



April 7, 2015

Dear Councilmembers,

My name is Sam Merlino and I am writing this letter on behalf of the Ironworkers Labor Management Cooperation Trust. This trust represents approximately 25 million man-hours worked last year. Businesses like CMC Rebar, SME Steel Contractors, United Riggers and Erectors, Bellis Steel Co, and more.

Our Contractors and laborers CHOOSE to work on PLA projects because they want to keep a well-trained, Local, qualified workforce. They understand that with PLA contracts comes accountability, quality control requirements, and fair contracting practices. Our companies also understand that by paying a local workforce, it means that the economic multipliers are being enjoyed in the local region, not taken by some fly-by-night company that has no local interests, and no local employees.

The legacy of removing PLA's is one of poor quality, unlicensed and uninsured often out of state companies and it promotes the growth of the underground economy. PLA's ensure the quality and safety of the buildings, projects and services rendered to the people of your community.

A Project Labor Agreement is a pre-hire agreement designed to facilitate complex construction projects. Each PLA is negotiated and designed individually– tailored to meet the needs of a specific project owner/manager, and or community. By governing and establishing work rules, pay rates, and dispute resolution processes for every worker on the project, PLAs maximize project stability, efficiency and productivity. Moreover, PLAs help minimize the risks and inconvenience to the public that often accompany public work projects. PLAs are used on both public and private projects, and their specific provisions may be tailored by the signatory parties to meet the needs of a particular project.

As such, PLAs help ensure that projects are not only completed on time but on or under budget. That's why our contractors continue to work under Project Labor Agreements in both the private and public sectors.

We ask that the Council please consider our points of concern. On behalf of the men and women of the California Field Ironworkers Labor Management Cooperation Trust, I want to personally thank you for your support of Project Labor Agreements. Please don't hesitate to contact me with any questions or concerns you may have.

Sincerely,
Sam Merlino
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