



Prevailing Wages, Project Labor Agreements & Union Market Share

Presentation to CISCO

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About Us

- Affiliated with IUOE Local 150 and signatory contractors
- Serve 14 counties in Indiana, 25 in Illinois, and 7 in Iowa
- Mission: increase market share for signatory contractors & hours for members and ensure fair & responsible bidding practices in public works construction
- 5 key activities: bid tracking, public affairs education, project monitoring, regulatory agency complaints, follow-up

Prevailing Wage Laws

- Laws that require contractors & subcontractors to pay workers on public works construction projects no less than the general prevailing wage rates for similar work performed in that geographic area
- Predetermined wages & fringe benefits for all trades
- Protects local wage standards by preventing low-road contractors from under-bidding responsible contractors

Prevailing Wage Economics

- In the last decade, anti-union and right wing groups like ABC, ALEC, AFP, and SPN/IPI have produced numerous reports & studies suggesting PW laws are bad public policy and do damage to the economy
- These studies are ideologically and/or financially motivated and do not use rigorous scholarly methodologies
- In the last few years, building trades unions & high-road contractor associations have launched efforts to mount an effective fact-based response
- Interest in labor policies like PW, PLA and RTW has grown among academic scholars & policy experts

Prevailing Wage Economics

- NAFC and the national AFL-CIO's BCTC division has convened a permanent nationwide working group of academic researchers & policy experts to share info & develop research agendas
- In 2013, Ill FFC spearheaded creation of the Illinois Economic Policy Institute
- Commissioned by NAFC, last year ILEPI and Ill FFC compiled an exhaustive catalog of all known PW scholarly literature, policy briefs & advocacy materials – available at: www.faircontracting.org
- ILEPI has produced dozens of credible, data-driven, methodologically sound reports & studies in support of PW, PLAs, transportation funding, and other high-road public policies

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Home

(Please click on the information that YOU need)

Messaging

Core messages

Talking points

Facts about prevailing wage laws

For meetings with the press & editorial boards

For legislators

For contractors

For workers

For the public

Arguments by issue

Impact on total project costs

Simplistic “wage differential” attack

The local market rate, wage surveys, and BLS data

School construction costs

A skilled, highly-trained workforce

Economic activity and tax revenues

Poverty and reliance on government assistance

Impact on minority workers

Resources

Prevailing wages do not raise construction costs

Prevailing wages are local market wages

Prevailing wages create construction careers

Prevailing wages support a strong economy with middle-class jobs

Prevailing wage flyers, websites, media, fact sheets, and handouts

My state

National overview and comparisons

California

Colorado

Connecticut

Delaware

Hawaii

Idaho

Illinois

Indiana

Iowa

Kansas

Kentucky

Maryland

Massachusetts

Michigan

Minnesota

Missouri

Nevada

New York

Ohio

Oregon

Pennsylvania

Utah

Vermont

Washington

West Virginia

Wisconsin

British Columbia

Core messages

1. Best Deal for Taxpayers
2. Creates Jobs
3. Controls Construction Costs
4. Drives Economic Development

Best Deal for Taxpayers

1. Taxpayers do not realize benefits in the form of lower construction costs from the repeal or weakening of prevailing wage laws.
2. High-skilled workers finish projects on time and build quality roads and buildings meant to last – leaving taxpayers with fewer cost overruns and lower maintenance costs over time.
3. Construction workers in a state typically contribute millions of dollars to state and local taxes. Better wages mean a stronger and more fairly distributed tax base. This helps policymakers balance budgets, fund education, and provide public services.
4. Typical construction workers who are not paid the prevailing wage are far more likely to be eligible for thousands of dollars in public assistance in the form of food stamps, housing and health care.
5. Without prevailing wage laws, taxpayers don't save – they *subsidize*. The increased reliance of low-wage construction workers on public assistance increases taxpayer burdens.

Creates Jobs

1. Projects paying the prevailing wage attract quality, local, experienced construction workers who deliver high-quality work on time and on budget.
2. Without a prevailing wage law, the construction industry neither produces nor retains the human capital skills necessary to contribute to a broadly competitive state economy. States with weak or no prevailing wage laws have lower levels of worker training and productivity and higher rates of job-related injury.
3. Prevailing wage is part of the base of support of local training programs that provide middle-class career pathways.
4. Where strong prevailing wage laws are in place, a higher portion of work is performed by in-state contractors.
5. Prevailing wage jobs support thousands of other non-construction jobs in health care, hospitality, and education.

Controls Construction Costs

1. Skilled construction workers on prevailing wage projects are on average 15% more productive than the skilled workers on non-prevailing wage projects.
2. Productivity is the driving force behind the cost of construction. The high level of training among prevailing wage workers saves taxpayers from costly delays and errors.
3. Simplistic, “back-of-the-envelope” studies promise savings with the repeal or weakening of prevailing wages that cannot be delivered.

Drives Economic Development

1. Strong prevailing wage laws are the basis of a “high road” construction industry leading to substantially improved economic outcomes when compared to “low road” states with weak or no prevailing wage laws.
2. Studies show every dollar spent on a prevailing wage project generates a \$1.50 in economic activity – that’s money spent at local businesses such as restaurants, shopping malls, and grocery stores – spurring additional job creation that keeps local communities and businesses strong.
3. Repealing or weakening prevailing wages laws adds to the taxpayers’ burden by reducing the spending power of construction workers and their families.

TALKING POINTS FOR LEGISLATORS

Taxpayers do not save from repealing or weakening prevailing wage laws, they *subsidize*.

Workers who earn minimal wages are frequently pushed into relying on government subsidies for healthcare, housing, food stamps, and other social services. In fact, a higher share of construction workers in states without a prevailing wage law do not have health insurance compared to workers in states with a prevailing wage law. This means they have to rely on expensive emergency room care subsidized by taxpayers.

- Taxpayers do not realize benefits in the form of lower construction costs from the repeal or weakening of prevailing wage laws.
- Simplistic, “back-of-the-envelope” studies promise savings with the repeal or weakening of prevailing wages that cannot be delivered under any circumstances.
- Without a prevailing wage law, the construction industry does not attract, produce, or retain the human capital skills necessary to contribute to a broadly competitive state economy.
- Taxpayers are adversely impacted by increased construction worker poverty rates and reliance on public assistance with the repeal or weakening of prevailing wage laws.
- Taxpayers are adversely impacted by reduced economic activity in the hospitality industry, in health care, and in education when prevailing wage laws are weakened or repealed.
- Strong prevailing wage laws are the basis of a “high road” construction industry leading to substantially improved economic outcomes compared to “low road” states with weak or no prevailing wage laws.
- In states with weak or no prevailing wage laws, there are lower levels of worker training and productivity and higher rates of job-related injury.
- In states with weak or no prevailing wage laws, there are lower retirement benefits and there is greater reliance on public assistance for uncompensated health care costs. The increases taxpayer burdens.

Five messages for Republicans

- You get what you pay for
- Responsible government, smart business
- Prevailing wage drives economic development
- Prevailing wage keeps workers off government assistance
- Prevailing wage addresses skills shortages in construction through the largest *privately-financed* system of higher education in America

Five messages for Democrats

- Prevailing wage builds local middle-class jobs
- Prevailing wage drives economic development
- Communities get better quality schools at no additional cost to the budget
- Prevailing wage addresses skills shortages in construction through the largest *privately-financed* system of higher education in America
- Prevailing wage reduces income inequality

Fact 1: Prevailing wages do not increase construction costs – studies prove this.

- *Independent* legislative analysts and academic economists repeatedly confirm this.
- Prevailing wage opponents use a back-of-the-envelope trick. This simplistic approach has nothing to do with the realities of the construction industry and leads to unattainable assertions about lower costs.
- Labor costs account for only 23% of total construction costs. To save upwards of 30% on projects, as some lobbyists have claimed, everyone would have to work for free! This is smoke-and-mirrors arithmetic.

Fact 2: Prevailing wages are market wages.

- Prevailing wages are market wages set by local competitive practices.
- Prevailing wages are the labor standards set by the local construction market for take-home pay, health insurance, pension benefits, and apprenticeship investments.
- Prevailing wages are based on surveys of what local contractors *actually* pay workers on public works and jobs similar to public works in the area.

Fact 3: Repealing or weakening prevailing wages will slash apprenticeship training, imperil safety, create skill shortages, and undercut the local construction industry's competitive capabilities.

- Prevailing wage policies are shown to significantly increase investment in training and safety in the construction industry. Without a shared industry commitment to training, local businesses lose their skilled workers over time and find it harder to compete on quality in the global marketplace.
- Prevailing wage establishes a quality floor among employers that *protects taxpayers* from the low-wage contractor, the cheating contractor, the under-the-table contractor, the contractor who does not invest in apprentices, and the contractor who cuts corners on safety practices.

Fact 4: Prevailing wage laws protect jobs for local contractors and workers, keeping tax revenues local.

- Studies show prevailing wage laws tend to increase the amount of projects awarded to local contractors. This prevents out-of-state employers from draining dollars from local businesses, reducing the local tax base, and eroding local wages. Prevailing wages support the local construction industry, local training, local hiring, local businesses, and the local community.
- By encouraging stable, family-friendly incomes that include health and retirement plans, prevailing wage laws support communities and create *career* paths within an otherwise volatile and dangerous industry.

Fact 5: Prevailing wages promote market-efficient pricing of the costs of public construction.

- Without prevailing wage, low-bid procurement policies allow contractors to avoid long-term costs.
- Prevailing wages help the industry pay its own way rather than seeking government handouts in terms of vocational training, uncompensated health care, and welfare for low-wage and retired workers.
- Without prevailing wage, the public foots the bill for 1.) the cost of training the next generation of construction workers, 2.) subsidizing the wages and benefits needed to retain the current generation of skilled construction workers, and 3.) securing the retirement of the last generation of construction workers.

Fact 6: Facing skills shortages due to low-wage labor practices, the ABC is calling for a foreign guest-worker program for the construction industry.

- While wanting to deny American workers the protection of prevailing wages on public works, the ABC calls for foreign guest-workers to receive prevailing wages on both public and private work!

TALKING POINTS FOR CONTRACTORS

Prevailing Wage Protects Local Market Share and Labor Supply:

- Prevailing wage keeps out-of-area contractors from coming in and underbidding local contractors that contribute to their communities by paying their workers family-supporting wages and benefits.
- Prevailing wage maintains a ready, local, skilled workforce required to complete projects on time and on budget while keeping the worksite safe. It is much more effective to have a pool of high-skilled workers who do the job right the first time than to pay lower wages for workers who don't have the right skills.
- Skilled workers paid prevailing wages are 15% more productive than their lower paid, less-skilled counterparts and are key to contractors' business models. This productivity enables contractors to do high-quality work quickly with less waste and to move onto the next project, keeping them competitive.

Prevailing Wage Protects Businesses from Corporate Tax Increases:

- Construction workers in prevailing wage states contribute 36% more in federal income taxes than workers in states without the law.
- Prevailing wage earners contribute millions to the state and local tax base.
- Better wages mean a stronger tax base, helping states balance budgets without raising taxes on businesses.

Prevailing Wage Drives Economic Development:

- Every dollar spent on a prevailing wage project generates \$1.50 in local economic activity.
- That's money spent at local businesses such as restaurants, shopping malls, and grocery stores- spurring additional job creation that keeps local communities and businesses strong.
- Prevailing wage jobs support thousands of non-construction jobs in health care, hospitality, and education.
- Without prevailing wage, construction workers would see their wages reduced by millions of dollars. Businesses will not locate to communities where the population cannot financially support them.

Five possible messages for contractors

- Prevailing wage protects you from cheating competitors
- Prevailing wage addresses skills shortages in construction
- Prevailing wage reduces employee turnover
- Prevailing wage completes jobs right, on-time, the first time
- Prevailing wage supports local small businesses

PREVAILING WAGE LAWS ENSURE BETTER QUALITY SCHOOLS ARE BUILT AT NO ADDITIONAL COST

Core Messages:

- Peer-reviewed studies have found no statistically significant cost difference between schools built with prevailing wages and those built without prevailing wage.
- With prevailing wage laws, school officials and communities get a better quality school at no additional cost to the budget.
- A study of the construction of 391 schools in Michigan, Kentucky, and Ohio found no meaningful difference in the cost of construction based on the application of a prevailing wage law.
- Studies have established that repealing a state's prevailing wage law does not result in a greater number of schools being built.
- States that have eliminated the prevailing wage saw no savings to taxpayers because quality, timeliness, and availability of skilled workers suffered.

Fact Sheet:

Prevailing wage critics have made cynical use of tight school construction budgets as a way to attack construction worker wages. To gain attention for their efforts, lobbyists have argued that prevailing wage laws are somehow responsible for reducing the number of schools built in a district. This is done using misleading back-of-the-envelope math to estimate unrealistic savings from potentially lowered wages in construction. Recent "studies" from the Mackinac Center and Beacon Hill Institute which are cited by opponents of prevailing wage requirements on school construction predict enormous savings from repeal that can never materialize in reality. Why? These "studies" do no more than simply subtract a theoretical lower wage from the prevailing wage paid on school projects and then project from that simplistic math enormous budget savings. This is bad math which leads to bad wage policies.

When compared to peer-reviewed studies of *actual* school construction costs the defects of these "studies" as a basis to set wage policies are readily apparent. They fail to account for the many other factors that affect the bottom-line costs for school construction, including the correlation of prevailing wages with skilled workers, higher productivity, timeliness and quality construction that go into the overall costs of building a school.

It is not surprising that the extensive body of peer-reviewed research conducted in the last 15 years finds that repealing or weakening prevailing wage laws will not save taxpayer dollars by reducing overall school construction costs and that repeal does not free up additional budget resources to build additional schools. Moreover, peer-reviewed research also finds that prevailing wages do not affect the level of bid competition, an important determinant of project cost.

For example, a comparison of school projects in three Midwestern states with and without prevailing wage laws *"finds no statistically significant difference between those public schools built with prevailing wages and those public schools built without this regulation. ...The higher wage rates required by prevailing wage regulations insure that all contractors bidding on the job will use skilled labor when building the school.... Thus, prevailing wage regulations offer school boards some assurance that the project will be skillfully built and*

Prevailing Wage Economics

- First of its kind nationwide PW economic, fiscal & social impact study released Feb 2016 by ILEPI & other researchers. Study finds that repealing all PW laws would have catastrophic results:
 - Economic output lost: \$65 billion
 - Jobs lost: 400,000
 - State & local tax revenue lost: \$8 billion

Prevailing Wage Economics

Examples of other ILEPI reports & studies

- Towards the High Road in the New Hampshire Construction Industry: The Impact of a State Prevailing Wage Law
- The Cost of Repealing Michigan's Prevailing Wage Policy: Impacts on Total Construction Costs and Economic Activity
- Common Sense Construction: The Economic Impacts of Indiana's Common Construction Wage
- A Weakened State: The Economic and Social Impacts of Repeal of the Prevailing Wage Law in Illinois
- Which Labor Market Institutions Reduce Income Inequality? Labor Unions, Prevailing Wage Laws, and Right-to-Work Laws in the Construction Industry
- The Impacts of New Mexico House Bills 110 & 200 (2016): Policy Brief
- Road & Bridge Construction Workers in the Midwest: Productive, High-Skilled, and Well-Paid
- Self-Sufficient Construction Workers: Why Prevailing Wage Laws are the Best Deal for Taxpayers
- Building a Strong Lake/Kane/DuPage/McHenry County: How Prevailing Wage Works
- Prevailing Wage Laws, Contractor Profits, and the Economic Pie: Economic Commentary

Prevailing Wage Economics

- 75% of peer-reviewed scholarly studies find PW does not increase total construction costs, but repealing or weakening PW increases poverty, reduces GDP, reduces local hiring, and reduces productivity (see 2015 WI legislative fiscal bureau study).

No impact on total project costs

- Increase in worker skills
- Decrease in injuries
- Increase in productivity

Builds local middle-class jobs

- Reduces out-of-state contractors
- Self-sufficient workers
- Prevents a “race to the bottom”

The best deal for taxpayers

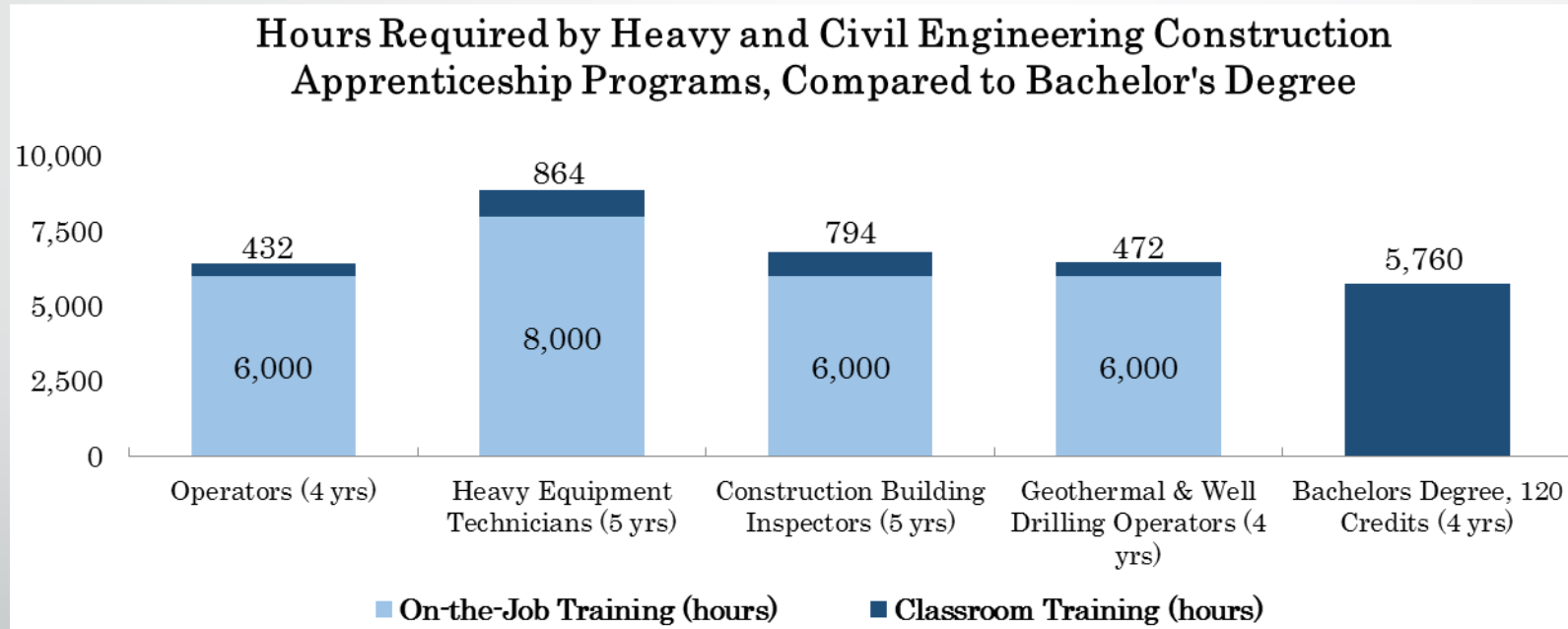
- Project completed the 1st time
- Discourages irresponsible contractors
- Supports tax revenues

High-road economic development

- High quality means higher wages
- Promotes job creation
- Infrastructure attracts businesses

Prevailing Wage Economics

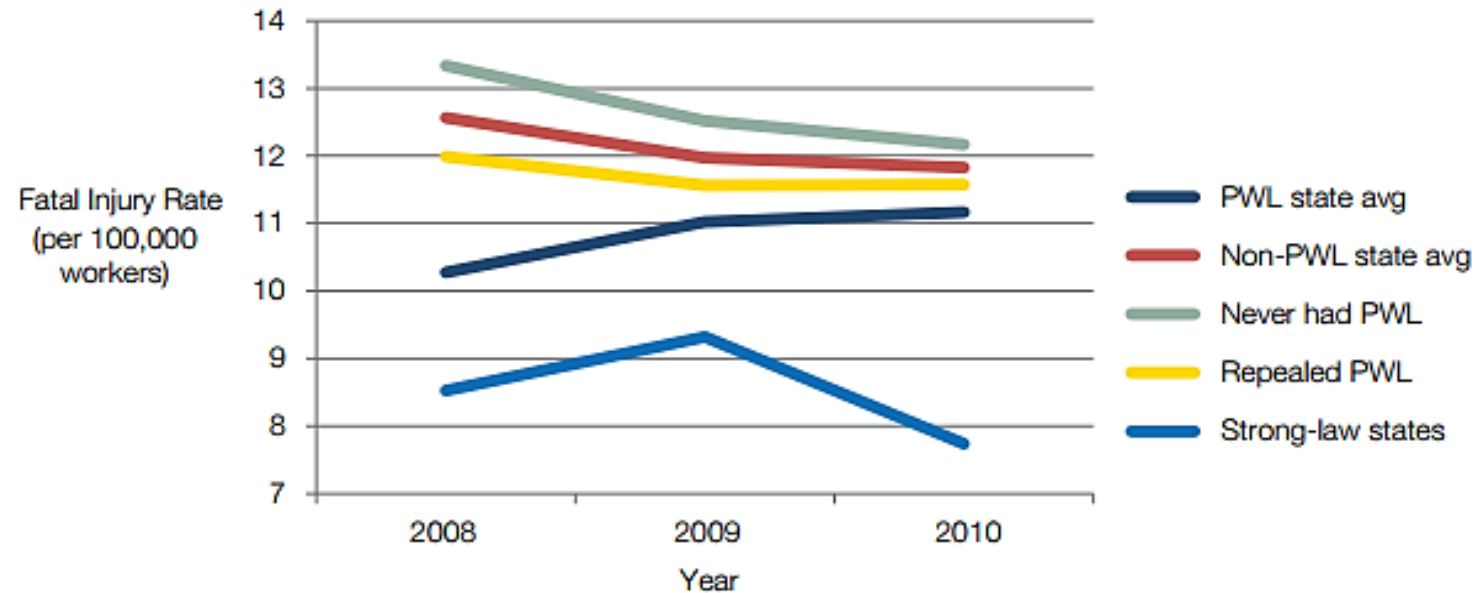
PW states reward training & craftsmanship



Prevailing Wage Economics

PW states have less injuries

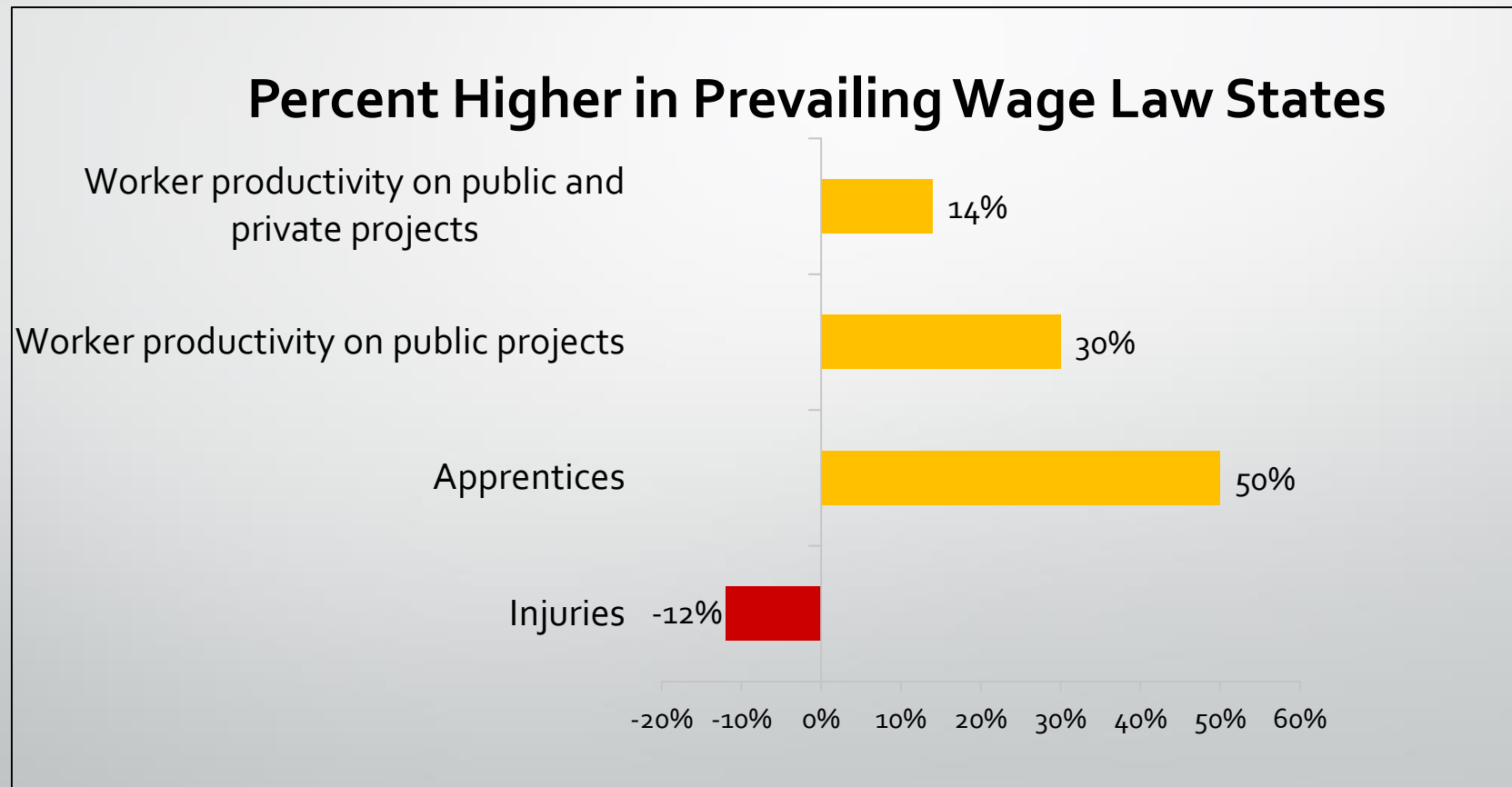
Figure 2: Incidence Rates of Fatal Injuries in Construction Sectors, PWL and Non-PWL States, 2008-2010



Source: "State Occupational Injuries, Illnesses, and Fatalities," U.S. Department of Labor, Bureau of Labor Statistics for the years 2008 to 2010. Strength of PWL is subject to definitions found in Table A of the Appendix.

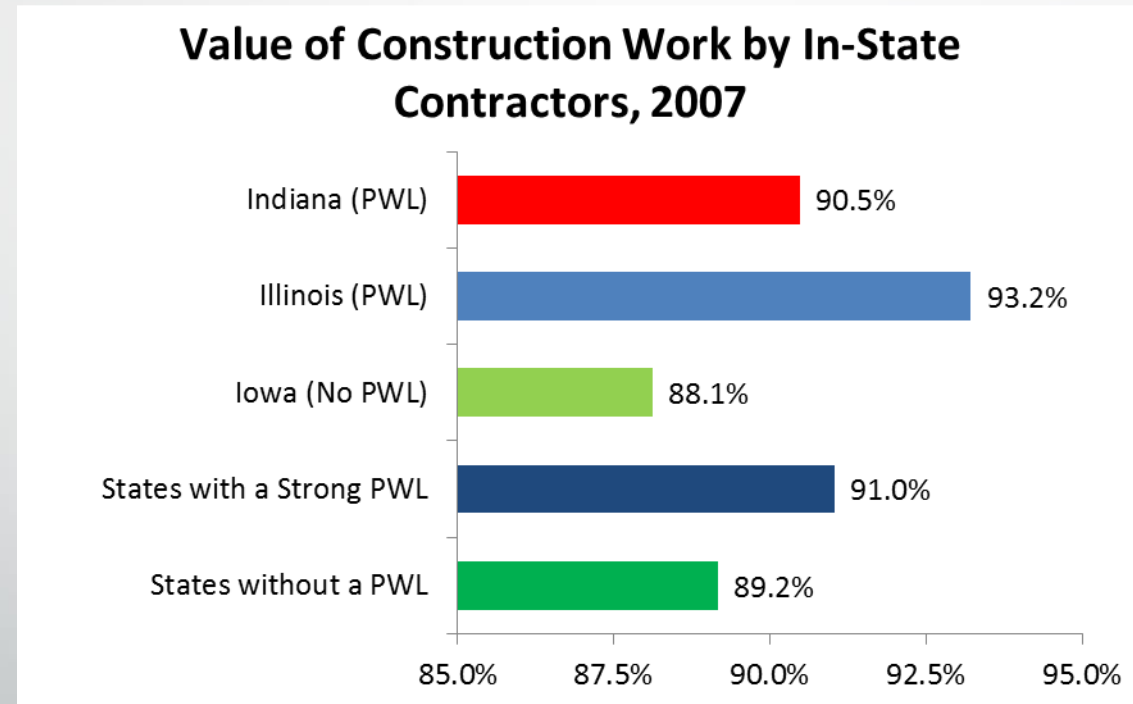
Prevailing Wage Economics

PS states have higher worker productivity



Prevailing Wage Economics

PW laws reduce out of state contractors



Prevailing Wage Economics

PW laws prevent a “race to the bottom”

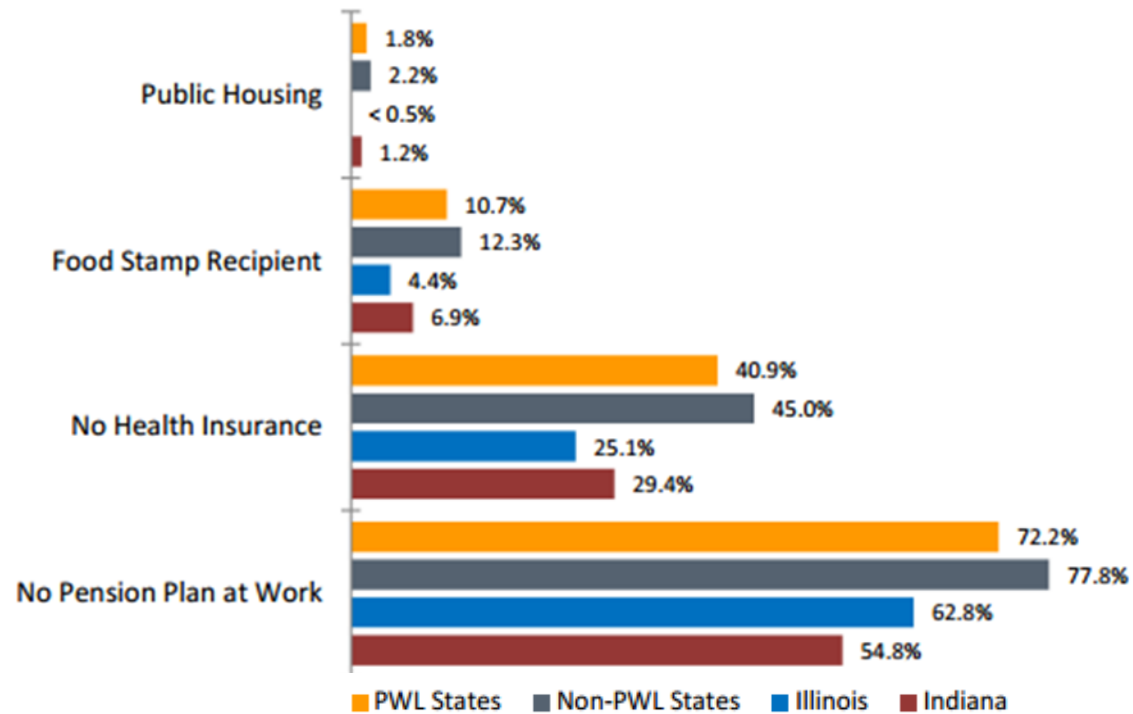
$$\begin{aligned} & \underline{\text{Project Bid}} = \\ & \text{Labor Costs} + \text{Quality} + \\ & \text{Productivity} + \text{Materials} + \\ & \text{Technology} + \text{Management} \\ & \text{Practices} + \text{Profit} \end{aligned}$$

Prevailing Wage Economics

PW states have better quality of life, less public aid

FIGURE 9: GOVERNMENT SPENDING ON CONSTRUCTION WORKERS, 2011-2013

Government Assistance to Construction Workers: PWL States vs. Non-PWL States vs. Illinois vs. Indiana



Davis-Bacon & Related Acts

- Davis-Bacon Act - the federal prevailing wage law that applies to construction projects with federal government agencies (e.g. FHWA, VA hospitals, federal office buildings, etc)
- More than 60 Davis-Bacon "Related Acts" (DBRA)
- DBRA applies when federal funding is provided to NGOs for construction through grants, loans, etc
- \$2,000 project threshold triggers wage requirement

Davis-Bacon & Related Acts (cont.)

- USDOL conducts surveys to determine wage rates
- Surveys are performed by USDOL Wage & Hour Division regional offices
- Each state is surveyed every 3 years
- Rates are established specific to each locality
- Rates are available online at www.wdol.gov



Davis-Bacon Wage Surveys

The survey has 3 main elements:

1. Projects of a similar character
2. Local area
3. Base wage & fringe benefits

Davis-Bacon Wage Surveys (cont.)

1. Projects of a similar character

- Categories: building, heavy, highway or residential
- WHD may also issue wage determinations for certain subcategories, e.g.:
 - Heavy sewer/water treatment plant
 - Heavy river work
 - Building landscape

Davis-Bacon Wage Surveys (cont.)

2. Local Area

- Area is typically based on county where the work is performed.
29 C.F.R. § 1.7(a)
- If there is insufficient data for the county, WHD will expand the scope to a:
 - Group
 - Supergroup
 - Statewide (distinguishing rural and metro rates)
- If there is insufficient data for a trade, no rate is recommended

Davis-Bacon Wage Surveys (cont.)

3. Base wage & fringe benefits

- The prevailing rate established by WHD will include both hourly wage rates and fringe benefit rates

Davis-Bacon Wage Surveys (cont.)

Identifiers

- **ENGI0150-030** - If the established rate is a union rate, WHD will use an abbreviated version of the craft, followed by the Local Union which established the prevailing rate
- **ENGI9999-004** - If the established rate is a weighted average of Union rates, the WHD may use the craft, followed by 9999
- **SUIN2012-015** - "SU" refers to a survey rate, which may or may not include union rates (but a single union's rate did not prevail); this may be a blended rate of multiple locals' rates

Davis-Bacon Wage Surveys (cont.)

Majority of workers

- The prevailing wage rate is based on the number of employees reported on the WD-10 form, not the number of hours worked.
- WHD looks for a single rate paid to the majority of workers
- Must be at least 51% of workers
- For operators, laborers, truck drivers, etc. it is critical to submit equipment-specific data
- If there is no single rate, a weighted average is used

Davis-Bacon Wage Surveys (cont.)

Majority of workers (cont.)

- WHD will set a rate so long as information is submitted for at least 6 workers by 3 contractors
- Does the practice of paying fringe benefits prevail?
- Do a majority of workers in the same classification receive the same fringe benefits
- If the practice prevails, but there is no single, majority rate, a weighted average is used

Davis-Bacon Wage Surveys (cont.)

“Peak week”

- The week during a project where the contractor has the largest number of employees performing work in a particular classification
- Specific to each piece of equipment & construction activity
- The peak week does NOT have to occur during the survey timeframe
- Peak week may be before or after survey period, as long as work on the project occurred during survey period

Davis-Bacon Wage Surveys (cont.)

- USDOL WHD Prevailing Wage Resource Book - detailed instructions for completing the WD-10 form:
<http://www.dol.gov/whd/recovery/pwrb/toc.htm>
- WHD will analyze submitted data to ensure it is from the applicable locality, that projects were active during the survey timeframe, and data pertains to the applicable type of construction
- WHD also contacts contractors directly via telephone or by onsite verification reviews by a private accounting firm
- As stated on the WD-10 form, the willful falsification of any submitted information may result in civil or criminal prosecution. 18 U.S.C. § 1001

Davis-Bacon Wage Surveys (cont.)

Participation is essential!

- We must participate to protect our rates and remain competitive on federal construction projects
- Failure to participate may result in open shop rates even though union rates truly prevail. High density is not enough!
- Open shop rates remain frozen until USDOL conducts another survey and issues new wage determinations – may be years later
- Participation is especially important for crafts with rates set for each piece of equipment, different tools, or skills (e.g. operating engineers, laborers, etc)



State Prevailing Wage Laws

32 states currently have some form
of PW law on the books.



State Prevailing Wage Laws

In 2016, the fight to keep prevailing wage laws on the books is coming to states across the country.



State Prevailing Wage Laws

In order to preserve prevailing wage laws, which protect the standard of living of construction workers and their families, we must take our message to the public, our own members, the media, editorial boards, signatory contractors, and legislators and their staffs on both sides of the aisle.

State Prevailing Wage Laws

- Feb 2016: West Virginia repealed its PW law
- July 2015: Indiana repealed its CCW law
- June 2011: Wisconsin exempted school & local government construction, added dollar thresholds, eliminated CTP requirement

State Prevailing Wage Laws

- This year, politicians are targeting PW repeal or weakening in Michigan, Kentucky, Illinois, New Mexico, Missouri (known at this time)
- Progressives are pushing to enact a PW law in New Hampshire this year or next

State Prevailing Wage Laws (cont.)

Illinois Prevailing Wage Act

- Broad scope – applies to projects financed in whole or in part by public funds
- For purposes of the Act “public bodies” may include some NGOs
- Creates private right of action
- May add new classifications or update existing classifications through IDOL Section 9 hearings

State Prevailing Wage Laws (cont.)

Illinois Prevailing Wage Law (cont.)

- IDOL must “investigate & ascertain” the prevailing wage rates for all crafts in all 102 counties in the month of June each year
- Under labor-friendly governors, IDOL has traditionally set rates based on CBAs
- New governor is openly hostile to labor and administration is rumored to be exploring alternative methodologies to drive rates down, sidestepping CBAs
- Last year we launched a major initiative to protect our rates; included collecting thousands of CTPs from contractors and wage & hour data from members, which we compiled into a database for submission to IDOL

State Prevailing Wage Laws (cont.)

Indiana Common Construction Wage

- CCW law was repealed in 2015
- INDOT projects continue to use Davis-Bacon wage rates, but wage setting on all other public works projects is now expressly prohibited
- CCW repeal bill established new requirements for contractors on public works:
 - Mandatory drug testing policy (on projects over \$150,000)
 - Training requirements if more than 10 workers (includes contractors providing their own training)
 - State prequalification (whether project is state or local) required by July 2016, but legislation may postpone implementation

State Prevailing Wage Laws (cont.)

Iowa = no PW law

- No state prevailing wage law
- Davis-Bacon wages rates apply to federally funded projects
- III FFC works with contracting agencies to make sure appropriate rates are required

State Prevailing Wage Laws (cont.)

Dollar thresholds

- None -- Illinois, Massachusetts, Michigan, Missouri, Nebraska, New York, Texas
- \$100,000 -- Delaware, Nebraska, Vermont, Wisconsin, Wyoming
- \$250,000-500,000 -- Connecticut, Kentucky, Maryland, Ohio

State Prevailing Wage Laws (cont.)

Exemptions & loopholes

- PW law applies only to state construction (local government exempted) – Michigan, Wyoming
- PW law does not apply to school construction – Arkansas, Maryland, Michigan
- PW law does not apply to vertical construction – Tennessee
- Various exemptions – Montana
- We need to get proactive and strengthen PW laws instead of simply playing defense

Project Labor Agreements

Overview

- Project Labor Agreement (PLA) -- comprehensive pre-hire CBA negotiated between a project owner and an appropriate labor council (e.g. area or state BCTC) which sets out the basic terms & work conditions for a specific project
- PLAs boost efficiency and ensure timely completion of projects
- Especially beneficial when project is large & complex with multiple crafts
- Protection for agencies against union disputes as much as a protection against non-union disputes.

Project Labor Agreements

Typical provisions

- Accelerated & binding procedures ensure quick resolutions to grievances & jurisdiction disputes
- Prohibits strikes & lockouts
- Work schedules & conditions synchronized across crafts
- Detailed pre-job meeting to review construction plans & claim scopes of work
- Monthly meetings between BAs and PMs to coordinate manpower & settle disagreements

Project Labor Agreements

History

- 1930s: First PLA used to construct Hoover Dam
- 1960-70s: Cape Canaveral, Disney World & Trans Alaska Pipeline built with PLAs
- 1990s: Boston Harbor supreme court case: Massachusetts Water Resources Authority vs ABC of Massachusetts & Rhode Island (unanimous ruling) -- government agencies can require PLAs if their role is market participant (would comply with NLRA), but they cannot require PLAs if their role is regulator (would violate NLRA)

Project Labor Agreements

History (cont.)

- 1992: President Bush EO prohibits PLAs on federal construction
- 1993: President Clinton EO rescinds Bush EO
- 2001: President Bush EO restores PLA prohibition on federal construction
- 2009: President Obama EO encourages fed agencies to use PLAs on projects \$25M+ and permits state & local govts receiving federal funds to use PLAs
- Presidential elections have consequences

Project Labor Agreements

PLAs in Illinois

- 1992: First IL state government PLA used on Tamms Supermax CC construction under Gov. Jim Edgar (R)
- 2009: Gov. Pat Quinn (D) EO encourages state agencies to use PLAs on case by case basis
- 2011: Gov. Quinn signs PLA Act, elevating his EO language to state law
- 2015: Gov. Bruce Rauner (R) orders agencies under his control to cease & desist usage of PLAs
- We need to continue to demand PLAs when they are in the best interest of the taxpayer

Union Market Share

- Over the last 6 years III FFC has developed a comprehensive market share tracking & reporting program designed to increase market share
- Significant resources are invested in the program including 15 construction field monitors and paid subscriptions to several public construction procurement info services
- Monday morning Market Share Analysis Reports (MSAR) for every county in the jurisdiction are delivered to union officers, contractors & III FFC board members

Union Market Share

Indiana District 6 – 2015 market share

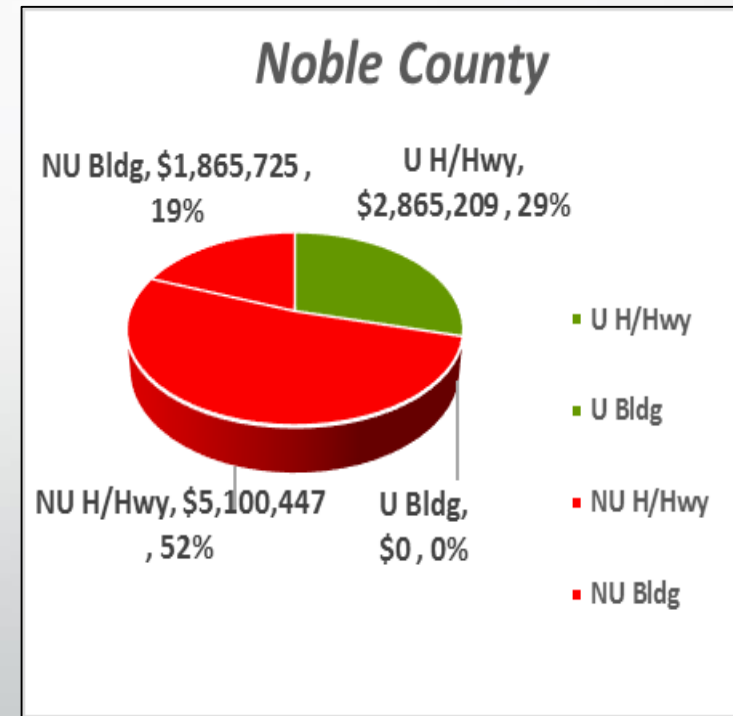
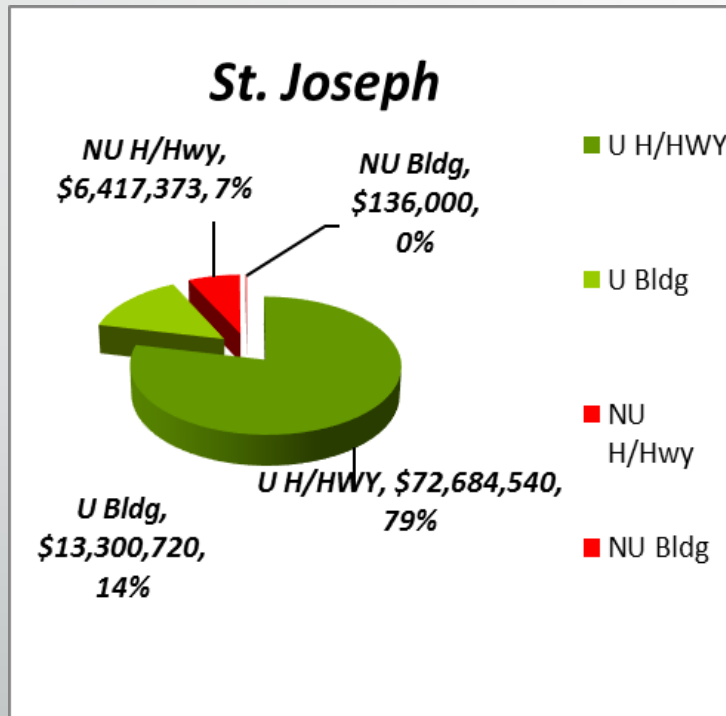
COUNTY	St. Joseph	Elkhart	LaGrange	Noble	Marshall	Kosciusko	Fulton	Totals
Union \$	\$85,985,260	\$45,471,495	\$10,377,869	\$2,865,209	\$9,534,330	\$30,479,296	\$2,476,215	\$187,189,674
Union %	99.10%	71%	83%	29.10%	67.20%	92.40%	100%	84%
NU \$	\$777,773	\$18,567,344	2,127,584	\$6,966,172	\$4,646,262	\$2,494,452	\$0	\$35,579,587
NU %	0.90%	29%	17%	70.90%	32.80%	7.60%	0%	16%
TOTALS	\$86,763,033	\$64,038,839	\$12,505,453	\$9,831,381	\$14,180,592	\$32,973,748	\$2,476,215	\$222,769,261
\$222,769,261	39.10%	28.90%	5.60%	4%	6.40%	14.80%	1.10%	

Indiana District 6 – 2010 market share

COUNTY	St. Joseph	Elkhart	LaGrange	Noble	Marshall	Kosciusko	Fulton	Totals
Union \$	\$164,194,221.00	\$15,205,855.00	\$1,510,022.00	\$2,458,782.00	\$17,090,415.00	\$22,236,500.00	\$4,232,294.00	\$226,928,089.00
Union %	78%	46%	34%	38%	87%	83%	63%	73.60%
NU \$	\$47,004,932.00	\$17,913,828.00	\$2,988,962.00	\$3,971,948.00	\$2,444,123.00	\$4,626,562.00	\$2,491,464.00	\$81,441,819.00
NU %	22%	54%	66%	62%	13%	17%	37%	26.40%
TOTALS	\$211,199,153.00	\$33,119,683.00	\$4,498,984.00	\$6,430,730.00	\$19,534,538.00	\$26,863,062.00	\$6,723,758	\$308,369,908.00
\$308,369,908.00	68.50%	10.70%	1.50%	2.10%	6.30%	8.70%	2.20%	

Union Market Share

Indiana District 6 2015 market share – county examples



Union Market Share

	Bid	BdTool	Owner /	Elkhart County	Bidding	Bid	Union	Union	NU	NU		
#	Date	ISQ FT	Ltg Agent	Project Title	Awarded To	Amounts	H/Hy	Bldg	H/HY	Bldg		
											U HHY	\$28,506,024
1	1/7/2015	BT	Elkhart	Pierre Moran	Slatile Roofing	\$977,856		\$977,856			U Bldg	\$16,965,471
			Schools	MS	Midland Eng	\$ 1,098,700					NU HHY	\$ 8,436,222
				Roof Replace	Quality Roofing	\$1,215,000					NU Bldg	\$ 10,131,122
											Total	\$64,038,839
2	1/8/2015	BT	Concord	Concord HS	All Bids Rejected		\$977,856					
			Comm.	Track								
			Schools	Reconstruct								
3	1/14/2015	BT	Elkhart	Eastwood ELE	Slatile Roofing	\$374,513		\$374,513				
		ISQ	Schools	School Roof								
				Replace								
4	1/22/2015	ISQ	Elkhart	Cleveland Elem.	Lawmasters, Inc	\$515,900		\$515,900				
			Comm.	School Roof	Quality Roofing	\$597,000						
			Schools		Dudeck Roofing	\$655,235						
5	1/30/2015	ISQ	Elkhart	Demo. 900 W.	Bidder List							
				Blaine Ave.	Unavailable							
6	2/5/2015	BT	Fairfield	Fairfield	General Contractor							
		ISQ	Shools	JR & SR	Fetters Const			\$4,917,000				
				High School	DJ Const.	\$5,590,180						
				Addition &	Gibson Lewis	\$5,750,000						
				Reno	Electrical							
					Martell Electric			\$815,790				
					Gaylor electric	\$867,000						
					Herman & Goetz	\$918,125						
					Mechanical							
					Griffen Plumbing	\$2,058,000		\$2,058,000				
					Shambaugh	\$2,338,070						

Union Market Share

	Bid	BdTool	Owner /	Elkhart County	Bidding	Bid	Union	Union	NU	NU		
#	Date	ISQ FT	Ltg Agent	Project Title	Awarded To	Amounts	H/Hy	Bldg	H/HY	Bldg		
7	2/5/2015	BT	Fairfield	Benton & Millersburg	General Contractor							
		ISQ	Comm. School	ES Addition & Renovation	DJ Const.					\$8,390,000		
					Electrical							
					Martell Electric			\$1,362,000				
					Mechanical							
					Shambaugh			\$3,535,762				
					Griffen Plumbing	\$3,600,000						
8	2/7/2015	BT	Elkhart	Waterfall Drive	C&E Ex.				\$1,935,340			
		ISQ	#15-09	Streetscape & Riverwalk	Walsh & Kelly	\$1,941,671						
				Extension	HRP Const	\$1,966,904						
					Reith Riley	\$2,023,040						
9	2/16/2015	BT	Elkhart Co.	2015 Paving	Group 1							
		ISQ		Program	Niblock Ex.				\$781,114			
		Minutes			Walsh & Kelly	\$881,048						
					Reith Riley	\$888,767						
					Phend & Brown	\$972,128						
					Group 2							
					Niblock Ex.				\$414,696			
					Reith Riley	\$494,591						
					Phend & Brown	\$509,352						
					Walsh & Kelly	\$522,822						
10	3/4/2015	BT	INDOT	Scour	Primco Inc.	\$694,878						
	3/18/2015		Call 860	Protection		Bid						
			B37064A			Rejected						
11	3/10/2015	BT	Middlebury	York Ele	DJ Const.					\$228,800		
			Schools	School Office	Gibson Lewis	\$231,700						
				Reno	Brown & Brown	\$249,900						
					Hamilton Hunter	\$256,000						
12	3/11/2015	BT	Concord	High School	Rieth Riley		\$420,600					
	Rebid	ISQ	Comm. Schools	Track	C&E Ex.	\$448,645						
				Reconstruct	Walsh & Kelly	\$470,800						

Union Market Share

	Bid	BdTool	Owner /	Elkhart County	Bidding	Bid	Union	Union	NU	NU		
#	Date	ISQ FT	Ltg Agent	Project Title	Awarded To	Amounts	H/Hy	Bldg	H/HY	Bldg		
13	3/17/2015	BT	Fairfield	New	Fetters Const		\$1,215,000					
		ISQ	Comm	Trans	Brown & Brown	\$1,240,400						
			School	Center								
14	3/17/2015	BT	Elkhart	Martin St.	C&E Ex.				\$166,874			
		ISQ	15-01	Water Main	Walsh & Kelly	\$171,911						
				Extension	John Boettcher	\$175,516						
					Reith Riley Const	\$185,420						
					HRP Const.	\$188,297						
					Selge Const.	\$188,419						
15	3/17/2015	BT	Elkhart	Carlton Sewer	Walsh & Kelly		\$114,466					
		ISQ	15-02	Extension	C&E Ex.	\$115,692						
					HRP Const	\$127,600						
					John Boettcher	\$132,388						
					Rieth Riley	\$133,834						
					Selge Const	\$143,464						
16	April	LOU	Wakarusa	Wabash Ave	Beer & Slabaugh				\$827,875			
		Report		Sewer	Brubacher Inc	\$938,168						
					HRP Const	\$973,809						
					Phend & Brown	\$1,001,935						
					C&E Ex.	\$1,036,220						
					Rieth Riley	\$1,072,375						
					Haskins	\$1,076,904						
17	April	LOU	Elkhart	CSO 31	HRP Const		\$3,995,000					
		Report	County	Storage	Niblock Ex.	\$5,059,230						
				Facility	Selge Const	\$5,089,408						
					C&E Ex.	\$5,148,043						
18	4/1/2015	BT	INDOT	SR 19	Walsh & Kelly		\$2,597,742					
			Call 151	Intersection	Rieth Riley	\$2,869,794						
			R26291A	Improvement	Phend & Brown	\$3,052,127						

Union Market Share

Indiana District 7 – 2015 market share

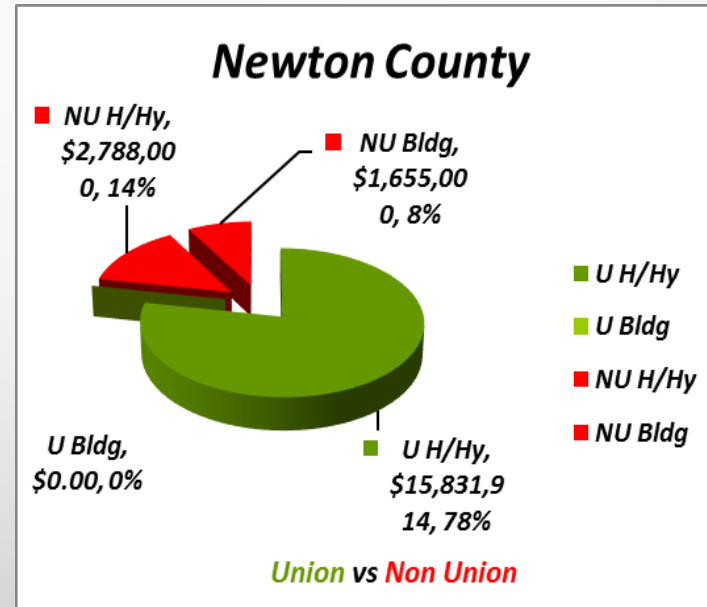
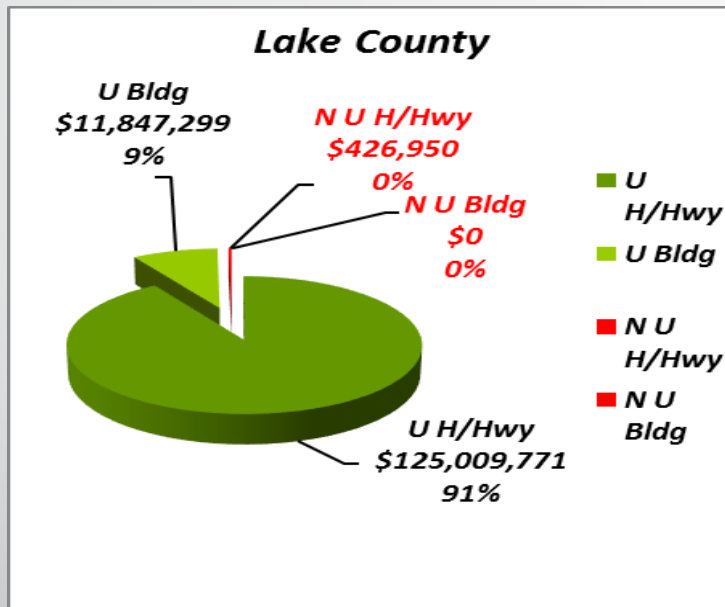
COUNTY	Lake	Porter	LaPorte	Jasper	Newton	Starke	Pulaski	Totals
Union \$	\$136,857,070	\$64,513,694	\$66,193,925	\$66,402,057	\$15,831,914	\$3,532,242	\$3,787,965	\$357,118,867
Union %	99.70%	94.60%	93%	97.40%	78.10%	91.10%	100%	95.80%
NU \$	\$426,950	3,676,311	\$4,963,181	\$1,787,531	\$4,443,000	\$343,555	\$0	\$15,640,528
NU %	0.30%	5.40%	7%	2.60%	21.90%	8.90%	0%	4.20%
Totals	\$137,284,020	\$68,190,005	\$71,157,106	\$68,189,588	\$20,274,914	\$3,875,797	\$3,787,965	\$372,759,395
\$372,759,395	36.80%	18.30%	19.10%	18.30%	5.40%	1%	1%	

Indiana District 7 – 2010 market share

COUNTY	Lake	Porter	LaPorte	Jasper	Newton	Starke	Pulaski	Totals
Union \$	\$161,716,170.07	\$37,793,513.50	\$22,240,348.82	\$7,827,344.40	\$4,462,709.00	\$5,986,341.00	\$5,199,518.00	\$245,225,944.79
Union %	90.8%	94.7%	87.7%	43.4%	86.4%	48.0%	100.0%	86.3%
NU \$	\$16,329,458.00	\$2,130,825.50	\$3,109,431.25	\$10,217,863.10	\$700,000.00	\$6,531,819.00	\$0.00	\$39,019,396.85
NU %	9.2%	5.3%	12.3%	56.6%	13.6%	52.0%	0.0%	13.7%
TOTALS	\$178,045,628.07	\$39,924,339.00	\$25,349,780.07	\$18,045,207.50	\$5,162,709.00	\$12,518,160.00	\$5,199,518.00	\$284,245,341.64
\$284,245,341.64	62.7%	14.1%	8.9%	6.3%	1.8%	4.4%	1.8%	

Union Market Share

Indiana District 7 2015 market share – county examples



Union Market Share

#	Bid Date	Bid Tool	Owner Agent	Lake County Project Title	Bidding	Bid Amounts	U H/Hy	U Bldg	N U H/Hy	N U Bldg		
											U H/Hwy	\$125,009,771
1	1/6/2015	BT	Whiting	Boat Club Storage	Gough			\$595,000			U Bldg	\$11,847,299
					Larson Danielson	\$622,883					N U H/Hwy	\$426,950
					Pangere	\$622,883					N U Bldg	\$0
					Hasse	\$659,000					total/s	\$137,284,020
					Gibson Lewis	\$698,000						
					Powers	\$704,500						
					Gariup	\$774,600						
2	1/13/2015	BT	IUN	Sycamore Hall Parking Lot	Grimmer		\$404,817					
	2/17/2015	Re-Bid			Gariup	\$442,200						
					Rieth Riley	\$574,470						
					Gary Material	\$450,000						
3	1/14/2015	BT	INDOT	SR 312 Asphalt Resurface	Walsh & Kelly		\$1,625,896					
			Call-400	R-37141	Rieth Riley	\$1,789,109						
4	1/14/2015	BT	Gary	Lake Ridge Fire station	call into Dept.							
				Design Build								
5	1/14/2015	BT	Lake Co	Main Beaver Dam Ditch								
6	1/20/2015	BT	Griffith	Concrete Curbing/Sidewalk	Walsh & Kelly		\$512,782					
					Gariup	\$797,700						
					Grimmer	\$616,167						
					Flex Const	\$541,884						
					Reith Riley	\$748,742						
7	1/21/2015	BT	Munster	Guaranteed Savings Cont	Different bidding							
				upgrades for Schools	Process							
8	1/30/2015	BT	Merrillville	Madison St & 73rd Recon	Walsh & Kelly		\$5,840,605					
					Rieth Riley	\$5,864,500						
					Dyer	\$5,923,418						
9	2/4/2015	BT	INDOT	I65 Pipelining Contract	Temple & Temple				\$130,400			
				R-32718-A	Indiana reline	\$172,206						
					Yardberry	\$174,500						

Union vs Non Union

Union Market Share

#	Bid Date	Bid Tool	Owner Agent	Lake County Project Title	Bidding Awarded To	Bid Amounts	U H/Hy	U Bldg	NU H/Hy	NU Bldg
10	2/4/2015	BT	INDOT	194 Traffic Mgmt Syst T-34250	L & H (Meade Electric) ? Midwestern James Drew	\$5,699,999 \$5,881,296 \$5,991,584				
11	2/4/2015	BT	INDOT	SR912 Bridge Deck Overlay B-34724	Ellas Rieth Riley Superior	\$2,305,954 \$2,389,681 \$2,592,222				
12	2/5/2015	BT	Highland	Kennedy Ave Water Main replacement	Grimmer					
13	2/10/2015	BT	Purdue Cal	Outdoor athletics complex Dowling Park	Gariup Const Powers & Sons Gough Const	\$2,545,000 \$2,491,800 \$2,476,600				
14	2/11/2015	BT	Little Cal River Basin	High Velocity Flow Channel	White Lake Dock Gariup Dyer GE Marshall Grimmer Hasse Austgen	\$662,814 \$857,500 \$857,854 \$870,000 \$958,168 \$988,000 \$1,085,452				
				Sandbar Mod.	White Lake Dock Hasse Grimmer Gariup Austgen Dyer G E Marshall	\$245,465 \$455,000 \$481,689 \$527,700 \$598,822 \$604,475 \$905,450				
15	2/16/2015	BT	Hammond	Hammond & Whiting sidewalk						
16	2/17/2015	BT	East Chicago	Marina Dr Streetscape & Parking Lots	Powers & Sons					
17	2/19/2015	BT	Gary	600 Block of Broadway Clearance and Demo						
18	2/25/2015	BT	East Chicago	Resurfacing Program	Rieth Riley Walsh & Kelly	\$3,025,185 \$3,857,635				

Union Market Share

#	Bid Date	Bid Tool	Owner Agent	Lake County Project Title	Bidding Awarded To	Bid Amounts	U H/Hy	U Bldg	NU H/Hy	NU Bldg
19	2/25/2015	BT	East Chicago	Vacant Properties Demo Phase 1	JW Wrecking Actin JLJ	\$288,800 \$303,000	\$264,120			
20	2/26/2015	BT	Crown Point	Wastewater Treatment Plant	Thieneman		\$4,643,900			
21	2/26/2015	BT	Hammond	Hmmd & Whiting Re-surfacing						
22	2/26/2015	BT	Hammond	Hammond & Whiting Sidewalk						
23	3/4/2015	BT	INDOT Call 650	SR 53 Bridge Deck over Turkey Creek B34726	Rieth Riley Gariup	\$338,700	\$314,223			
24	3/4/2015	BT	INDOT Call-660	SR 55 Bridge Deck Rehab B34727	JCI Bridge		\$448,688			
25	3/4/2015		Gary	OCRA-600 Block of Brdwy Brownfield clearance	JM Wrecking		\$109,460			
26	3/9/2015 3/19/2015	BT EXT	Crown Point	Center Ross Park Legacy Field	Austgen Equipment		\$2,532,902			
27	3/10/2015 3/18/2015	BT EXT	Gary	Structures Demos	Gary Material Supply JM Industrial C Lee Actin Aavatar		\$297,530 \$363,900 \$143,990 \$70,540		\$32,300	
28	3/11/2015	BT	East Chicago	Baring water Main Replace	Rex Gatlin Hasser	\$1,125,000 \$1,128,000	\$979,854			
29	3/12/2015	BT	St. John	Lake Central Dr. & Intersect Improv & rdway Const.	Walsh & Kelly Rieth Riely	\$434,540	\$332,047			
30	3/17/2015	BT	East Chicago	Breakwater Improvs	Gariup					
31	3/18/2015	BT	Lake Co.	Bridge No#221 Replace	LGS Gariup Ellas	\$1,767,700 \$1,846,355	\$1,289,442			

Union Market Share

Iowa counties – 2015 market share

COUNTY	Cedar	Clinton	Des Moines	Lee	Louisa	Muscatine	Scott	TOTALS
Union \$	\$1,309,657.00	\$18,239,708.88	\$0.00	\$231,933.00	\$75,645.00	\$309,986.00	\$145,907,162.17	\$166,074,092.05
Union %	19%	70%	0%	2%	2%	1%	81%	61%
NU \$	\$5,450,732.70	\$7,832,839.44	\$18,631,698.50	\$11,165,051.17	\$4,670,183.71	\$24,838,568.90	\$34,371,742.39	\$106,960,816.81
NU %	81%	30%	100%	98%	98%	99%	19%	39%
TOTALS	\$6,760,389.70	\$26,072,548.32	\$18,631,698.50	\$11,396,984.17	\$4,745,828.71	\$25,148,554.90	\$180,278,904.56	\$273,034,908.86
	\$273,034,908.86	2%	10%	7%	4%	2%	9%	66%

Northwest Illinois counties – 2015 market share

COUNTY	Bureau	Carroll	Clinton, IOWA	Henry	Mercer	Putnam	Rock Island	Whiteside	TOTALS
Union \$	\$67,060,369.00	\$87,667,778.00	\$0.00	\$26,043,152.00	\$1,097,251.00	\$619,319.00	\$85,171,661.82	\$20,076,263.00	\$287,735,793.82
Union %	100%	100%	#DIV/0!	100%	100%	90%	98%	99%	99%
NR \$	\$0.00	\$76,202.00	\$0.00	\$0.00	\$0.00	\$66,995.00	\$1,961,710.00	\$246,843.00	\$2,351,750.00
NR %	0%	0%	#DIV/0!	0%	0%	10%	2%	1%	1%
TOTALS	\$67,060,369.00	\$87,743,980.00	\$0.00	\$26,043,152.00	\$1,097,251.00	\$686,314.00	\$87,133,371.82	\$20,323,106.00	\$290,087,543.82
	\$290,087,543.82	23%	30%	0%	9%	0%	0%	30%	7%

Union Market Share

Chicagoland - 2015 market share

COUNTY	Cook(Chicago)	Cook(Suburbs)
Union \$	\$407,155,325.92	\$414,765,804.14
Union %	100%	97%
NU \$	\$1,107,295.00	\$14,333,111.95
NU %	0%	3%
TOTALS	\$408,262,620.92	\$429,098,916.09
	\$842,245,903.96	48% 51%

COUNTY	Lake	McHenry	North Cook
Union \$	\$188,086,448.44	\$95,699,182.44	\$490,604,657.47
Union %	99%	94%	99%
NU \$	\$1,575,340.17	\$5,860,147.00	\$4,498,160.02
NU %	1%	6%	1%
TOTALS	\$189,661,788.61	\$101,559,329.44	\$495,102,817.49
	\$786,323,935.54	24% 13%	63%

Union Market Share

Chicagoland - 2015 market share (cont.)

COUNTY	DuPage	Kane
Union \$	\$695,686,678.45	\$230,972,455.05
Union %	99%	99%
NU \$	\$7,618,543.59	\$2,566,690.60
NU %	1%	1%
TOTALS	\$703,305,222.04	\$233,539,145.65
\$936,844,367.69	75%	25%

COUNTY	Will	Kankakee	Livingston	Grundy	Kendall	LaSalle
Union \$	\$230,512,894.23	\$22,856,086.84	\$7,212,115.87	\$15,276,252.42	\$144,788,735.94	\$24,136,987.64
Union %	100%	98%	92%	94%	98%	100%
NU \$	\$771,340.50	\$479,714.55	\$649,172.26	\$953,439.07	\$2,244,184.14	\$116,702.00
NU %	0%	2%	8%	6%	2%	0%
TOTALS	\$231,284,234.73	\$23,335,801.39	\$7,861,288.13	\$16,229,691.49	\$147,032,920.08	\$24,253,689.64
\$449,997,625.46	51%	5%	2%	4%	33%	5%

Union Market Share

Chicagoland market share: the bottom line...



Union Market Share

Bid Date	Search id	Owner/Letting Agent	Project Title	CTP FOIA	Bidding/Awarded To	Bid Amounts	Union \$	N/Union \$	Other Results	Status
January 15, 2016 at 10:00 AM	BT A120700328	Illinois Department of Transportation (IDOT) 2300 S Dirksen Pkwy Room 326, Springfield, IL 62764 (217)782-7806 FAX# (217)524-0989 Contact: Tim Garman #: (217)524-1642	(Call # 118) PARTIALLY REMOVING THE EXISTING THREE SPAN PRECAST PRE-STRESSED DECK BEAMS ON CLOSED ABUTMENTS AND PIERS CONSISTING OF M 87584 LOCATION: Princeton, IL ESTIMATED AMOUNT: \$1,000,000							Work consists of partially removing the existing three span precast pre-stressed deck beams on closed abutments and piers consisting of metal shell piles and the construction of a one span (1 @ 180'-0") steel plate girder (72") bridge on modified semi-integral abutments, located 2 miles N.W. of Princeton over Bureau Creek
Bid Results Final	Dodge	IDOT (Call) # 057	ILL Rte. #92 Resurfacing		Advanced Asphalt	\$787,428.00	\$787,428.00			Siciliano relayed bid info
					Brandt	No Bid				
BIDS OPENED: March 6, 2015	CDC News	IDOT - CALL NO. 53 - IL LOCATION: Granville, IL (Putnam Co.) FAP Route 653 (IL 18) CONTRACTING METHOD: Competitive Public Bids	18 PRECAST CONCRETE BOX CULVERT CONTRACT 68B40 & SECTION 105BR-5		Stark Excavating	\$242,126.00	\$242,126.00			
					Midwest foundation	\$409,000.00				
Bid results final	201500441781	State of Illinois Dept of Transportation Jim Layden (Chief Contr Official 2300 S Dirksen Pkwy Rm 202 Springfield IL 62764-0001 (USA) Phone: 217-782-7806 E-mail: jim.layden@illinois.gov, http://www.dot.state.il.us	IL/DOT CH 27 Resurfacing (Call 152) 87609 US 34 to US 6 IL USA IL(BUREAU)		Advanced Asphalt	\$538,117.00	\$538,117.00			This project consists of 4.38 miles of resurfacing with HMA surface course, leveling binder and aggregate on shoulders on CH 27 from US 34 to US 6; includes 97 ton aggregate surface course, Type B; 30,512 lb bituminous materials (prime coat); 1,927 ton leveling binder (machine method), N30; 1,626 ton HMA surface course, Mix "C", N30; 115 ton incidental HMA surfacing; 2,284 ton aggregate shoulders, Type B; 2,116 ton bituminous hot mix sand seal coat
					Len Trevero	\$639,587.00				
Bid Final: April 15, 2015 at 9:00 AM (To Owner)		OWNER: Bureau County Highway Department 595 Elm Pl, Princeton, IL 61356 (815)875-4477 FAX# (815)875-4470	BUREAU TOWNSHIP BITUMINOUS MATERIALS RESURFACING ATC Section No. 15-03000-03-GM LOCATION: Bureau, IL (Bureau Co.) See		Advanced Asphalt	\$83,577.00	\$83,577.00			Major items and estimated quantities include: resurfacing: (741 gal) bit. material, prime; (1290 ton) bit. mixture, hma
					McDonald Trucking	\$101,312.00				

Union Market Share

Bid final April 24, 2015 IDOT letting	IDOT Web-Site	IDoT Bureau Dist#3	IDOT Call # 49 Contract No. 66E42 Bureau County District 3 scouring concrete at bridge		D. Construction	\$83,231.00	\$83,231.00			Brandt once again way off
					Gensini Excavating	\$91,544.00				
					Brandt Construction	\$115,903.00				
6/12/2015 @ 10:30am	IDOT Bulletin	IDOT Dist #3	(call #68). Contract No. 66E73 Bureau County District 3. FAI Route 180 (I-180) Structural repair of concrete on the structure carrying I-180 over the Illinois River west of Hennepin (SN 078-0001); includes 580 sq ft structural repair of concrete; Section 06		D. Construction	\$294,661.00	\$294,661.00			
					Brandt Construction	\$317,000.00				
6/12/2015 @ 10:30am	IDOT Bulletin	IDOT Dist #3	(Call# 73). Contract No. 66E80 Bureau County District 3. FAI Route 180 (I-180) Patching on I-180 from I-80 interchange to IL 26 at Hennepin;		G.M Sipes	\$555,282.00	\$555,282.00			
					Sjstrom	\$638,587.00				
					Kinney Construction	\$793,906.00				
29-Jun-15	CDC News	Bureau Co. Hwy. Dept	Bituminous Material		Advanced Asphalt	\$1,244,851.00	\$1,244,851.00			Consist of bituminous patching, HMA milling and surface & manhole adjustments
7/14/2015 @ 2:00pm	CDC News BIA062900557	City of Princeton City Clerk 815-875-2831	2015 Street Improvements		Avanced Asphalt	\$87,300.00	\$87,300.00			Only bidder, council will decide to acppt bid
7/20/15 @ 10:00am	CDC News BT- A070900621	City of Spring Valley 215 N. Greenwood St. Spring Valley, IL 61362 815-664-4221 Clerk beck Hanson	Deer Path Court HMA resurface ATC		Len Trovero	\$23,199.00	\$23,199.00			
					Universal Aspohalt	\$35,523.00				
*****BIDS: July 29, 2015 at 10:00 AM (To Owner	BT A060500679 CDC News	OWNER: City of Spring Valley 215 N Greenwood St, Spring Valley, IL 61362 (815)664-4221 FAX# (815)664-2114 ENGINEER: Chamlin & Associates Inc (Peru) 3017 5th St, Peru, IL, 61354 (815)223-3344 FAX# (815)223-3348 Contact: Don W. Bixby	WASTEWATER TREATMENT PLANT UPDATED LOCATION: Spring Valley,, IL (Bureau Co.)		River City Construction	\$11,656,000.00	\$11,656,000.00			*****Engineer's estimate was \$10,500,000.00 Alternates may make a difference. Awarding will depend on alternates deducts

Union Market Share

				Williams Bros. Construction	\$11,670,000.00				
				Vissering Constructor	\$11,727,000.00				
Bid results final 7/31/15 @ 10:00am	CDC News	IDOT (Princeton)	IDOT Call # 27 Contract # 66D66 & (116) RS-7 II # 26 Milling and resurfacing	Advanced Asphalt	\$1,174,017.00	\$1,124,017.00			One bid received
September 3, 2015 at 2:00 PM (To Owner) Start Date: October 2, 2015	CDC News	City of Princeton City Clerk 2 S Main St, Princeton, IL 61356 (815)875-2631 FAX# (815)875-6235	BACKBONE ROAD SANITARY SEWER IMPROVEMENTS LOCATION: Princeton, IL (Bureau Co.) Backbone Road	Superior Excavating	\$89,000.00	\$89,000.00			Only one bid
18-Sep-15	CDC News BT A07950	IDOT Dist #3	IDOT Call # 026 66901 Resurfacing and Reconstruction IL# 26 and I-80	Advanced Asphalt	\$5,809,732.00	\$5,809,732.00			Only Two bidders
				McCarthy Constructor	\$6,581,218.00				
Sep 18, 2015 @ 10 am	CDC News BT A07960	IDOT Dist #3	IDOT Call # 27 66975 I-80 Milling and Shoulder Work between IL #40 and IL #26	Advanced Asphalt	\$12,579,510.00	\$12,579,510.00			
				McCarthy Improvements	\$14,596,838.00				
9/17/15 at 2:00 PM	CDC News	City of Princeton City Clerk 2 S Main St, Princeton, IL 61356 (815)875-2631 FAX# (815)875-6235	FOX CREEK SANITARY SEWER IMPROVEMENTS	Brandt Builders	\$189,158.00	\$189,158.00			Yes Brandt Builder is signatory to #150
November 6, 2015 at 10:00 AM (To Owner)	A100800240 CDC Ne	Illinois Department of Transportation (IDOT) 2300 S Dirksen Pkwy Room 326, Springfield, IL 62764 (217)782-7806 FAX# (217)524-0989 contact: Jim Layden Phone#:(217)782-7806 Fax#:(217)785-1141	IL 26 MILLING & RESURFACING Call #23 Solicitation No. 66D66	Advanced Asphalt	\$871,784.00	\$871,784.00			Project consists of 0.81 miles of milling & resurfacing on IL 26 from south of the I-80 EB ramps to north of the BNSF railroad tracks in Princeton A Mandatory Pre-bid Meeting will be held on October 29, 2015 at 9:30 AM at the District 3 Office, 700 East Norris Drive, Starved Rock Conference Room, Ottawa, IL at 9:30 a.m. on Thursday, October 29, 2015.

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<u>Bid Results Final</u>	CDC News	Rk. Island	Watchtower Plaza Demo Rnd #5	Valley Construction	\$222,740.00	\$222,740.00		Siciliano relayed bid letting info
				Miller Trucking and Excavating	\$297,000.00			
02/23/2015 2:00 p.m.	info@ipdSERVICES.com	Andalusia, Village Office 221 First Street Andalusia IL 61232	Andalusia Levee Culvert Replacement	Fuhr Excation (309) 798-5546	\$92,756.00		\$92,756.00	Case File PW-01540 opened/Complaint sent to IDOL
				Legacy Corp	\$94,880.00			
				Miller Trucking & Excavating	\$103,495.00			
				McCarthy Improvements	\$109,000.00			
				Brandt Trucking Co.	\$149,000.00			
				Valley Construction	\$154,239.00			
10-Feb-15	BT A012600074	City of Moline Municipal Services Building	2015 SIDEWALK REPLACEMENT	Emery Construction	\$117,220.00		\$117,220.00	Investigative case file opened/ Case closed
				Centennial Contractors of the Quad Cities Inc	\$135,260.00			
				Valley Construction C	\$153,320.00			
				Walter D Laud Inc.	\$176,020.00			
17-Feb-15	BT A020200017	City of Moline Municipal Services Building	2015 RESIDENTIAL RESURFACING	Langman Constructio	\$838,306.82	\$838,306.82		
				Valley Construction C	\$858,888.00			
				General Asphalt Cont	\$871,099.00			
Bid results FinalFebruary 24, 2015 at 9:00 AM (To Owner) Extended from February 17, 2015	BT A020300147	City of Rock Island Public Works	2015 SIDEWALK & PAVEMENT PATCHING	Centennial	\$836,125.00	\$836,125.00		Exterior and interior envelope repairs, restoration and structural investigation of the ORourke Building. Work includes demolition, brick and masonry restoration, concrete restoration, painting, new doors and windows, and clay coping restoration.
				Walter D. Laud	\$1,061,675.00			
				Langman	1152390.00			
February 18, 2015 at 2:00 PM (To Owner) Extended From February 13, 2015	BT A011300679	Rock Island County Metropolitan Mass Transit District	ROCK ISLAND COUNTY METROPOLITAN MASS TRANSIT DISTRICT MULTI-MODAL STATION ENVELOPE RESTORATION 12th St & 4th Ave	Otto Baum	\$2,463,820.00	\$2,463,820.00		Major items and estimated quantities include: 5,381 LF 8 IN sanitary sewer full liner repair 93 lateral connection grouting and sealing 17 epoxy liners in brick manholes

Union Market Share

- Our current MSARs provide essential info and have served us well but are labor intensive, susceptible to human error & use outdated technology
- We recognize opportunities in the IT marketplace to continue to evolve our practice
- Need systematic data collection & automated reporting to deliver greater accuracy

Union Market Share

- III FFC has contracted with Salesforce & Bluewolf to modernize our MSAR analytics & reports
- New system will aggregate public works construction bidding & awarding data sources and automate reporting with dashboard analytics & push button reports
- New system will allow staff to spend less time creating reports and more time taking action based on reports, (i.e. bid protests, filing cases, job site monitoring, FOIA requests, pursuing passage of local RBOs, etc)
- Partnering with local chambers, EDCs, etc to forge new relationships



Questions, Comments & Discussion

Marc Poulos

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