



SYRACUSE BUILDERS EXCHANGE **ANNUAL REPORT** 2010



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**ABOUT THE COVER:** Craftsmanship Award for Exterior Masonry Division was awarded to Brian Sands of Schneid Construction Co., Inc. for the Liberty Resources, Inc., Project. On a historical note, this building is located at 1045 James Street which was the property where the Syracuse Builders Exchange once owned and occupied a building in the 1950 & 60's and sold in the early 1970s.



## Executive Director's Message

During 2010, the Syracuse Builders Exchange enjoyed tremendous support from regional construction industry-related employers, architects, engineers and owners. As a result of a strong membership which continues to place confidence in the areas only full service construction association, I'm pleased to report the Builders Exchange remains fiscally sound with a very strong membership, and well positioned to improve

services the regional industry has come to expect from the nation's oldest Builders Exchange.

In the wake of a poor economy, especially across upstate New York, the Builders Exchange maintains its optimism for a strong economic recovery which will be championed by construction industry employers' ability to deliver on time and under budget projects for owners who have a vision for improving their business initiatives and our community. The area's infrastructure, including roads and bridges, require constant maintenance and improvements; historical building remodeling coupled with existing commercial renovation projects and new construction projects – both public and private – will demand the expertise of construction employers and their skilled craftsmen and women. With the continued cooperation of general contractors, owners, architects and engineers, the Builders Exchange is well positioned to deliver such project information to the market in an efficient and timely manner.

Employers continue to utilize the Builders Exchange as an important business resource, providing their company and employees with an array of valuable services which enhance their ability to be competitive. The 2010 Annual Report will illustrate many of the services, along with the addition of a new Syrabex, Inc. pre-bid reporting service which was launched in October. This service provides information on private and public projects in the planning or design stages throughout upstate New York.

**Diverse. Innovative. Resilient. Dedicated.** These are the terms which define our membership, a membership which adapts to a changing economic environment and perseveres. Owners in this market are comforted knowing their construction projects will be built by the best the industry has to offer. The unique characteristics associated with each project will have an everlasting impression on the community for generations to come.

The Builders Exchange's accomplishments of 2010 are a direct result of a strong membership. On behalf of our employees and Board of Directors, thank you for allowing the Builders Exchange the opportunity to service the industry.

**Wishing you all a happy, healthy and prosperous 2011!**

Earl R. Hall  
Executive Director



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## Builders Exchange Membership

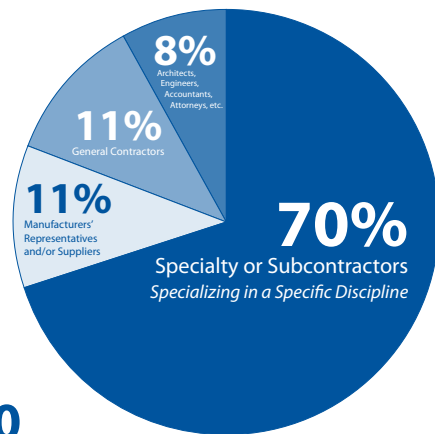
Association management often focuses on membership retention and membership growth. Over the decades, SBE has enjoyed consistent membership retention and modest increases or decreases primarily due to the tremendous loyal support of construction industry-related employers throughout central New York.

The Builders Exchange's membership remains diverse, with a wide variety of union and non-union employers, including general contractors, construction managers, specialty or subcontractors, suppliers, manufacturers' representatives, developers, financial institutions, architects, engineers, attorneys, accountants and insurance agencies or brokers.

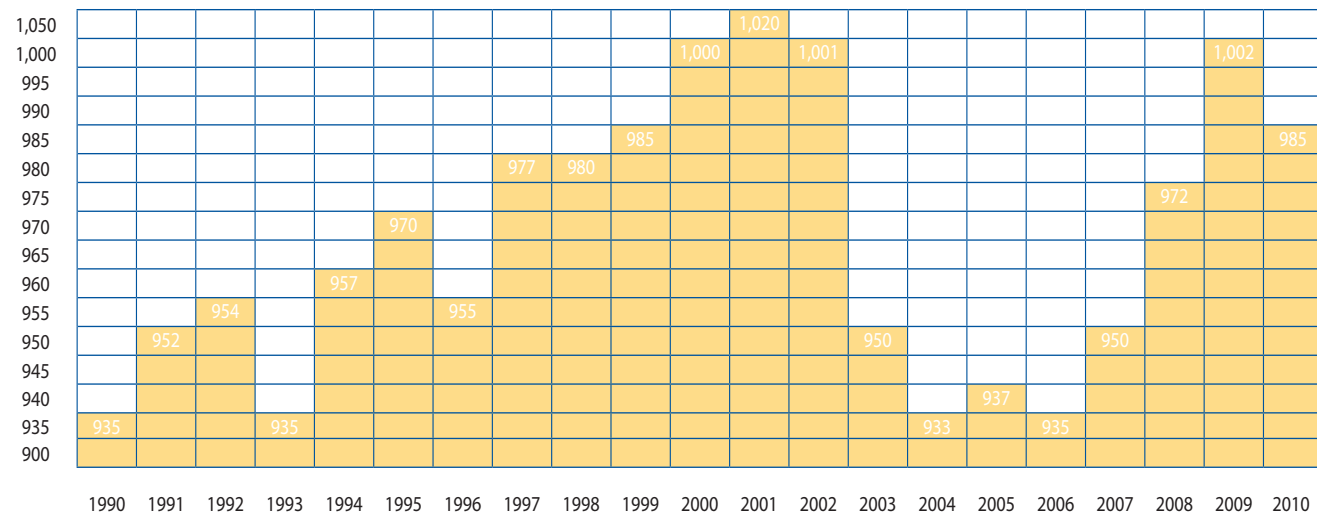
Our members are primarily located in the central New York region. With 985 member firms, the Syracuse Builders Exchange remains the largest Exchange in New York and in the top 10% of all Builders Exchanges in the United States and Canada.

Strong membership may be attributed to employers utilizing the Builders Exchange's many products and services as an integral part of their daily business operations, providing member firms with solutions to their industry-related needs. The Builders Exchange strives to provide all members with a tangible return on dues investments; however, such returns are often difficult to generally quantify as members' utilization of services are typically as diverse as the membership.

Approximately **70%** of members are specialty or subcontractors, specializing in a specific discipline.  
**11%** are classified as general contractors;  
**11%** manufacturers' representatives and/or suppliers; and  
**8%** are classified as other professionals engaged in the construction industry (architects, engineers, accountants, attorneys, etc.).



## Membership Experience: 1990-2010



## Education and Safety Training

During challenging economic times, businesses often look to reduce expenses; however, education and safety training must remain an integral part of the organization's operations. It is important for construction industry employers to remain focused on the importance of education and safety training, both for the benefit of employees and the employer's bottom line. In time the state's economy will improve, and when it does those employers who are best prepared will not only have a competitive advantage, but a well trained work force.

The Builders Exchange is proud of our role in providing the construction industry with a wide variety of education and safety training courses, most of which are free or at a nominal cost. During 2010, the Builders Exchange conducted approximately 50 industry-related classes educating and/or training to over 1,000 employees of construction industry employers.

A renewed focus on providing members with extensive, industry-related, education and safety training courses was initiated in 2007 and continues today. This effort has allowed the Builders Exchange to receive a New York State Department of Labor Hazard Abatement Board grant for the period August 1, 2010 through July 31, 2011. In addition to this \$22,000 grant, the Builders Exchange allocated \$12,000 in 2010 towards education and safety training courses. The \$34,000 will be directly spent on offering FREE courses to our members with no monies being allocated towards administrative expenses.

### Free courses offered through the NYS DOL grant include:

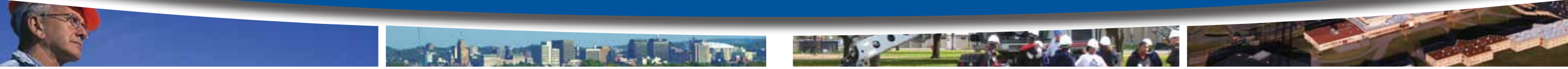
- OSHA 10-Hour (8 classes)
- OSHA 30-Hour
- Electrical Safety
- Powered Industrial Truck Safety
- Confined Space Entry (2 classes)
- Respiratory Protection
- Scaffold User Safety (2 classes)
- Excavation and Trenching
- Fall Protection
- Scaffolding for the Competent Person
- Rigging and Crane Safety
- Asbestos, Lead and Mold Awareness (2 classes)

The Department of Environmental Conservation, in conjunction with the Onondaga County Soil and Water Conservation District, has chosen the Builders Exchange to be their industry partner in offering erosion and sediment control and construction activity training requirements mandated by the New York State legislature, which will require soil disturbing contractors to have at least one trained individual on site every day of soil disturbing activity as of May 1, 2010. The DEC-mandated, 4 hour course will continue to be offered by the Builders Exchange periodically during 2011. The course will inform individuals responsible for installing, constructing or maintaining erosion and sediment control practices.

In addition to the above-mentioned courses, the Builders Exchange offered an eight-week architectural blueprint reading course in 2010, which will again be offered in 2011. A ten-week building codes course is also scheduled to be offered in 2011. The instructor for both courses will be Ron Kenyon, a visiting instructor at SUNY ESF and staff architect for the Syracuse City School District.

A new partnership was developed in 2010 with the International Masonry Institute (IMI) which will allow professional engineers the opportunity to earn continuing education credits by attending any of the many scheduled courses IMI instructors will host during 2011 at the Builders Exchange. IMI courses will primarily be two hour courses earning attendees 2 continuing education credits.

Although the Builders Exchange primarily uses the classroom for industry training and education, member employers also use the classroom throughout the year to conduct their own training. This unique, little known membership benefit has provided many firms with a comfortable classroom environment with state of the art technology to train their employees.



## Construction Industry Buyers Guide

The new-look, revised 2010 Buyer's Guide continued to promote our members to project owners, architects, engineers and other industry-related entities throughout the Central New York region. This publication is typically distributed in early January each year to approximately 2,000 recipients.

In an effort to reach a broader audience with real-time membership information, the Builders Exchange launched an electronic Buyers Guide in the fall of 2009. This new e-Buyers Guide is located on the Syrabex.com web site and provides the general public, and those associated with the commercial construction industry, with full accessibility to our membership information. Each individual member has the ability to manage their membership information electronically. In addition, the Builders Exchange provides real-time membership information which is updated periodically throughout each day.

The e-Buyers Guide allows the end user the ability to search the membership directory by using a company name or an employee name, or search by using a key word or Divisional Classification.

Connecting project owners and others in the construction community with our members, in a user-friendly and timely fashion, enhances our members' ability to obtain future work.

## Workers' Compensation Program

Through Lovell Safety Management, Safety Group #469 was created to address the health and safety issues unique to construction industry employers in New York. Safety Group #469 is a coalition of construction industry employers seeking to secure their state-mandated workers' compensation insurance at the lowest rate and the highest level of quality service. Many Builders Exchange members have enjoyed the benefits of Safety Group #469, such as the annual up-front premium discount (approximately 25.6% over the past 5 years) and year-end cash dividends averaging approximately 25.8% over the past 6 years. Any extra premium dollars that have been collected and not used to pay for losses or other expenses are returned to member employers in the form of a cash (check) dividend.

### Benefits of Safety Group 469 include:

- Year-end cash dividends
- Cash-flow savings through advance discounts
- Absolutely no exposure to joint & several liability
- Liability limited to group premium
- Employer costs are limited to the discounted premium
- Reinsurance protection to limit the cost of any single incident
- Early medical intervention and return-to-work strategies
- Comprehensive service package

### Safety Group 469 Dividend History

4/1/08-4/1/09	25%
4/1/07-4/1/08	25%
4/1/06-4/1/07	25%
4/1/05-4/1/06	30%
4/1/04-4/1/05	25%
4/1/03-4/1/04	25%

David Natter of Lovell Safety Management is available to assist members who are seeking a quote on their workers' compensation insurance policy. Mr. Natter can be reached at [dnatter@lovellysafety.com](mailto:dnatter@lovellysafety.com).

## Community Involvement

When the Golisano Children's Hospital was completed in 2009, the number of children visiting the facility grew, and with that so did the demand for families to stay at the Ronald McDonald House in Syracuse. In the summer of 2010, SBE hosted an informational meeting which was attended by employees of the Ronald McDonald House, Zausmer-Frisch Construction, Inc. and their architects, and employees and members of the Builders Exchange. The meeting was to request the support of our members and the association in an effort to assist in the construction of a new building to host families who are in town while their children receive medical care at the Children's Hospital.

In addition to the many in-kind contributions and financial donations provided by our member firms, the Builders Exchange donated approximately \$3,700 towards the construction of the new building.

During the 2010 holiday season, the Builders Exchange once again partnered with the Food Bank of Central New York in an effort to provide those less fortunate with food and meals for the holidays. The Food Bank of Central New York is a not-for-profit organization working to eliminate hunger through nutritious food distribution, education and advocacy in cooperation with the community.

Thanks to the generosity of our members and with the support of our employees, on December 22nd the Builders Exchange delivered a wide variety of food to the Food Bank of Central New York.

## The Exchange Agency

TEA is an insurance broker providing employers with an extensive variety of group health, dental, life, disability and long-term care insurance products through all of the major insurance carriers throughout upstate New York.

During 2010, TEA generated approximately \$8,000,000 in premiums from employers who purchased a wide range of group insurance products for their businesses. The growth of TEA is attributed to employers looking for alternative group insurance solutions for their businesses, TEA's ability to provide those solutions and Lori Browne's knowledge and expertise of the insurance industry. Ms. Browne is the TEA's vice president, responsible for the management of this important service offered to Builders Exchange members.

As the health insurance industry continues to evolve, affecting small business owner's ability to offer insurance benefits, TEA will continue to inform and educate employers in an effort to help business owners provide affordable solutions for their employee benefit needs. The uncertainty of the Patient Protection and Affordable Care Act of 2010, signed into law by President Obama, and what affect it will have on employers, will require much research and monitoring during 2011, and many of the provisions contained in the Act will continue to be challenged in courts, possibly all the way through the Supreme Court. TEA will monitor such activity and rulings, and will be prepared to advise employers of the benefits or ramifications as the legislation evolves via court decisions.

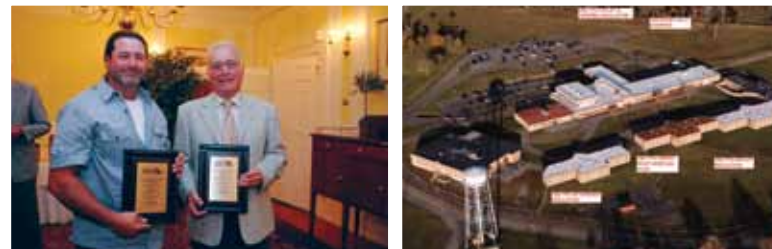


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# CRAFTSMANSHIP AWARDS 2010

## ROOFING DIVISION

Winner: John Miller, Jr.  
Employer: Diamond Roofing Co., Inc.  
Project: Onondaga County Correctional Facility



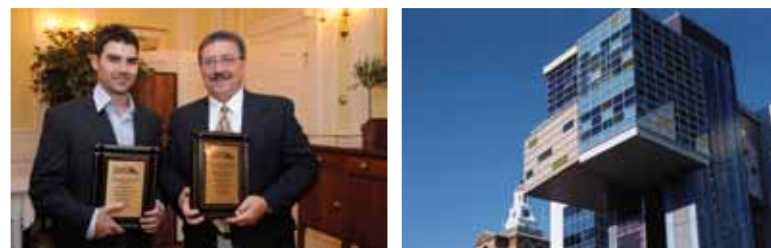
## MECHANICAL DIVISION

Winner: Thaddeus Lovett  
Employer: Erie Mechanical Contractors, Inc  
Project: Syracuse University Green Data Center



## PAINTING DIVISION

Winner: Jason Race  
Employer: KSP Painting of Syracuse, Ltd.  
Project: Upstate Golisano Children's Hospital



## ELECTRICAL DIVISION

Winner: David Maher  
Employer: O'Connell Electric Co./Syracuse Division  
Project: Syracuse University Green Data Center



## EXTERIOR MASONRY DIVISION

Winner: Brian Sands  
(accepting for Brian - Eric Schneid)  
Employer: Schneid Construction Co., Inc.  
Project: Liberty Resources, Inc.



## INTERIOR FINISHES DIVISION

Winner: Benjamin Honness  
Employer: Sherman Construction, Inc.  
Project: Oswego Hospital Renovations



## PROJECT SUPERVISION DIVISION

Winner: Paul Arena  
Employer: U.W. Marx, Inc.  
Project: Clarkson Quad Renovations



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## SCHOLARSHIP AWARDS

### LUKE CHRISTIANTELLI

Son of Frank & Laura Christiantelli  
Frank is an employee of Casler Masonry, Inc.

Clarkson University

### WILLIAM LEITH

Son of J. Fred and Linda Leith  
J. Fred is an employee of Syrstone, Inc.

Clarkson University

### NICHOLAS FINLAYSON

Son of Ralph and Maureen Finlayson  
Ralph is an employee of Whitacre Engineering Co.  
Nicholas is an employee of EJ Construction Group., Inc.

SUNY Oswego



### ANGELA ROMANO

Daughter of Rita and Michael Romano.  
Rita is an employee of St. Joseph's Hospital

Niagara University

### JOHN C. SMITH IV

Son of Jeffrey and Mary Smith  
Jeffrey and Mary are employed by J.C. Smith, Inc.

Monroe Community College

### PAUL A. SCHNEID

Son of Paul J. and Ann Schneid  
Paul and Ann are employed by  
Schneid Construction Co., Inc.

Villanova University

### PATRICK K. HLODERWSKI

Son of Brenda and William Hlomerwski  
Brenda is employed by Beken Contracting Services, LLC

Onondaga Community College

## Syracuse Builders Exchange Scholarship Program

In 1997, then Builders Exchange President R. Daniel McCarthy established the Scholarship fund, which provided scholarship awards annually to dependent children of employees of member firms, or to employees of member firms who were continuing their education. Since 1997 the Builders Exchange has awarded over \$68,000 in scholarships to deserving students.

This past year the Builders Exchange awarded \$8,000 to seven students as listed above. Congratulations to all our 2010 scholarship recipients.



## CONSTRUCTION CAREER DAY 2010

The fourth annual Construction Career Day was again held at the New York State Fairgrounds on October 21st. Over 400 high school juniors and seniors participated in the event, which provided students with hands-on demonstrations hosted by many of the local building trades unions and educational institutions. In addition to these activities, students also operated heavy equipment outdoors under the supervision of certified operators.

Career Day is designed to educate high school students of the many wonderful career opportunities associated with the construction industry.

This annual educational event continues to grow each year due to the support of local industry leaders, construction businesses, educational institutions, union leaders, union apprenticeship programs, and governmental agencies.





## Electronic Plan Room

The technology evolution over the years has allowed the Builders Exchange to adopt innovative software and equipment to deliver important, state-wide project bidding information electronically to construction industry employers and employees in an efficient and cost effective manner.

The e-plan room and the numerous features it offers, has revolutionized the dissemination of project information and construction bidding documents, resulting in employers bidding on more projects in a larger geographical region of New York. In addition to providing detailed project bidding information, including plans, specs and addenda, the e-plan room also offers an optical character recognition feature which allows the end user the ability to search our entire data base of projects' specification books for key words or phrases pertaining to their scope of work.

The e-mail notification feature allows members who are tracking certain projects to receive e-mails whenever their project file has been updated with new or amended project information. Such real-time services are important especially when addenda are received and updated.

In October 2010, Syrabex launched a pre-bid service. Pre-bid services provide important information about projects which are in the initial planning phases between a project owner and an architect or municipality. Such reporting services will allow employers the ability to identify and track projects of interest from the developmental stage through the awarding of a construction contract.

All Builders Exchange members and their employees have access to the e-plan room and project bidding information; however, those employers who view plans, specs and addenda pay an additional price through Syrabex, Inc.

### Highlights of the 2009 e-plan room:

- Reported information on approximately 3,900 commercial construction projects for bid, with the majority being located throughout upstate New York;
- Reported on approximately 2,900 projects for bid across upstate New York which contained bidding documents and where a low bidder was identified;
- Those 2,900 projects accounted for over \$4.1 billion in construction spending by project owners, an average of approximately \$1,414,000 per project;
- Of those projects, approximately 400 were from the central New York region - Onondaga, Cayuga, Cortland, Madison, Oneida, Oswego and Jefferson counties;
- Those 400 projects totaled approximately \$500,000,000 in construction spending, an average of \$1,250,000 per project.
- Over 1,900 employees from 871 companies utilized the e-plan room in 2010;
- Communicated each night with over 900 employees who receive important project tracking information updates via the nightly e-mail service.

## Weekly, Nightly and Other Communications

Throughout the year, the Builders Exchange communicates with our members and others engaged in the construction industry via a wide variety of resources. Some examples include:

1. The weekly e-bulletin is e-mailed to over 2,600 individuals each Friday morning, providing timely industry information, Builders Exchange activities and information, an extensive list of projects out for bid, bid results, addenda and contract awards. Of course this information is always available real-time via the Syrabex e-plan room.
2. The nightly e-mail to those members' employees who track projects for bid continues to advise of all new project bidding information entered into the data base of projects for bid during the past 24 hours. The nightly e-mail includes new addenda on existing projects, new projects for bid or any other "new" information on specific projects members may be tracking.
3. At Syrabex.com visitors can explore the many products and services offered by the Builders Exchange, Syrabex and The Exchange Agency.
4. From time to time, the Builders Exchange requests the opinions of our members when considering offering new products and service. The Builders Exchange uses Survey Monkey to generate surveys to our members. The returned surveys from our members are a tremendous resource in assisting during the due diligence process.

## Construction Contractor Magazine

Launched in 2009, Construction Contractor is the only commercial construction industry magazine in upstate New York. Focusing on the regional construction industry in general, Construction Contractor has informative content about our members and their projects while blending in other industry-related content important to the industry. Contributing writers include construction attorneys, accountants, education and safety training experts and insurance professionals. The magazine is published quarterly and distributed free of charge to approximately 2,000 entities, thanks to the support and generosity of our loyal advertisers. Magazine recipients include construction contractors, project owners, architects and engineers.

## R.S. Means Publications

For over 20 years, the Builders Exchange has offered our members R.S. Means publications at 25% off the R.S. Means retail price. Members may choose from the R.S. Means annual cost data publication, reference books, CD-ROM, or estimating and management books. R.S. Means remains the most widely used cost data and estimating publications used by contractors throughout the United States and Canada.



## AT&T Cellular Phone / PDA Program

As the third largest client of AT&T Mobility, Syrabex recently negotiated a new agreement with AT&T which provides significantly enhanced discounts to construction industry employers. The enhanced discounts apply to cellular phones and Personal Data Assistants (PDAs), including monthly service and data plans.

Popular iPhone and Blackberry devices receive a 20% discount on phone plans and a 40% discount on data plans, with other discounts available for equipment and accessories.

For 18 years Syrabex and AT&T have partnered to provide this unique, one-of-a-kind discount program to construction companies. In an effort to better service our members, Syrabex has a full-time employee on staff to manage our AT&T program. Beth Conrad is available to assist members with any request, including ordering phones and PDAs, setting up monthly service and data plans, changing monthly service plans, resolving billing issues, and ordering accessories.

## Momentum Fleet Management Program

Through Momentum Fleet Management Group, employers may purchase or lease trucks, cars and vans at significantly reduced prices. Employers who have 14 or more vehicles registered to their company may save an average of \$5,000 off the dealer's invoice on most makes and models. Employers with fewer than 14 registered vehicles in their company's "fleet" will save approximately \$1,000 - \$2,000 off the dealer's invoice. Syrabex also offers a new fuel discount program via Momentum, providing companies with a MasterCard-based fuel discount plan at all of the major gasoline suppliers' 25,000 locations nationwide.

**NOT GETTING THE LOW PRICING YOU ARE ENTITLED TO?  
YOU WILL NOW!**

**Syrabex**

**Preferred Fleet Program**

Find Out Why Syrabex and Syracuse Builders Exchange Member Companies Are Now Buying Through This Exclusive Program!

FROM 4-DOOR SEDANS TO CARGO VANS TO PICK UP TRUCKS AND EVERYTHING IN BETWEEN!  
WE OFFER DEEP DISCOUNTS ON FORD, CHRYSLER, DODGE, AND GM VEHICLES.

- Financing rates of 7.25% and below for qualified companies.
- MasterCard based fuel card with discounts at over 25,000 locations!
- High mileage leases NOT A PROBLEM!!
- Member Only Pricing - with some of the highest incentives in the industry!

 <b>2010 FORD FOCUS S</b> MSRP \$20,345 +tax Member Price as low as <b>\$24,043</b> +tax	 <b>2010 FORD FOCUS SE</b> MSRP \$23,200 +tax Member Price as low as <b>\$17,093</b> +tax	 <b>2010 FORD FOCUS SEL</b> MSRP \$26,310 +tax Member Price as low as <b>\$26,861</b> +tax
 <b>2010 FORD FOCUS LIMITED</b> MSRP \$26,029 +tax Member Price as low as <b>\$24,919</b> +tax	 <b>2010 FORD FOCUS LIMITED</b> MSRP \$29,814 +tax Member Price as low as <b>\$28,034</b> +tax	

COMPANIES WITH 14 OR MORE VEHICLES QUALIFY FOR \$1,000-\$3,000 IN ADDITIONAL SAVINGS!

\*Lowest Member Company pricing requires that company qualify for that manufacturer's Fleet Identification Number and/or Fleet Account Number. To take advantage of this program, request a vehicle quote, or find out more ways to drive your bottom line, contact:

Lisa at Syrabex 315-437-9954 x 23 or email: [lisa@syrabex.com](mailto:lisa@syrabex.com)  
Fleet Momentum Management Group  
Ardene Reilly  
Toll Free: 1-866-834-9166 or email: [ardene@momentumgroups.com](mailto:ardene@momentumgroups.com)

## SYRACUSE BUILDERS EXCHANGE ANNUAL REPORT 2010

### SUMMARY

The Syracuse Builders Exchange is widely recognized as the premier full service regional construction industry association, dedicated to serving the unique needs of contractors and their employees while providing architects and their clients a resource to disseminate their project bidding documents and related information. Providing employers with timely and accurate reporting information on projects in the planning and bidding stages, and other industry-related services, remains a high priority.

As 2011 begins, many of our priorities remain: Enhance our ability to deliver important products and services which benefit construction industry-related entities, while continuing to explore innovative ideas which result in our member employers becoming more efficient, productive and profitable.

The Syracuse Builders Exchange remains fiscally strong and well positioned to take advantage of the many opportunities the future offers. As a 501(c)6 non-profit trade association, the Builders Exchange mission is to:

1. Further the best interest of the construction industry in Central New York;
2. Uphold the wholesome relationships among all constituents of the construction industry and the public they serve;
3. Foster and encourage just and equitable principles for the conduct of business within the Central New York construction industry; and
4. Acquire and disseminate information and materials which are useful and beneficial to the construction industry.

As Executive Director, I look forward to the future with great anticipation, optimism and excitement! Together with our members, the Builders Exchange will continue to lead, promote, inform and support the construction industry in an effort to build a better Central New York.

# 2010 SYRACUSE BUILDERS EXCHANGE ANNUAL REPORT

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## 2010 SYRACUSE BUILDERS EXCHANGE OFFICERS

Michael Cowden, President

Samuel Conley, Vice President

Linda Fisher, Vice President

Paul Schneid, Secretary

Robert Henderson, Treasurer

Earl R. Hall, Executive Director

## 2010 SYRACUSE BUILDERS EXCHANGE BOARD OF DIRECTORS

Samuel Conley – Whitacre Engineering Company

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Robert Henderson\* – Henderson-Johnson Company, Inc.

Matthew Irish – Irish-Millar Construction Company, Inc.

John Schalk\* – Edward Schalk & Son, Inc.

James M. Taylor – Taylor & Taylor Enterprises

Richard Viau\* – Viau Construction Corporation

Michael Maselli – Josall Syracuse, Inc.

Richard Law – Robert H. Law, Inc.

Richard Rauli – Rauli & Sons, Inc.

David Rebhahn\* – David Rebhahn Architect

Paul Schneid – Schneid Construction Company, Inc.

James D. Taylor III\* – J.D. Taylor Construction Corp.

Karl Engelbrecht\* – Burns Bros.

Linda Fisher – Diamond & Thiel Construction Company, Inc.

Emmett J. Burns III – Burns Bros. Concrete Construction Corp.

Craig Zinserling – CRAL Contracting, Inc.

James Resig\* – Bhandari Constructors & Consultants

Karen Bellows – Bellows Construction Specialties, LLC

Edward Grabowski\* – E.J. Grabowski Associates

\* Past President

## 2010 SYRABEX, INC. BOARD OF DIRECTORS

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Thomas Nelson, Vice President – Ruston Paving Co., Inc.

James Hughes, Treasurer – James A. Hughes & Associates

Earl R. Hall, President & Chief Executive Officer