

WELCOME ECA MEMBERS

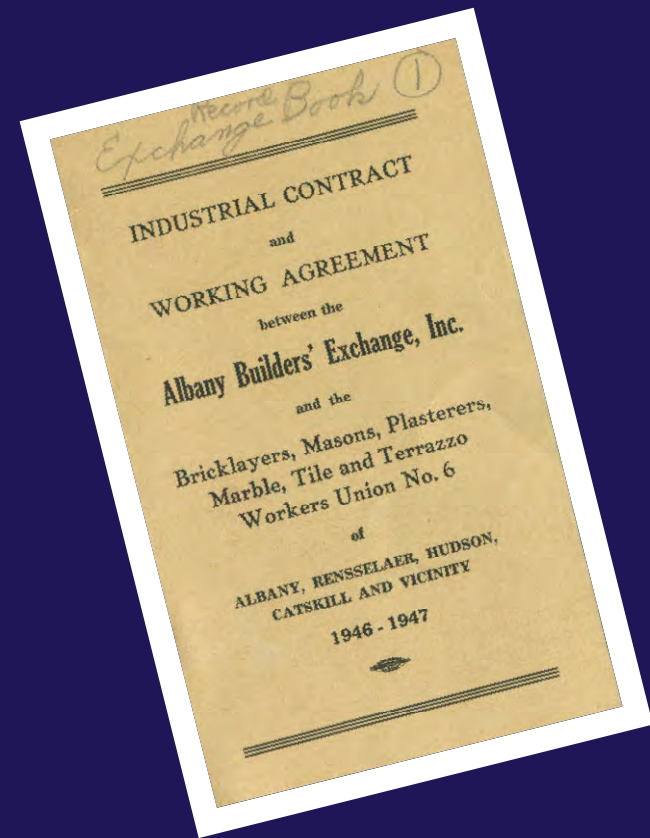


2022 Annual Reception & Meeting

*Celebrating 132 years
of service to the
Construction Community*

HISTORY OF ECA

- ECA traces its history back to 1890 and the formation of the Albany Builders Exchange.
- After working together on labor issues for a number of years, Albany and its counterparts, the Schenectady Builders Exchange and the Troy Builders Exchange, merged in 1958. The organization was known as Eastern New York Construction Employers, Inc.
- In 1981 the organization took on its current name: Eastern Contractors Association, Inc.



HISTORY OF ECA

- Early on, the three Builders Exchanges served as planrooms for their local contractors, organized labor relations committees to negotiate agreements with the local Building Trades Unions, and provided social events for their members.



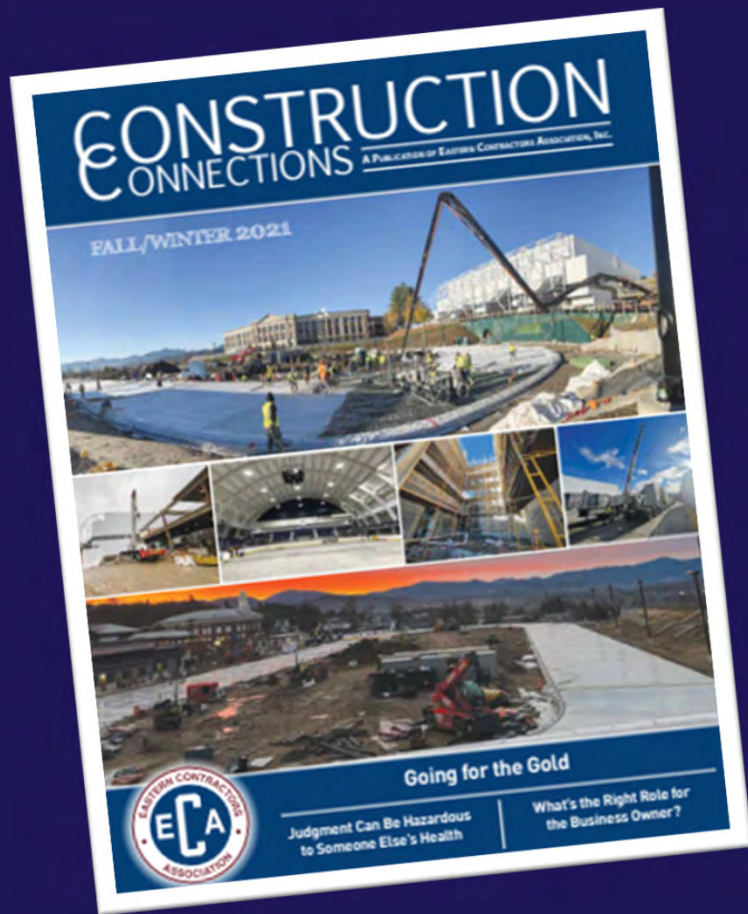
All Things ECA Continues
to Offer Today!



Eastern Contractors Association, Inc.

2021-2022 Review

MEMBERSHIP/FINANCIAL



- Continued strong financial position
- ECA News Bulletin is emailed to over 1,400 individuals each week
- “Construction Connections” magazine is sent to 2,000 individuals twice a year
- Member outreach through in person visits and phone calls remains a priority
- With 297 members, our membership remains strong

PLANROOM



- Two-thirds of the overall membership uses the planroom, with most accessing the online planroom more than 50 times
- Reported on more than 5,100 actively bidding projects across all of Upstate New York
- Continued enhancements of planroom platform to meet member needs

HAPPY ECA ANNIVERSARY!

5 Years of Membership!

AMZ Construction Services, Inc.

Louis C. Allegrone, Inc.

Alliant Insurance Services, Inc.

C2 Design Group

Carboline Company

Casale Rent-All

Chubb Surety

East Coast Air Barrier & Restoration, Inc.

KisKis Tire and Auto Care Center

Lupini Construction, Inc.

MAC Equipment, LLC

Multi-Phase Contracting Corp.

Pioneer

RMB Mechanical

The Sherwin-Williams Company

Troy Boiler Works, Inc.

Welby, Brady & Greenblatt, LLP

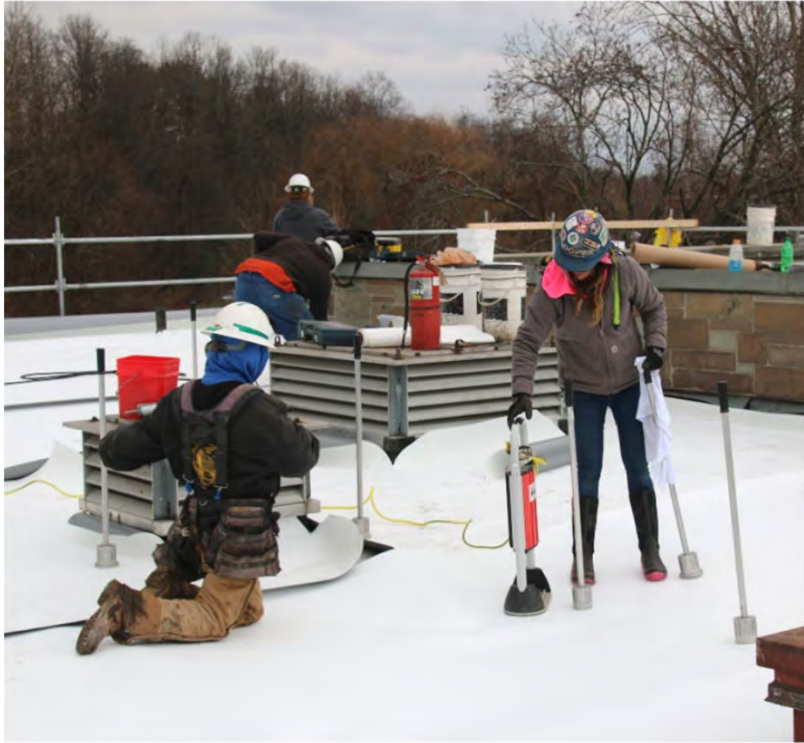
World Wide Bonding Agency

LABOR RELATIONS



- Continued administration of 12 collective bargaining agreements
- Participation with recruitment and interviewing of new apprentices with various Building Trades partners
- Ongoing problem solving and handling of grievances
- Successfully negotiated a two-year contract with Roofers Local No. 241
- Successfully negotiated a three-year agreement with Laborers Local Nos. 157 and 190

LABOR RELATIONS



- Continued participation with CELRA
- Member of The Association of Union Constructors (TAUC) and participate in national leadership meetings
- Chapter of the Finishing Contractors Association (FCA) and participate in national leadership meetings
- Chapter of the Associated Wall and Ceiling Industries (AWCI)

2021-2022 Review

LABOR RELATIONS

- Continued participation with Signatory Wall and Ceiling Contractors Alliance (SWACCA)
- Board member of the International Council of Employers of Bricklayers and Allied Craftworkers (I.C.E.)



HAPPY ECA ANNIVERSARY!

10 Years of Membership!

AAA Reinforcing, LLC

CTI, LLC

Davenport Associates

Euro Tile & Stone, Inc.

J. McBain, Inc.

Reale Construction Co., Inc.

FRINGE BENEFIT FUNDS



- ECA appoints 63 Trustees to over 30 individual Funds
- ECA staff serves as Trustees on 27 individual Funds
- Trustees working to adjust Plans with goals of preserving benefits and sustainability while not further inhibiting competitiveness of contractors
- Secretary of the Board and speaker with the International Foundation of Employee Benefit Plans

HAPPY ECA ANNIVERSARY!

15 Years of Membership!

Adirondack Heat & Frost
Insulation, Inc.
Curtis Lumber, Inc.
Cushing Stone Co., Inc.
DLV, Inc.

JDR Masonry, LLC
N.E.P. Glass Co., Ltd.
D.J. Rossetti, Inc.
Vincy's Printing

20 Years of Membership!

Atlantic Testing Laboratories
BNY Mellon Asset Servicing
BNY Mellon Investment Management
Burniche Piping, Inc.
J.J. Curran & Son, Inc.

Eastern Contractors Association, Inc.

INDUSTRY RELATIONS



- Building Industry Employers of NYS
- Associated General Contractors of NYS
- Upstate Masonry Institute
- Northeastern Subcontractors Association
- American Council of Engineering Companies NY
- NYS Society of Professional Engineers

HAPPY ECA ANNIVERSARY!

25 Years of Membership!

Accent Commercial Furniture, Inc.
Patrick A. DiCerbo/Northwestern Mutual
DiGesare Mechanical, Inc.

30 Years of Membership!

Advanced Comfort Systems, Inc.
Architectural Glass & Metal, Inc.
Insulation Specialty, Inc.
MJL Adtek Enterprises, LLC
Mechanical Testing, Inc.

EDUCATION AND TRAINING PROGRAMS



- Continued strong series of training programs run jointly with AGCNYS and NESCA
- New courses included:
 - Breaking Down the Basics of Construction Financials
 - Basic Blueprint Reading
 - Cyber Security
 - Fraud in the Construction Industry
 - NYS Marijuana Legislation

2021-2022 Review

EDUCATION AND TRAINING PROGRAMS



- Ongoing successful STP, Notary Training, Sales and Use Tax, OSHA classes
- Seven Supervisory Training Program (STP) graduates who completed the full series
- Continued online NYS Sexual Harassment Prevention Training
- Partnered with member firms and regional partners to provide numerous online training opportunities

Eastern Contractors Association, Inc.

HAPPY ECA ANNIVERSARY!

35 Years of Membership!

Palette Stone Corporation
Stants Capital Combustion, LLC

40 Years of Membership!

Hinman, Howard & Kattell, LLP

45 Years of Membership!

William M. Larned & Sons, Inc.

2021-2022 Review

NETWORKING AND SOCIAL EVENTS



- Most events returned to the calendar in 2021
- Offered six in-person events with strong attendance
- Cigar Night at Pinehaven Country Club *(52 attendees)*
- 2021 Steak Roast at The Crossings Park *(more than 240 attendees)*

2021-2022 Review

NETWORKING AND SOCIAL EVENTS



- Day at the Races with 129 attendees
- Successful Golf Outing at Wolferts Roost Country Club with more than 130 golfers
- A successful Sporting Clays event at Guan Ho Ha Fish and Game Club
- Holiday Open House at the Building Industry Center

HAPPY ECA ANNIVERSARY!

50 Years of Membership!

C.D. Perry & Sons, Inc.
White Cap Construction Supply

55 Years of Membership!

Key Bank

2021-2022 Review

SAFETY SERVICES



- Strong utilization of services by member companies
- More than 60 on-site safety inspections were conducted
- Continued assistance with OSHA contestment cases
 - *Thousands of dollars in savings for members*

2021-2022 Review

LOVELL SAFETY MANAGEMENT

WORKERS COMPENSATION GROUP #469



- Over 25% of eligible members taking advantage of the Group savings
- 25% dividend in addition to 30% advance discount



Eastern Contractors Association, Inc.