

Financial Report

(October 1, 2010 – September 30, 2011)

Beginning Cash	\$30,753
Cash Receipts	\$521,972
Total Cash Available	\$552,725
Cash Disbursements	\$525,735
Ending Cash	\$26,990

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

Executive Committee

Jim Breese	President
Joe K. DeSalvo	1 st Vice President
Ed Stevens	2 nd Vice President
Roger Kreps	3 rd Vice President
Brian Downie	Treasurer
Harry Grafton	Past President

Howard Agueda	James Pitzer
Ken Black	Joe Rich
Bob Daloise	Jim Santini
Jim Hamilton	Jerry Stile
John Handerhan	Dan Terreri
Jerry Harper	Aaron Tervo
Jeff Mason	Doug Wallace
Geoff Measel	Jerry Zreliak
Cliff Morgan	Mark Zeidenstein

Association Staff

Kevin Reilly	Executive Vice President
John Watkins	Labor Relations Director
Dan Fry	Assistant Labor Relations Director
Tammy David	Office Manager

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 Programs
- Safety Training Programs
- Scholarships
- 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:

Ranier Devido
Thomas O'Brien, Sr.



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



2011 ... Recovery?

Following five years of declining reported CAP man hours, we have seen the first increase in man hours since 2006. Despite the slight increase in man hours we are certainly nowhere near our average reported man hours. Only time will tell if this is the start of a recovery to our economy and the construction industry or if this is our new reality.

2011 highlights include:

- Negotiated Building Trades Contracts with Asbestos Workers Local 84, Carpenters Local 171, Floor Layers Local 509, Glaziers Local 847, Millwrights & Pile drivers Local 1871, Plasterers Local 179 and Sheet Metal Workers Local 33 – Residential.
- Facilitated administration of uniform substance abuse programs with Ironworkers Local 207, Roofers Local 71 and Sheet Metal Workers Local 33
- 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
- Awarded four scholarships to YSU students enrolled in the Civil and Construction Engineering Technology Program
- Hosted the 2nd Annual Building Estimating Competition with Youngstown State University Civil Engineering and Civil and Construction Engineering Technology students
- Co-Sponsored the AGC Ohio Build Awards Program
- Maintained our redesigned website with the goals of increasing the promotion of our members and providing easier access to information.
- 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.

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 the United Way Campaigns.

Contract Negotiations – Four building trades agreements and three wage reopeners were negotiated in 2011. Thirteen other union contracts continued through 2011.

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	Larry Lencyk
Jim Breese	Tom Froelich	Jeff Mason
Bill Casey	Joe Joseph	Cliff Morgan
Dave Collins	Jerry Harper	Joe Rich
Joe K DeSalvo	Terry Knittle	Ed Stevens
Mike Fagert	Roger Kreps	Doug Wallace

Marketing – Our marketing program focused on promoting the skills and qualifications of Builders members to the regional construction community. A partnership with the Business Journal continued, which produced a monthly “Builders Report” video feature series highlighting a member on the Journal’s “Daily Buzz” newscast. The videos are also featured on The Builders’ web site and companies featured receive a copy for their own use. Also with the Business Journal, a new ad series focused on citing key construction projects in the region that were built or renovated by Builders members. Attention also focused on helping individual members with marketing strategies for their own companies. One-on-one marketing checkups with members began, marketing presentations were given and Q&A sessions were held at division meetings, and publicity was achieved for members earning awards, achieving milestones, or earning certifications. An ironworkers open house was held, a member recruitment telemarketing campaign was launched, and existing online communication strategies continued, such as e-news flashes and social media news postings.

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 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, \$124,210 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 2012.

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