



Our Program



40,000+ MEMBERS STRONG

The New York State Laborers are a trusted workforce union of over 40,000 members, in every county statewide.



HIGHLY SKILLED & EXPERTLY TRAINED

The New York State Laborers invest over \$100 million annually in member training and education.



ADVOCATING FOR RENEWABLE ENERGY

Our members are mobilized and ready to advocate for local, renewable energy jobs.



A CENTURY OF EXPERIENCE

We have been building and repairing crucial infrastructure in the US & Canada since 1903.

MWBE Mentorship

Our Mission – To promote equality of economic opportunities for Minority and Women-Owned Business Enterprises, or MWBEs. By providing valuable information and resources, we will increase access to opportunities across the state and eliminate common barriers to entry in the unionized construction industry.

We want MWBEs to thrive in New York's construction industry and we will help every step of the way.

Diversity is key to business success across New York – home to the highest MWBE utilization rate in the country.

In 2014, The Governor of New York set a 15% MWBE utilization goal in State contracting opportunities.

In 2020-21, the utilization rate for Minority and Women-Owned Business Enterprises (MWBEs) participating in State contracts increased to 30% - the highest in the nation - with MWBEs awarded over \$3 billion in State contracts!

Our New York State Laborers' MWBE Mentorship Program aims to help our Construction CMs and General Contractors exceed New York's 15% goal, and get YOU

that work! Working with the New York State Laborers' MWBE Mentorship program grants you access to the resources we have available and helps you cultivate relationships with our partners throughout the construction industry.

We provide MWBEs with unparalleled guidance on how to navigate this industry with, and we do it with integrity, and accountability to ensure they capture work and flourish.



We Build New York Up



Project Leads



LEAD, NEVER FOLLOW

Customized project alerts allow signatory contractors to stay ahead of the competition with the most powerful project lead and alert system available.



TIME IS MONEY

With readily available project information, contractors no longer need to request and wait for valuable project information.



THE MEPC ADVANTAGE

Choose daily or weekly lead notifications, and filter leads through an extensive index of construction data.

What Is MEPC?

MEPC – Market Expansion Program for Contractors – provides New York State contractors that are signatory with the Laborers' International Union of North America (LIUNA) with a custom project lead and alert system that is second to none.

When You Win, We All Win!

LIUNA is a powerhouse union of workers who build in New York State and across the United States and Canada. With MEPC, LIUNA's signatory contractors have a real market advantage.

MEPC Is The Total Package:

- A powerful project lead service that brings signatory contractors closer to the jobs you desire.
- Tailored project leads are sent directly by email and filtered through a robust index of construction data.
- User-friendly, intuitive web-based program with up-to-date and actionable information.

Contractor Benefits:

1. Customized Project Leads
2. Comprehensive Project Monitoring
3. Increased Market Opportunities
4. Hyperlinked Bid Calendar
5. Maximized Project Research and Business Development Efforts



We Provide The Total Package



Insurance for MWBEs



ULLICO + NFP COVERAGE

- **Commercial Package or Business Owners Policy: General Liability & Property**

When applicable, coverage can include:

- Contractor's E&O
- EPLI
- Cyber

- **Umbrella**
- **Inland Marine: Equipment Floater/Builder's Risk**
- **Workers' Compensation**
- **Business Auto**

WHERE TO SEND REFERRALS:

📍 **Central** – IL, MI, ND, SD, NE, KS, OK, MN, IA, MO, AR, LA, TN, KY, OH, IN, WI

✉️ NewBusiness-Central-Select@nfp.com

📍 **Mid Atlantic** – DC, DE, MD, NC, PA, SC, VA, WV, FL, GA

✉️ james.nichols@nfp.com and megan.lively@nfp.com

📍 **New England** – CT, MA, ME, NH, VT

✉️ NewBusiness-NewEngland-Select@nfp.com

📍 **Northeast** – NY, NJ

✉️ NewBusiness-Northeast-Select@nfp.com

Get Covered

Ullico and **NFP** collaborate to offer best-in-class construction insurance and bonding programs and resources tailored to the needs of MWBEs and small contractors.

We have the ability to place any line of coverage that a contractor needs.

The Process:

1. Submit new business opportunity to corresponding regional inbox, determined by insured's primary location, (See below for states and appropriate region inbox to forward referral info) and to Jenna Reed at Jenna.Reed@nfp.com.
 - Please include contact information and brief overview of opportunity.
 - Brief overview of company
 - Type of work (labor category, union, non-union, etc.)
 - Number of employees/equipment owned
 - Type of coverage/limits requested (general liability, workers' compensation, pollution, etc.)
 - Any projects in work pipeline?
2. NFP agent will send confirmation of receipt and copy to Jenna Reed, NFP on correspondence to maintain oversight of processing.
3. Receive call or email within 24-48 hours.
4. Sales agent will handle the prospect, cradle-to-grave, and will include referring party if needed or when the opportunity is closed.
5. Upon bind request, the referring source will be notified of the close and the account dedicated Small Business Unit service team member will be introduced.
6. Service team and Jenna Reed will manage life cycle of client relationship, including renewal reviews within Small Business Unit standards.
7. If there is a need for collaboration between renewal and renewal planning, that will take place 90 days in advance of expiration dates.

For more information, contact Jenna Reed at jenna.reed@nfp.com or visit the Ullico and NFP Partnership at <https://digital.nfp.com/pc/Ullico>



Training & Apprenticeship



20 TRAINING FACILITIES STATEWIDE

LIUNA has real people – 44,000 of our members – in every county across NY.



60 DIFFERENT COURSES

LIUNA invests over \$100 million on member training and education annually.



EARN WHILE YOU LEARN

Our members are mobilized and ready to advocate for local, renewable energy jobs.

Get Qualified

TRAINED TO SUCCEED

The New York State Laborers have 20 state-of-the-art training facilities across the state and offer 60 different courses including OSHA 10, mason tending, deconstruction, scaffold building, fire proofing, learn to burn, pipe laying, drilling, blasting, asphalt environmental remediation, and more! Most courses are available in English, Spanish and Polish.

LIUNA Is The Trusted Workforce in Construction Across New York

Our training fund's ability to address the needs of a diverse group of student participants is our greatest strength. With many courses available in English, Spanish, and Polish, we embrace diversity like no other construction trade training provider in NY, or anywhere else.

Once a contractor is signatory with the Laborers, that entity's workforce is oriented into the union and granted full access to all of the training courses offered. Signatory contractors have the ability to enroll workers in our apprenticeship program.

Our Apprenticeship program is a path to a solid, fulfilling construction career that allows members to earn while you learn.

Combining on-the-job training and nationally-recognized classroom instruction, the education New York State Laborers apprentices receive is second to none.

Apprentices gain experience in cutting-edge construction practices while learning core skills, and quickly become knowledgeable and safe workers that contractors want on their jobsites



Networking Opportunities



AFFILIATED CONTRACTOR ASSOCIATIONS

- Associated General Contractors
- Builders Industry Employers Association
- Building Contractors Association (BCA)
- Building Contractors Association of Westchester & Mid-Hudson Valley
- Building Employers Association
- Building Trades Employer Association (BTEA)
- Construction Employers Association of Central NY
- Construction Industry Association of Rochester
- Construction Industry Council of Westchester & Hudson Valley
- Contractors' Association of Greater NY (CAGNY)
- Council of Utility Contractors
- Eastern Contractors Association
- General Contractors Association
- Southern Tier Contractors Association

Get Connected

Our signatories have access to the best contractors in the industry, from the largest multinational companies to the multi-generational mom and pop shops that have built New York.

LIUNA Builds The Right Relationships

Your participation in our MWBE Mentorship Program paves the way for you to build relationships with our affiliated contractor associations that represent New York

construction at its best, safest and finest. Developing relationships with our affiliated contractor associations provides you with the opportunity to grow your business.

