

The Builders Exchange

Planroom: Dollars & "Sense"

- ◆ Over \$1,548,000,000 was bid through the planroom from January to July throughout the exchange counties
- ◆ \$191,000,000 was bid through ROBEX planroom
- ◆ 1,768 companies in ROBEX logged in to the planroom between April and July
- ◆ Of the 14,600 users logging in 3,402 were a part of ROBEX

BX Clambake

Invitations are out for our annual clambake,

Thursday, September 15, 2011 come out and join us at Burgundy Basin.



RSVP today!
Sponsorships are still available!



President's Message

Hurricanes, Headlines, Hope?

As I write this, New York City is pumping itself out from flooding caused by hurricane Irene. Thankfully Irene did not show us the full force of her rage. New York City's leaders prepared well and should be commended for their hard work. Just because the full force did not hit, does not mean the preparation was mistaken. The hurricane reminds me of political change in New York. We make a big deal about it because we think it is coming, but it actually rarely occurs.

Over the last couple weeks there have been some good headlines about New York and about upstate cities; or at least headlines that are better than expected. The Democrat and Chronicle lead with We're First in Job Growth (8/23). Rochester is leading the upstate cities when it comes to creating jobs with a 2.6% increase. The state as a whole is third in the nation when it comes to job creation, with an increase of 100,000 new jobs. The Daily Record (8/24) lead with The Rochester Area Among Lowest Unemployment in NY. We are sitting pretty at 7.5% compared to the state average of 8% and 9.3% for the nation.

The various city business journals also had headlines or stories touting the strength of our housing market. Buffalo was sixth in the country, with Rochester, Newburgh and Albany at 16, 25, 47, respectively.

What is hidden in these last numbers is that they are measuring the smallest decline in new units. Buffalo actually had a decrease of 28.53%! Rochester was a decrease of 46.52%. The New York City area had a decline of 72.22%. The best place in the country (or the smallest decline) was Gulfport / Biloxi, Mississippi with a decline of 13.8 percent. This likely proves that you can win by not losing – too much!

The headlines above paint an interesting picture for upstate. We are doing a lot better than many areas of the country. While we are seeing declines in overall construction, residential construction, building, and heavy, we have not fallen off of the proverbial cliff. State construction spending is holding relatively steady for upstate and the private market is increasing slightly from prior lows. The Builders Exchange will continue to help advocate for additional construction dollars and we are hopeful that the planroom will return to its historical levels in 2012. We are also developing two items that we believe will be useful to our members: a 401K program, and an expanded group of educational offerings in partnership with Alfred State College. The 401k program is designed to take advantage of fee structures that are available to larger asset pools and to help take one thing off of your plate that needs to be managed. The educational programs that we have done with Alfred have been very popular and we hope that expanded offerings help you build your business. Rochester continues to export construction services and if there are ways we can help you please don't hesitate to let us know.

Aaron Hilger, President

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Builders Exchange 401K Program

Builders Exchange is launching a new 401K program for members. Most of our members have relatively small 401K plans and as a consequence, pay higher investment fees, get less attention from providers, have higher plan compliance costs and fewer investment options. The Builders Exchange 401K program will present solutions for all of these problems and take the burden of fiduciary liability away from your company. If you decide to use the program, you will be able to keep your plan design and absolute privacy will be maintained. The board of the fund will review investment options and will have information about total dollars in the plan, but will not have any information about individual accounts within the plan. Look for more information soon from Builders Exchange. If you would like information more quickly, please contact: Aaron Hilger at aaron.hilger@robex.com.

PROJECT HIGHLIGHT



Owner: St. John's Home Community Services, Inc.

Total Project Cost: \$23M Start Date: Winter 2010

Architect: SWBR Architects

General Contractor: Christa Construction

St. John's Home Communities Service, Inc. in March 2009 received the final signoff from the Brighton Planning Board to build a 17-acre senior housing community on Elmwood Avenue. Construction of the \$23 million project began in the winter of 2010. Christa Construction, as Construction Manager at risk, is building the 102-unit campus, which will include apartments and lofts, one-story bungalows and townhouses located around existing wetlands.

This property will also include a retail component. The upscale Brickstone project targets residents 55 and older looking to trade home-ownership for apartment or condominium living. The development is planned to incorporate new Urbanism design principles including walking trails set among naturalistic landscape features and a centrally located village square building overlooking a pond.

The village square building is intended to house shops and restaurants and to serve as a neighborhood center open to area residents as well as Brickstone tenants.

Bungalow construction is ongoing with work on the apartments and townhouses to begin in the Fall of 2011.

Location: Rochester, NY

Tally of Damages Put at \$12 Billion, but That Number Could Yet Rise

The economic damage wrought by Hurricane Irene—everything from washed-out roads to lost hotel bookings—could hit \$12 billion or more.

That's the initial assessment of economists and insurance-industry officials who are beginning to count what was lost in the storm.

Tallying hurricane costs means looking both at the physical damage as well as lost economic output. At this point, insurers are estimating they will pay out between \$3 billion to \$6 billion in claims. As a rule of thumb, economists figure the total economic losses from [Continue](#)

Albany Update

Denise Murphy McGraw

Hill, Gosdeck & McGraw, LLC



- New York's new Economic Development Council's have been meeting throughout the state.

The one development of greatest impact to the construction community is that Governor Cuomo has nominated Thomas J. Madison to serve as Executive Director of the New York State Thruway Authority.

Currently, Mr. Madison is a Vice President and Director of Transportation Policy at STV, Inc., a consulting firm specializing in design services and construction management for transportation systems and infrastructure projects.

From 2008 to 2009, Mr. Madison served as Federal Highway Administrator at the U.S. Department of Transportation. Previously, he served as Commissioner of the New York State Department of Transportation from 2005 to 2007 and was Deputy Secretary for Transportation from 2004 to 2005.

He also held the positions of Director of State and Local Government Affairs from 2001 to 2003 and Deputy Appointments Director from 1999 to 2000.

Mr. Madison received a B.A. from SUNY Geneseo in 1988. He is a member of the New York State Association of Transportation Engineers and the American Council of Engineering Companies and has served as chair of the Metropolitan Transportation Authority Capital Program Review Board and the New York State Public Transportation Safety Board. Mr. Madison's appointment is subject to confirmation by the New York State Senate.

The appointment has been lauded by contraction groups throughout the state. Of course, Aaron and I will work to get a meeting with Mr. Madison in the near future.

INTERESTING PROJECTS IN PREBID

⇒ *Renovations Wastewater Treatment Plan*

This project will generally involve comprehensive upgrades and improvements to Village WWTP, including: improvements to the headworks and influent building, digesters, sludge handling, septage receiving station, chemical systems, control building, settling tanks, electrical, HVAC systems, and more. The project will also include rehab and replacement of the WWTP outfall line.

⇒ *New Daycare Facility*

New construction of a 11,030 s.f. daycare facility in Rochester suburb.

⇒ *Residences at West Lake Marine Club*

Schematic design calls for the new construction of a 67 unit multiresidential development on a 3.5 acre site along with a 60 unit parking lot.

Greetings from your state capitol and the waning days of summer. There is not much going on in Albany these days:

- The legislators are back in their districts;
- Governor Cuomo had yet another victory when the state's largest public employee union, CSEA, ratified the contract the governor and union leaders negotiated earlier this year. The contract is said to save upwards of 10,000 state jobs and millions in taxpayer dollars; and

Hurricane Irene's Lasting Damage to Accelerate Fight Over Disaster Aid

The extensive inland flooding from Hurricane Irene will intensify a multipronged fight over how Congress should provide aid to communities hit by natural disasters.

The Federal Management Agency is still assessing the cost of the storm, but congressional aides expect the cost of the damage to top the \$792 million FEMA has in its disaster account through the end of September, increasing the need for fast action. [Read More](#)



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Contact Mike Kanealey
Mike.kanealey@robex.com



Employee Spotlight



DEANA DILLON

ACCOUNTING MANAGER

Deana joined the Builders Exchange in March 2008. In her role she serves as the primary contact for all finance related items for the Builders Exchange as well as its' affiliated groups. In addition, Deana administers the health insurance programs and services as a back-up for planroom related activities. Deana received her Bachelors of Science in Business, from Roberts Wesleyan College. Prior to arriving to the Builders Exchange, Deana served in a variety of finance positions for local companies.

Upcoming Events

- ♦ **JBX Golf Tournament**
9/8/11 4:00 PM
Victor Hills Golf Course
- ♦ **BX Annual Clambake**
9/15/11 5:00 PM
Burgundy Basin
- ♦ **CFMA Managing Your IT Challenges & Security Concerns**
9/22/11 5:30 PM
Country Club of Rochester

The Builders Exchange of Rochester