

Financial Report

(October 1, 2013 – September 30, 2014)

Beginning Cash	\$33,916
Cash Receipts	\$571,193
Total Cash Available	\$605,109
Cash Disbursements	\$592,594
Ending Cash	\$12,515

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

Executive Committee

Brian Downie	President
Howard Agueda	1 st Vice President
Jim Santini	2 nd Vice President
Jeff Mason	3 rd Vice President
Jim Baker	Treasurer
Ed Stevens	Past President

Sam Boak	Jerry Harper
Jim Breese	Gale Measel
Chris Chappell	Geoff Measel
Bob Daloise	Cliff Morgan
Joe DeSalvo	Bill Petro
Ken DiPanfilo	James Pitzer
Jeff Donatelli	Joe Rich
Harry Grafton	Jerry Zreliak
John Handerhan	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

Bodine Perry, LLC

Association Services

- Annual Meeting
- Apprenticeship & Training
- Arbitration of Disputes
- Association Headquarters
- Building Trades Liaison
- Central Administrative Agency
- Community Services
- Contract Negotiations
- Crime Prevention Program
- Directory & Buyers Guide
- Educational Programs
- EEO Program Assistance
- 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
- 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:

John C. (Jack) Gibson
– Gibson Construction Company

Harry N. Craft – Victor C. Minter

Robert J. Kosoirek – Business Agent,
Sheet Metal Workers Local 33



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2014 ... The Loss of a Leader

2014 saw the loss of a local industry leader – John C. “Jack” Gibson. Jack was instrumental in the group of industry leaders that led the charge to merge smaller industry groups into the Builders Association of E. OH & W. PA in the late 1960’s. During his career, Jack represented the industry in numerous capacities, not only locally but also on a statewide basis. It is with heavy hearts we mourn his passing.

2014 highlights include:

- Completed negotiations of Building Trades Contracts with Glaziers Local 847, Insulators Local 84, Laborers Local 964 and Operating Engineers Local 66.
- Maintained a working relationship with the American Institute of Architects by initiating and hosting educational and networking programs for AIA members, construction project owners, politicians and members of our organization.
- Facilitated administration of uniform substance abuse programs with Ironworkers Local 207, Roofers Local 71 and Sheet Metal Workers Local 33.
- 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 five scholarships to YSU students enrolled in the Civil and Construction Engineering Technology Program.
- Hosted the 5th 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 website with the goal 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:

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 separate labor agreements, covering four different building trade crafts, were negotiated in 2019. Fourteen other union contracts continued through 2014.

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>	Mike Fagert Gary Fitch	Roger Kreps Larry Lencyk
Sam Boak	Jerry Harper	Jeff Mason
Jim Breese	Joe Joseph	Ed Stevens
Dave Collins	Greg Koledin	Dan Terreri
Joe DeSalvo	Terry Knittle	

Marketing – Our 2014 marketing program is built on the ongoing, aggressive promotion of our member organizations, focusing on the productivity, efficiency and skills of these industry-leading crafts and business people. We enhanced our print advertising campaign appearing in the Youngstown Business Journal and Oh Penn magazine, as well as created a new online web banner advertisement. In the digital world, we expanded our efforts with updates to the web site and refined our email communications platform using advanced targeting tools and statistical summary reporting functions. In addition, we continued our outreach to the industry and community effectively using a combination of email and social media to provide timely information on members, projects, industry news, and marketing tips and advice. Finally, we hosted, sponsored and supported numerous industry events including a Best Practices Healthcare Construction Workshop with the American Institute of Architects (AIA) and the Indiana/Kentucky/Ohio Regional Council of Carpenters (IKORCC) this past spring.

Membership – The Builders Association has approximately 150 members doing all types of construction-oriented work and services.

News Flash – Our email bulletin brings stories, photos on construction happenings and trends to hundreds of construction industry members. This communication tool reflects the professionalism of The Builders Association.

Plan Room – The Construction Bulletin staff manages the Plan Room. Plan room users have access plans and a comfortable space to review plans.

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, \$150,210 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 2015.

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