



“The purpose of learning is growth and our minds, unlike our bodies, can continue to grow as we continue to live.”
Mortimer Adler

GREATER CLEVELAND

MANAGER’S COMMENTS

Most of you have at least heard of ELECTRI INTERNATIONAL, the Foundation for Electrical Construction Inc. Unfortunately, much like the topic of my comments last month about EC Magazine, I get a sense that it’s full potential isn’t being reached. That’s a phrase I’m familiar with. Heard it from my mother, teachers and numerous school administrators early in my life. Oh well, better late than never. I’m lucky to have lived long enough to fix that early deficiency.

If you don’t know a lot about ELECTRI let me give you the “Reader’s Digest” version of what I know.

ELECTRI was established in 1989 by NECA and started out being funded by contributions which were used to create an endowment. It was lead by its Director, Russ Alessi and now by Dr. Joey Shorter. Over the years numerous NECA members have served on the Electri Council, guiding its mission and being shepherded by 14 different distinguished former Chairmen. The current Chair is Sonja Rheaume. It’s mission is to fund, coordinate and monitor the electrical construction industry’s most critical research and commission and deliver exemplary management education and supervisory training programs.

Structurally, ELECTRI has three Centers of Excellence, Research, Education and International.

As stated above, the Research Center commissions accurate, reliable, top quality research to support electrical contractors in their business efforts. In short, they provide a vast amount of answers to a wide array of questions and can be found between the covers of approximately 112 research papers. ELECTRI has done an outstanding job of building a library of the most respected research done by leading industry experts. Like EC Magazine, the accessibility of the info is user friendly. All the reports can be downloaded to a personal mobile device or desktop and my favorite way, delivered by the mailman. There is not nearly enough time for me to talk about all the reports that I have read where the information I got helped in increasing productivity, building claims cases, enhancing leadership skills, educating legislators and many, many more. I took advantage of at least some of what ELECTRI offered.

The Education Center is where ELECTRI manages a number of initiatives. Mainly though, this is where direction is given for Student Chapters like ours and access a number of scholarships and stipends can be found. It is also the Education Center that manages the Green Energy Challenge you NECA Convention goes, no doubt, have heard about.

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MANAGER'S COMMENTS CONTINUED

Maybe the lesser known center is the International Center. There, they conduct seminars, briefings and studies on cross-border relationships to encourage business and cultural exchange, thus creating a strong link between electrical contractors and industry partners in the U.S. and their counterparts throughout international communities.

Here's one of those times I wish I could quantify the value of ELECTRI with a dollar figure but suffice it to say, I'm ahead because of ELECTRI and

with a little effort, you could be as well.

I have to admit that having been a NECA member, holding a seat on the Board of Directors of the North Central Ohio Chapter and now as Chapter Manager I have been woefully inadequate in advancing the awareness of what a treasure we have at our fingertips...ELECTRI INTERNATIONAL.

Check it out at www.electri.org then SHARE IT with others in your organization.

MANAGEMENT EDUCATION CLASSES—RECENT & FUTURE

On May 10th the Chapter hosted two NECA Management Education Classes and tentatively on October 2nd another class will be offered.

The May 10th classes were "Managing the Lifeblood of Construction-CASH FLOW" and "Cracking the WIP-Driving Predictable Cost Projections." They were presented by Stephanie McShane. Her delivery of this subject matter left no doubt that she was relat-

able as well as knowledgeable and therefore commanded the room for the entire day. The feedback from the attendees was incredible. If only there was a way to quantify the amount of savings in real dollars her tips brought to our members!

As of now, our Education Director is working on having Stephanie back to do a class on Change Orders.

STUDENT CHAPTER NEWS—BY A.K. FULLMER

The first few months of our student chapters have been a whirlwind. As of today, we support three student chapters, Stark State, Kent State and the University of Cincinnati. Both Kent State and Cincinnati (UC) have extensive construction programs with a large student body, approximately 250 and 350 respectively. Within those large student organizations, the NECA student chapters of both schools are just getting started but are both very excited to be a part of our industry.

Kent State is lead by Senior, Matt Faust. Matt and a few of his members participated in a "dry run" of the Electri Green Energy Challenge this spring and I am happy to report that all the judges, Tom Shreves, Jason Walden, myself, and two Kent State professors, had nothing but praise for the new chapter. With three of its members already working internships with contractors in the North Central Ohio Chapter,

Kent State is sure to become a funnel of talented Construction Managers for NECA for years to come.

Now the real question, "how do I get one of these qualified students working for me?" An excellent question. Kent State is holding two career fairs next school year, September 27, 2019 and February 7, 2020. You can sign up for these career fairs by following the link below.

<https://forms.gle/bKxTQ7Moy8uB3ceb8>

I cannot urge you enough to attend the fall career fair, the best candidates will be in attendance actively seeking internships and full-time positions. If you wait until 2020 to look for an intern for summer of 2020 it is likely too late.

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STUDENT CHAPTER—CONTINUED

If you cannot attend the career fairs, please feel free to contact me with any open positions you have available, I can forward them to the student organizations at Kent State and Cincinnati.

Please include the following information with your request.

- ◆ Short Job description
- ◆ Where you are located

- ◆ Fulltime/part time/internship
- ◆ How you would like to be contacted by applicants (phone/email)

As the 2019-2020 school year looms ahead, we are sure to have more and more student participation in many of our events. Please if you do see one of our Student Chapter Members at an event, take a second to stop and say Hello, I promise you won't be disappointed.

STATE BUDGET BILL (HB-166)

The House of Representatives in Ohio have passed their version of the budget and in it is an onerous change to the small business tax law.

Since 2013 (updated in 2015,) Ohio has had a provision called the Small Business Investor Income Deduction, where pass-through business owners can deduct 100% of up to the first \$250,000 of pass-through business income, with a flat 3% capped tax rate for any additional pass-through business income above that threshold. The current pending two-year Ohio state budget included language that will reduce that pass-through deduction amount to \$100,000.

Additionally, the House just passed their budget

which also removed the 3% cap. So if the budget passes as-is, you are looking at any pass-through business income about \$100,000 being taxed based on the tax bracket. The top rate would be just under 5%.

These changes together will result in a \$1.2 billion tax increase specifically on pass-through small business in Ohio.

The Greater Cleveland, North Central Ohio and Cincinnati Chapters, through our lobbyist Aaron Ockerman and the construction coalition of other trade associations we work with are actively seeking to have this tax increase removed from the final state budget.

STATE LEGISLATIVE VISIT

On May 7th the Executive Directors of the Greater Cleveland, North Central Ohio and Cincinnati Chapters spent the day lobbying a number of Ohio lawmakers thanks to the planning and scheduling by the Chapter's Lobbyists Aaron Ockerman and Dave Battocletti. The group met for lunch with representatives from the Associated General Con-

tractors and their lobbyist Andrea Ashley. After a full day of meetings on Capital Square a happy hour was spent discussing construction industry topics with the Construction Employers Association lobbyist, Paul Kudlak.



ASSOCIATE MEMBER TRADE SHOW

Back on April 11th a terrific event took place at the Sheraton Suites Hotel in Cuyahoga Falls. The Greater Cleveland and North Central Ohio Chapters co-sponsored a Trade Show featuring our Associate Members. There were approximately 20 participating firms and over 100 people attended the show and dinner that followed.

Due to the success of the show both in terms of the benefit it provided our member and the business opportunity it afforded our valued Associate Members, work has begun on next year's Trade Show.

MANHOURS

Cleveland Division thru April :	1,098,385
Lake Erie Division thru April:	152,774
Northeast Ohio Division thru April:	151,096
Chapter Total:	1,402,255

UPCOMING EVENTS

- 1.) **Annual Golf Outing** - June 24, 2019 at the Chagrin Valley Country Club.
- 2.) **Lake Erie Division Meeting** - July 2, 2019 –6:00 PM –Chez Francois.
- 3.) **Northeast Ohio Division Meeting** –July 3, 2019-Noon at Red Hawke Grill.
- 4.) **Cleveland Division Meeting**– July 11, 2019-5:30 PM at Sapphire Creek Winery, Chagrin Falls.
- 5.) **NTI** - July 28-August 2nd -Ann Arbor, Michigan.
- 6.) **Code Class**– August 3, 2019 - 7:30AM-1:00 PM—Doubletree Hotel, Independence.
- 7.) **NECA Convention & Trade Show**-September 14-17, 2019-Mandalay Bay Resort—Las Vegas, NV.
- 8.) **Four Hour Management Education Seminar-Change Orders**- October 2,2019– TBD.
- 9.) **Four Hour Management Education Seminar-Managing the Lifeblood of Construction—Cash Flow**-October 2, 2019 –TBD.



GO TRIBE!

LOOK FOR THE NEXT REVIEW IN JULY 2019!!

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

CHAPTER ASSOCIATE MEMBERS

1-888-Ohio Comp	Graybar Electric Co.
ABB Industrial Solutions	Leff Electric
Admar Supply Company	Mars Electric
BMA Media Group	Milwaukee Tool
Ciuni & Panichi, Inc.	PEPCO
CompManagement, Inc.	Riffle and Associates
Eaton Corporation	Simplex Grinnell
ENESPRO PPE	United Rentals
Ericson Manufacturing	

NECA PREMIER PARTNERS

3M	Schneider Electric
Federated Insurance	Southwire Corporation
Graybar	Thomas and Betts Corporation
Greenlee	United Rentals
Milwaukee Tool	Westex by <i>Milliken</i>

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
Ideal Industries, Inc.
Westex by Milliken

GOLD LEVEL:

Buckingham Manufacturing Company, Inc.
Alexander Publications

SILVER LEVEL:

Ann Arbor Area Convention & Visitors Bureau
Rubin Brothers, Inc.
American Technical Publishers, Inc.
Ypsilanti Area Convention & Visitors Bureau
Legrand, North America
E2E Summit

BRONZE LEVEL:

MOSAIC
Stark Safety Consultants
Coyne First Aid
Wellshade

