

Associated Construction Contractors
of New Jersey

ANNUAL REPORT 2017

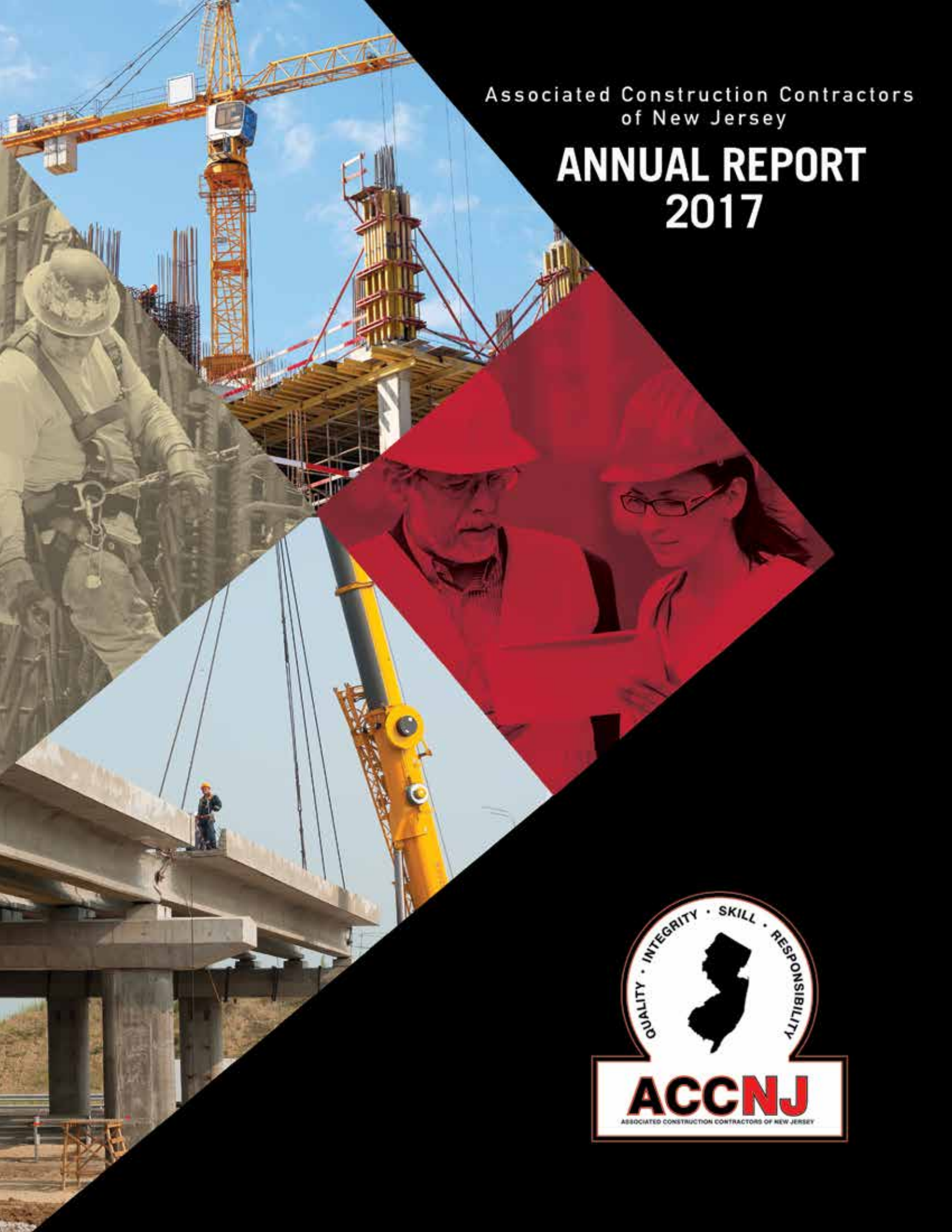


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Message from the CEO

Jack Kocsis, Jr.

In 2016, we began to see construction activity pick up. In 2017, we saw construction back in action – at least in some sectors. Public construction remained slow on the state level but continued to grow locally as towns repair and redevelop their aging infrastructure and abandoned assets. Private construction, on the other hand, noticeably improved.

We are pleased to report that, following the TTF reauthorization in late 2016, dedicated revenue from the newly instituted gas tax appears to be secure. That, along with the \$400 million in supplemental funding, gives us hope for infrastructure repair and replacement in the near future.

Water infrastructure renewal continues, driven by new funding for the NJ Environmental Infrastructure Trust that came through late in 2016 and the water providers themselves. Judging just by the water main breaks that occurred in nearly every county in 2017, the water crisis in the state is critical. We devoted the Spring 2017 issue of our *New Jersey Construction* magazine to exploring the depths of the crisis and the moves to mitigate it. The dollars spent benefit us all.

Voters passed New Jersey's Library Bond Act in November, pushing \$125 million toward renovation and rebuilding of another important but aging state resource. Upgrading library facilities and updating the technology bring value to every community.

Speaking of building, it's interesting to note that New Jersey and the Northeast show growth in private sectors that lag across much of the nation. We're still growing in multifamily housing, for example, and in retail, both of which have flattened or shrunk elsewhere. We continue to build warehouses and data centers, healthcare and power facilities. As vacancy rates dropped in 2017, demand for offices rose – something we haven't seen for nearly a decade. All predictions bode well for strong construction demand across many private sectors in 2018.

Following the November election, we are eager to work with the new administration. ACCNJ staff served on the new governor's transition team and, with our input, we look forward to pursuing with renewed vigor and increased hope our initiatives for P3s and standardized bidding.

In addition, we are proud to welcome BCA of Atlantic County members into the ACCNJ family. The merger was accomplished after many productive conversations among the leaders of both organizations. Our combined strength is impressive.

As we welcome a new slate of officers for 2018-2019, we thank Al Daloisio, our outgoing Chairman, for his strong leadership during the past two years. We could not have accomplished so much without his generous time and dedicated efforts.

I invite you to take a look at our 2017 activities in this Annual Report. It was an eventful year, and 2018 promises even more. We are grateful for your support and participation.





Labor Relations

Collective Bargaining Agreements

With our main focus on keeping union contractors competitive, ACCNJ negotiates agreements with the following unions:

- Bricklayers & Allied Craftworkers, Local Nos. 4 & 5
- Northeast Regional Council of Carpenters
- Dockbuilders, Local No. 179
- Dockbuilders, Local No. 1556
- Ironworkers, Local No. 11
- Ironworkers, Local No. 399
- Laborers – Asbestos & Hazardous Waste Local No. 78
- New Jersey Building Laborers, Locals 3 & 77
- Heavy and General Construction Laborers, Locals 172 & 472
- Operating Engineers, Local No. 825
- Teamsters, Local 331
- Teamsters, Local 469
- Teamsters, Local 560
- Teamsters, Local 676

Management Trustees

ACCNJ members and staff serve in the capacity of Management Trustee on several of the fringe benefit funds created through the Collective Bargaining Agreements. ACCNJ currently fills 67 Management Trustee positions on various multi-employer funds. In June, we hosted a comprehensive, in-depth educational program for the trustees to review and emphasize their fiduciary duties under ERISA laws, presented by Associate Member Susanin Widman & Brennan, who also serve as Management Co-Counsel on many of the Funds.

2017 Contract Negotiations

In 2017, the Association negotiated with three trades as their Collective Bargaining Agreements expired.

International Union of Operating Engineers, Local Union No. 825 Building and Heavy/Highway

- Agreements expired March 31, 2017. New three-year Agreements were reached that expire March 31, 2020.

- The Agreements called for total increases of \$7.05 over three years and contained beneficial changes in working conditions, including an increase of the project threshold for a municipality, county, MUA or similar body project at which there are no Temporary Layoff provisions. Project size for more beneficial manning provisions was also increased.
- In addition, payment of wages upon a layoff now includes more options for the employer.

Dockbuilders 179

- Agreement expired April 30, 2017. A new two-year Agreement was reached that expires April 30, 2019.
- The Agreement called for total increases of \$2.75 over two years and contained beneficial changes in working conditions, including a flexible starting time from 6 to 9 am and better manning requirements.
- In addition, direct deposit of paychecks was made available as an option.

Ironworkers, Local No. 399

- As part of the merger of Ironworkers, Local Nos. 350 and 68 with Ironworkers Local No. 399, a new Agreement was negotiated, in effect from July 1, 2017, to June 30, 2020.
- The Agreement specified the new territorial jurisdiction that resulted from the merger, covering Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Salem, parts of Monmouth and parts of Ocean counties.
- It also mandated a phase-in of wage schedules to become the same for the entire South Jersey region by July 2019, with rate designations for Structural, Rebar and Fence/Guardrail.
- Work rules were also consolidated under the single Agreement and now contain, among other provisions, a clarification of when double-time is paid and a single irregular shift premium, which differed among the Locals in previous contracts.

2018 Contract Negotiations

Bargaining Rights Authorization forms were sent to active members for the Asbestos Laborers, Local No. 78 (contract expires July 31, 2018), the Ironworkers, Local No. 11 (contract expires June 30, 2018), Heavy & General Construction Laborers, Locals 172 & 472 (contract expires February 28, 2018), and Teamsters, Locals 331 & 676 (contracts expire April 30, 2018), in preparation for 2018 contract negotiations.

Labor Information Reference Binder Updates

Per the policy established in 2014 regarding dissemination of labor-related information, each Active Member received periodic updates to the Labor Information Reference Binder in 2017. A total of 24 updates were released for the year. The Binder contains these communications:

- Wage and Fringe Benefit Schedules
- Business Agents Directory for all trades
- Contract Expiration List for all trades
- Contract Summaries: Includes language from the Collective Bargaining Agreements on the most-often referred to work rules and contract provisions
- Fringe Benefit Fund Trustees & Administrators Directory

Labor Information on the Website

All information included in the Labor Information Reference Binder is posted on the ACCNJ website, www.accnj.org, in the password-protected members-only section. In this secure section, Active Members can also find the most current versions of the Collective Bargaining Agreements, wage rates, other labor information and all the bulletins we emailed to members during the current year and since July 2013.

Labor/Management Cooperatives

With our objective to preserve, identify and expand employment opportunities for union contractors and craftworkers, ACCNJ remained active in 2017 with the following labor/management cooperatives:

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

FASB Reporting

To assist Active Members in complying with FASB disclosures required on the footnotes of their balance sheets, we issued a bulletin listing the most current information on the various Pension Funds to which members may be party through Collective Bargaining Agreements that ACCNJ holds.

Construction Leadership Alliance

In 2017, ACCNJ along with leaders of the general construction trades created the Construction Leadership Alliance, which has since been managed by the Association. The first meeting was held on May 4, and the attendees compiled a list of the main issues to be addressed, including drug-testing, refreshing construction forecasts and strengthening New Jersey's construction industry and economic growth. In further action, the group issued a white paper detailing issues and proposed solutions, which was presented to New Jersey's incoming Governor and his Administration.

Drug Testing

ACCNJ spent significant time in 2017 exploring the most efficient and cost-effective way to move forward with a drug-testing initiative. The Construction Leadership Alliance agreed to pursue a Drug Free Workplace initiative that will strive to share results from all owner- and contractor-mandated programs with Labor.



Government Affairs

Standardizing Bid Documents Required by Public Entities

Introduced in late May: A-4932 (Greenwald), an ACCNJ-supported bill calling for the mandated use of electronic bidding for all public works agencies with a defined set of bid criteria to further standardize what public bodies must require at the time of bid. Throughout the past decade, ACCNJ has continued to seek standardization within New Jersey's myriad of public bidding statutes. Our identification of what the necessary components of publicly bid contract submissions should be, within their respective statutes, has continued to help us shape important components of this endeavor.

Transportation Trust Fund Reauthorization

In March, the New Jersey Legislature approved an ACCNJ-supported bill, S-3076 (Sweeney), which provided an additional \$400 million for transportation spending in the current State fiscal year. The bill directed funds toward repairing bridges and roads throughout the state and to technology improvements to enhance system safety.

Public-Private Partnership Initiatives

Authorizing the use of P3s in New Jersey while maintaining public contracting protections remained a priority for the Association throughout 2017. We continued to follow through on our strategy to move a bill forward within the right political climate, maintaining the highest levels of support and collaboration on this initiative. As part of that, we advanced an educational outreach campaign in conjunction with the Association for the Improvement of American Infrastructure (AIAI), holding advocacy meetings with public owners as potential users of a P3 model.

Library Bond Act

ACCNJ was pleased to see Ballot Question #1 on November's ballot received voter authorization for New Jersey to borrow \$125 million to help fund capital projects at local libraries. After more than 15 years since lawmakers last approved borrowing for local library capital projects, many branches are now desperate to make upgrades to keep up with rapidly changing technology. The \$125 million bond sale will raise revenue to provide grants for the "construction, expansion, and equipping of New Jersey's public libraries." In addition, with approval of the Act, New Jersey's state librarian was directed to work with Thomas Edison College to draft eligibility requirements for the grant program and come up with a list of qualified projects. The revenue for the bond sale would fund 50% of a project's cost, with the balance coming from either local or private sources. The ballot referendum passed by a wide margin and enables additional public building projects to proceed.

Recycled Asphalt Pavement Bill

Passed late in 2017, this ACCNJ-supported bill allows for the expanded use of recycled asphalt pavement.

Water Infrastructure

As the water infrastructure crisis in our state continued through 2017, ACCNJ tracked and supported two important bills in the Legislature, both of which were signed into law in the summer. The Water Quality Management Act requires every water purveyor, public or private, to implement an asset management plan to inspect, maintain, repair and renew its infrastructure consistent with industry best practices. It also requires each purveyor to dedicate funds annually to address and remediate highest-priority projects as determined by its asset management plan.

The goal of the Water Loss Audit bill is to quantify annual volume lost through breaks, leaks and overflows of mains, service reservoirs and service connections, providing help in identifying measures to conserve water and save taxpayer money.

Environmental Infrastructure Trust Bills

Signed into law in July, a series of funding bills will implement New Jersey's Environmental Infrastructure Trust's FY 2018 available funding streams. Approximately \$500 million will be available through the Trust's low-interest loans to finance a diverse portfolio of water projects across the state. In addition, legislation for NJ EIT project financing estimates was signed into law in May. This bill requires a local government unit seeking to finance \$1 million or more of the cost of an environmental infrastructure project to request a financing cost estimate from NJ EIT. The estimate will enable the local government unit to evaluate the potential savings of financing and interest costs offered by trust financing compared to other available methods.

Prevailing Wage Legislation

ACCNJ actively tracked and worked on legislation seeking to effect change in New Jersey's Prevailing Wage Act. In 2017, two bills of importance related to prevailing wage were introduced in the State Legislature. One would have broadened the scope of public projects subject to prevailing wage, while the other would have updated penalties for violations of the Prevailing Wage Act. Neither was signed into law before year-end.

NJ Legislative Leadership Changes

Following the November elections, Senator Steve Sweeney (D-3) was affirmed as Senate President for another term. Senator Loretta Weinberg (D-38) was also affirmed as the Senate's Majority Leader. In the Assembly, Assemblyman Craig Coughlin (D-19) replaced outgoing Speaker Vincent Prieto. Assemblyman Lou Greenwald (D-6) will return in his previous role as Assembly Majority Leader.

Federal Issues

Federal Infrastructure Investment

An issue closely monitored by ACCNJ and AGC of America, a federal infrastructure investment plan did not materialize in 2017, although President Trump mentioned the use of public-private partnerships in an address to Congress. AGC of America continues to work with Congress and the Trump Administration to shape a plan that meets the investment needs for our nation's infrastructure. Consensus among federal lawmakers on both sides of the aisle dictates any new infrastructure plan must not only rely on private investment but must also include direct federal spending to meet the nation's infrastructure needs in both urban and rural communities.

Federal Highway Trust Fund

AGC of America continued to push for Congress to fix the Highway Trust Fund in 2017 amid reports that a bipartisan group of members of the US House of Representatives circulated a letter calling for a permanent Highway Trust Fund fix to be included in any tax reform package. AGC, alongside State Chapters, advocates for congressional representatives, on both sides of the aisle, to commit to a permanent legislative appropriation for highway funding.

“Make Federal Agencies Responsible Again”

Early in 2017, AGC of America shared a federal agency regulatory, compliance and enforcement plan with members of the Trump Administration. The comprehensive document calls for the repeal of dozens of unnecessary and overly burdensome executive orders, presidential memoranda and federal regulations that have made it difficult for construction contractors nationally to build our country's infrastructure safely, efficiently and effectively.





Industry Issues

Gateway Project Funding

After a year of conflicting statements from the Trump Administration about promised federal funding, Governor Christie and Governor Cuomo in mid-December announced a plan to contribute \$5.6 billion toward a Gateway rail tunnel. If fully funded, the project would enable another rail tunnel into Manhattan and facilitate repairs to the aging tunnels that already exist.

Nuclear Power Subsidy

Without a state subsidy, PSE&G could close all three of its nuclear power plants in South Jersey. In 2017, ACCNJ staff met with Ralph Izzo, CEO of PSE&G, and an energy economist from D.C.'s Brattle Group Consulting firm, to discuss the viability of continuing to operate the plants without a state subsidy. Under a "shut-down" scenario, New

Jersey would become an importer of energy from other states, consumer costs would continually rise, and the state would run the risk of increased emissions for increased dependency on natural gas. ACCNJ remained active in the discussions surrounding nuclear power and any potential legislative remedy for the utility giant.

Pipeline Projects

Throughout 2017, ACCNJ monitored and updated members on the status of active pipeline projects seeking government approval for lines that would traverse through various regions of New Jersey.

DBE Capacity Analysis

In 2017, ACCNJ and the New Jersey Construction Alliance funded a DBE Capacity Analysis, which was performed by EuQuant, an economic and market research firm in Atlanta. The study was commissioned to give an accurate report on the capacity and performance threshold for DBEs certified by NJDOT and NJ Transit. The study will be shared with a wider audience in 2018.

Association Merger

Following a unanimous vote of the membership, BCA of Atlantic County merged with ACCNJ, effective January 1, 2018. The vote followed much discussion between leadership of both associations during 2017. Because of the tumultuous changes and challenges Atlantic City has confronted during the past decade, leadership determined the combined strength of both organizations will position ACCNJ to ensure continued opportunities for construction work and an environment that favors fair and professional business practices.

New AIA Contract

In April, the American Institute of Architects released its next-decade version of the A201 General Terms and Conditions. ACCNJ Associate Member Peckar & Abramson presented an overview of those key changes during the ACCNJ-hosted Construction Law for Construction Professionals Program in October. AGC of America also made available to members a comparison of the new AIA contract with ConsensusDOCS.

Diversity Conference

The Association hosted a Diversity Conference on September 28 at the NJ Convention and Expo Center in Edison. The event provided a venue for small, women-owned, minority-owned and disadvantaged contractors to learn about opportunities to work with ACCNJ general contractors on public and private projects. At the conference, 31 ACCNJ contractor members and state agencies participated as exhibitors and panelists.

ACCNJ Legal Efforts

ACCNJ continued to engage at the judicial level in 2017 to preserve the collective rights of members and provide the union contractor perspective on issues before the courts, including excessive subcontractor listing requirements, statute of limitations on damage claims, lien rights on public lands, lease/purchase issues, burdensome bidding requirements, and other attempts to subvert public bidding that fell outside the law.

School Construction Referenda

We sent bulletins to members in 2017 with the results of the five referenda in which school districts could place bonding questions for construction projects on the ballot. For the year, 20 school districts proposed approximately \$766.8 million in projects and voters approved approximately \$471.4 million (66%).

Coffee Talk — New Employment Eligibility Verification Form (I-9)

As of January 22, all employers were required to use the new federal Employment Eligibility Verification Form I-9. The form was redesigned to be easier to complete, minimizing error when submitted electronically. On April 13, ACCNJ hosted a Coffee Talk with Harry W. Nash Jr., USCIS Department of Homeland Security Management Program Analyst, at the Association Office. He described in detail what members should know about the new Form I-9 and E-Verify and answered dozens of questions from members.

Agency Liaisons

In 2017, ACCNJ increased its presence with agencies and authorities and encouraged members to contact the Association with issues and concerns that could be addressed on their behalf.

- **Port Authority** – In a joint meeting with GCANY in July, Association staff presented industry concerns, including audits and closeouts, bid processes, OCIP experiences, and the authority of resident engineers. Participants agreed to work on resolving issues through small workgroups.
- **NJDOT** – Association staff was invited to the agency's Contractor Venue Forums in March and November, through the Division of Civil Rights & Affirmative Action. In an August meeting, staff discussed general contracting issues and the possibility of a resident engineer/contractor forum in 2018.
- **NJ Transit** – Association staff met with the Assistant Executive Director in July to discuss issues with the processes for design/build, payments, pre-qualification and closeouts, as well as the challenges in meeting DBE goals.
- **NJ Turnpike Authority** – ACCNJ met with the NJ Turnpike Authority's Chief Engineer in September to talk about the \$250 million service area enhancement projects, 16 in total, some renovation projects and others requiring complete replacement of buildings. The projects will be funded by Turnpike service area operators, HMSHost and Sunoco, and ACCNJ CEO Jack Kocsis relayed the importance of insuring these projects adhere to prevailing wage laws and fair bidding practices.
- **NJDEP** – Association staff met with the head of NJDEP's Diesel Emissions Group in December to discuss the department's ongoing diesel emission initiatives and future programs to help fund construction equipment. AGC of America has advocated for reauthorizing the federal Diesel Emissions Reduction Act, which provides grants to states for retrofitting of non-road and off-road diesel construction equipment.



MUST BE WORN



**Hard
Hat**



**Safety
Boots**



**Safety
Vest**



**Safety
Glasses**

Safety

ACCNJ Safety Awards

In 2017, the Association was pleased to honor 27 members for their exemplary safety records: 15 members were awarded for Zero Lost Work Days, and 12 members were recognized for an Incidence Rate Below the National Average. The recipients received their awards at the ACCNJ Membership Meeting on June 7 at Mayfair Farms in West Orange.

AGC of America Safety Awards

Also in 2017, 25 Association members participated in the National AGC Safety Awards program. They received “report cards” and certificates from AGC of America noting their success in Zero Lost Work Days and Incidence Rate Below the National Average.

Safety Day 2017

On April 19, ACCNJ hosted the Annual Safety Day. Members dedicated time to safety-focused events such as safety talks and presentations at jobsites as well as recognition programs. More than 30 member firms displayed their safety banners provided at no cost, made possible by the financial commitment of our labor-management partners.

ACCNJ Safety Council

In 2017, the Association created a Safety Council to address the need for members, labor partners and OSHA to meet regularly and keep safety on the jobsite top-of-mind. The Council held its inaugural meeting on October 20, serving as a networking and information exchange opportunity and offering an educational element. Dr. Jeffrey Altholz, Chief Medical Examiner for Clarity Testing Services, an ACCNJ Associate Member, presented “Workplace Substance Abuse and Drug Testing: 2017 Update and Best Practices.” The Safety Council will meet quarterly.

OSHA Safety Stand-Down to Prevent Falls in Construction

OSHA and industry partners sponsored the 4th Annual National Fall Prevention Stand-Down May 8 to May 12. The event served as a reminder that 350 of 937 fatalities on construction jobsites in 2015 were caused by falls and emphasized hazards and protections.

OSHA 30-Hour Construction Safety Course

ACCNJ hosted two OSHA 30-Hour Construction Safety Courses: May 22-25, and November 7, 14, 21 and 28. The courses were held at the Association office and covered OSHA policies, procedures and standards, as well as construction safety and health principles. Topics included scope and application of the OSHA construction standards, with special emphasis on those areas that are most hazardous. Participants received an OSHA Construction Safety and Health 30-Hour course completion card.

OSHA Silica Rule

During 2017, OSHA pushed back the effective date of its silica standard; full enforcement began October 23. ACCNJ continued to inform members of the latest developments and monitored several webinars and events on contractor compliance. Throughout the year, AGC of America continued its legal challenge of the standard on the grounds that implementation of it is “technically infeasible” and overburdens contractors. ACCNJ will continue to explore ways to help contractors comply with both the jobsite and medical surveillance requirements.

New Jersey Work Zone Safety Partnership & Conference

ACCNJ continued serving as a member of the New Jersey Work Zone Safety Partnership throughout 2017. The 18th Annual New Jersey Work Zone Safety Conference took place on March 29 at the Conference Center at Mercer County Community College. The event featured presentations from the Federal Highway Administration, OSHA and NIOSH on work zone safety regulations and policies, and panel discussions with experts from the public and private sectors involved with all aspects of work zone activities. The event is recognized by the New Jersey Legislature as the state’s official work zone safety event and promotes reduction of injuries and fatalities in construction work zones.

Coffee Talk — OSHA Emergency Preparedness

On June 29, the Association hosted a Coffee Talk with Michael Corbett, OSHA Compliance Assistance Specialist. The Coffee Talk featured emergency plans designed to help employers plan for unexpected situations, including natural disasters and workplace violence.

Ongoing Safety Classes at Training Centers

The Association notified members each month of the safety classes offered at the Training Centers affiliated with the general construction trades. Members’ active union employees may take the classes, which cover a wide array of safety topics, including the OSHA 30-Hour, CPR/AED/First Aid, Hazardous Waste, Hoisting & Rigging, and many more.





Education & Workforce Development

Construction Industry Career Day

After a long hiatus, a tremendously successful Construction Industry Career Day was held in 2017, attracting nearly 2,000 students, parents, teachers and job-seekers to the two-day event May 30 & 31 at the NJ Convention & Expo Center in Edison. The Tuesday evening program was open to the public, while Wednesday's program was tailored specifically for "Just Juniors," with buses arriving at 8 am from across the state carrying students, teachers and guidance counselors. As an Event Sponsor, ACCNJ took the lead in coordinating the program, with support from other Event Sponsors, including Carpenter Contractor Trust; DISCA; Engineers Labor-Employer Cooperative (ELEC); Ironworkers, Local Nos. 11 & 399; Laborers International of North America; Mechanical Contracting Industry Council of NJ; and NNJ Chapter, NECA. Other CICD sponsors included ADSC Northeast Chapter; Bricklayers & Allied Craftworkers Administrative District Council of New Jersey; Construction Roundtable of New Jersey; and UTCA of New Jersey. Contributors included IBEW Local 102; Insulators Local 32; YTTW and Helmets to Hardhats programs of the New Jersey Building & Construction Trades Council; Finishing Trades Institute of New Jersey; Building Contractors Association of South Jersey; and Masonry Contractors of New Jersey. The event was featured in the September issue of ACCNJ's Industry Update.

Student Summer Internship Program

Working within the CIAP structure, the Association once again offered a summer internship program to all Active Members in the four

construction sectors ACCNJ represents: building, heavy, highway and utility. More than 120 applicants were interviewed and 68 invited to participate in a mandatory Career Fair on January 11 at the Pines Manor in Edison. Ultimately 45 students were hired for summer employment by ACCNJ, UTCA and NJAPA member firms. The CIAP website was updated to better suit the needs of the program with an informative video before 2018 internship registrations began in September 2017.

The application deadline for students to participate in the 2018 Summer Internship Program closed in October and interviews were conducted in November and December with 118 students from 10 colleges and universities in New Jersey, Pennsylvania, Massachusetts and Delaware. Of those applicants, 74 were invited to attend the Career Fair on January 10, 2018, at the Pines Manor, Edison. Contractors were invited to participate in the Career Fair.

2017 Scholarship Opportunities

ACCNJ Scholarships

In March, information was distributed to all members announcing the 2017 ACCNJ Scholarship Foundation Program. The scholarships provide robust opportunities to assist with the higher education needs of members' children and grandchildren. Scholarships totaling \$50,000 were awarded to five deserving students, who were honored at the

ACCNJ Membership Meeting on June 7 at Mayfair Farms, West Orange:

- ACCNJ Foundation (4 scholarships at \$10,000 each)
 - Three of the Foundation scholarships were awarded as memorials to past trustees of the Association, Louis A. Garlatti Sr., Gig Manville and Donald Waters Sr.
 - John Donohoe Civil Engineering (1 scholarship totaling \$10,000)

Floor Covering Institute of New Jersey Scholarship

The Floor Covering Institute of New Jersey Scholarship, administered by ACCNJ, awarded \$2,500 to a deserving student at the ACCNJ Membership Meeting in June.

Industry Scholarships

ACCNJ continued to support the scholarship opportunities of the general building trades, including the Carpenters and Laborers. In 2017, the Northeast Regional Council of Carpenters awarded 30 scholarships totaling \$400,000 plus 116 stipends totaling \$29,000. The Laborers International Union of North America (New Jersey) awarded 11 scholarships totaling \$220,000.

For the second consecutive year, ACCNJ publicized the efforts of the union construction industry in New Jersey to provide educational assistance to students. In 2017, the industry awarded \$1,257,500 to 320 students through scholarships and internships.

Sisters in the Brotherhood

ACCNJ continued to serve on the recruitment committee for the Northeast Regional Council of Carpenters' Sisters in the Brotherhood, a program designed to recruit, retain and elevate women in the Carpenters Union. During a successful open house on May 3 at the Carpenter's Training Center in Kenilworth, the program and facility were showcased to community and faith-based organizations and state and county representatives. ACCNJ CEO Jack Kocsis was a featured speaker; more than 60 visitors toured the facility.

Jobsite Tours Offered by ACCNJ Members

In 2017, six ACCNJ members opened jobsites for tours by Sisters in the Brotherhood, Fairleigh Dickinson University and Edison Job Corps students. Epic Management, Michael Riesz & Co., Fitzpatrick & Associates, Philadelphia D&M, State Line Construction and Torcon Inc. allowed the participants, all dressed in appropriate safety gear, to observe a variety of construction tasks, from hanging sheetrock to pouring concrete, from interior renovation to several phases of the Carpenters Training Center build.

Leadership Training for the Professional Foreman

ACCNJ and the Northeast Regional Council of Carpenters held Foreman Training Programs for Carpenters on March 8 and November 29 at the Association Offices. This ongoing successful program is offered to ACCNJ contractors signatory to the NRCC agreement and is free-of-charge to those contractors, as it is funded by the NRCC Apprentice Training and Education Fund. Instructed by Ridgeley Hutchinson, Executive Director of the Northeast Carpenters Apprentice Training

& Educational Fund, and Council Representative Bob Satriano, the program addressed the foreman's role and responsibilities, effective communication, professionalism, motivation, accountability, goals, team-building, mentoring, generational differences and diversity. In 2017, 42 participants completed the training.

Middlesex County College Partnership

In cooperation with Middlesex County College, ACCNJ hosted a free Project Management Certificate Program, made possible through grant funding. The 12-night course occurred from early October to November. The certification was offered to any project manager, project team member, coordinator, or assistant who could benefit from learning the Project Management Institute (PMI) method of project management. Registration for the program reached capacity.

Tuition Reimbursement Program

Again in 2017, ACCNJ Industry Advancement Trust's tuition reimbursement program was open to all full-time employees (salaried and hourly) of Active Member firms that contribute to the Industry Advancement Program. The IAT provides 75% of tuition cost for approved courses, reimbursed directly to the student, up to a maximum of \$1,000 per year.

Member Certification

ACCNJ reached out to members requesting information regarding certifications. Each year, the Association updates its member certification database as an additional resource for members and those who inquire.

BIM Training and Testing

The Association continued to maintain its status as an authorized training and testing facility for the Building Information Modeling Certification Course offered by AGC of America. As in the past, ACCNJ offered testing four times during the year, as well as by request.

Workforce Development Board

In 2017, ACCNJ staff continued to serve on the Workforce Development Board. Jill Schiff, Executive Director of Operations, served her fifth and final term as chair, which ended June 30.



Communications & Publications

NEW JERSEY Construction
The Associated Construction Contractors of New Jersey Magazine

NEW JERSEY Construction
The Associated Construction Contractors of New Jersey Magazine

Associated Construction Contractors of New Jersey
industry update
Volume 4, Issue 1 • March 2017

CIAP Career Fair Matches Intern with Employer

On January 11, 2017, 67 students were invited to meet with 35 contractors at the CIAP Career Fair at Pines Manor in Edison. Following on-the-spot interviews, employers will have the opportunity to select students for a 12-week internship this summer, giving the students a real-world, hands-on opportunity to explore the industry they learn about in the classroom throughout the rest of the year.

ACCNJ works within the CIAP structure to offer a summer internship program to the Association's Active Members. The program is open to heavy, highway, utility and building contractors, and provides money and employment opportunities in the construction industry for students completing their sophomore or junior year in a Baccalaureate program in Construction Technology, Construction Engineering Technology, Construction Management or Civil Engineering.

The students will begin their internships following completion of their spring semester, armed with a great deal of knowledge ready to be tested in the field.

Above/Right: More than 35 contractors interviewed prospective interns one-on-one at the CIAP Summer Internship Program Career Fair on January 11, 2017, at Pines Manor, Edison.

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2016 Annual Report

The 2016 Annual Report was mailed to members in March and posted on the website, www.accnj.org.

New Jersey Construction Magazine

New Jersey Construction was distributed by mail to members, industry partners and legislative leaders in June and December, and was posted on the website.

Features highlighted “The Need to Upgrade Aging Water Infrastructure” and “New Jersey’s Construction Industry Can Make the State Thrive, With a Little Help from Our Leaders in Trenton.” The Spring 2017 issue covered the aging infrastructure of the state’s water treatment and delivery systems and the critical need for dedicated funding. The Fall 2017 issue delved into the need for more enforcement from the state to protect contractors and craftworkers and keep the industry a driving economic force in the state. The Fall issue also displayed members’ award-winning projects. Both issues promoted member news and events, presented business issues that affect contractors from legal, legislative and accounting perspectives, and carried the latest news and updates from our labor partners.

Monthly Update

The Monthly Update continued to report the news and events of the Association during each previous month. The Update is distributed electronically via email and in print via the postal service. It is also posted on the website.

Industry Update

ACCNJ produced the glossy, four-color Industry Update twice in 2017, March and September, to bring coverage of news and events plus useful information to members in an attractive format midway between mailings of *New Jersey Construction* magazine.

The March issue highlighted the CIAP Career Fair, which matches interns with employers. The issue also covered labor news and workforce development initiatives.

In September, the Update highlighted Construction Industry Career Day. The issue also covered the ACCNJ Annual Golf Tournament, Scholarship and Safety Awards, and other safety-related events of our labor partners. Industry Update is also posted on www.accnj.org.

Hot Topics

ACCNJ posted more than 180 Hot Topics to www.accnj.org during 2017, providing breaking news specific to the construction industry. We continued to email a weekly Hot Topics Alert to link members to the most current postings.

Labor Information Reference Binder

One of our most important resources for Active Members, 24 Labor Information Reference Binder Updates were emailed as bulletins and posted in the member-protected section of the website. Learn more about this publication under the Labor Relations section of this report.

Bulletins

More than 100 other bulletins were emailed to members and posted on the website, covering Association and industry news as it pertains to Labor, Government Affairs, Safety, Education & Workforce Development, Economics, School Construction, Communications, AGC of America and Programs & Events.

Media Releases

News releases and statements to the press were distributed via email in 2017, garnering media coverage of the Association’s Safety Day, Construction Industry Career Day, scholarship recipients, union construction scholarships, and legislative matters important to members and the industry.

Webinars

Association staff sat in on several webinars in 2017 to gather information shared with members on an array of topics, including federal regulatory issues, safety, economics and women in construction. The majority of the webinars are hosted by our national association, AGC of America.

ACCNJ Website

We continued to enhance the ACCNJ website and encourage members to use it as a prime resource, offering easily accessible information on Association labor activities, legislative initiatives, safety education, programs and events, and communications. The password-protected members-only section houses both current and archived labor rates and Collective Bargaining Agreements. The Membership Directory, also password-protected to prevent hacking, links to member websites.

Souvenir Journal

Presented to members and guests at the Gala Dinner Dance in October, the Souvenir Journal featured the generous advertising of members and industry partners, providing a major source of revenue for the programs and services of the Association and the ACCNJ PAC.





Programs & Events

Gala Dinner Dance

The ACCNJ hosted a sold-out Gala Dinner Dance on October 13 at the Palace at Somerset Park in Somerset. The event included a cocktail reception followed by dinner and dancing. Each guest received a copy of the Souvenir Journal, whose advertising supports the programs and services of the Association and the ACCNJ PAC.

Membership Meetings

- The Association hosted three membership meetings in 2017.
- March: On March 14, at the Doubletree Hotel in Eatontown, we welcomed guest speaker Jeff Shoaf, PhD, Senior Executive Director, Government Affairs at AGC of America. Mr. Shoaf has lobbied for AGC of America for 20 years.
 - June: At the ACCNJ Membership Meeting on June 7, at Mayfair Farms in West Orange, more than 120 members and guests gathered as the Association honored its student scholarship recipients and members who had exemplary safety records.
 - December: The Membership Meeting on December 5, at the Clubhouse at Galloping Hill Golf Club in Kenilworth, featured an evening of fellowship and networking. We recognized outgoing Chair Al Daloisio, Jr., for his contributions to the Association and the industry and approved the new slate of officers, including the new chair, Ben Torcivia Jr. of Torcon Inc. We were entertained by Carmen Ciricillo—The Construction Comedian, participated in a raffle for baskets donated by members to help support the ACCNJ Scholarship Foundation, and heard from CEO Jack Kocsis, who gave us a brief overview of the year's activities and events to anticipate in 2018.

Associate Member Council

In 2017, ACCNJ continued to promote the expertise of its Associate Members. The Council met in July, and Associate Members presented topics of interest at the Board of Trustees meetings throughout the year.

Construction Law for the Construction Professional

The Association hosted a "Construction Law for the Construction Professional" program on October 5, featuring presenters from among ACCNJ's Associate Members who discussed topics relevant to the industry. Three presentations covered New Jersey's Prompt Pay Act, local public contract laws, and the 2017 AIA general terms and conditions. The program, offered free-of-charge, attracted approximately 40 members.

AGC of America Annual Convention

Several members represented the Association at AGC of America's 98th Annual Convention in March in Las Vegas. The convention featured an extensive agenda of informative programs and, as always, gave members an opportunity to gain an objective view of their business, network with industry professionals and sit in on relevant workshops.

Golf Outing

The Association hosted a sell-out crowd on the Championship Course at Trump National Golf Club in Colts Neck for the ACCNJ Annual Golf Tournament & Dinner on June 19. The day started with a barbecue lunch and ended with a dinner reception and trophies. Members and guests sponsored various aspects of the outing, from the putting green to the dinner, to support ACCNJ PAC.

Topgolf

On September 14, the Association hosted Topgolf, a fun event benefitting the ACCNJ PAC and ACCNJ Scholarship Foundation. Players hit microchipped golf balls that track the accuracy and distance of each shot, awarding points for hitting targets in the outfield. The event included a dinner buffet, open bar, and three hours of unlimited Topgolf.

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Board of Trustees

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Chair
Railroad Construction Family of Companies

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Moretrench American Corp.

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Ferreira Construction Co.

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Tilcon New York Inc.

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Waters & Bugbee Inc.

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Tilcon New York Inc.

Jesse Ottesen – Division Vice Chair
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Brian Fagersten
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Skanska Koch

Justin Lijo
Trevcon

Steven Maggipinto
Schiavone Construction Co., LLC

Michael Mergentime
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Greg Petrongolo
JPC Group Inc.

Valentino Rizzo
Beaver Concrete Const. Co. Inc.

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South State, Inc.

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RCC Builders & Developers

John Epifano – Division Vice Chair
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John Baumgardner
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Michael DePalma
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Skanska USA Building Inc.

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Turner Construction Company

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Macedos Construction LLC

Richard Nugent
Masset Building Company

Pasi Nurminen
Nurminen Construction Corp.

Scott Podwats
Force Concrete & Masonry Corp.

Philip Prisco
J.R. Prisco, Inc.

Brian Torcivia
Torcon, Inc.

Al Zappone
Fabi Construction Co.

Reflecting leadership through
December 31, 2017

Membership Roster

ACTIVE

A.P. Construction, Inc.
Abatement Unlimited Inc.
AbateTech
Acoustical Services, Inc.
Adirondack Studios
American Pile and Foundation LLC
J. Anthony Equipment Co.
Archer Steel Construction Inc.
Aspen Landscaping Contracting, Inc.
A-Tech Concrete
Atlantic Concrete Cutting, Inc.
Atlas Concrete
B & G Restoration, Inc.
Barr & Barr, Inc.
Bayshore Rebar Inc.
Beach Electric Company Inc.
Beaver Concrete Construction Co., Inc.
Bel-Con Construction Services Inc.
Bergen Engineering Co.
Berkowsky & Associates, Inc.
BFC Ltd.
Wm. Blanchard Co.
Bond Brothers Inc.
Brandenburg Industrial Service Co.
Brennan Industrial Contractors
Bristol Environmental Inc.
Allan Briteway Electrical Utility Contractors Inc.
Brockwell & Carrington Contractors Inc.
Buck Construction
Case Foundation Company
Cashman Dredging & Marine Contracting Co. LLC
CCA Civil, Inc.
Ceco Concrete Construction LLC
Central Jersey Wrecking & Recycling Inc.
Century 21 Construction Corp.
CJ Drilling Inc.
Coastal Steel Construction of NJ, LLC.
Complete Installation Inc.
J. Fletcher Creamer & Son, Inc.
Crisdel Group, Inc.
E.E. Cruz & Company, Inc.
Dale Construction Company Inc.
DeFoe Corp.
Degmor Inc.
DePalma Contracting Inc.
Donaldson Interiors Inc.
Drill Construction Co., Inc.
Dryden Diving Company Inc.
Willard Dunham Const. Co.
Durr Mechanical Construction Inc.
EDA Contractors, Inc.
Empire Office
Epic Management, Inc.
Everlasting Contracting
Exterior Wall & Building Consultants
Fabi Construction, Inc.
L. Feriozzi Concrete Company
Ferreira Construction Co., Inc.
Fitzpatrick & Associates, Inc.
Five Star Installations
Force Concrete & Masonry Corp.
Forsa Construction L.L.C.
Foster Contracting, Inc.
Fromkin Brothers, Inc.
Louis Gargiulo Co., Inc.
Albert Garlatti Const. Co.
Glasgow, Inc.
Global Installation Resources
Grace Industries LLC
Gramercy Group Inc.
Grove Construction LLC
H.C. Constructors Inc.
Hall Building Corp.

Hall Construction Co., Inc.
Henegan Construction Co., Inc.
Charles J. Hesse, Inc.
Hi Tech Data Floors, Inc.
HK Panel Systems
Hunt Construction Group
Hutton Construction, L.L.C.
IEW Construction Group
InstaSpace LLC
Intercouny Paving Associates, LLC.
Jett Industries Inc.
Joseph Jingoli and Son, Inc.
JK Crane
JPC Group, Inc.
JR Cruz Corp.
J-Track, LLC
JVN Restoration Inc.
Kiewit Infrastructure Co.
Kiska Construction Inc.
Lanyi & Tevald Inc.
C. LaTorre Construction LLC
John D. Lawrence, Inc.
Layout Inc.
Lend Lease, Inc.
Edward Leske Co.
Linde-Griffith Construction Co.
LRC Development Corp.
LVC Window Blinds Inc.
Macedos Construction Co., Inc. of NJ
Madison Concrete Co.
Marbro Inc.
Masset Building Co.
McCloskey Mechanical Contractors Inc.
McCrossin Foundations LLC
McPhee Electric
Merco, Inc.
Merritt Construction Services, Inc.
Michels Corporation
Molba Construction, Inc.
Moretrench American Corp.
T. Moriarty & Son, Inc.
Joseph A. Natoli Construction Corp.
Network Construction Co., Inc.
Nicholson Construction Company
Nordic Contracting Co., Inc.
Northeast Remsco Construction, Inc.
Northfield Construction Corp.
Nurminen Construction Corp.
Oradell Construction Co., Inc.
Pala Construction Corp.
Philadelphia D&M
B. Pietrini & Sons
Pinnacle Environmental Corp.
Pow-R-Save Inc.
Pravco Inc.
J.R. Prisco, Inc.
Prismatic Development Corporation
Pristine Services Inc.
Pro Scaffolding Inc.
ProContractor Inc.
Railroad Construction Company, Inc.
RCC Builders & Developers
Reicon Group, LLC
Michael Riesz & Co.
Rocket Construction Co., Inc.
M.E. Sabosik Associates
J.A. Salerno Sr. & Sons Inc.
Schiavone Construction Co., LLC
Fred M. Schiavone Construction, Inc.
Schifano Construction Corp.
Schleifer Associates, Inc.
Schnell Contracting Services LLC
J.F. Shea Construction, Inc.
Simpson & Brown
Skanska Koch
Skanska USA Building, Inc.

South State, Inc.
Sparwick Contracting, Inc.
State Line Construction Co., Inc.
Sundance Construction Co., Inc.
Taas Contracting LLC
Tarheel Enterprises Inc.
Techno Acoustics Holdings, LLC
Tilcon New York, Inc.
Tishman Construction Corporation of NJ
Torcon, Inc.
Trevcon Construction Co., Inc.
TriState Construction Inc.
Turner Construction Co.
Tutor Perini
Twenty-Four 7 Contracting
Union Paving & Construction Co. Inc.
Upright Installations
USA Environmental Management
Vericon Construction Company LLC
Vollers
W.E.S. Works LLC
Wade Ray & Associates Construction
Walker Diving Underwater Construction LLC
Walsh Construction Company
Walters Marine Construction Inc.
TN Ward
Waters & Bugbee, Inc.
Louis J. Weber & Associates, Inc.
Weeks Marine, Inc.
West Bay Construction Inc.
Wetlands, Inc.
Wyndham Construction, LLC

Genova Burns LLC
Glenn Insurance Inc.
Golden, Rothschild, Spagnola, Lundell, Boylan & Garubo PC
Gordian Group
Graham Company
Grassi & Co.
Haftek Concrete Washout Systems
Hankin Sandman Palladino & Weintrob
A.H. Harris & Sons, Inc.
Haydon Bolts, Inc.
Haztek, Inc.
Hedinger & Lawless L.L.C.
The Hyde Agency
Jesco, Inc.
Jovin Demo, Inc.
Kelken Construction Systems
R.S. Knapp Co.
Komatsu Northeast
Krim Associates
L & A Laboratory Installations
Let It Grow, Inc.
Lewis & McKenna
Liberty Mutual Surety
Lum, Drasco, & Positan
M&T Insurance Agency
Management Planning, Inc.
MMC Contractors
New Jersey Alliance for Action
Peckar & Abramson, P.C.
People's United Equipment Finance Corp.
Edward J. Post Company
Pro Safety Services LLC
RCC Fabricators Inc.
Reinforced Earth Company
Resolution Management Consultants, Inc.
Re-Steel Supply Co., Inc.
Safegate Safety Solutions
Sax LLP
Schultheis & Panettieri LLP
Selco Manufacturing Corporation
Service Scaffold Company Inc.
Shorelands Construction, Inc.
Site One Landscape Supply LLC
Smolin, Lupin & Co., P.A.
Stark & Stark
Steel Mountain Fabricators LLC
Stevens Jersey City Ford
Stone Industries Inc.
Susanin, Widman & Brennan, P.C.
Syrstone, Inc.
T.E.S., Inc.
Taylor Oil Company
Traffic Safety Service LLC
Travelers
True & Associates
Turner Surety & Insurance Brokerage Inc.
Ulma Form Works Inc.
Unique Scaffolding Systems
USI Insurance Services
Wealth Preservation Solutions LLC
Weldon Materials Inc
Wiss & Co.
Withum Smith & Brown, PC
Zurich Specialty Products / Surety

Membership as of December 31, 2017

ASSOCIATE

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Aluma Systems
Ambassador Medical Services, Inc.
American Global LLC
Chris Anderson Roofing & Erecting Co, Inc.
Aon Risk Solutions
Bayshore Recycling Corp.
Boswell Engineering
Brent Material Company
Building Contractors Association of South Jersey
C & H Agency
Capital Steel Service, LLC.
Chubb Surety
Clarity Testing Services Inc.
CNA Insurance Company
Cohen Seglias Pallas Greenhall & Furman, PC
CohnReznick
Columbia Partners LLC Investment Management
Connell Foley LLP
Conner Strong & Buckelew
Construction Claims Group
Construction Information Systems
Construction Risk Partners, LLC
Fred A. Cook Jr., Inc.
County Concrete Corp.
DGI-Menard
Eastern Concrete Materials, Inc.
EATON
Eii, Inc.
Enterprise Fleet Management
Floor Covering Institute of New Jersey
Florio Perrucci Steinhart & Fader, LLC
Foley, Inc.
Andrew Frank & Co.
Frenkel & Company
Arthur J. Gallagher & Co.
Garden State Highway Products, Inc.
General Contractors Association of NY



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