

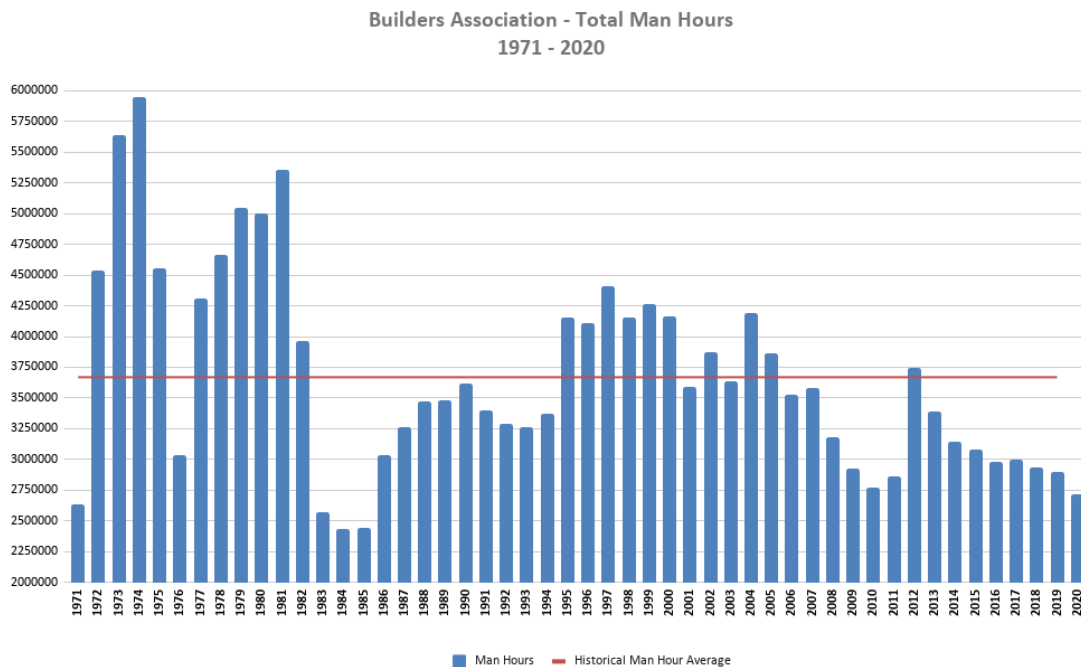
Kevin Reilly
Executive Vice President's Report
51st Annual Meeting
Wednesday, December 2, 2020 4:00 pm
The Lake Club

I would like to welcome everyone to the 51st Annual Meeting of The Builders Association of Eastern Ohio and Western Pennsylvania and thank you for your attendance today.

This afternoon you will hear various Association reports and you will also meet the 2021 Executive Committee members and officers that will lead the Association over the next year.

Included at everyone's table is a graph of man hours reported under Association negotiated labor agreements since the inception of the 5 County Builders Association. The hours reported are based on our fiscal year of October through September. As you can see from the graph, hours decreased again from the prior year. This year's reported man hours were 2,720,563, which is down 6.10% from the prior year. For some perspective when looking at the graph, the historical average hours are 3,669,305.

The next handout at your tables is a chart that shows the construction dollar volume, as reported by the *Dodge Local Construction Potentials Bulletin* and the man hours reported to the Association. As you can see, total non-residential construction through October of this year is \$589,199,000 which is up from the prior year. When you look at the breakdown of what comprises that figure, there are some bright spots but there is not as much diversity in projects as you would like to see. Hopefully over the next year we will see a reversal in the continued decline in the number of reported manhours.



Dollar Volume and Man Hour Chart				
	Total Building & Non-Building Construction	Building Construction	Non-Building Construction	Reported Man Hours
2020	\$589,199,000	\$365,468,000	\$223,731,000	2,720,563
2019	\$392,855,000	\$233,872,000	\$158,983,000	2,897,415
2018	\$1,817,197,000	\$218,121,000	\$1,599,076,000	2,933,259
2017	\$968,936,000	\$81,616,000	\$887,320,000****	2,997,921
2016	\$1,157,833,000	\$119,611,000	\$1,038,222,000***	2,983,144
2015	\$343,590,000	\$60,026,000	\$283,564,000	3,077,602
2014	\$320,333,000	\$147,016,000	\$173,317,000	3,142,183
2013	\$550,791,000	\$131,572,000	\$419,219,000**	3,389,401
2012	\$379,585,000	\$212,937,000	\$166,648,000	3,744,757
2011	\$381,598,000	\$214,736,000	\$166,862,000	2,866,435
2010	\$670,318,000	\$436,389,000*	\$233,929,000	2,765,367
2009	\$387,446,000	\$229,640,000	\$157,806,000	2,925,129
2008	\$431,482,000	\$301,893,000	\$129,589,000	3,182,890
2007	\$291,862,000	\$135,342,000	\$156,520,000	3,584,055
2006	\$485,450,000	\$189,423,000	\$296,027,000	3,523,074
2005	\$325,379,000	\$183,390,000	\$141,989,000	3,862,617
2004	\$394,912,000	\$258,268,000	\$136,644,000	4,188,092
2003	\$450,794,000	\$322,691,000	\$128,103,000	3,636,365

To say 2020 was a crazy year because of COVID-19, is an understatement. The pandemic has created such uncertainty in our world that I will not even try to address. I will address some of the impact that we have seen in the industry, as a result. Construction in Pennsylvania was not deemed essential, as it was in Ohio, at the start of the pandemic and was shut down for approximately 6 weeks. In Ohio, even though construction was deemed as essential, some owners temporarily elected to halt construction on a few various projects but thankfully that was not a significant number. All this contributed to the reduction in man hours.

The Association was forced to cancel some events and was unable to plan other events due to the uncertainty of what would be allowed and the quickly changing nature of the rules. We were able to hold some events during the time that the number of cases were declining however, as the number of cases has spiked significantly, the ability to hold and plan events has again become

problematic and necessitated the cancellation of this year's Annual Meeting.

Unfortunately, during 2020 death took the following Association members and industry leaders since the last Annual Meeting:

Robert E. Ackerman – AADI

Kenneth F. Black – Connell, Inc.

David E. Patton – Sheet Metal Workers Local 33

Andrew A. Samuels – AA Samuels Sheet Metal Co.

In closing, I would like to thank President Donatelli for the leadership that he has shown during his term as President. I look forward to 2021 and working with our incoming President Tony Hufford and the Executive Committee.

As an Association we are very lucky to have individuals that are willing to volunteer their valuable time for the betterment of the industry that serves all of us in this room. Thank you.

