



The Administrative Offices of The Builders' Association and Kansas City Chapter, AGC in downtown Kansas City, Missouri

A TRADITION OF SERVICE

IN 1887, CONSTRUCTION INDUSTRY REPRESENTATIVES founded the Master Builders' and Traders' Exchange and opened an office at 521 Delaware in Kansas City, Missouri. A few years later, they constructed a new office at 612-16 Central Street. This became their headquarters in 1890.

The building at 612-16 Central has been home to several tenants since that time, and is now on the National Register of Historic Places. Like the organization that originally made it their home, it was built with a strong foundation, and continues to serve the community.

"THE BUILDERS' ASSOCIATION SHALL PROVIDE HIGH QUALITY AND VALUED SERVICES THAT CONTRIBUTE TO THE BETTERMENT OF EACH INDIVIDUAL MEMBER AND THE CONSTRUCTION INDUSTRY."

The Master Builders' and Traders' Exchange organization has evolved into today's Builders' Association. While spanning three centuries, our full-service, nonprofit association is positioned for a strong future, with a broad range of services, both traditional and high-tech. In recent years, we have become a leader in the development and delivery of web-based education and training among construction trade associations, and continue to expand our services in this area. We invite you to read about these and our other services in this brochure.

While our efforts to develop and refine our services are ongoing, our mission remains the same:

"The Builders' Association shall provide high quality and valued services that contribute to the betterment of each individual member and the construction industry."

**NOW AND IN THE FUTURE,
BUILDERS' ASSOCIATION STAFF,
OFFICERS, AND DIRECTORS ARE
COMMITTED TO DELIVERING
VALUED, HIGH QUALITY SERVICES
ON YOUR BEHALF.**

Government Relations

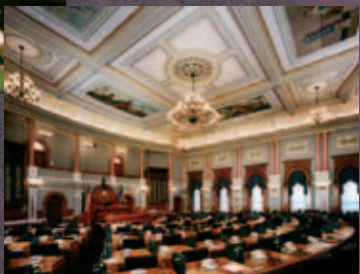
The Builders' Association government relations staff works with legislators and regulators in Jefferson City and Topeka, and at city hall, to safeguard your interests. We monitor legislative and regulatory developments to ensure that your voice is heard. Our goal is to help our members avoid costly and unnecessary laws and regulations, and to achieve favorable legislation on your behalf.

Our strong record of legislative achievements includes laws permitting workers' compensation pools in Missouri and Kansas; prompt payment laws for public and private construction in Missouri and Kansas; a comprehensive "One Call" law in Missouri; defeat of "reverse auctioning" on public construction in Kansas; defeat of unemployment compensation benefits for strikers in Missouri; repeal of sales tax on construction labor services in Kansas; a law allowing use of project exemption certificates in Missouri; and a law governing construction management delivery on Missouri public works projects.

Our Missouri and Kansas Legislative Bulletins keep members advised of legislative proposals and changes on a timely basis. In addition, through the Builders' Association Political Action Committee (BAPAC), we actively support candidates who share our views on legislation that may be critical to our industry and our members' businesses. Members' voluntary contributions to BAPAC help raise our legislative profile and make our goals easier to achieve.



Missouri State Capitol



The Kansas House Chamber



Hutton Conference Center

Education and Training

The Builders' Association delivers instruction in the basic trades through our Education and Training Center at 105 West 12th Avenue in North Kansas City, and at our offices in Jefferson City and Springfield. We also offer educational opportunities for your management, supervisory, and field personnel.

The Education and Training Center is home to a variety of construction trade apprenticeship programs. Apprentices earn as they learn, combining on-the-job training and schooling.

The apprenticeship programs provide credit toward an Associate in Applied Science, Industrial Technology (Construction Options) degree. In addition, for those seeking to enhance their construction management skills and training, an Associate Degree in Applied Science, Construction Management Specialty, is offered in partnership with the Metropolitan Community College's Business and Technology College. Other courses such as blueprint reading also provide college credit.

Supervisory Training Program (STP) classes developed by the Associated General Contractors of America (AGC) help participants focus on the skills needed to be effective managers of people, time, equipment, and materials.

The Builders' Association Management Academy is geared toward mid-level managers who want to broaden their knowledge of management issues and solutions. The Estimating Academy is hosted by the Builders' in partnership with the Heartland Chapter of the American Society of Professional Estimators (ASPE).

Continuing Education Courses for Johnson County Contractor Licensing are also offered at the Education and Training Center. They are taught by accredited professionals in the construction industry.

The Education and Training Center's new state-of-the-art Hutton Conference Center is fully equipped with an interactive multi-media system.

Through the Builders' Association Scholarship Foundation, we facilitate the continued flow of talented young people into our industry. We also help develop future leaders through the AGC Construction Leadership Council (CLC). These and other programs represent a valuable, ongoing investment in the future.

Safety and Health Services

We can help you manage risk at your jobsite.



Maintaining a safe and healthy workplace is of critical importance to contractors and their employees. That is why each year, hundreds of member companies and thousands of their employees team up with our Safety and Health Services Department. In today's environment, control of insurance and regulatory exposures and protection of employee safety and health is a must.

Our full-time staff of safety and health professionals are on hand to help you protect employees from accidents and injury. We can help you understand and comply with environmental, health, and safety laws and regulations, avoid damage to structures and equipment, and control expensive workers' compensation costs.

We accomplish this through comprehensive consulting services, onsite compliance audits, educational programs, written program development, industrial hygiene services, and assistance with MSHA and OSHA compliance.

Our Build Safe Partnership Program (BSPP) is a premier partnership between The Builders' Association, OSHA, and participating contractors. The BSPP provides these contractors with special incentives including removal from OSHA's program inspection list. We also offer online Weekly Safety & Health Training Topics, Safety Bulletins, and several prestigious Safety Award Programs.

Plan Room Services

Our plan room facilities in Kansas City, Columbia, Jefferson City, and Springfield provide contractors with the maximum number of projects available for bid throughout Missouri and eastern Kansas. Each facility is well-equipped with a large scanner and large-format plotter for electronically storing and printing plans.

As a Builders' Association member or BUILDERS' EPR (Electronic Plan Room) subscriber, you have online access to Plan Room Briefs to keep you up-to-date on upcoming projects.

Builders' EPR subscribers have Internet access to bid plans, specs, addenda and planholders' lists. They are able to search projects by region, location, or CSI Division. With a click of a mouse they can also download multiple files simultaneously and receive automatic notifications of changes to projects instantly by e-mail or message board. With these and a variety of other services, the number of Builders' EPR subscribers continues to grow.

With the DIGITAL PLAN EXCHANGE (DPE), our newest plan room service, your company can promote its own online plan room. The DPE allows companies to electronically share plans and project information as they become available with members of the project team.

With the DPE, you can reduce your printing, copying, faxing, and shipping costs dramatically. Perhaps best of all, it is affordable and easy to use.



The Builders' Association Plan Room in Springfield, Missouri



Builders' Association Anniversary Banquets, an annual tradition, feature distinguished speakers and guests and are attended by hundreds of our members.

Insurance: Midwest Builders' Casualty

MIDWEST BUILDERS' CASUALTY continues to provide a service-enhanced partnering approach to workers' compensation coverage in the same tradition that the Builders' Association Self-Insurers' Fund (BASIF) provided for over 25 years.

The July, 1, 2008, conversion from a group self-insured workers' compensation pool to a mutual insurance company allowed for the natural evolution from a pool to a mutual carrier. It also allowed the new company to provide coverage to its members in states outside of Missouri and Kansas, while giving it the ability to expand into other lines of coverage in the near future. Midwest Builders' Casualty is still member-owned and remains committed to providing competitive premium rates, delivering prompt helpful service, and returning profits to its members through dividends.

Midwest Builders' Casualty's philosophy of partnering with its member contractors to develop risk management techniques that successfully prevent and control losses continues. This guiding principle has allowed it to maintain low premium rates and return dividends on a consistent basis. Since 2002, it has proudly returned \$16 million in dividends – representing a 17.5% average annual return of premium – to members who have maintained a positive loss experience. In addition, it has continued to maintain its A.M. Best rating of A- (Excellent).

Networking Opportunities

The opportunity to network with other general contractors, subcontractors, suppliers, and service providers is an important benefit of membership in The Builders' Association. We plan regular membership dinner meetings and seminars on topics of interest to help keep our members up-to-date on important issues.

Our traditional holiday parties and other social events afford you the opportunity for enjoyable new friendships and important business relationships.

Our annual golf tournaments hosted by the Kansas City office and by our Central and Southern Regions are not only very popular social events, but support a very worthy cause, The Builders' Association Scholarship Foundation.

We encourage your participation and hope to see you at as many of these events as possible.

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Our Membership

The Builders' Association membership is comprised of close to 1,000 general contractors, specialty contractors, and supplier/service providers engaged in the commercial, industrial, and municipal utility construction industry. Our members are located in central, southern and western Missouri, as well as in the greater Kansas City area and surrounding counties in Missouri and Kansas.

Our services are designed to have a positive impact on your bottom line. Whether you are a small business or a large corporation, a startup or an established concern, they can play an important role in your company's success.

Labor and Employment Relations

The Builders' Association labor relations staff is available to help resolve labor or employee relations problems as quickly and cost-effectively as possible. Whether the problem involves the National Labor Relations Act, wage and hour laws, prevailing wage requirements, or equal employment and nondiscrimination rules, early and successful resolution of such problems can result in substantial savings for contractors. These services are intended to help contractors deal proactively with compliance issues, thus avoiding potential lawsuits and fines and costs associated with delays in construction.

LABOR

The Builders' Association staff leads committees which negotiate 28 collective bargaining agreements with the basic trades throughout the Kansas City Region (13), Central Region (10), and Southern Region (5). The staff is actively involved in the interpretation and administration of these agreements and in helping member contractors resolve jobsite disputes both through informal mediation efforts and formal grievance processing. The Association also makes related wage and fringe benefit information available through timely Labor Bulletins and The Builders' Association web site.

Association staff also performs fiduciary duties by serving as trustees of the health, pension, vacation, and apprenticeship and training funds as well as specialized funds such as the Mo-Kan Construction Industry Substance Abuse Program (CISAP) and the Laborer-Employers Cooperation and Education Trust (LECET). By serving on these funds, the labor relations staff helps to ensure the continuing high level of benefits necessary to attract and retain a quality skilled workforce for the nonresidential building industry.

EMPLOYMENT

In addition to labor services, Association staff is available to assist contractors with education and general information regarding other employment-related issues. These issues include a myriad of federal and state laws dealing with various types of discrimination and harassment, affirmative action, immigration, and family and medical leave. The staff also presents programs periodically to help bring to the contractor community different approaches to complying with these laws.

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SERVING
Missouri AND
Kansas



Publications

The Builders' Association keeps its members informed of important industry developments through a wide variety of printed materials, our web site at www.buildersassociation.com, and Builders' e-NEWS, the electronic newsletter e-mailed to our members on an ongoing basis.

Articles about members' construction projects, new member listings, industry news and features, and member advertisements are included in *MODERN BUILDER*, our bimonthly magazine. *MODERN BUILDER* has a circulation of more than 2,800 owners, contractors, and other businesspersons.

In addition, members are listed in The Builders' Association Membership Roster and Buyers' Guide, which is updated and published to our web site following each of the four annual meetings at which new members are accepted into the Association. Through this listing, your company's name,

and the type of construction or services you provide, is made known to a wide audience. A more expansive, printed Membership Roster and Buyers' Guide with valuable building and construction industry information is published once every two years.

ConsensusDOCS and AIA construction documents and publications are also available through the Association for the convenience of our members. In addition, ConsensusDOCS can be reached from the www.buildersassociation.com home page.

We strive to make each and every publication the highest quality so our members can stay informed, work smarter, and enjoy greater opportunities for success and profit.