

Statewide Edition
December 02, 2005

MEMBER

The
Business Council
of New York State, Inc.



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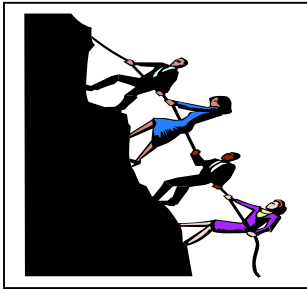
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ABC Empire State Leadership Succession - A PLAN TO SUCCEED

ABC understands the importance of a solid, definitive leadership succession plan. A good succession plan can safeguard an organization from stalled or failed initiatives, and other devastating occurrences in the event a Chapter Chairman's term is unexpectedly disrupted.

Several weeks ago, a task force of ABC members began developing a long-term, comprehensive succession plan. This Plan was presented and approved at the last State Board meeting. Key policies of the Plan identify strategies and schedules for selecting and preparing key members, *early*, for future Chairmanship roles in ABC, ensuring solid leadership consistency and competency! The Plan also offers some travel incentives and other benefits to reward members for volunteering their time and expertise to guide ABC to a solid future.

The Plan also outlines definitive schedules for Chairman and Vice Chairman rotation and succession from each of the five regions across New York State, *through the Year 2010!*

During the Year 2006, **Jeff Grube** from Chesterfield Associates, Long Island/Metro Region, will serve as Chairman for the Empire State Chapter. **Sam Fresina**, from Tersal Construction, CNY region, has been named Chair Elect, and will join in various activities and initiatives with Jeff to prepare for his role as Chairman in Year 2007. In addition Vice Chairs from each of the other regions will be identified and supported for future Chairmanship roles in ABC. ***Congratulations Jeff and Sam!***

According to Ray Shortino, Task Force leader for the Succession Plan, *"The idea is to get future statewide leaders identified and involved in state-wide and national activities to assist them in gaining a better understanding of, and appreciation for, the organization that they will soon be leading."*

ABC Empire State MORE MEMBERS ...MORE CLOUT

ABC Empire State is on schedule to celebrate Year 2005 with continued, unprecedented growth. Our Chapter is one of the largest construction trade associations in New York State. Over the past few years we have more than doubled in size, and we will need to continue to grow membership as we continue our fight to protect the interests of merit shop contractors.

Please call your local Regional VP and give them the names of companies you feel could benefit from membership in ABC. If the company joins, ABC will thank you by deducting 10% (of the new contractor members dues) from your dues for 2007.

Central New York Membership Drive

On Tuesday, December 6th, a group of members from the CNY area will gather at the Wyndham at Carrier Circle and spend the morning calling prospect companies that could benefit from ABC membership services. If you know any companies in the Central New York area that should be members, please call James DeChene, Central New York Vice President at (315) 463-7539.

We would like to give a special thanks to the following CNY members who have volunteered to assist with the Membership Drive:

Sam Fresina	Tersal Construction
Jerry Pollock	Cortland Glass
Ken Gardiner	Dannible & McKee
Larry Ike	Structural Associates
Peter Donohoe	Demco NY Corp
Dennis Weller	Structural Associates
Jim Farrell	Pella of CNY
John Czebiniak	Atlas Fence
Bob Moses	Bond, Schoeneck & King
Steve Tallman	TAG Mechanical
Jim Hagan	Northland Associates
Jake McKenna	Parsons-McKenna Const.
Stephen Driscoll	Charles Driscoll Masonry

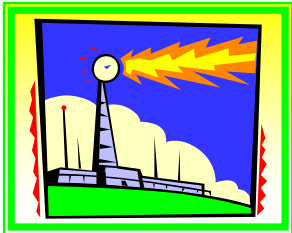
ABC Empire State Chapter 2005 Board of Directors

Chip Jones, Chairman, Wittburn Enterprises; Ray Shortino, Past Chairman, Radee Corporation; Ken Gardiner, Treasurer, Dannible & McKee; Jeff Grube, LI/Metro Rep., Chesterfield Associates, Inc.; Ed Tyrrell, LI/Metro Rep., Core Electric, Inc.; Dan Crandell, ENY Rep., Cranbrook Construction; Chris Bast, ENY Rep., Bast Hatfield Inc.; Steve Ryan, ENY Rep., Frank J. Ryan & Sons, Inc.; Peter Donohoe, CNY Rep., Demco NY Corp.; Jerry Pollock, CNY Rep., Cortland Glass Company; Sam Fresina, CNY Rep., Tersal Construction; Matt Riedinger, ROCH Rep., Brown & Brown; Jim Collins, WNY Rep., Milherst Construction, Inc.; Dave Resetarits, WNY Rep., Resetarits Construction Corp.

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MERIT MESSENGER



New Prevailing Wage Threat on the Radar Screen

Across NY State, more and more prevailing wage jobs are requiring contractors to have registered apprenticeship programs. Many contractors have avoided applying for the program on the basis that they don't do prevailing wage work. ***Now, a new threat is on the horizon!***

The Town of Huntington passed an ordinance in May of 2005 which mandates that anyone seeking a building permit on buildings of 100,000 square feet or more must show evidence that any contractor or subcontractor involved in the project has a registered apprenticeship program agreement appropriate for the type and scope of work performed.

Make no mistake; we are talking about private work here! Right now the target is box stores, office buildings and other large structures. However, as this movement continues, we could see this number drop to buildings of 50,000 or even 25,000 square feet. ***The unions want your work.***

Similar legislation was already brought to Town of Riverhead. Fortunately, an alert ABC member notified the LI/Metro office, and with the help of member attorney Tom Walsh of Jackson-Lewis, we were able to get that proposed legislation tabled.

The unions have full time lobbyists meeting behind closed doors with public officials at all levels to push their agenda. Deals are made long before issues such as this reach a public forum. Merit shop contractors have neither the time nor the money to compete with these lobbyists. Neither does ABC. We must rely on members to alert us when hearing of issues such as these that threaten Free Enterprise.

Help ABC fight on your behalf by:

- Paying attention to proposed legislation where you live and work
- Notifying ABC of issues of concern
- Being ahead of the game. Apply for a registered apprenticeship program. With an apprenticeship program you will not be closed out of the bidding process

Will you be ahead of the curve or behind the eight ball on this issue???

ABC Worker's Comp Trust

Before you renew your current worker's compensation insurance, contact the ABC Worker's Comp Trust, ***first.***

The ABC Compensation Trust uses its competitive advantages to reduce worker's compensation cost for safety conscious merit shop contractors.

The ABC Worker's Comp Trust provides:

- Upfront rate reductions
- Exemption from construction payroll limitation surcharges
- Investment income (earned on premiums, claims reserves, accrued dividends and surplus) benefits Trust participants – not insurance companies or State Fund
 - NYS Assessment based on indemnity claims – not premium
 - Excess insurance provided to limit specific and aggregate claims

To confirm your eligibility for lower worker's compensation insurance costs call:

RELLER RISK MANAGEMENT
Office: (315) 432-8210 Fax: (315) 432-9478

ABC MeritChoice®

Before you renew your health, dental, vision, or life insurance policies, call your Regional ABC VP. ABC will arrange to have an insurance expert from ABC's staff obtain quotes that will compete with your current policies, and may even be substantially lower your premiums.

Before you renew, call ABC first!

**2006 Membership Renewal Invoices Have Been Mailed Out
RENEW BY DECEMBER 31, 2005 AND TAKE 2% OFF YOUR DUES AMOUNT
DON'T DELAY – RENEW YOUR MEMBERSHIP TODAY!!**