

OTHER ACCOMPLISHMENTS

- Hosted several Construction Market Potential Summits to connect signatory contractors in economically depressed areas of the Region with project opportunities elsewhere in the Region.
- Worked with the Laborers' Northwest Regional Office to pursue project and job opportunities in the growing weatherization market.
- Battled the efforts of other trades to raid Laborers' jurisdiction and drive up costs for signatory contractors.
- Continued to refine its project tracking system to make it more user-friendly, and to increase its use by Laborers' Local Unions and District Councils in the Northwest Region.



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Northwest Cooperation Fund Helps Signatory Contractors Find Work

Over the past several years, the Northwest Cooperation Fund has compiled a database of Laborers' signatory contractors that includes information about the types of work those contractors perform, and the markets they wish to pursue. In 2010, the Fund put that information to use by matching contractors to specific project and job opportunities, and by working with those contractors to develop market-specific promotional material.

Northwest Cooperation Fund staff also coordinated their marketing efforts with the marketing and business development departments of the Northwest Region's larger signatory contractors, working closely together to pursue work in a down economy. Such cooperation on marketing has helped to build stronger relationships between signatory contractors and the Laborers' Local Unions with which they work, further enhancing the value LIUNA adds to contractors' bottom lines. The Fund continues to highlight this cooperation in its outreach to owners and prospective signatory contractors. The Northwest Cooperation Fund uses its contractor data to publish directories of Laborers' signatory contractors and subcontractors. Arranged by Laborers' District Council, these contractor directories help to meet the needs of owners and general contractors while generating business for signatory contractors and subcontractors.