



Allied Construction Industries

Advocating For Its Members Where It Counts Locally



City Hall - Cincinnati



State House - Frankfort



State House - Columbus



Articles Inside:

Director's Message

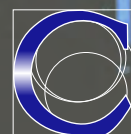
2008 Annual Picnic

ACI - On the Legislative Beat

Collaborative Team Processes in Construction

ACI is 'Looking Out' for its Members

Finding 'Cash Flow' in a Down Economy



The Cincinnati
Constructor

Fall 2008



Allied Construction Industries

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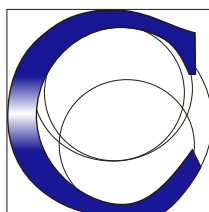
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The Cincinnati Constructor

ON THE COVER



In this issue, there are several articles addressing ACI's Advocacy efforts on behalf of its members. In addition, make sure you read Tammy Kerr's article about our member 'cost-saving' programs for these economic times.

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Joseph G. Hummel, Jr.
Executive Director

I received an e-mail, recently, from a subcontractor (member) asking me 'who does ACI represent'? He understood the services we provided, the classes we hold, our plan room and project reporting...but he wanted to know what role ACI plays in the area of Advocacy. Naturally, it got me thinking. For the past few years I've been out in the Greater Cincinnati community fighting for our industry, yet no one knows about those efforts. One Board member suggested that I needed to communicate that information to the membership; they had a right to know. He's absolutely right. I'll try to be brief but our efforts of several years is extensive.

Let me begin by stating that ACI's Regulations and By-Laws mandate that we can't have a PAC. We don't solicit funds from our membership for the purpose of political endorsement or support. Quite frankly, I agree with that position. ACI represents the entire commercial construction industry. Our organization is made up of Union & non-Union contractors of all shapes and sizes, along with our industry partners; your building suppliers and service providers. The positions we take reflect our entire industry and not one specific, affiliated group. However, that doesn't mean that ACI or I sit by and watch things occur. Just the opposite, I'm actively engaged in the process. It is just that I'm fighting the good fight behind the scenes. I'm knee deep in the political community on both sides of the river trying to raise our voice to those people who matter most.

For example, at the end of 2007, I was part of a task force in the development of the City of Cincinnati's requirement of 'Contractor Registration'. Although we could not stop this City Council ordinance (effective 1/1/08), we were able to provide

input on language that insured that it was all-inclusive and evenly enforced. On another front, I have been extremely active on the issue of 'Responsible Contractor/Bidder' language in both the Private & Public marketplace. It is an issue that is growing, not only in our area but in both State Capitols (Columbus, Frankfort).

I am very involved in both the Cincinnati Chamber and Northern Kentucky Chamber. I sit on the Government Affairs Council for Cincinnati and the Business Advocacy Council for Northern Kentucky. These 2 groups are involved in crafting 'position statements' for their respective Chamber. We develop language addressing issues like mandated sick leave and card check. Hopefully, my participation in those efforts means your voice is being heard. I also chair the Workforce Development & Immigration Committee for the Cincinnati Chamber and sit on the HR & Labor Committee at the Northern Kentucky Chamber. I am part of the Construction Workforce Policy Committee for the BANKS project on the River as well.

In the past year we have hosted 'Town Hall' meetings on site at ACI, including such dignitaries as the Executive Directors for Workers' Comp for both Ohio & Kentucky, the newly appointed State Architect for Ohio and the new Executive Director for the Ohio Schools Facilities Commission. (For more advocacy involvement, read Terry Phillip's article in this issue on additional ACI efforts.)

This list is a small representation of my efforts on behalf of our membership. There are many other groups, committees and political round tables that I am involved with that would lengthen this article. So the next time someone questions ACI's involvement in the issues facing our industry today.....send them my way. ACI does advocate...where it counts....LOCALLY !!

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ACI is 'Looking Out' for its Members



By Tammy Kerr,
Director of Membership
Development

In these economic times ACI is genuinely concerned about its membership and especially about your overall costs. With that in mind we have created industry specific programs based on your company's needs for the things you use on a daily basis. Looking out for our members' best interest, we realize that if you can offset all or a portion of dues cost by participating in the discount programs offered by our affinity partners, it will result in value and savings.

Gasoline Savings by SuperFleet:

ACI Members are saving an average of \$600/year

- 4 cents off every gallon of gas including diesel when fueling at the pump
- 10% discount off Valvoline instant oil changes
- Customizable reports & cards
- Absolutely NO fees or hidden charges

Save on Payroll Services by Paychex:

ACI Members are saving an average of \$800/year

- 15% discount on services

Save on Wireless with Wireless Communications:

ACI Members are saving \$1200/year to \$12,000/year

- FREE wireless bill analysis
- 25% discount on wireless accessories
- Represents all 5 wireless carriers (Cincinnati Bell, Verizon, Sprint/Nextel, AT&T, T-Mobile)

Workers' Compensation Premiums - 2 ways to save:

1. Tri-State Area Safety Council - ACI Members received an average of \$3,850 last year.

- Earn up to a 4% rebate on your annual premiums from the Ohio BWC

2. Annual Premium Savings from participation in the Matrix Company's group ratings program.

- Specializes in reducing premiums within the construction industry
- Industry specific strategies to reduce costs to allow you to bid more competitively
- 10% discount on TPA fees exclusively to ACI members
- Over 100 ACI members participate

Fleet Incentive Program by Enterprise:

- Manage costs related to maintenance, resale, restock, efficiency and more
- Assistance with cost savings for purchasing/leasing from all vehicle manufacturers
- Ford incentive program offering the best price on purchasing/leasing in the Cincinnati Region

Contractors' Software by ComputerEase:

ACI Members are saving an average of \$500 per year

- 25% discount off initial software purchase
- 15% discount off additional purchases for existing clients
- Quarterly 'User Meetings' for no cost to ACI members, a value of \$250 per meeting.

Member Health Care Program from Alliance Benefits Group:

- Potential savings of up to 40%
- Customized plan designed by company
- Creative solutions to managing future health care costs
- Provide monthly reporting on paid claims.

Other money saving programs for ACI Members:

- FREE Meeting rooms for up to 180 attendees (clean-up fee required)
- FREE notary service
- FREE safety video lending library
- FREE administration of the VPP Challenge Program
- FREE OSHA citation assistance
- FREE safety reference/resource
- FREE quarterly magazine covering industry news and topics
- FREE industry advocate
- ACI/COATS drug testing program
- 24 hour accessible plan room (complete print & copy capability & on-line access to iSqFt)

If an ACI member company was to participate in all or some of these programs, it could result in savings up to \$10,000 per year. ACI continues to look for ways we can add value for you. ACI is looking out for your best interests, where it counts - your bottom line.

If you are interested in learning more about these programs and how your company can participate and start saving money, please contact Tammy Kerr at (513) 221-8020 or email Tammy at tkerr@aci-construction.org.

ACI Members Give Back to the Community



In a continuing effort to give back to the local community, this past summer, ACI and its membership partnered with the Millcreek Valley Chapter of Habitat for Humanity to build a home on Wilson Avenue in Colerain Township. Led by Joe Beischel of **R.J. Beischel Building Company**, ninety-eight (98) ACI members participated in bringing lasting and positive change to the community.



Our entire membership should be extremely proud to be able to assist a family in fulfilling its life-long dream of home ownership.



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ACI Partners With Background Bureau

Did you think there would come a day when background checks would be required on construction sites? Well as you know, that day has now arrived. Prompted by events surrounding 9-11 and the issue of ever increasing workplace violence, background checks are becoming the norm. It's just one more step in the process of eliminating company risks.

For some construction projects, these checks just make good sense. There would be no winner if an employee on a school project happened to be a sexual predator. Just as it's necessary to ensure that your employees are not under the influence of drugs and alcohol, you must also ensure that they are not a safety or reputation risk to your company, your employees or your customer.

But how do you know if there are concerns with a potential new hire? Background checks. There are multiple types of checks to choose from. Just like in a restaurant, you pick the items from a menu that best suits your need at a particular moment.

A few types of checks include:

- Social security number
- Credit history
- Workers' comp claim history
- Motor vehicle reports
- Sexual predator

- Address verification
- Employer and education verification
- ...and more.

Services can be purchased a la carte or packaged together for greater savings based on need.

ACI formed a relationship with Background Bureau to develop ACI member pricing for background check services. We've negotiated with a quality company for excellent pricing. One particular service even includes COATS card drug testing at a reduced fee!

Background Bureau promises reports within 2 days, though most are completed on the same day. On-line, paperless procedures, secured user website with password protection and customer responsiveness. No company voice mail just people answering the phones, are just a few additional benefits of dealing with Background Bureau.

Take advantage of this new "group buying power" program and contact Background Bureau for details and price sheets. You don't have to sign a contract; instead a service agreement will be generated. There are no set-up fees, monthly or minimum fees. You pay for only what you order. Check them out: www.backgroundbureau.com or call 1-800-854-3990. Just be sure to tell them that you are an ACI member.

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