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of Buffalo & WNY, Inc.
and**

**CONSTRUCTION INDUSTRY
Education Foundation, Inc.**

Annual Holiday Auction

**12 Days
of
Christmas**



December 1st to 16th • 2020

Construction Exchange Chairman's Message

In March, our lives and livelihoods were upended by the covid-19 pandemic. During times of crisis such as these, it is critical that organizations like the Construction Exchange rise to the occasion. I am proud of how the Western New York construction industry and the Construction Exchange responded to the challenge.

From the beginning we advocated that construction was essential to our economy and construction companies had a culture of safety that qualified them to adopt programs that prevented the spread of infection. Your companies did not disappoint. Essential projects progressed during the shutdown with no known spread of infection on jobsites. Our advocacy efforts culminated in a meeting with Lieutenant Governor Hochul prior to the reopening of construction in phase one. These results are what will keep the construction industry working.

During the worst days of the pandemic, the Construction Exchange team never stopped serving members. Information was sent to members almost daily, alerting them of constantly changing state and federal regulations. The Online Plan Room continued to post project information and addendum updates. There was a steady stream of member questions to be answered. And seminars went from the classroom to virtual, with a focus on helping member businesses understand the many new regulations and programs brought on by the pandemic.

The pandemic has forced both the Construction Exchange and its members to find new ways to do business. It is vital that we continue to improve to meet the challenges that lie ahead. With a state budget crisis affecting government spending at all levels, a weakened local economy with a heavy reliance on tourism and hospitality, and difficulties finding investors willing to finance private construction work, we should be prepared for lean times through 2021.

I would like to thank our Board of Governors for their leadership over the past year. A strong board is essential to the continued success of this organization. Special thanks to Nicole Savage and Dan Sarzynski for serving as officers and members of our Executive Committee. We have an outstanding slate of industry leaders up for election for 2021 and our nominating committee is focused on building a solid pipeline of future board members. If you have an interest in serving the Western New York construction industry, we would love to hear from you.



I would also like to thank the staff of the Construction Exchange. Their talents and efforts are evident in the services and benefits enjoyed by the many members of the association.

Lastly, thank you to you – our membership, for allowing us the privilege of serving your company and the Western New York construction industry.

Chairman of the Board of Governors,

Jim Keefe
Construction Exchange of Buffalo & WNY



Construction Industry Education Foundation

Chairman's Message

The Construction Industry Education Foundation is a charitable organization affiliated with the Construction Exchange and funded through the support of the membership. Formed in 1991, the Foundation's mission is to promote careers in construction and assist individuals on their way to working in our industry.

In 2020 the Foundation awarded \$13,000 in scholarships and tools to high school students moving on to a construction related degree program. The students were graduates of McKinley High School and Orleans/Niagara BOCES and were attending SUNY Delhi and Alfred State this fall for degrees in architecture and construction. The Foundation board will continue to expand its outreach to impact more people aspiring to a career in construction.

Over the past few years, this outreach has resulted in new partnerships with groups such as Orleans/Niagara and Erie 1 BOCES. Both programs have dedicated teachers and capable students working towards careers in our industry. The Foundation is proud to support partners like these who prepare young people for rewarding careers in construction.

The Foundation also continues to work with long-time partner McKinley High School. Without a buyer for the annual McKinley House, McKinley seniors have shifted to building 336 square foot "tiny houses" that will be auctioned off when complete. This ensures that these students continue to receive essential hands-on experience and actually provides more learning opportunities on finish carpentry than they had before. All the materials for these houses is purchased by the Foundation.

Organizations who received financial support from the Foundation in 2020 include the ERIE 1 BOCES Foundation, the National Engineers Week Future City Competition, ACE (Architects, Contractors, Engineers) Mentor Program – WNY Chapter, the Charter School for Applied Technology, Explore & More Children's Museum, WNY Construction Career Days, and the Boys and Girls Club Youth of the Year program.

I am pleased to report that our board has added two new members this year – Michelle Barber of VCNA United Materials and John Urso of Arc Building Partners. Both bring unique perspectives and enthusiasm for workforce development needed for our organization to achieve its potential. Welcome Michelle and John!



Paul Lamparelli, Chairman
Construction Industry Education Foundation

On behalf of those the Foundation has helped over the past year through the generosity of the members of the Construction Exchange and on behalf of the Foundation Board of Directors, I wish you all a Happy Holiday and a safe and prosperous New Year.



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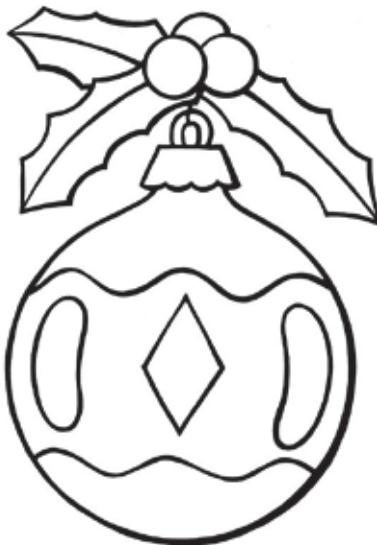
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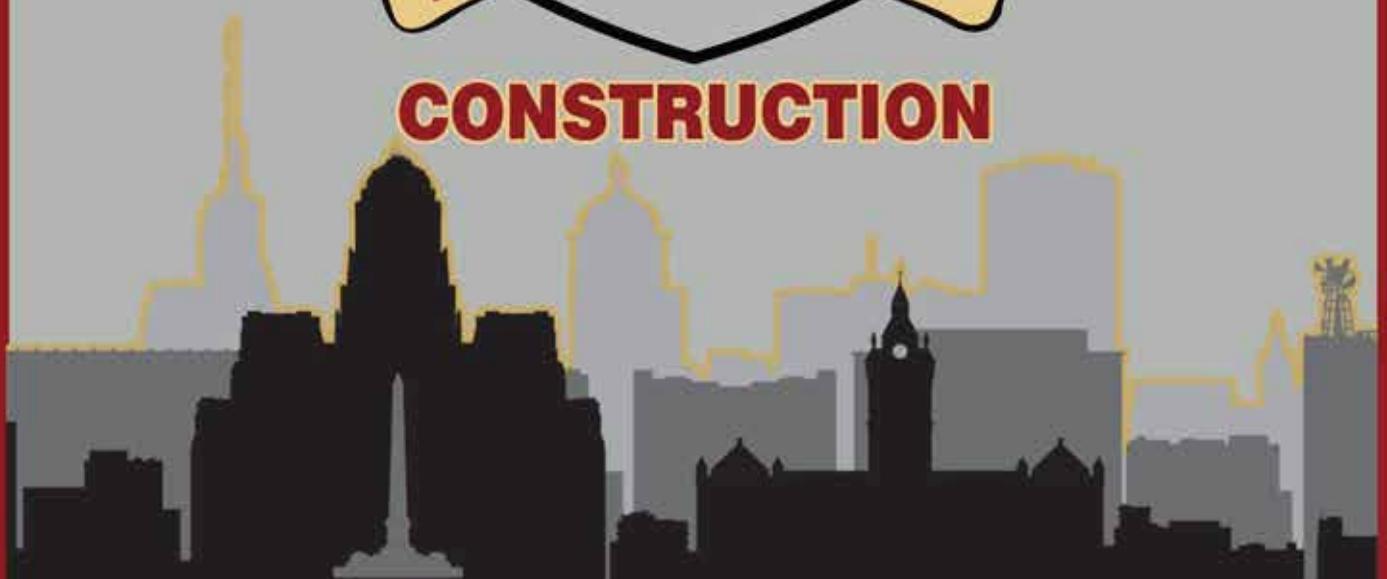
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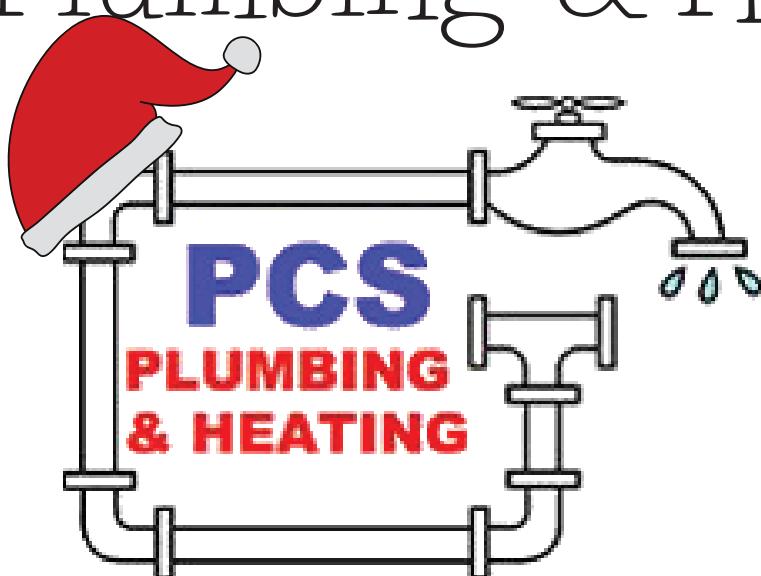
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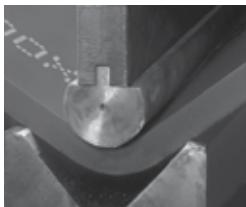
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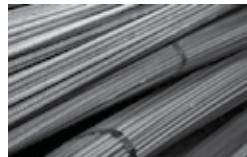
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