbursements	517,150
Ending Cash	30,753

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

## Executive Committee

Harry Grafton	President
Jim Breese	1 <sup>st</sup> Vice President
Joe K. DeSalvo	2 <sup>nd</sup> Vice President
Ed Stevens	3 <sup>rd</sup> Vice President
Roger Kreps	Treasurer
Jerry Harper	Past President

Howard Agueda	Cliff Morgan
Ken Black	Dan Pontius
Bob Daloise	Joe Rich
Brian Downie	Jerry Stitle
Jim Hamilton	Aaron Tervo
John Handerhan	Doug Wallace
Paul Lippiatt	Jerry Zreliak
Jeff Mason	Mark Zeidenstein
Geoff Measel	

## Association Staff

Kevin Reilly	Executive Vice President
John Watkins	Labor Relations Director
Dan Fry	Assistant Labor Relations Director
Tammy Shaw	Office Manager
Gwen Logan	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
- Website
- Workers Compensation Group Rating Program

### In Memoriam

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

Joseph Bayer  
Emil Koledin  
Paul Johnson Sr.  
Calvin Pannunzio  
Michael Schuler



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## 2010 ... Waiting For The Recovery

As the national economy struggles to rebound, so does the construction industry in the Mahoning and Shenango Valleys. Man hours in 2009-2010 continued its five-year decline from historical average man hours. The hours reported this fiscal year are down 28% from our average man hours. After nearly two years of the “change” administration, the economy is yet to rebound. The voters ushered in “change” during the November midterm election and history will tell whether that “change” has any positive impact on the state of the economy and on our local construction industry.

### 2010 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
- Co-hosted a worker’s compensation seminar with member company L. Calvin Jones
- Maintained our 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 Cement Masons Local 179, Ironworkers Local 207, Laborers Locals 125 & 935, Laborers Local 964, Operating Engineers Local 66, Painters Local 476 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 five scholarships to YSU students enrolled in the Civil and Construction Engineering Technology Program
- Exhibited at the Regional Chamber Business Showcase to promote Association members to the business community
- Continued working with the Western Reserve Building Trades Council on the formation of a local 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 ten years
- Co-Sponsored the AGC Ohio Build Awards Program
- Sponsored a Telephone Discount Program, which offers those enrolled a savings on their telephone services
- Planning the 2nd Annual Building Estimating Competition with Youngstown State University Civil Engineering and Civil and Construction Engineering Technology students

## NOTABLE PROGRAMS:

**Antitheft, 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 200 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 employee-employer contributions to United Way Campaigns.

**Contract Negotiations:** Seven building trades agreements were negotiated in 2010. Eleven other union contracts continued through 2010.

**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 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 Constructors, Sheet Metal and Air Conditioning Contractors, National Roofing Contractors, The Regional Chamber of Commerce, The Better Business Bureau 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, <i>Chairman</i>	Bill Ferguson	Jeff Mason
Jim Breese	Tom Froelich	Cliff Morgan
Bill Casey	Joe Joseph	Joe Rich
Dave Collins	Terry Knittle	Ed Stevens
Joe K DeSalvo	Roger Kreps	Doug Wallace
	Larry Lencyk	

**Marketing:** Our marketing program focused on illustrating the capabilities of our members. A partnership with the Business Journal produced a monthly “Builders Report” video feature series on the Journal’s “Daily Buzz.” The videos are also featured on The Builders’ web site and companies featured received a copy for their own use. Several company profiles were written for members and each was featured on the web site, distributed during The Builders’ participation at the Regional Chamber show, and given to members for their own use. A new ad, used in the Builders Exchange and Business Journal, highlighted the skills and productivity of our members and that message was used to create a new trade show exhibit. Publicity was secured for new members and members with individual successes to report, including several articles and a marketing column in the Journal as well as WKBN-TV features for three different stories. WKBN radio hosted us for a 30-minute evening drive-time interview. We continue to enhance our members’ pages on the web site and established a presence on Facebook, Twitter, and LinkedIn to capture the social media audience. We also held two special events: A green building seminar, and an open house with the Sheet Metal Apprenticeship Center.

**Membership:** The Builders Association has approximately 180 contractors doing all types of construction-oriented work and services.

**News Flash:** Our email bulletin brings stories, photos on construction happenings and trends to thousands of readers coast to coast. This communication tool reflects the professionalism of The 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, \$116,210 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 2011.

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