



2010 ANNUAL REPORT OF ACTIVITIES

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ACTIVITIES IN BRIEF...

Labor Relations

develop and maintain all labor-related documents, from wage/fringe benefit schedules to industry directories and contract documents

assist union contractor members with questions on the interpretation and applicability of the collective bargaining agreement in order to avoid disruptions in a job's progress

work in partnership with the general construction trades on a multitude of issues that will ultimately stimulate the economy and new construction opportunities for union contractors and craftworkers

Government Affairs

promote legislation to increase market share for union contractors and craftworkers; work to raise the standards of construction in the public sector; encourage redevelopment; seek fairness in construction code enforcement; advise members on how new laws and judicial decisions might affect their business

Education/Career Development

financial assistance for industry-related occupations through scholarships and internships

Workforce Development

promote careers in construction to students and under/unemployed men and women, while enhancing the industry's image

Safety

provide union contractors with a menu of various safety-related programs and services to help ensure the well-being of union craftworkers

Marketing/Public Relations

promote union contractors and craftworkers to both private and public owners, architects, government officials and the general public

Industry Affiliations

develop liaisons with various organizations to help promote the benefits of union construction and create more market opportunity for union contractors and craftworkers

effectively serve, represent and provide necessary programs and information to foster growth and expand opportunities of individual companies, while creating stronger, more prominent organizations under the auspices of BCANJ



LABOR RELATIONS

New in 2010...

BCANJ met with the general construction trades throughout 2010 to discuss the critical issues facing our industry. As a result, BCANJ was successful in deferring scheduled increases, modifying some of the collective bargaining agreements and developing special "market recovery" agreements for specific types of projects and markets.

Wage Freezes and Concessions

Due to pressing economic times, several of the general construction trades agreed to wage freezes or wage concessions in 2010. Those who took wage freezes in 2010 included the New Jersey Regional Council of Carpenters, New Jersey Building Laborers, Bricklayers & Allied Craftworkers, Locals 2, 4 & 5, Ironworkers, Local 399, and Dockbuilders, Local 1456. Other trades agreed to significant wage concessions. They were Atlantic County Ironworkers, Local 350, Trenton Ironworkers, Local 68, and Southern NJ Tilesetters, Local 7.

Pension Funding & Health Fund Stability

BCANJ continued to monitor the various pension plans' funding status. BCANJ commissioned an independent review by Horizon Actuarial Services, LLC, of the various pension funds to define the steps required to reach adequate funding levels within 10 years. The Review was sent to the Fund Administrators, Co-Chairs and Actuaries of the funds.

In addition to wage freezes or wage concessions, several of the trades deferred money from their Annuity Fund Contribution to self-fund the Welfare and Pension funds, which required an increase in the hourly contribution rate due to a decrease in man hours.

Market Recovery Agreements

BCANJ developed market recovery agreements with the Carpenters, Laborers and Masons during the year for the purpose of maintaining and expanding market share. Examples of projects where the market recovery agreements could apply include stand-alone chain restaurants and drug stores, storage unit facilities, car dealerships, limited-service hotels, professional and medical offices, small renovation projects, tenant fit-out projects and mixed-use projects that involve both commercial and residential work. Projects are evaluated on a case-by-case basis, using criteria and procedures established by the Union. The total package compensation is approximately 75% of the commercial rate. A formal application process is required. Members are encouraged to contact the BCANJ office if they have the opportunity to bid on a project that faces non-union competition and may qualify for the market recovery agreement.

Local 78 Agreement

The Laborers merged Local 1030, responsible for the environmental remediation jurisdiction in New Jersey, into New York Local 78. BCANJ signed an agreement with Local 78 for New Jersey only that includes more favorable conditions for work than previously prevailed through the prior agreement with Local 1030. These more favorable conditions included payment of fringe benefits on hours worked, not hours paid, time and one-half for overtime limited to Sunday, no shift premiums and more favorable portability provisions. BCANJ has formed an Environmental Contractors Council and more than 15 new environmental contractors have joined BCANJ to be party to the new agreement.



LABOR RELATIONS

Collective Bargaining Agreements Added to BCANJ Website

In 2010, BCANJ added to the “Members Only” page all of the Collective Bargaining Agreements to which they are party. They include the New Jersey Regional Council of Carpenters, New Jersey Statewide Building Laborers, Bricklayers & Allied Craftworkers, Locals 2, 4 & 5, Operating Engineers, Local 825, and Dockbuilders, Local 1456. The New Jersey Ironworker Agreements and Southern New Jersey Tilesetters Agreement are also posted.

Future Outlook for NJ Contractors and Building Trade Unions

On April 15, 2010, BCANJ, along with several other industry organizations, held a program on “The Future Outlook for New Jersey Contractors and Building Trade Unions.” Jeff Otteau, a real estate valuation expert with Otteau Valuation Group, gave a sober view of anticipated construction recovery, while Mark Breslin, a noted national speaker on construction leadership, strategy and labor-management relations of Breslin Strategies Inc., pinpointed suggestions on how labor and management can work together to survive and compete in New Jersey’s construction market.

Port Authority Memorandum of Understanding

The Port Authority entered into a Memorandum of Understanding with BCANJ, CIAP, New Jersey Institute for Social Justice and the New Jersey Building & Construction Trades Council to promote career opportunities in construction to high school seniors and unemployed or under-employed individuals to prepare them to qualify for entry into the various construction trades apprentice programs. Providing a minimum of 10% of incoming apprentices are individuals who come through this special training program, the Port Authority will require on projects of more than \$1 million that all contractors be party to apprenticeship programs approved by the US Department of Labor.

Continuing in 2010...

Collective Bargaining

Building Contractors Association of New Jersey is the authorized bargaining agent with:

NJ Statewide Building Laborers
NJ Regional Council of Carpenters
Dockbuilders, Local No. 1456
Bricklayers & Allied Craftworkers, Local Nos. 4, 5 & 2
Operating Engineers, Local No. 825

Trade Employers Bargaining Association of New Jersey, Inc. serves as collective bargaining representative for BCANJ members who assign their bargaining rights to TEBA with respect to affiliated Locals of the International Association of Bridge, Structural, Ornamental, and Reinforcing Ironworkers. TEBA is affiliated with BCANJ. TEBA holds agreements with the following local unions:

Atlantic County Ironworkers, Local No. 350
Trenton Ironworkers, Local No. 68
Northern NJ District Council of Ironworkers, Local Nos. 11, 45, 373, 480 & 483



LABOR RELATIONS

Labor Binder Information

For all of the above trades, BCANJ maintains an updated library of information, from collective bargaining agreements to current wages and fringe benefits. All labor-related information is housed in BCANJ's Labor Binder and can also be found on the "Members Only" page of BCANJ's website.

Project Labor Agreements

PLAs are comprehensive pre-hire agreements that define the terms and conditions for labor, established in advance for all parties involved in the project: the public or private owner, contractors, subcontractors and the labor force. BCANJ facilitated the establishment of many PLAs in 2010.

Labor Management Cooperatives

Labor Management Cooperatives bring together management and labor in ways to continually promote and gain market share for the union construction industry. Through many types of initiatives, labor management cooperatives are successful in delivering a positive message to private and public owners, educators and government officials on the value of using union contractors and skilled union craftworkers. BCANJ members and staff serve as trustees or work closely with the following labor/management organizations:

New Jersey Carpenter Contractor Trust
NJ Laborers'-Employers' Cooperation & Education Trust
Bricklayers & Allied Craftworkers Labor-Management Council of NJ
Ironworkers-Management Progressive Action Cooperative Trust

Management Trustees

BCANJ members and staff serve as Management Trustees on various jointly administered fringe benefit funds for the general construction trades. In this role, they are committed to seeing that the funds operate effectively and in the best interest of union members. BCANJ's role is to assist members by providing the support and tools they need to uphold their fiduciary responsibilities. The following is a list of funds that staff and members support:

Bricklayers & Allied Craftworkers Local #4 Benefit Funds
Bricklayers & Allied Craftworkers Local #5 Benefit Funds
New Jersey Bricklayers & Allied Craftworkers Health Fund
New Jersey BM&P Apprentice Training and Education Fund
New Jersey Carpenters Funds
New Jersey Building Laborers Statewide Benefit Funds
New Jersey Building Laborers Training & Apprenticeship Fund
New Jersey Construction Craft Laborers Apprenticeship Program
Ironworkers District Council Benefit Funds (Philadelphia & Vicinity)
Operating Engineers, Local No. 825 Funds



GOVERNMENT AFFAIRS

BCANJ took legislative action on the following bills that were signed into law during 2010.

Withdrawal of Bids - establishes a standardized procedure for the withdrawal of a bid on a local public works project. BCANJ won an amendment that restricts a contractor who withdraws a bid from re-bidding that project.

Construction Lien Law - addresses inconsistencies in the existing law between the residential and commercial processes, with a major focus on the residential components of filing a lien. BCANJ successfully defended against the expansion of lien claimants.

Casino Licensure - authorizes the State Casino Control Commission to create a pilot program to offer two new classifications for casino licensure to assist the struggling region with additional economic development projects.

Alternate Bids Selection - holds contracting entities accountable for how alternate bids are selected. A public body's lack of transparency when awarding contracts that contain dozens of alternates was the driving force behind this initiative.

Unemployment Insurance Fund - assisted NJ employers in averting a \$1 billion payroll tax increase that would have taken effect on July 1, 2010, if no legislative action had been taken. The law limits the payroll tax increase to \$300 million in total, which on average is \$130 per employee instead of \$480 per employee without corrective action.

SDA GC/CM Legislation - prohibits the Schools Development Authority (SDA) from restricting the ability of certain firms or persons from competing for contracts in more than one Division of Property Management and Construction (DPMC) classification or prequalification category.

Permit Extension Act - with our state facing similar economic conditions that warranted permit extensions in 2008, a measure that extends any permit approval to December 31, 2012, was signed into law in 2010. Requiring contractors to go through the costly and time-consuming permitting process all over again due to an expired permit was deemed counterproductive.

Violations of Wage, Benefit and Tax Laws - grants the Commissioner of the Department of Labor and Workforce Development the ability to determine if an employer has failed to maintain and report all records regarding wages, benefits and taxes required by State laws for one or more employees.

Business Registration Omission - allows a bidder to avoid an unresponsive bid if the bidder inadvertently omitted its business registration from the bid proposal, provided the bidder was registered before the bid submission deadline.

BCANJ continues to track the following legislative initiatives that impact the construction industry in various ways:

Naming of Subcontractors - Support - limits the naming of subcontractors at the time of bid to those defined by statute, i.e., electrical, mechanical, HVAC, structural steel

Construction Cost Estimates - Support - requires public contract bid advertisements to contain cost estimates of projected contract costs



GOVERNMENT AFFAIRS

COAH - *Support* - eliminates the 2.5% non-residential impact fee entirely and retroactively from the re-imposition of the fee in July 2010

Design-Build Legislation - *Amend* - incorporate cost as significant factor within project award processes to ensure a level of transparency for design-build team proposers

Building Maintenance - *Amend* - exclude "repair" and "improvement" from the scope of work within State-funded maintenance projects

Apprenticeship Requirements - *Support* - craftworkers performing work on certain State projects must have gone through a certified apprenticeship program registered with the US Department of Labor

Interest on Retainage - *Support* - requires contracting units to credit contractors with interest earned on retained payments that are released to the contractor upon completion of the project

State Contract Breach Legislation - *Support* - provides for an equitable adjustment in claims against the State for breaching a contract with a contractor

Third-Party Inspections - *Support* - authorizes a local enforcing agency to allow an owner to have construction inspections performed by a third party

Excess Municipal Construction Code Fees - *Oppose* - permits municipalities to use excess municipal construction code fee collections for property tax relief efforts

Standardized Bid Forms - *Support* - an initiative to standardize bid forms for public projects

Land-Use Application Modifications - *Support* - expand the availability of General Development Plan approvals to developments with a non-residential floor area of 150,000 sq. ft. or more on sites of 100 acres or less

Prisoner Set-Asides - *Oppose* - gives a municipality the ability through the adoption of an ordinance to create a set-aside program that gives preference to firms who hire former prisoners

Statute of Limitations - *Amend* - reduces the statute of limitations period for certain actions against certain licensed professionals

3% Withholding Tax (Federal) - *Oppose* - a new law will require federal, state and local governments to withhold 3% from all payments for goods and services as a guard against tax evasion. It was originally scheduled to take effect on January 1, 2011, but the implementation date was extended one year to January 1, 2012

Numeric Stormwater Limits (Federal) - *Oppose* - the rule requires monitoring of stormwater discharge, and creates a numeric limit on actual water runoff. All construction sites are required to implement best practices to contain stormwater runoff through July 2011



EDUCATION

New in 2010...

LEED Workshop and Exam Prep

Through a partnership with the US Green Building Council-NJ Chapter, BCANJ members were offered a chance to participate in LEED Workshops and Exam Prep classes subsidized by a New Jersey Department of Labor and Workforce Development Grant. Several members' employees took advantage of this training opportunity.

LEED Study Group

Members were afforded the opportunity to participate in an interactive study group to prepare for the LEED exams. Working with AIA New Jersey, the architect-led program was held at the Association offices during five evening sessions.

FDU ASCE Conference

BCANJ assisted Fairleigh Dickinson University with hosting the ASCE Conference on April 23-25, 2010. Held at the Teaneck Campus, the weekend event kicked off with a Business Dinner Program at which student groups from the 12 participating schools presented, followed by two days of competition in the Steel Bridge and Concrete Canoe categories.

BCANJ staff worked with the FDU students in planning and promoting the program, as well as securing sponsors and judges.

Continuing in 2010...

Presidents' Scholarship Fund

Announced in March and awarded in June, this year's program recognized Samantha Burgagni, Lauren Collins, Kristen Kelly and Rachel Miller for their outstanding character, academic performance, extra curricular activities and community service. Each received a one-time scholarship of \$2,500. Since its inception in 1999, the program has granted 42 scholarships totaling \$279,000.

Student Summer Work Program

Hosting its 27th year of placing college students with BCANJ member firms to gain practical experience in the construction industry, the program welcomed eight individuals from New Jersey Institute of Technology, Fairleigh Dickinson University and Pennsylvania College of Technology at jobsites and construction offices across New Jersey.

Tuition Reimbursement Program

Even in these trying times, the Association continued to offer a tuition reimbursement program to members' employees. The program allowed for reimbursement of 75% of eligible course tuition for qualified employees, with a maximum of \$1,000 per employee for the year.



WORKFORCE DEVELOPMENT

New in 2010...

Apprentice Workshop

This exciting program was orchestrated by BCANJ under the auspices of Construction Industry Career Day. With more than 1,000 apprentices, training directors and business agents representing the majority of crafts within the building trades, Mark Breslin, a noted national speaker on construction leadership, strategy and labor-management relations, dynamically delivered his “Survival of the Fittest” program. The well-received presentation was offered at two locations: Montclair State University on Friday, October 22, and Burlington County College on Saturday, October 23.

“Build Your Career in Construction” Brochure

As construction industry employment continued to diminish, the CICD Planning Committee agreed to postpone its 2010 event. However, they continued to promote construction as a career, opting for a piece that would enlighten students on employment opportunities in both labor and management disciplines. The brochure was well-received by high school guidance counselors and students throughout the state.

Career & Technical Education Partnership: Career Cluster Advisory Committee

This collaborative statewide project, funded by a four-year grant from the NJ Department of Education, whose goal is to enhance career and technical education in the state, brings together partners in business, industry, higher education, secondary education, and labor & workforce development to address the development and implementation of model programs of study within designated career clusters. Raritan Valley Community College is the lead agency for the Architecture and Construction track on which BCANJ staff serves as an Advisory Committee member.

NJ PLACE

In January 2010, NJ PLACE was legislated as a permanent program under the New Jersey State Employment and Training Commission. Also in 2010, BCANJ was asked to serve on the NJ PLACE Subcommittee. The program’s purpose is to facilitate cooperation among appropriate state agencies, employer organizations, labor organizations, schools and two-year and four-year institutions of higher education to enter into agreements to provide college credit in connection with apprenticeship programs and permit the work of apprentices in those programs to be credited toward two and four-year college degrees.

Continuing in 2010...

Workforce Cooperatives

BCANJ continued to serve as an active consortium partner on the New Jersey State Building and Construction Trades Council Youth Transition to Work Program and Helmets to Hardhats initiative; the Hudson County Schools of Technology YTTW Partnership; and the Newark Public Schools Construction Advisory Board.

Middlesex County WIB

BCANJ staff has been re-appointed to another one-year term on the Middlesex County Workforce Investment Board and will occupy the position of Vice Chair for 2010/2011, as well as maintain the seat of Literacy Committee Chair.



SAFETY

BCANJ Safety Awards Program

As the number of companies participating has increased over the years, so too have the number of members receiving recognition. In June, we congratulated 20 of our members for achieving safety excellence in 2009.

For having an incidence rate below the national average: Let It Grow, Inc., Fromkin Brothers Inc., and Turner Construction Company.

Companies completing 2009 with zero lost workdays: BFC Ltd., Damon G. Douglas Co., Willard Dunham Construction Co., Fitzpatrick & Associates Inc., Albert Garlatti Construction Co., Inc., Hall Building Corporation, Hall Construction Co. Inc., Ingrassia Construction Company Inc., John D. Lawrence Inc., Joseph A. Natoli Construction Corp., Nurminen Construction Corporation, JR Prisco Inc., Schnell Contracting Services, Skanska USA Building - NJ Operations, Sundance Construction Co. Inc., Torcon, Inc., and Vericon Construction Company.

National AGC Safety Awards Program

An ongoing program since 1991, Associated General Contractors of America offers members an opportunity to evaluate their safety records from the previous year. NASA compares an AGC member's safety record with other AGC members according to the size and construction type, and distributes nationally recognized awards. BCANJ member firms participating totaled 17.

Construction Industry Safety Partnership

With a fresh approach to this program, BCANJ welcomed the following five companies into the Partnership for 2010: DePalma Contracting Inc., Hunter Roberts Construction Group, John D. Lawrence Inc., March Associates Construction, and Macedos Construction LLC.

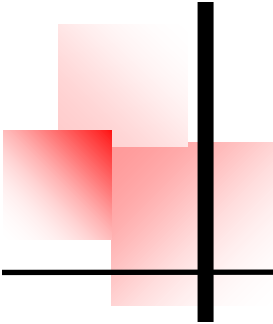
BuildSafeNJ

This coalition, on which BCANJ members and staff are involved, continued to work to establish consistency and high standards in safety and health practices on jobsites across New Jersey. Comprised of labor and management safety professionals, they continue to share lessons learned and strive to keep safe practices paramount in the industry.

OSHA Training

Once again, BCANJ regularly provided the opportunity for members to have company employees participate in a variety of safety programs:

- *OSHA 30-Hour Construction Health & Safety Class* - offered three times in 2010, more than 30 individuals received certification cards
- *OSHA 502* - held in October, 14 people took the opportunity to refresh their certification to continue their outreach efforts in teaching the OSHA 10- and 30-Hour Construction programs
- *Crane & Derrick Program* - in conjunction with AGC of New Jersey's Safety Committee, BCANJ members were invited to an overview session of the new standard, provided by our labor partners. Due to the response, an expanded workshop for all members was planned for 2011.



MARKETING & PUBLICATIONS

New in 2010...

Association Website

While BCANJ has maintained a website for quite some time, we added *new "Members Only" access* to the following in 2010:

- Collective Bargaining Agreements and Addendums
- Market Recovery Agreements
- Downloadable Presentations

In addition, Associate Members were invited to participate as exclusive "*Scroll Advertisers*" on a monthly basis. With more than 600,000 hits to www.bcanj.com during the first half of 2010, it was a great opportunity to increase traffic to our Associate members' sites.

Hot Topics, another great feature of the Association's website, are posted regularly, with email alerts sent to members every Friday recapping the postings.

Continuing in 2010...

BUILDING CONTRACTOR Magazine

Volume I-2010

Issued in April, our feature article addressed how healthcare is helping drive New Jersey's economy. The sidebar listed a sampling of ongoing hospital construction and renovation projects in New Jersey, supporting the idea behind the feature.

Volume II-2010

Once again, the economy provided a background for this feature, but with a different twist. Building off presentations by industry experts to BCANJ members and labor partners, we explored the possibilities of an economic meltdown triggering a "cultural change" in the union construction industry.

Volume III-2010

What better way to end the year than by looking ahead at ways to improve our lagging economy. Our publication, released in December, featured a new coalition that hopes to convince business to *Choose New Jersey...* and is so named.

Association Publications

2009 Annual Report of Activities was distributed in March.

Online Membership Directory was updated throughout the year.

More than 100 **Bulletins** were issued.

Monthly Updates were published and posted to our website.

Legislative Reports, Safety Updates and National Labor News were published quarterly.

Press Releases

In 2010, we released a number of announcements and statements to the media in response to current events. We received notable mentions in various local and national publications following our announcement of wage concessions with the building trades.



INDUSTRY AFFILIATIONS

New in 2010...

BCANJ and AGC of New Jersey Strategic Alliance

The Boards of Trustees of BCANJ and the Associated General Contractors of New Jersey agreed to form a strategic alliance and are developing a stronger relationship by blending programs and member services. Throughout 2011 the goal is to work toward a full merger of the two associations.

Trade Association Meetings

Several meetings were held throughout the year with many of the specialty trade management organizations to collectively discuss what could be done to address economic challenges facing the construction industry. Bringing management representatives from the various segments of the construction industry together enabled constructive dialogue that we will continue to use as we meet with our labor partners.

Continuing in 2010...

Building Contractors Association of Atlantic County

BCANJ continued the administration of Building Contractors Association of Atlantic County. In that role, we facilitated Board and Membership Meetings in March, June and December. Guest speakers at those meetings included Senator James Whelan in June and Ron Esposito, Executive Director of the NextGen Aviation Research & Technology Park, in December. In BCA of Atlantic County's role as bargaining agent with Tilersetters, Local No. 7 for the southern part of New Jersey, we successfully negotiated a market recovery agreement that can be used on projects that meet a certain criteria and face non-union competition, and also secured a substantial wage concession. Members continue to receive electronic mailings of bulletins on pertinent industry issues, as well as invitations to BCANJ programs and events. The Association's Membership Directory is housed on the website. Also in 2010, both BCANJ and BCAAC actively supported the Casino Licensure Legislation and participated in the Gaming Summits.

Floor Covering Institute of New Jersey

Floor Covering Institute of New Jersey is an organization of flooring contractors who are signatory to the New Jersey Regional Council of Carpenters Resilient Flooring Collective Bargaining Agreement. BCANJ handles all administration for the organization, including labor relations, marketing and public relations, and assistance with other industry-related issues. In 2010, we created an Associate Membership category, sponsored an INSTALL Symposium in June; and hosted a meeting with NJ Regional Council of Carpenters Executive Secretary/Treasurer Michael Capelli to address the effective use of the market recovery provisions during these challenging times.

Construction Roundtable of New Jersey

BCANJ continues to provide administrative services to the Construction Roundtable of New Jersey.

Other Industry Affiliations

Building Contractors Association of South Jersey / Drywall Interior Systems Contractors Association / National Association of Industrial & Office Properties / New Jersey Alliance for Action / New Jersey Subcontractors Association / New Jersey Business & Industry Association / New Jersey Society for Environmental Economic Development / New Jersey Healthcare Payers Coalition / SETC State Energy Sector Partnership Council / Smart Growth Coalition / US Green Building Council - New Jersey Chapter



INDUSTRY ISSUES

In addition to the activities BCANJ embraced throughout the year, outlined in this publication, the following industry issues have and continue to demand the Association's full attention. They are critical to the future of the construction industry and, for that reason, BCANJ will remain focused on these important topics.

Market Study

BCANJ, with the support of our management and labor industry partners, has commissioned a study that will identify future construction markets in New Jersey, along with the appropriate price points that work will command. Jeff Otteau, a real estate valuation expert, will be the lead researcher for the project that is expected to be completed by the end of the first quarter of 2011.

FASB

The Financial Accounting Standards Board (FASB) in 2010 published an Exposure Draft that proposes to revise the rules governing what employers would have to disclose about the multi-employer plans to which they contribute and about their relationship with those plans. The Exposure Draft proposes employers disclose substantial detail in notes to their financial statements, estimated to take up to two pages of footnotes for each multi-employer plan. BCANJ, along with hundreds of others, commented and as a result FASB has postponed taking any action to revise the rules that were scheduled to begin before the end of 2010 for public companies. The board now projects finalization sometime in the second quarter of 2011.

Public/Private Partnerships

Throughout the year, several meetings were held with various parties to explore the concept of public/private partnerships in order to resume major construction programs in the state, including school construction. Meetings were held with Woodbridge Mayor John McCormac and Verizon President Dennis Bone, who co-chaired Governor Christie's transition team on economic development. A meeting on the same topic was also held with Deputy Chief of Staff Wayne Hasenbalg.

Patient Protection and Affordable Care Act

BCANJ tracked the Patient Protection and Affordable Care Act, which was signed by the President in March of 2010 and its effect on the trades' health funds as well as its impact on individual employers.

Meeting with Walmart Procurement Professionals

The New Jersey Carpenter Contractor Trust hosted a symposium in July with signatory contractors and Walmart's construction procurement professionals to review the process for contractors to become "certified invited bidders" by Walmart. Walmart recently reauthorized its five-year agreement with the New Jersey Building and Construction Trades Council concerning the procurement of construction services on all its projects in the state. In January of 2011, NJCCT is hosting in Edison a mandatory training session contractors must attend that normally requires them to go to Bentonville, Arkansas.



EVENTS

January 30

**Building Contractors Associations of South Jersey, New Jersey & Atlantic County
Red Carpet Gala, Caesar's Atlantic City**

Battling a blizzard, the Association's joined together for an evening of honors and entertainment.

March 2, 9 & 16

OSHA 30-Hour Course

March 25

**Special Membership Meeting
Crowne Plaza, Monroe Twp.**

The luncheon program included a panel review of the discussions between BCANJ and the general construction trades with regard to contract concessions.

April 15

**Future Outlook for New Jersey Contractors and Building Trade Unions
Raritan Center Expo Hall, Edison**

This program featured two renowned speakers: Jeff Otteau's eye-opening presentation discussed market conditions and challenges for New Jersey's commercial construction market and Mark Breslin's dynamic delivery drove home the message on construction leadership, strategy and labor-management relations and what changes need to be made to be part of an economic recovery.

April 23-25

**ASCE Conference
Fairleigh Dickinson University, Teaneck Campus**

For the first time, the FDU student chapter served as host for this regional event. The successful program involved months of pre-planning, fund raising and coordination.

May 21

**Special Meeting
Laborers & Bricklayers TEMRA Agreements**

Members were afforded the opportunity to meet with leadership from the Bricklayers & Allied Craftworkers and the Building Laborers to discuss the application and review process for implementing these market recovery agreements.

May 25-28

OSHA 30-Hour Course

June 22

**Membership Meeting
Mayfair Farms, West Orange**

In a well-received luncheon format, BCANJ bestowed its annual Presidents' Scholarship Awards on four worthy recipients and presented its annual Safety Awards to 20 members.

June 28

**Annual Golf Outing
Eagle Oaks Country Club, Farmingdale**

At a new, central location, BCANJ members and guests enjoyed a great day of golf, complemented by lunch, dinner and prizes.



EVENTS

August 13

**Joint Base Procurement Fair
Burlington County College, Mt. Laurel Campus**

An alliance of business and military leaders held a program to discuss the procurement opportunities for small businesses and the process of doing business with the base.

October

Annual Gala Dinner

Although included in our calendar, BCANJ opted to forgo its Dinner this year as a way to recognize the voluntary wage concessions made by the men and women craftworkers of our union partners.

October 4, 6, 11, 13 & 18

LEED Exam Prep Workshop

Working with AIA-NJ, this program offered 10 hours of intense review and preparation for the LEED exams.

October 15

**MegaBase Procurement Fair
McGuire Air Force Base, Lakehurst**

October 21

Coffee Talk

DPMC key staff provided an overview of the Division's functions, including the procurement and oversight of the design and construction of public building projects for New Jersey state departments.

October 22 & 23

**Apprentice Workshop: "Survival of the Fittest"
Montclair State University / Burlington County College**

October 26 & 27

OSHA 502 Course

November 18

**Federal Contracting Opportunities
Newark Airport, Newark**

December 6

I-9 Employment Eligibility Verification Program

This seminar discussed and reviewed the process for correctly completing and maintaining the US Citizenship and Immigration Services employment verification form.

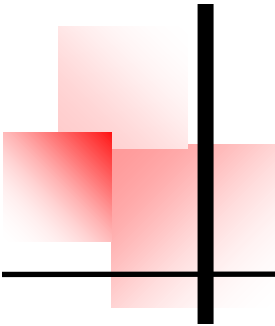
December 7, 14, 21

OSHA 30-Hour Course

December 14

**Membership Meeting
PNC Bank Arts Center, Holmdel**

Held jointly with AGC of New Jersey, the program featured an update from Jeff Otteau on an industry-supported study that will forecast future development trends and related construction activity in the state, along with appropriate price points for each market.



AGC OF AMERICA

BCANJ is the building chapter of the Associated General Contractors of America (AGC/A). Members receive a myriad of valuable services through AGC/A, some directly, others through BCANJ.

BCANJ members that serve as trustees and on committees for AGC/A are:

AGC/A Board of Directors*

Lifetime Directors: Robert Epifano, Ralph Pastore

Elected Directors: James F. Parry, Mark Hall

**as of the close of the 2011 AGC Convention*

AGC/A Committees

Richard Branca
Union Contractors, Contract Documents
Steven Charney
Contract Documents

Robert Epifano
Project Delivery
Louis Garlatti, Jr.
Contract Documents
Mark D. Hall
Union Contractors, Contract Documents
Richard Merkhofer
Construction Education, Supervisory Training
James F. Parry
Union Contractors
Robert Polisano
Union Contractors
Kevin Turner
Safety and Health

Webinars

AGC/A continued to offer webinars on various topics throughout the year, an excellent way to deliver helpful information from industry experts to members on specific construction-related subjects. BCANJ staff and members participated in the following:

January 28, 2010 – Market Insights Webcast Series
“Economic Recovery: Under Construction”

March 2, 2010
“Construction & Development Effluent Guidelines”

March 24, 2010
“Comparing AIA and ConsensusDOCS in a Real World Setting”

May 4, 2010 – Market Insights Webcast Series
“Construction Outlook: Ready for a Rebound?”

May 6, 2010
“What Impact Will the New Health Care Law Have on Construction Employees?”

May 18, 2010
“Advanced Issues About Worker Misclassification”

May 26, 2010
“A Practical Framework for Implementing BIM”

June 28, 2010
“Economic Recovery: UNDER CONSTRUCTION”

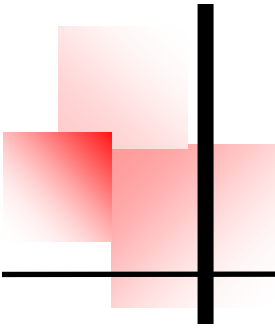
August 12, 2010
“Building to LEED for New Construction 2nd Edition Preview”

October 12, 2010
“Review of What’s New in OSHA Cranes & Derricks Rule”

October 21, 2010
“After the Fall: When & Where Construction Will Rebound”

December 8 & 9, 2010
“Davis Bacon & Related Acts”

December 8, 2010
“Membership & Dues Updates: A 2011 Look Ahead” (Chapter-Only Webinar)



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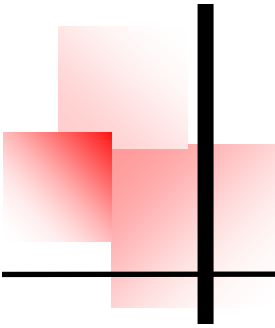
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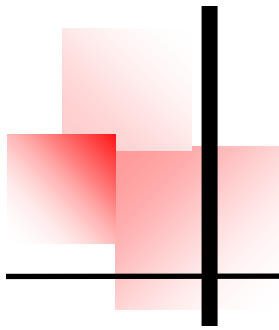
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2011 Calendar of Events

Programs are held at the Association Offices in Edison, NJ
and jointly between BCANJ and AGC of New Jersey
unless otherwise noted.

January 13

Crane & Derrick Standard Workshop

February 23

Coffee Talk Series
NJDOLWD

February 9-16

AGC of NJ Executive Seminar
Four Seasons, Costa Rica

March 1

Pension & Health Fund Program

March 8

Signal Person Qualification Course

March 15

Qualified Rigger Course

March 21-25

AGC/A Annual Convention
Las Vegas, NV

March 29

BCANJ Membership Meeting
Doubletree Hotel, Eatontown

March 31

AGC of NJ Spring Reception
Fiddler's Elbow, Bedminster

April 15-17

ASCE Conference
FDU Teaneck Campus

May

Coffee Talk Series
NJ Partnership for Action

May

Safety Day

May 23-26

OSHA 30 Hour Course

June 3-5

AGC of NJ Annual Convention
Skytop Lodge, PA

June 27

BCANJ Annual Golf Outing
Eagle Oaks Country Club Farmingdale

June 29

Membership Meeting
Safety Awards and Scholarship Luncheon
Mayfair Farms, West Orange

September 12

AGC of NJ Golf Outing
Rock Spring Club, West Orange

October

OSHA 500 Course
OSHA 502 Course

October 27

BCANJ Annual Gala Dinner
The Palace at Somerset Park

November 1, 8, 15 & 22

OSHA 30 Hour Course

December 2

AGC of NJ 75th Anniversary Gala
Pleasantdale Chateau, West Orange

December 13

Membership Meeting
PNC Bank Arts Center, Holmdel

◇ All programs subject to change.

◇ Registration forms will be distributed approximately 6 weeks prior to the event.

◇ Additional programs will be added throughout the year.

◇ Check Association websites for detailed information.