

**Building
Contractors
Association
of New Jersey**

MONTHLY UPDATE

August 2010

Agreements Posted

In Bulletin #78-10, we informed you that the latest Collective Bargaining Agreements are now posted on the BCANJ website, www.bcanj.com. Active members may access the agreements through the “Members Only” page. For help in accessing the page, please call the Association office at 732.225.2265.

**New Jersey Forecast
Construction & Development**

BCANJ, along with their trade partners and other management associations, has engaged the services of a team of professionals to conduct a study to forecast New Jersey’s future development patterns and analyze what they mean in terms of future construction markets and work opportunities for union labor and management. The team is headed by Jeffrey Otteau, President of Otteau Valuation Group, and includes Michael Sullivan, a Principal at Clarke Caton Hintz, and Richard Reading of Richard B. Reading Associates.

At the kick-off meeting, Mr. Otteau provided an overview of what events have contributed to the current economic conditions. He noted that future markets will be priced using a top-down approach rather than a bottom-up method. Using historical patterns and trends, future development opportunities will be presented along with the appropriate price points, as well as models for development and partnerships.

As the information is compiled and reported, BCANJ will keep members informed.

Paul Natoli
President

Robert Polisano
Vice President

James Prisco Jr.
Secretary

Eric Jensen
Treasurer

Jack Kocsis Jr.
Chief Executive Officer

Darlene Regina
Executive Director

BCANJ Hosts Coffee Talk Series

Beginning again this fall, BCANJ will host a series of morning programs to provide members with “right-from-the-source” information from state agencies. Members will have the opportunity to ask questions of those state officials who affect different aspects of public construction projects. The next program in the Coffee Talk Series, “Doing Business With the Division of Property Management and Construction,” is scheduled for October 15, 2010, 9:30 - 11:00 a.m., at the Association office in Edison. DPMC Director Steve Sutkin and key staff will provide an overview of the Division’s functions, including procurement and oversight of public building projects for NJ state departments. Each Coffee Talk program is offered at no charge, but space is limited and pre-registration is required. Call us at 732.225.2265 or e-mail akopin@bcanj.com for a registration form.

Apprentice Workshop Registers Huge Attendance

As we told you in the July 2010 Update, Construction Industry Career Day welcomes Mark Breslin and his “Survival of the Fittest” presentation in October for the apprentices of the New Jersey Building and Construction Trades. We are pleased to report registration for the event has already reached into the hundreds, promising a significant representation of

apprentices will benefit from Breslin’s insight and suggestions on how they can participate in the movement to secure and gain market share in New Jersey.

BUILDING CONTRACTOR Magazine

Volume II-2010 of the BUILDING CONTRACTOR magazine features an analysis of New Jersey’s union construction industry and the steps labor and management must take to retain and gain market share.

In addition, you’ll find a review of the 2nd Annual INSTALL Symposium and the ASCE Conference hosted by Fairleigh Dickinson University, along with accolades for dozens of remarkable scholarship recipients and the BCANJ Safety Award winners. Our “Giving Back” column introduces craftworkers who volunteered their time for projects to help New Jersey veterans and New Jersey communities. We also included news from our Labor Management Cooperatives and insightful columns from our regular contributors.

Additional copies of BUILDING CONTRACTOR can be obtained by contacting the Association office.

Safety Update...

For information on key safety issues, please refer to the enclosed report.

Legislative News...

Legislative Gaming Summit

The first in a series of legislative gaming summits took place in early August in Atlantic City. The focus of the hearings is the future of the gambling, horse-racing and sports industries in our State. The summit was partially in response to Governor Christie's Gaming Task Force's findings in a 50-page report that called for the State to take more control of Atlantic City, and essentially abandon the horse-racing industry. BCANJ testified at the hearing and strongly advocated for future building projects to revitalize various gaming regions in the State, which could create opportunities for NJ contractors and the union workforce they employ. The next summit will be held in the Meadowlands with an additional hearing proposed for Trenton during the fall session.

EPA Stops Numeric Stormwater Limits

In Bulletin #77-10, we announced the EPA's decision to abandon the requirement of numeric limits on the amount of sediment that can cloud stormwater running off construction sites. The numeric limits, which the EPA admitted were fundamentally flawed, were included in the new "Effluent Limitations Guidelines" for the construction and development industries. The other requirements in the Guidelines remain in effect. For

details, access Bulletins #77-10 and #72-10 on the "Members Only" page at www.bcanj.com.

214th Legislative Directory

BCANJ has obtained pocket-size legislative directories for New Jersey's 214th Legislature. The directory is a great way for members to become familiar with and contact individual legislators if needed. Please contact the Association office for a copy.

Labor News...

US Army Corps of Engineers Drops PLA Requirement

As we posted in Hot Topics on the BCANJ website, the US Army Corps of Engineers told AGC of America it was withdrawing a construction project requirement to submit an executed project labor agreement on a Florida Air Force Base. AGC had expressed concern over the requirement in urgent appeals to the Army Corps. *BCANJ will keep members updated as we receive further news of the decision from the Army Corps.*

Health Care Reform Bill Impacts Multiemployer Plans

Multiemployer plans will not receive preferential treatment under the Patient Protection and Affordable Care Act, according to guidelines issued in June that did not allow for a delay for collectively bargained plans. Experts expect that collectively bargained, self-insured, limited-benefit plans will be hard-pressed to comply with rules

such as the elimination of annual and lifetime dollar limits on benefits and waiting periods longer than 90 days. Especially challenged will be those plans in industries such as construction, where unemployment is above 20% and the number of contributing employers is decreasing. *BCANJ continues to track the Patient Protection and Affordable Care Act as guidance is issued.*

Web Advertising for Associate Members

In Bulletin #76-10, we were pleased to invite Associate Members to advertise on the BCANJ website for an affordable fee. Every month, an Associate Member will have the opportunity to be exclusively featured on our scroll, which appears on virtually every page as visitors navigate the site. In the past nine months, more than 600,000 hits were recorded on www.bcanj.com, making it the perfect way to increase traffic to your site. For a reservation form, access the bulletin on the "Members Only" page of the BCANJ website or call the Association office.

Annual Membership Meeting

Please mark your calendar for the final membership meeting of the year: Tuesday, December 14, 2010, at the Robert Meyner Reception Center at the PNC Bank Arts Center, Holmdel. Look for registration information or check our website as the event approaches.

Resumes on File...

Office Manager/Bookkeeper

Experienced office manager/bookkeeper with more than 25 years of experience in both for-profit and not-for-profit businesses. Extremely organized and proficient in handling high volumes of sensitive and confidential records, this individual is conversant with major accounting software, corporate banking and investing, 401k and 403b administration, ADP and Paychex payroll systems, state and federal tax reporting, insurance, cash-flow projections and much more. For a copy of the resume, please contact BCANJ at 732.225.2265.

Project Manager

Project Manager with 25 years of experience in New Jersey union construction industry. A 1986 graduate of NJIT with BS-CET Construction Management degree, along with a BA in English/Philosophy from St. Joseph's College in Maine, individual has breadth and depth of knowledge in managing projects ranging from \$5 million to \$500 million with contractual relationships that include Lump Sum, GMP, and T&M. Developed custom estimating/unit cost tracking system. Holds consistent record of achieving project goals, costs and schedule, and offers well-honed marketing skills. For a copy of the resume, please contact BCANJ at 732.225.2265.