



“I said an expert was a fellow who was afraid to learn anything new because then he wouldn’t be an expert anymore.”

Harry S. Truman

GREATER CLEVELAND

MANAGER’S COMMENTS

This month’s comments are going to be about a few random things I think may be interesting or informative.

If you haven’t already, you will be hearing about the Electrical Training Alliance. What is that? Well, it’s sort of tough to describe but I’ll give it a shot. If I screw this up, I’m sure and I hope I’ll be corrected. The Alliance is the name that has been given by the NJATC to what, for all intent and purpose, had been a growing organization made up of local JATC’s, the NJATC, NECA, IBEW, Training Partners (See the list on the last page), and numerous public and private entities, all of whom are committed to working together to train the next generation of electrical workers. Hopefully, everyone will begin to think about our training program, not as just the local JATC or the NJATC, but as a collaborative effort whereby there are many contributors. I’m guessing everyone reading this has a connection to one of the components of the Alliance. We all can and should be contributors to our collective future in some way.

While we’re talking about apprenticeship, I wonder how many of you know that a number of years ago NECA sought and got an increase in the apprenticeship ratio in all collective bargaining agreements, from “3:1” to “3:2 or any fraction thereof”? Even if you are aware of that language, have you ever done the math? It goes like this. One journeyman, two apprentices. Two journeymen, two apprentices. Three journeymen, two apprentices and so on. Here’s some perspective, one hundred journeymen, sixty-six apprentices. So, do you think contractors are utilizing apprentices anywhere near the ratio they asked for and got? I hope you didn’t say

“no but the utilization rate isn’t bad. I have all the apprentices I need.” Well, the fact is the utilization rate, nationally, is nine journeymen to one apprentice. Jeez! Do you believe that? Now, you all know what your rate is and I’m sure some of you have a better than 9:1 rate. But if you’re wondering about your NECA Division’s rate, it’s not hard to figure. Take the total number of IBEW journeymen in the local divided by the total number of apprentices in the program...you may be surprised. Nine to one may not be so far fetched. It’s a reality that using apprentices reduces your composite rate. It’s also an often heard refrain that we need competitive rates. Do you see where I’m going here? Obviously using more apprentices isn’t a be all end all solution. But in an era of being given new tools to compete with, maybe we should also use one that is right in front of us.

Our Chapter Board of Directors are very supportive of increasing the educational opportunities we offer our members as well as others. This month we’re hosting a NECA class entitled “Are You a Project Manager or a Project Witness.” There has been a very encouraging interest in this class, with 29 people registered. I anticipate a prefabrication related course being the next offering. If any has a suggestion for a future course, please feel free to let me know. The goal is to meet the needs of our members and it’s important to identify them.

I would really like to encourage everyone to visit NECA’s website, www.necanet.org. There is a plethora of valuable information there. While going to the site can be overwhelming, if you stay focused on one area at a time you’ll be able to find what you’re looking for.

MANAGER'S COMMENTS CONTINUED

And if you can't, all you have to do is call the chapter office and we'll be happy to assist you. There are so many useful resources available, that not accessing them, seems to be wasteful. There's everything from canned and customized safety programs including the

new safety meeting app (NECASafety.com), business development programs like E-CAP, convention info and other conference schedules links to related industry sites to current industry trends and much, much more.

NORTHERN OHIO REGIONAL AGREEMENT UPDATE

STATS:

- 1.) There have been 1,058 job starts reported since the agreement's inception.
- 2.) 168 job starts have been reported in the first five months of this year.
- 3.) 191,408 CW/CE hours have been reported during the first five months of this year. We could potentially see a total for the year surpass 400,000.
- 4.) This July produced 40,282 CW/CE hours.
- 5.) So far this year, 73 different signatory contractors reported CW/CE hours.
- 6.) Variances have been approved at an 86% rate in 2014. (96 out of 111)
- 7.) There are roughly 300 CW/CE's working under this agreement.

The vast majority of employers that begin to use NORA continue to use it.

Thanks are in order to the IBEW 4th District Office for providing these statistics.

It's clear now that this agreement is proven to be a valuable tool to win work that once was not even considered because it wasn't worth the effort to bid. Remember, in nearly all cases, NORA is used when the only competition is non-union. No matter what our overall market share is, it's safe to say it's minuscule in this market. We should either continue or begin, whichever the case may be, to use the NORA to take advantage of the opportunities that we know are there.

ECONOMIC NEWS OF THE DAY

- 1.) Here's new terminology for the construction economy. They all reference what is simply "cheating." These are the new words that mean worker misclassification. Workers who are inappropriately classified as independent contractors.
 - a.) Informal workers
 - b.) Gray Employment
 - c.) Shadow Economy
 These sound much more genteel.
- 2.) If you have nude pictures of yourself stored on the iCloud and they haven't been hacked yet, not to worry. Apple has fixed the problem. Note to self...don't take any more nude selfies.
- 3.) According to federal statistics, approximately 7.1 million people were employed in construction related occupations last year and only 2.6% were women. That percentage hasn't changed much since the late seventies.

- 4.) U.S. consumer spending dipped one tenth of one percent in July.
- 5.) Duke Energy plans to spend nearly \$2 billion to upgrade the power grid in Indiana.
- 6.) Second quarter GDP rose a respectable 4.2%.
- 7.) A soon to be released survey from Rutgers University says Americans are more negative about the economy now than they were just five years ago when the recession officially ended.
- 8.) Stocks move higher as the S & P 500 stays above 2,000.
- 9.) Detroit's bankruptcy confirmation trial has just begun. Once the plan is confirmed, it is expected they could exit bankruptcy in just a year and a half!
- 10.) Hypocrisy abounds. Burger Kings gets lambasted for seeking a favorable tax deal by the same people who tout tax extensions that favor millionaire and billionaire owners of professional sports teams.

MANHOURS

Cleveland Division thru July :	1,584,562
Lake Erie Division thru July:	282,986
Northeast Ohio Division thru July:	<u>171,588</u>
Chapter Total:	2,039,136

2014 NECA CONVENTION & TRADE SHOW

With the Convention just a few weeks away it's worth noting we have 36 people registered to attend and it's not too late to add your name to the list. You've heard it before....Attending the Convention & Trade Show is an investment in your business. The proof that it's a good investment is the fact that you will see the most successful electrical contractors in the country there year after year.

In addition to the 36 people who are registered for the Convention we have 21 other people attending to WITNESS (that's a Cleveland/LeBron thing) and support Mike Joyce's induction into the Academy of Electrical Contracting. The social aspect of this year's Convention will no doubt be accentuated just because of the sheer number of folks who will be there.

ELECTRICAL TRAINING ALLIANCE AND NECA PREMIER PARTNERS

ELECTRICAL TRAINING ALLIANCE PARTNERS

PLATINUM LEVEL:

3M Company Electrical Markets Division

Graybar

Milwaukee Electric Tool Corporation

Klein Tools, Inc.

Harger Lightning and Grounding

Fluke Corporation

Eaton's Bussman Business

Lutron Electronics, Inc.

Greenlee, A Textron Company

Prysmian Group

Salisbury by Honeywell

Southwire Company

Thomas & Betts Corporation

Schneider Electric

Underwriters Laboratories, Inc.

Westex Inc.

GOLD LEVEL:

Buckingham Manufacturing Company, Inc.

E2E Summit

SILVER LEVEL:

Ann Arbor Area Convention & Visitors Bureau

Ypsilanti Area Convention & Visitors Bureau

Steel Tube Institute

American Technical Publishers, Inc.

BRONZE LEVEL:

Alexander Publications

Coyne First Aid

Breslin Strategies, Inc.

Ideal Industries, Inc.

Legrand

MOSAIC

Rubin Brothers, Inc.

Stark Safety Consultants

Phillips Color Kinetics

TE Connectivity

The Lincoln Leadership Institute at Gettysburg

NECA PREMIER PARTNERS

Graybar

Milwaukee Electric Tool Corporation

Federated Insurance

Schneider Electric

Thomas & Betts Corporation

Trimble

Westex

UPCOMING EVENTS

- 1.) NECA Convention & Trade Show-September 27-30, 2014 in Chicago, Illinois.
- 2.) Lake Erie Division Meeting -October 7, 2014-6:00 PM, location TBD.
- 3.) Northeast Ohio Division Meeting -October 8, 2014 -Noon, Red Hawke Grill.
- 4.) Cleveland Division Meeting -October 9, 2014-6:00 PM, location TBD.

GO BROWNS!

LOOK FOR THE NEXT REVIEW IN OCTOBER 2014!