



“Be a yardstick of quality. Some people aren’t used to an environment where excellence is expected.”  
Steve Jobs

## GREATER CLEVELAND

### MANAGER’S COMMENTS

We’re all familiar with the phrase “user friendly” right? It’s been around for a while, not a long while but long enough that we use it about a lot of stuff but to me it’s become kind of stale. I guess anything that is easy is now referred to as “user friendly” so I’ll go with it.

NECA offers a lot of stuff to its members. Not all of it is “user friendly.” I suppose some if not many of you just said “It’s not friendly to him because he has limited knowledge, skills and abilities” or some variation of that sentiment. To a degree you would be correct but I know from many, many conversations that the same things I think are no way user friendly really aren’t.

Now, if you’re thinking “Here he goes being critical, complaining and being his miserable old man self,” you’d be wrong. Ha, ha, ha.

My comments today are about what I consider to be free stuff that NECA gives to anyone every month that is extremely valuable and goes to the top of the list of user friendly products and services at NECA.

Are you ready?

It’s Electrical Contractor Magazine. Before I talk about the value, let me ask, how can you deny it’s user friendliness? The mailman brings it right to you. You don’t need any computer skills whatsoever. At that point all you have to do is turn the pages, look at the pictures and read

what interests you. Then if you want to share it with someone, all you have to do is hand it to them.

But you know, if you aren’t into turning pages or getting up to share the mailman delivered edition, its still pretty easy to look at the pictures, read the articles and share it with others from your desktop computer, laptop computer or any of your personal devices.

I’m pretty sure I’ve read every edition of EC Magazine since I was a first year apprentice in September 1974. That’s approximately 535 of them.

Do you think I would have done that if I didn’t believe in the value of its content and the quality of the staffs that have published this magazine? I was lucky that the JATC in Steubenville, Ohio included the free EC Magazine subscription with the stack of papers every apprentice filled out on night one.

Irrespective of which side of the Collective Bargaining Agreement you’re on, and if you’re livelihood is in the electrical construction industry and you don’t spend some time each month with EC Magazine you are missing the industry’s most valued and respected publication. Obviously, with that you’re missing free education. The cost of NECA education has been a topic of many discussions with NECA members.

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## MANAGER'S COMMENTS CONTINUED

I'll leave that topic for another day. But this is free! It's a benefit! Read it! If you are so busy you have to choose between reading the newspaper or EC Magazine one day a month, put the damn

newspaper down for a day. Chances are you'll be less stressed and very well could learn something that will add to your bottom line. As they say "TRY IT...YOU'LL LIKE IT."

## SENIOR SIGNING DAY

May 3rd was a momentous day for the Lorain County Joint Apprenticeship Training Committee, Erie Huron Ottawa Vocation Education (EHOVE) Career and Apprentice Jacobee Kessler. It was the first ever Senior Signing Day Ceremony in the school's history and it was the first signing day ceremony where the Greater Cleveland Chapter has had the opportunity to be a participant. EHOVE honored 56 seniors who have committed to careers in their chosen fields of study.

What made this day possible was the Lorain JATC agreeing to beta test the Electrical Training Alliances' Interim Credentials Program. In short, the ICP allows the local high school to teach parts of the

ETA's first two year's curriculum. Students who successfully complete the course work, then can apply for the apprenticeship and if they are selected they are given credit for the courses. The LCJATC believes this will help promote the IBEW/NECA Apprenticeship Program and hopes the EHOVE Senior Signing Day publicity will inspire local vocational programs to partner with them.

The Interim Credentials Program is available to all JATC's now. We encourage every JATC to learn more about the program and look to partner with their local high school vocational programs.

## MEDICAL CENTERS

The members of the IBEW Local #38 Health and Welfare Trust Fund are happy to announce they opened the Union Trades Medical Centers in conjunction with the Laborers Local #310 on April 15th. They have two sites in the Greater Cleveland area, one in Brooklyn and one in Beachwood.

These medical centers will be used by any participant in either of the locals. The Trustees are confident these medical centers will save the plans money and provide a better quality of care. By having their own primary care physician, schedules can be arranged to allow for the time necessary to perform thorough exams and allowing the doctor time to build a relationship with the patient.

While "on site health care facilities" is not a new concept in the single employer world, it is relatively new in the multi employer construction environment.

This is an exciting step forward for the Local #38 Health and Welfare Trustees. Kudos to them for joining the trend setters in this endeavor. They are showing themselves to be leaders in providing affordable, quality health care to their participants.

We would be remiss if we didn't acknowledge the extraordinary efforts of the fund's administrator, Ed Fox and his staff and Megan Kelly and her staff at Segal Consulting for being the prime movers in getting these medical centers opened for business.

## LEGISLATIVE AFFAIRS CONFERENCE

The 2019 NECA Legislative Affairs Conference took place on April 29-30 in Washington, D.C. with over 200 attendees. These attendees are mostly contractor members who volunteer their time to serve the industry by personally visiting with their Senators and House Representatives to discuss a variety of business and industry issues. This year the hot topics were infrastructure, pension reform, apprenticeship and an assortment of tax issues. The delegation from the Greater Cleveland Chapter included Buddy Ferdinando from EC & M Contractors, David Lupica from Zenith Systems and Tom Shreves the Chapter Manager. They met with Senator Rob Portman and Representatives David Joyce, Marcy Kaptur and Anthony Gonzalez. It was difficult to be optimistic that any substantive legislation would be passed any time soon although just about every

legislator said they were all working in a bipartisan manner. The actions haven't matched their words recently.

The Chairman of NECA's Political Leadership Council, Ted Brady owner of Progressive Electric in Charleston, WV announced a new NECAPAC initiative that creates an automatic payroll deduction for contributions to NECAPAC from employees of NECA member firms.

More information can be obtained by contacting Jessica Cardenas at the Government Affairs Office. Her email is [Jessica.cardenas@necanet.org](mailto:Jessica.cardenas@necanet.org).

Please take a few minutes to learn more about how simple this initiative is to implement and encourage participation from your employees.

## STUDENT CHAPTER NEWS

As most of you know, we are sponsoring a student chapter at Kent State University but what you don't know is that we are partnering again with the North Central Ohio Chapter to sponsor a student chapter at the University of Cincinnati. This affiliation with UC will be a unique opportunity for our members to create relationships with those students who are from northeast Ohio. UC students are required to perform internships for a full year of their education so it will give northeast

Ohioans an opportunity to come home to work for our members.

On the KSU campus, Education Director, A.K Fullmer has organized five students to be the nucleus of the Student Chapter. Three of them have begun working for two member firms already and we expect those numbers to grow once the 2019-20 Freshman Class starts.



## NECA SERVICE NETWORK UPDATE

Last month you heard about the NECA Service Network and hopefully you did some research. Since then, the Greater Cleveland Chapter Board of Directors agreed to defray the costs of this product for Chapter Members.

The normal cost is \$100/month but if the Chapter signs up for the product the cost goes down to \$50/month per member.

### MANHOURS

Cleveland Division thru March :	823,512
Lake Erie Division thru March:	114,929
Northeast Ohio Division thru March:	118,015
<b>Chapter Total:</b>	<b>1,065,456</b>

### UPCOMING EVENTS

- 1.) **SEMINARS– Cracking the WIP/Driving Predictable Cost Projections and Managing the Lifeblood of Contracting/Cash Flow** -May 10th-7:30 AM-5:00 PM at the Doubletree Hotel, Independence, Ohio.
- 2.) **Annual Golf Outing** - June 24, 2019 at the Chagrin Valley Country Club.
- 3.) **Lake Erie Division Meeting** - July 2, 2019 –6:00 PM Location TBD.
- 4.) **Northeast Ohio Division Meeting** –July 3, 2019—Noon at Red Hawke Grill.
- 5.) **Cleveland Division Meeting**– July 11, 2019-5:30 PM at Sapphire Creek Winery, Chagrin Falls.
- 6.) **NTI** - July 28-August 2nd -Ann Arbor, Michigan.
- 7.) **NECA Convention & Trade Show**-September 14-17, 2019-Mandalay Bay Resort—Las Vegas, NV.



**GO TRIBE!**

**LOOK FOR THE NEXT REVIEW IN JUNE 2019!!**

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

**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:**

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 Klein Tools, Inc.  
 Thomas & Betts Corporation  
 3M Company Electrical Markets Division  
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 Schneider Electric  
 Southwire Company  
 Prysmian Power Cables and Systems  
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 Greenslee by Textron Corporation  
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**GOLD LEVEL:**

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 Alexander Publications

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

MOSAIC  
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 Coyne First Aid  
 Wellshade