



“Determine never to be idle. No person will have occasion to complain of the want of time who never loses any. It is wonderful how much may be done if we are always doing.”

Thomas Jefferson

GREATER CLEVELAND

MANAGER'S COMMENTS

What do you suppose the success rate of being the low bidder is when there is non-union competition? The reason I ask is because I don't know but I bet it's not too good. And I don't bet unless I'm damn sure I'm right. And the reason I know I'm right is because if the success rate WAS good there would be no need for the Northern Ohio Regional Agreement (NORA.)

Now, we have the NORA and it has been successful and I predict it will be for some indeterminable amount of time. But do you think our non-union competition is sitting in their offices tying a white sheet on a stick? Should we be sitting in our offices cracking open the champagne? It better be obvious to all of us that the answer to both questions is “NO.”

Even with the expanded use of the Regional Agreements through the variance request process, at some time, it's not going to be enough to maintain or grow market share. Our non-union competitors are very agile and aggressive businessmen. They will adapt, mutate and fight on, as we continue to win jobs by using the NORA.

I would guess they have already started to put together a game plan. The question is “What are we going to do?” I hope your answer is either “I don't know” or “I'm going to adapt and look for other tools to use to get ahead and stay ahead.” “Nothing” could be an answer too....But only if you don't want to be in this industry much longer.

If you said you want to adapt and look for other tools, I'm going to offer some things to consider and if you said you don't know, you may want to follow along too.

What I want to talk about isn't entirely new, at least to some of you, but it's new enough that it's time to make a decision to bite the bullet and learn all you can about it and commit using it everywhere possible. It may just be the edge you need to be a preferred bidder, which is good or at least continue to be invited to the dance. My sense is that this is something the average size non-union shop hasn't considered yet so that's why, for us, the future is now - Building Information Modeling! Funny thing, that just happens to be the title of the NECA Management Education Seminar the Chapter will be offering on April 30th at the Crowne Plaza in Independence, Ohio. If you didn't receive the email flyer with all the registration details and would like one, please call the Chapter office at 216-524-8444.

I think I just heard someone say “Hell, I already know what BIM is.” Well if you really do and I mean have a working knowledge of BIM, ok. But if not, this will be a seminar you may regret blowing off. BIM is the future. Why? Because it's here today and it's not going away tomorrow. It's becoming an integral part of the design phase, planning/scheduling phase, prefab phase and the construction/change order phase of more and more projects. Wouldn't it be great for your firm to be known as one who can participate in these processes, especially the planning/scheduling phase where in most cases you're just along for the ride. And we all know that phase has a profound impact on a project's profitability or lack thereof.

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MANAGERS COMMENTS—CONTINUED

As an aside, The National Joint Apprenticeship Training Committee (NJATC) will be developing BIM courses to be introduced into the apprenticeship curriculum. If our employees are getting educated on BIM...I don't even have to complete this sentence, do I? Very simply, it's a heck of a lot better to have the education when you need it than after your competition kicks your butt cause they already have it.

The Chapter will be offering a follow up to "The Future Is Now-BIM" in the fall. The details have not been finalized but we're working on it and a flyer will be emailed to all you members when it's completed. This course is entitled "Leveraging BIM to Drive Scalable Prefabrication." Prefab is already a tool our non-union competition is using and if your not, you're allowing yourself to be disadvantaged. The next obvious progression is to refine the process by using BIM.

The Chapter Board of Directors put a lot of thought into this year's education program in an effort to give you something tangible to use to get more work.

We lost the market share we lost because we were content to do what we always did. That's a broad statement, and just one man's opinion, I know but I'm pretty sure I'm right. If you have a better reason or just want to have a discussion about your opinion, I'd be interested to hear from you. (216-802-9512)

It may be a good time to look back at this month's quote. Go ahead, do it now.

If you're in front you need to do something to stay there and if you're behind you need to do something to get in front. The message....you always need to be doing something. This year, one thing you can do is take advantage of the education the Chapter is offering.

GOOD NEWS/BAD NEWS

We're happy to announce Mars Electric Company has become our newest Associate Member. Please welcome Mike Mammone, their Chapter accredited representative, along with all of the folks at Mars.

But we are disappointed to be losing long time member, Work Best Electric. Owners, Sue and Jerry Salontay have decided to retire. We wish them well and are thankful for their many years of supporting NECA.

MANHOURS

Cleveland Division thru January :	197,951
Lake Erie Division thru January:	33,817
Northeast Ohio Division thru January:	21,662
Chapter Total:	253,430

ECONOMIC NEWS OF THE DAY

We apologize but we're going to forego the economic news of the day list this month because quite frankly, we don't want this publication to look like a novel. You'll

notice that we resisted the temptation to editorialize by saying the economic news of the day is just depressing. Cool how we did that, huh?



USEFUL NECA NEWS BRIEFS

If you have, or plan, to enter the energy retrofit market, NECA has developed the NECAE-CAP, an energy conservation financing toolkit. Through the use of this platform you will be able to provide Investment Grade Project Performance Guarantees and Flexible Project Financing to your clients using third party insurance and project investors. Learn more by visiting www.NECA-E-CAP.com or calling the Chapter office.

This year's NECA's Safety Professionals Conference will be held in Chicago, May 19-21. This is an excellent opportunity for those who are interested in learning more about occupational safety and health issues. For more information visit www.necasafetyconference.com or contact Katie Nolan at 301-215-4506 or katie@necanet.org.

NECA Convention & Trade Show attendees, take note. Here's a little preview. First this year's program scheduled looks different from previous years. The usual Tuesday morning General Session has been moved to the afternoon. The opening reception will be held at one of the world's premier natural history museums, The Field Museum. It will be transformed into a lavish Roaring 20's scene. But it goes back much further...like 65 million years. This will be an

event where you'll want to wear your fancy cocktail party attire. The closing celebration will be a blast. NECA will take over the famous House of Blues to enjoy the entertainment of Jim Belushi and the Sacred Hearts Band. Individual tickets to these events are limited but come in the full registration package. Extra tickets will only be available once you arrive at the convention and they will be offered on a first come, first serve basis. Sandwiched between those events will be all the usual great experiences NECA puts together. Much more info will be made available soon so begin planning now by blocking out September 26th through October 1st on your calendar.

It's not too late to register for the upcoming Eastern Region Spring Meeting at the Hyatt Gainey Resort in Scottsdale, Arizona this month on the 22nd-26th. Please call the office if you need more info. This is going to be a great meeting to attend. There's going to be a terrific mix of meaningful education and inspiration along with plenty of time to relax.

It was just announced that the 2015 NECA Now conference will be held in Miami, Florida on April 13-16th. This is a can't miss event...Right up there with the National Convention. More information will be forthcoming.

UPCOMING EVENTS

- 1.) Eastern Regional Spring Meeting - March 22-26, 2014 - Hyatt Gainey Resort, Scottsdale, AZ.
- 2.) Lake Erie Division Meeting- April 8, 2014-6:00 PM Sawmill Creek.
- 3.) Northeast Ohio Division Meeting -April 9, 2014 - Noon -Red Hawke Grill
- 4.) Cleveland Division Meeting- April 10, 2014- 6:00 PM TBD
- 5.) Code Class - April 12, 2014 - 8:00AM-1:00pm Crowne Plaza, Independence, Ohio.
- 6.) BIM Class—April 30, 2014—Crowne Plaza, Independence, Ohio.
- 7.) NECA Convention and Trade Show - September 26 - October 1, 2014 - Chicago, IL.

DON'T FORGET DAYLIGHT SAVINGS TIME BEGINS MARCH 9TH



**PLAY BALL
GO TRIBE!!!!**

LOOK FOR THE NEXT REVIEW IN APRIL 2014!