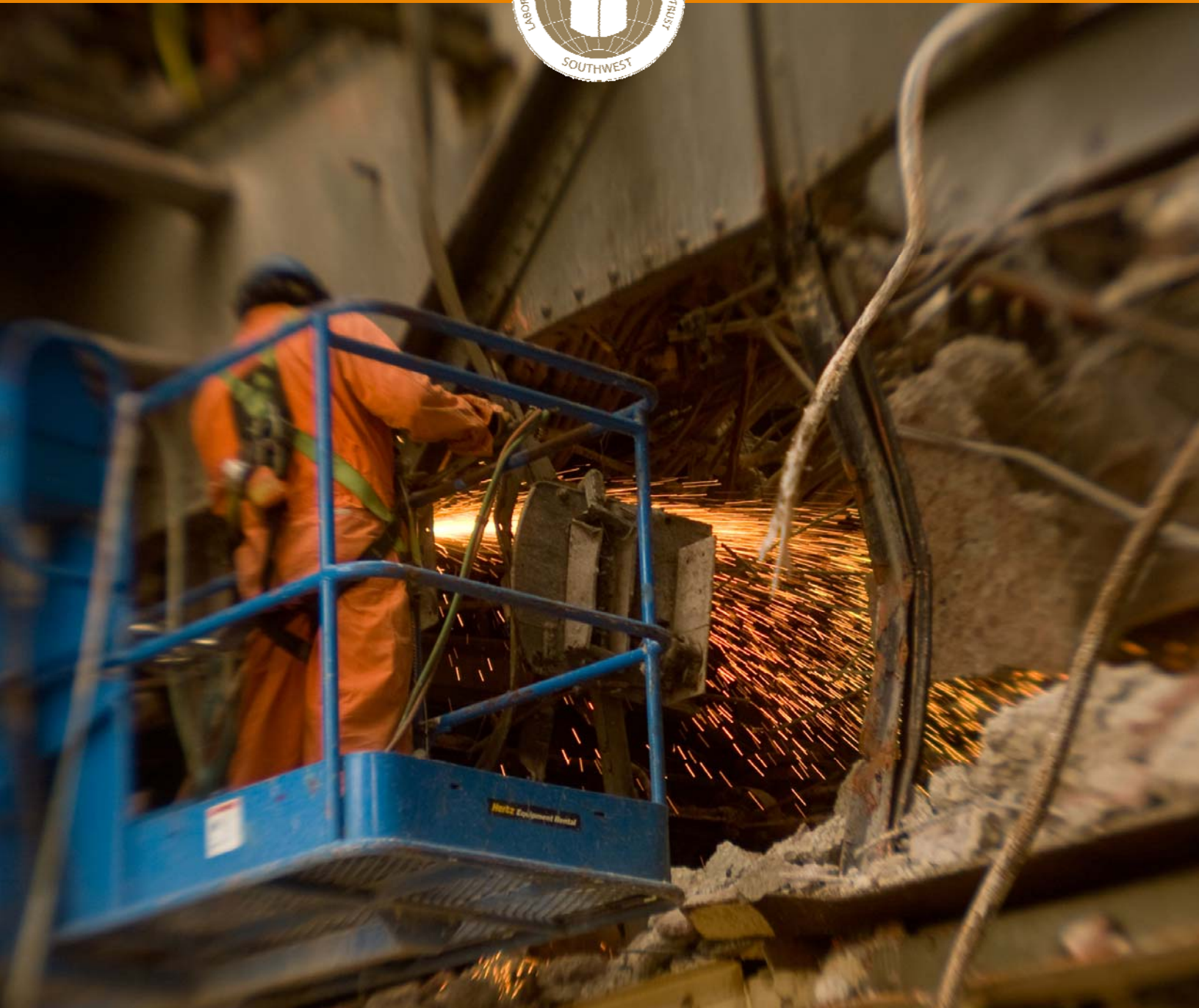


LECET SOUTHWEST



THE CONSTRUCTION ADVANTAGE

Projects

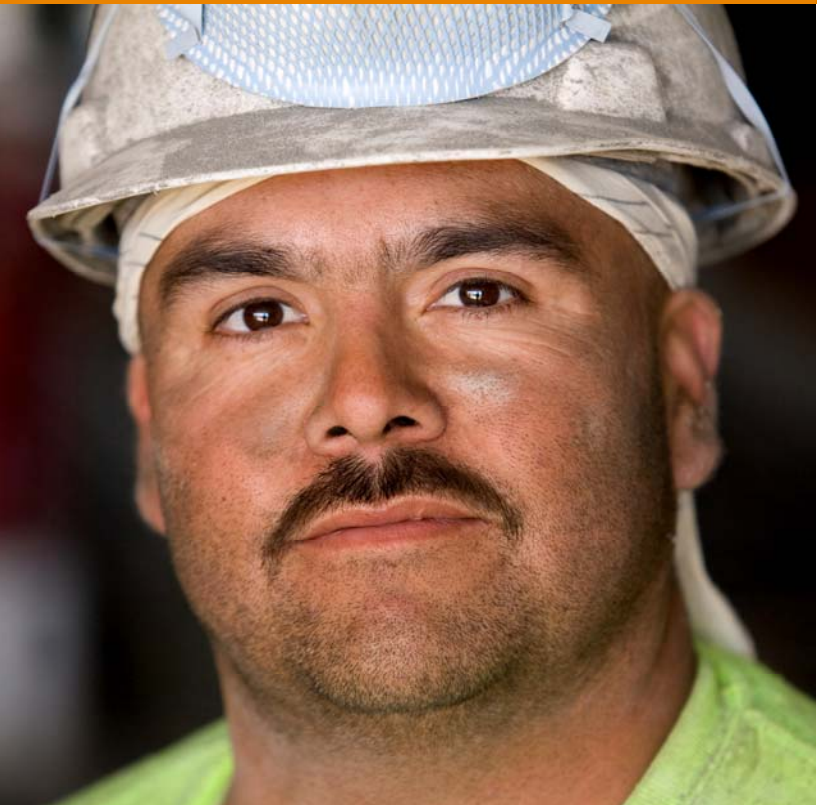
Partnership

Bridging the Gap Between

Jobs

Contractors

www.lecetsouthwest.org



The Laborers—Employers Cooperation and Education Trust Southwest (LECET Southwest) is a business development partnership between affiliates of the Laborers' International Union of North America (LiUNA) and their signatory contractors throughout the states of California, Arizona, and New Mexico.

The mission of this labor—management partnership is to create and implement strategies which build market share for LiUNA-signatory contractors and create job opportunities for the laborers they employ.

The primary objectives of LECET Southwest are to:

- Promote the interests of union contractors and the Laborers' Union in construction markets throughout the Southwest.
- Enhance the relationships between our affiliated Local Unions, District Councils and their signatory contractors.
- Assume a leadership role in shaping the future of the construction industry in the Southwest.



Promise and Performance

LiUNA

Laborers—Employers Cooperation



Cooperation — Not Confrontation

The construction industry is constantly changing and finding a competitive advantage isn't easy. LECET Southwest knows that a contractor's success demands innovation, flexibility, and responsiveness and that the Laborers' Union success goes hand-in-hand with the contractor.

Whether providing direct assistance to a contractor, coordinating with a local LiUNA affiliate or enlisting resources from around the country, LECET Southwest is here to meet your organization's needs.



Advantage

Cooperation

and Education Trust Southwest

Project Tracking and Alerts notify Laborers and contractors of upcoming project and job opportunities in the public works and commercial markets, as well as the industrial, energy, and pipeline industries.

Marketing & Communication Programs promote the Laborers, their employers, and the value of union construction to awarding agencies and developers in trade publications, at industry events, and in one-on-one meetings.

Industry Research on project information, corporate intelligence and construction markets allows LECET Southwest to identify new trends in the industry and provide contractors with leading edge information for the opportunities that lie ahead.

Contractor Database of LiUNA signatory contractors searchable by scopes of work, agency certifications (e.g., small business), and geographic work areas helps to make business connections.

Local Contractor Forums bring representatives of Local Unions and their contractors together to share ideas and information about the industry and to find creative and productive ways to work together.



Programs and Initiatives — LECET Southwest covers a wide range of market-related issues and services designed to help LiUNA employers grow and prosper.

Partnering with the Laborers' International Union of North America

The Key to Successful Competition

The union sector of the construction industry is best served when representatives of the Laborers' Union and their signatory contractors work together in a cooperative manner, seeking solutions to mutual problems which provide our contractors a competitive advantage in today's tight construction markets.

- Mike Roddy, Southern California Contractors Association

Our contractor members have come to know the Laborers' Union as their partners in business. Whether addressing marketplace needs, assisting with agency disputes or identifying market opportunities, the Laborers' Union has proven to be our partner.

- Thomas Holsman, Associated General Contractors of California

The laborers' skills and competence enable us to complete our jobs on time and in a professional manner.

- Anthony Servera, Tony Servera Co., Inc.

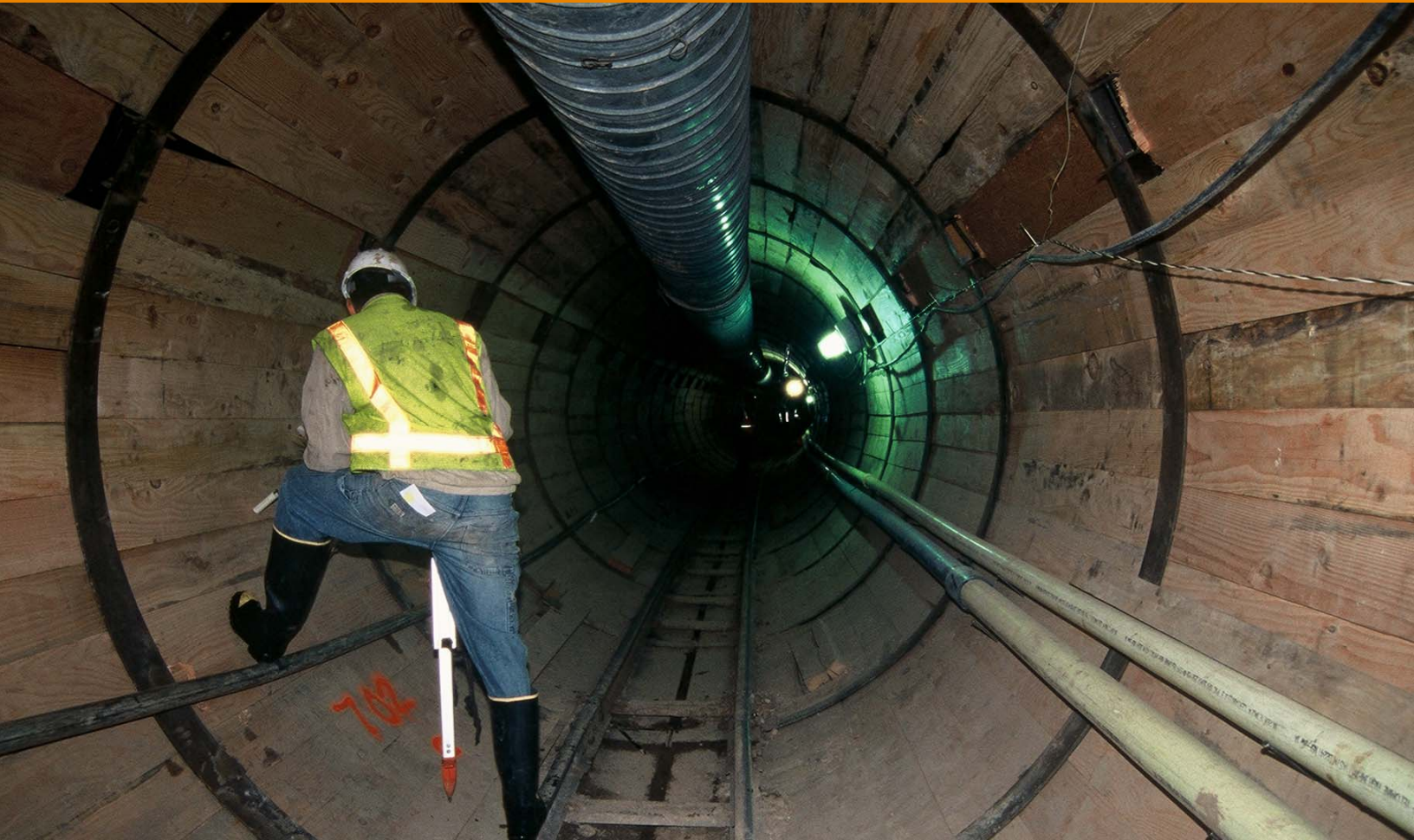


Over the years we have learned that our members' needs are best met when we meet our contractors' needs. We have no higher priority than to become a productive partner with our signatory contractors; to work together to meet their needs and those of our members.

- Rocco Davis

LiUNA Vice President and Pacific Southwest Regional Manager

Insist on the Best



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