

MEMBERSHIP FAQ

Q. I've never heard of *The Builders*. Who are they?

A. It's a new day in the regional construction market, and *The Builders* is simply the face of a new and improved Builders Association of Eastern Ohio and Western Pennsylvania. Members of this group are veterans, but we know that to remain competitive in this market, a more customized approach to servicing customers is in order. "*The Builders*" is a new marketing program to promote this new approach.



Q. Is this just a group of contractors?

A. Absolutely not! *The Builders* represents the area's most reputable construction firms. Members include suppliers, distributors, manufacturers, architects, construction consultants, financial institutions and bonding agencies, and even the construction trade publications. And yes – we boast the region's best contractors in any aspect of construction you can name.

Q. What area do you cover?

A. We represent Columbiana, Mahoning and Trumbull counties in Ohio and Lawrence and Mercer counties in western Pennsylvania.

Q: What benefit will I get from joining *The Builders*?

A. You will get plugged into a group committed to helping each other get more work. We provide our members with training and resources so they are better equipped to bid on work, remain productive and enjoy profitable results. Our members have access to state-of-the-art education and training, a pool of technical, administrative and support resources, networking opportunities and marketing tools to promote their businesses.

Continued on back

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Q. Does membership affect my collective bargaining agreements?

A. If anything, it enhances your position. As a union contractor, your contracts are already negotiated by *The Builders*. By being a member,



you have a better opportunity to steer negotiations, to voice your suggestions and concerns and to be an active participant in the direction of your company's financial future.

Q: Do you offer any guarantees when I choose to join *The Builders*?

A: You'll get personalized service for any questions you have. You'll be displayed on our Web site, so that project owners can find you more easily. You'll be considered a valued customer by office staff and executives

of *The Builders*. You'll get a partnership that has the joint priority of keeping you productive and profitable.

Q: How do I find members of *The Builders*?

A: Contact the main office of The Builders at 330-539-6050 or 1-800-686-4697, or visit us online at www.TheBuildersOnline.com