

# **Invitation to join the state's leading subcontractor organization**

# **Northeastern Subcontractors Association**

## **Who We Are**

The Northeastern Subcontractors Association (NESCA), founded in 1971, is a non-profit trade association representing over 500 subcontractors, suppliers and affiliated businesses located in the Capital District, Hudson Valley, Binghamton Region and the North Country. NESCA members employ more than 12,000 construction workers.

NESCA members work in every specialty trade – from steel erection and electrical to drywall and masonry – and in every related service industry, from insurance and bonding to legal and accounting. Member companies include both union and open shop and range in size from the smallest start-up firms to the largest specialty contractors in the state. Our members are construction professionals – just like you.

NESCA is affiliated with three other subcontractor organizations located in Buffalo, Syracuse and New York City to form the Empire State Subcontractors Association (ESSA). NESCA/ESSA is the *only* association dedicated exclusively to the business issues affecting subcontractors, who perform more than 80% of the work on all commercial, industrial and public works construction projects in New York State.

NESCA is a resource center, providing information, education, and contacts to help you run your business more profitably in New York. We're your advocates working every day to protect your interests and promote fair business practices throughout the construction industry.

***Our business is helping you do yours.***

## **What you get as a member of NESCA**

- ☑ **Legislative Clout...** NESCA/ESSA is THE voice of subcontractors in Albany, working to protect your rights on public and private work. As a member of NESCA, you benefit from our 36 victories – such as mandating lien rights which can't be contractually waived (1975), public work retainage limitations (1978), public work prompt payment law (1984), lien rights on IDA projects (1992), and private work prompt payment law (2003). More important, by joining NESCA you support our efforts to win new victories in the future – such as requiring all retainage on private work to be placed in an interest-bearing escrow account; and establishing a 10% threshold on the amount of pending change orders that can be imposed on a subcontractor without processing same as fully billable change orders – our major priorities for 2011-2012!
- ☑ **Free Lien Filing Service...** NESCA has operated a lien filing service for members for more than 25 years. When faced with payment problems, as a member you can have up to three liens per year filed by NESCA absolutely free of charge!
- ☑ **McGraw-Hill Construction Discounts...** You may subscribe to the McGraw-Hill Construction Network to find and manage jobs faster and easier than ever before at a significant member-only discounted rate. The McGraw-Hill Construction Network is the nation's largest database of both private and public project leads.
- ☑ **Business Resources...** Other discount programs with Paychex (payroll services) and Human Resource Associates (employee assistance program) can save your company thousands of dollars. NESCA's business practices interchange offers you the opportunity to obtain accurate, first-hand information on the business and payment practices of general contractors, developers and owner-builders directly from other members!
- ☑ **Workers' Compensation Safety Group...** Our workers' compensation safety group offers coverage at competitive rates for qualified companies, and includes an upfront discount and dividend program as well!
- ☑ **Group Health Insurance Program...** Special association rates for EPO, PPO and HSA high deductible plans through CDPHP.
- ☑ **Networking...** NESCA committees, membership meetings and special events let you make valuable new contacts that help build your business!
- ☑ **News & Information...** NESCA's monthly Newsletter and special bulletins keep you informed of developments that affect your business. NESCA's website provides resources you can't get anywhere else!
- ☑ **Education...** NESCA's extensive menu of seminars and training courses sharpen your skills on legal, contract, financial, safety and management issues, and keep you from making costly mistakes!
- ☑ **Sample Documents...** You have access to hundreds of sample letters, forms and other documents covering a wide range of topics that can be extremely useful in your day-to-day business operations.
- ☑ **Industry Influence...** The greater our numbers, the stronger our voice! Join NESCA to help get the results you want in the industry and in Albany!

***Associate with the Best in the Business***  
***Join NESCA Today!***

***Turn over for Application, or visit our website, [www.nesca.org](http://www.nesca.org)***



Northeastern Subcontractors Association, Inc., 6 Airline Drive, Albany, NY 12205

Phone: 518-869-9800 Fax: 518-869-5342

E-Mail: [info@nesca.org](mailto:info@nesca.org) Website: [www.nesca.org](http://www.nesca.org)



# Membership Application

## Northeastern Subcontractors Association

**Yes**, we want to be part of the only organization in New York that is dedicated to protecting the interests of *all* subcontractors and suppliers.

Company Name \_\_\_\_\_

Primary Contact \_\_\_\_\_

Title \_\_\_\_\_

Secondary Contact \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail \_\_\_\_\_

Website \_\_\_\_\_

**NESCA Bylaws Require 2 Current Members as References:**

Sponsor \_\_\_\_\_

2<sup>nd</sup> Reference \_\_\_\_\_

### Type of Work Performed

Commercial/Industrial Construction \_\_\_\_\_%

Public Work \_\_\_\_\_%

Multi-Unit Housing \_\_\_\_\_%

Single Family Residential \_\_\_\_\_%

### Dues Investment - \$720 Annually

Our check for \$ \_\_\_\_\_ is enclosed.

Please charge our Visa/MasterCard/Amex/Discover

Name on Card \_\_\_\_\_

Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_ Security Code \_\_\_\_\_

Billing Address \_\_\_\_\_

Authorized Signature \_\_\_\_\_

### Reason For Joining (Please check all that apply):

- Legislative Advocacy
- McGraw-Hill Discounts
- News and Information
- W.C. Safety Group
- Business Practices Interchange
- Other \_\_\_\_\_
- Lien Service
- Education
- Networking
- Sample Documents
- Other Discounts

Date \_\_\_\_\_ Signature \_\_\_\_\_

### Subcontractors – Please Check Your Primary Trade(s):

- Acoustical Ceilings
- Carpentry/Millwork
- Concrete
- Controls
- Cranes/Rigging
- Demolition
- Doors/Hardware
- Drywall
- Electrical
- Elevators
- Environment/Abatement
- Excavation/Sitework
- Fire Protection/Sprinklers
- Flooring/Floor Coverings
- Glass & Glazing
- HVAC
- Insulation
- Landscaping
- Lathing & Plastering
- Marble
- Masonry
- Metal Windows
- Misc. Metals
- Painting/Wall Covering
- Paving
- Plumbing
- Roofing & Flashing
- Sheet Metal
- Siding
- Steel Fabrication
- Steel Erection
- Telecommunications
- Terrazzo
- Tile
- Waterproofing/Caulking
- Other \_\_\_\_\_

### Please Describe Your Company:

- Union
- Open Shop
- Certified MBE
- Certified WBE
- Certified DBE

Year Company Founded \_\_\_\_\_

### Number of Employees:

- 1-10
- 11-25
- 26-50
- 51-75
- 76-100
- 100+

### Annual Volume/Billing:

- Under \$1 Million
- \$3-10 Million
- \$20-50 Million
- \$1-3 Million
- \$10-20 Million
- Over \$50 Million

### Do You Perform Any Work as a General Contractor?

\_\_\_\_ Yes \_\_\_\_ No If yes, % of Total Volume \_\_\_\_\_%

### List Recent Projects (Minimum 4)

\_\_\_\_\_

**Suppliers & Service Providers**, please describe the products or services that you provide to subcontractors:

\_\_\_\_\_

### Complete and Return to:

Northeastern Subcontractors Association, Inc., 6 Airline Drive, Albany, NY 12205  
Phone: 518-869-9800 Fax: 518-869-5342 Email: info@nesca.org