



Eastern Contractors
Association, Inc.



Northeastern Subcontractors
Association



The Associated General Contractors
of New York State

SUPERVISORY TRAINING PROGRAM

STP UNIT #2: "COMMUNICATION"

DATE: Thursdays, March 12, 19, 26, and April 2, 9, 16, 23, 2026

TIME: 6:00 - 8:30 p.m.

PLACE: Building Industry Center, 6 Airline Drive, Albany, NY

COST: \$150 per person for C.I.A.P. contributing employers / Union Tradespeople
\$225 per person for Members of ECA, AGC of NYS, or NESCA (non-CIAP contributing employers)
\$275 per person for Non-Members (non-CIAP contributing employers)

*** PAYABLE TO EASTERN CONTRACTORS ASSOCIATION, INC. ***
PAYMENT MUST BE RECEIVED PRIOR TO ATTENDING THE FIRST CLASS

Over the years, ECA has developed one of the most successful Supervisory Training Programs (STP) in the country...over 100 Superintendent Courses since the inception of the program some 25+ years ago, training over 3,000 local supervisors, trades people, and office personnel.

Unit #2: Communication presents a body of knowledge and skills that today's construction supervisors need in order to be effective communicators on their job site. The landscape of construction is always changing, with new laws, geographical considerations, and external factors adding complexity. The companies that meet these challenges by developing and maintaining good leadership and communication are the ones that survive and prosper.

Takeaways of Unit #2 include:

- Elements of Communication
- Persuasion, Negotiation, and Difficult Conversations
- Written Communication
- Effective Communication & Listening
- Meetings and Presentations

❖ Communication is for Superintendents and foremen, people who aspire to become superintendents and foremen; people who work with superintendents and foremen; supervisors who work for subs; field secretaries; owners, architects, and engineers; anyone who communicates with the job site.

If you have any employees who may be interested or if you would like additional information on the STP, please call or e-mail Laura Regan at ECA (518-869-0961/laurar@ecainc.org). The Program has been developed by the Associated General Contractors of America. More than 200,000 individuals have participated in STP courses nationally. It was developed by contractors for contractors. Give it a look if you haven't already done so!

REGISTRATION FORM

STP UNIT #2: “COMMUNICATION”

Thursdays, March 12, 19, 26 and April 2, 9, 16, 23, 2026
Building Industry Center, 6 Airline Drive, Albany, NY 12205

REGISTER ONLINE AT WWW.ECAINC.ORG or COMPLETE AND RETURN THIS FORM

Check ✓ one box

	\$150 per person - C.I.A.P. contributing Employers / Union Tradespeople
	\$225 per person - Members of ECA, AGC of NYS, or NESCA (non-CIAP contributing employers)
	\$275 per person - Non-members (non-CIAP contributing employers)

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(REGISTRATION FORM SHOULD BE DUPLICATED FOR EACH INDIVIDUAL ATTENDEE)

Name: _____

Home Address: _____

_____ (City)

_____ (State)

_____ (Zip Code)

Home/Cell Phone: _____ Email: _____

EMPLOYER Name: _____

Business Address: _____

_____ (City)

_____ (State)

_____ (Zip Code)

Phone: _____ Email: _____

Membership Affiliation (please circle all that apply)

ECA

AGC of NYS

NESCA

NON-MEMBER

UNION

If you are a member of a Union, please list it here: _____

Enclose check payable to ECA and Mail to:

Eastern Contractors Association, Inc.
6 Airline Drive, Albany, New York 12205
Fax No. 518-869-2378
Or, register online at www.ecainc.org

**PAYMENT MUST BE RECEIVED PRIOR TO
ATTENDING THE FIRST CLASS**

**NO REFUNDS FOR CANCELLATIONS MADE AFTER
12:00 NOON, March 4, 2026**