



“We have so much room for improvement. Every aspect of our lives must be subjected to an inventory of how we are taking responsibility.”

Nancy Pelosi

GREATER CLEVELAND

MANAGER'S COMMENTS

Don't we tend to get a little lethargic during the last couple weeks of the year? You know that let down you feel after all the hustle and bustle of preparing for the holidays? Then they're over in a flash and here it is... the New Year 2017.

The next shot you should be taking is Vitamin B-12, not Vanilla Crown Royal or equal.

It's time to consider implementing a plan to improve on what you've built. I'm here to tell you, that any plan should include maximizing the use of the resources NECA makes available to its member firms.

While the Chapter and National staffs put these resources together, they aren't worth diddly squat if you don't use them. I can hear some of you right now saying “Well, what the heck (not all of you are saying “heck”) are these resources and how do I get them? Okay, I hear the what and how questions, and I'll answer them in a minute but very seldom do I hear the why question. That's encouraging. It means just about everybody knows improvement of any sort adds value to their business. And by conclusion, NECA membership adds value.

So back to the “what and how.” It's the 21st century, the answer to just about every question can be found on the World Wide Web. Everything the National staff has put together is listed and described on their website. Just to broadly outline a few, there are webinars on a variety of topics, numerous publications, safety software programs, installations standards, instructor lead and on-line seminars and much, much more. For me to list all the “what's” here wouldn't be very

efficient so just go to www.necanet.org. That would be a big part of the “how.” If anyone has trouble with the “how,” please call the Chapter Office and we'll help you.

One more “how” would be to attend the 2017 NECA Now meeting being held from March 27-29 in San Antonio, Texas.

I am promoting this extraordinary event. I've heard from my friends as well as my detractors that I'm a discerning guy who has a reputation of being critical so trust me when I say that NECA Now will offer many possible ideas that can lead to putting your firm in a better position to succeed. Don't believe me? Check out the line up of educational opportunities on the agenda by going to www.neca-now.com. If you think topics like “Eight Essential Elements for Building a High Performance Culture,” “The Big Cloud, Local Data Threats and Managing Risk” and “NECA ECAP—Leading with Energy Project Finance” can't help you, maybe some of the other sixteen course titles will.

Not convinced this is worth considering, huh?

Ok so, you're doing just fine. You've tasted success. It's all good. Why change anything? Why take time to be a little introspective and see if there isn't something different you could be doing? Think for a minute about the companies, not just electrical contracting companies, but others in our industry as well, like lighting manufacturers, tool and equipment manufacturers etc. that aren't here anymore or have lost market share to competitors.

Continued on Page Two.

MANAGER'S COMMENTS CONTINUED

I'll bet every one of them wished they hadn't become complacent and thought "it's all good, no need to improve." History is a predictor. It has correctly predicted that complacency without remedial action can be fatal.

What I'm saying should be obvious but it still needs to be said occasionally. Put the lethargy away with the holiday decorations. Energize your business by utilizing your NECA membership to its fullest. Now is the time...2017 NECA Now that is.

ASSISTANT CHAPTER MANAGER'S COMMENTS

Happy New Year to all of our readers!

The New Year represents a new start and a clean slate. It allows for an easily recognizable benchmark to measure progress over the course of the year. This is why New Year's resolutions are such a popular tradition.

I am a big fan of the idea of New Year's resolutions dating back to my days as a philosophy minor in college. I always related New Year's resolutions closely with the pursuit of perfection. Notice the use of the word "pursuit," because perfection in people/business is an ideal to constantly be striving for, but not something that can ever be attained. New Year's resolutions are our reminder that we can always be perpetually

improving personally, professionally, spiritually, and many other ways.

However, New Year's resolutions, like all things are not perfect. In a perfect world, we would not wait until the New Year to identify our shortcomings and resolve to improve upon them.

So cheers to the New Year, and turning those New Year's resolutions into new month, new week and new day resolutions. To constantly improving and making the best iteration of you and your business as possible this year. May you all have a happy, healthy and prosperous 2017.

NEW MEMBER

Please welcome our newest member, Pro Service Electric LLC and their accredited representative Mr. Doug Keller.

Pro Service is a member of the Cleveland Division.

TOM MORGAN—ELECTRICAL CONTRACTOR

In the December edition of the Electrical Contractor Magazine, there was an article featuring Harrington Electric, a 110 year old electrical contracting company in Cleveland, and the company president, Tom Morgan. The article titled "Preserving Customer

Relationships" focuses on the definition of "service" and how building personal relationships are the essence of good service business. To read the full article, follow the link <http://www.ecmag.com/section/your-business/preserving-customer-relationships>.

FUTURE LEADER OF GCC NECA

The next Future Leaders of GCC NECA meeting will be held on Friday, February 3rd at Noon at the NECA Office.

Lunch will be provided. Please RSVP to Jeremy Ryan at ryan@gccneca.org.

MANHOURS

Cleveland Division thru November:	2,781,788
Lake Erie Division thru November:	570,298
Northeast Ohio Division thru November:	<u>261,052</u>

Chapter Total: **3,613,138**

ECONOMIC NEWS

- 1.) The Global Center for Health Innovations that was built to help solidify Cleveland as the healthcare capitol of the US is still only at 80% capacity after 4 years.
- 2.) The average home price in Ohio is up 9.5% over the same time last year. There were also more home sales in Ohio than at any time since 1998, when the Ohio Association of Realtors started tracking the statistic.
- 3.) Two new hotels opened in the Greater Cleveland area this December bringing the yearly total to 11 new hotels with over 2,000 rooms.
- 4.) Ford Motor Company has scratched a \$1.6 billion plant in Mexico in favor of a \$700 million investment in an existing Michigan plant,
- 5.) The Dow Jones index, which had a low in January 2016 of 15,451, closed out 2016 more than 4,300 points higher nearly hitting 20,000 for the first time ever.
- 6.) High Grade Copper is listed at \$2.48 per pound on NASDAQ, up from \$2.10 at the beginning of 2016.
- 7.) The US GDP Growth forecast for 2017 is 2.5%, versus the Global growth forecast to 3.2%.
- 8.) 19 states are increasing their minimum wage for 2017, affecting 4.3 million low income workers.
- 9.) Hyperloop, a train that travels over 110 miles per hour, and whose design has been made by one of Elon Musk's companies has been named one of the technologies to watch in 2017.
- 10.) US Crude Oil prices started 2017 at \$52.52 per barrel compared to the beginning of 2016 when it ran about \$44.10.

NECA EDUCATION

The Chapter will be hosting a class on Prefabrication and Preplanning Construction on Wednesday, February 1st, breakfast at 7:30 AM followed by the class from 8:00AM-4:00 PM at the Crowne Plaza Hotel in Independence. Lunch will also be provided. Mark Federle who will be teaching this class, is an doctor of engineering and professor at Marquette University.

He has authored the Electri International study on prefabrication and preplanning. The course will address the benefits of prefabrication and tactics for firms at every level of experience. If you have not RSVP'd already please do so **no later than Friday, January 6th**, by contacting Pat Solich at solich@gccneca.org.

NECA SAFETY APP

In 2016, each member of GCC NECA received a free subscription to the NECA Safety Application. The Executive Director of the Safety App will be reaching out to all the firms that have used the app to let you know about the new services that the app can provide

for you. If you have not conducted training on the app, but are still interested in hearing about the services that it can provide, please reach out to melissa@safetymeetingapp.com.

UPCOMING EVENTS

- 1.) **Northeast Ohio Division Meeting** –January 4, 2017-Noon at Red Hawk Grille.
- 2.) **Cleveland Division Meeting** - January 5, 2017 – 6:00 PM at Morton's Steak House.
- 3.) **MEI Class** - February 1, 2017-8AM at the Crown Plaza Hotel, Independence.
- 4.) **Future Leaders of GCC NECA**– February 3, 2017 - Noon at the NECA Office.
- 5.) **NECA NOW** –March 27-29, 2017-JW Marriott Hill Country, San Antonio Texas.
- 6.) **Code Class**-Spring 2017-date and location TBD.
- 7.) **NECA Convention & Trade Show**-October 7-10, 2017 in Seattle, Washington.

GO CAVS!!!!



LOOK FOR THE NEXT REVIEW IN FEBRUARY 2017!!!

IT'S GOOD BUSINESS TO DO BUSINESS WITH THOSE FIRMS WHO SUPPORT OUR ASSOCIATION

CHAPTER ASSOCIATE MEMBERS

1-888-Ohio Comp	Leff Electric
BMA Media Group	Mars Electric
Ciuni & Panichi, Inc.	Milwaukee Tool
CompManagement, Inc.	NES Rentals
Eaton Corporation	PEPCO
Ericson Manufacturing	Riffle and Associates
G.E. Energy Management	United Rentals
Graybar Electric Co.	

NECA PREMIER PARTNERS

3M	Philips Lighting
Federated Insurance	Schneider Electric
Graybar	Southwire Corporation
Milwaukee Tool	Thomas and Betts Corporation

ELECTRICAL TRAINING ALLIANCE PARTNERS

PLATINUM LEVEL:

Milwaukee Electric Tool Corporation
Klein Tools, Inc.
Thomas & Betts Corporation
3M Company Electrical Markets Division
Salisbury by Honeywell
Harger Lighting and Grounding
Fluke Corporation
Lutron Electronics, Inc.
Eaton's Bussman Business
Schneider Electric
Southwire Company
Prysmian Power Cables and Systems
Graybar
Greenslee by Textron Corporation

GOLD LEVEL:

Buckingham Manufacturing Company, Inc.
Alexander Publications
E2E Summit

SILVER LEVEL:

Ann Arbor Area Convention & Visitors Bureau
Rubin Brothers, Inc.
American Technical Publishers, Inc.
Ypsilanti Area Convention & Visitors Bureau
Legrand, North America

BRONZE LEVEL:

TE Connectivity
MOSAIC
Stark Safety Consultants
Coyne First Aid
Ripley