

Highlights for NECA 2011 National Convention

Board of Governors' Meeting

Rex Ferry – NECA President's Report

NECA has the following premier partners for 2012-2014

Milwaukee Tool	Federated Insurance
Westex	Schneider Electric
Graybar	

ECPAC contribution to date +\$700K from over 900 participants

Electri International Current assets +\$17.9M

NECA is continuing to work on its Leadership and Mentoring Programs

Membership has declined since 2002 by around 13% primarily due to economy

IBEW membership has gone from +700K members in 2006 to 670K members in 2010

137K electrical contractor in US: 8K are signatory contractors: 4K are NECA members; 74% of union members are working for NECA contractors

Ed Hill just re-elected to another 5 year term (currently 75 years old)

National staff looking at ways to reduce pension/annuity/health care costs to contractors

Two groups that continue to grow: Young leaders Group and the Women's Peer Group

John Grau – NECA CEO's Report

Recent survey of members show 32% see an increase in sales for 2012, while 47% see a decrease

Looking at ways to narrow the benefits gap with Non-union. We have looked at comparisons and wages are close but benefits are major difference.

NECA has hired a business development professional to assist in expanding electrical contractor markets. Note: The IBEW has done likewise.

NECA has developed 20 new training courses as a result of our partnership with Electri International

NECA continues to provide management consulting services to asset our contractors

Our student chapter number has grown to 23

New initiative NECA 3.0 – How do we serve the next generation of electrical contractors – ongoing effort with the NECA staff and executive committee

Dan Walter NECA COO's Report

Programs and Activities – This year's trade show is 6,000sq.ft. larger than last year's: attendance is up over last year

- Electrical Contractor Magazine – distributes 85,000 copies/month: ad sales are ahead of 2010.
- Codes & Standards – working with NFPA on changing code cycle from 3 years to 5 ye4ars as voted on at last year's governors' meeting through and Ordinary Proposal
- NESC Standards – currently working on standards for Photovoltaics, Electrical Vehicles, and Building Automation
- Energy Solutions Task Force – developed NECAworks energy solutions software package. The package allows contractor to perform energy analysis complete with payback calculations. Around \$600 subscriptions cost.

Geary Higgins – NECA VP of Labor Relations' Report

Attended IBEW convention and theme was that they need to embrace changes coming to industry

Labor Relations task force has identified fringe benefit burden as an area that needs to be addressed when looking at competitiveness with non-union

CIR this year – 2010 was the lowest number of cases brought before CIR. 2011 is on track to be even lower. Average settlements for the last three years at CIR were 2008 (2.7%/ \$1.29/hr); 2009

(1.3%/ \$0.64/hr); and 2010 (1.6%/ \$0.79/hr). The majority of non-CIR settlements were 1 year agreements. Those that were multi-year agreements had \$1.26/hr in the 2nd year and \$1.50/hr in the third year.

The National Health Insurance Plan has 13,000 participants and has current 6 months of reserves.

NJATC – new standards are being finalized with a hybrid program allowing for registration for licensing states. They also contain new entry standards, a core curriculum, and a distance learning standard.

There are 64 CW/CE addendums throughout the country

Michael Thompson – NECA Secretary/Treasurer's Report

Membership: Total membership (4004) Net decrease of 141 members (248 lost and 107 gained)

Majority of members that were lost were due to either going out of business or merging with another contractor

Financial condition continues to improve with economy. Currently on budget and foresee staying that way for the remainder of the year.

74% of IBEW members are working for NECA contractors

We currently have 23 Student Chapters with a net increase of 2 for 2011

International membership stands at 12

Voting

The Board of Governors voted on the following items:

Bylaw Amendment #1 – Elimination of the standing marketing committee – Passed 4051 for/26 against

Ordinary Proposal #1 – Amend Standing Policy 15 on Utility Relations (inclusion of telecommunications contracting) – passed on voice vote

Ordinary Proposal #2 – Amend policy regarding grievance procedures at CIR – (defending party has choice when to present) – passed voice vote

Election of Officers – District 1 – David Pinter (NY); District 3 – Alex Owen (GA); District 5 – John Lambert (TX); District 7 – Dan Schaeffer (MO); District 9 – Stan Lazarian (CA); At-Large – Ron Autry(FL)

Ed Hill IBEW Present's Report

All in this together. Pre-fabrication is bringing challenges to the industry. Need to recognize this as a labor saving activity that can make us more competitive.

IBEW is raising international dues by \$5 over the next 5 years

We need to march forward and not it fear

Need to attack and recapture the market through new agreements and by working together

Full implementation of Market Recovery Agreements

Alternative classifications – CW/CE (see that eventually this will be in the base agreements)

Composite crews put journeymen to work

Currently there are 210 out of 272 approved agreements in place

Look at ibew.org – video of successes of CW/CE

Business Development Program – IBEW has hired a business development director and he will be working closely with NECA's Business Development Director to expand our market reach. They will be developing a project tracking system to assist our members in making contact when the projects are on the drawing boards and not when the shovel is already in the ground.

We need to tout our training programs. We have the best funded and equipped training program of any building trade both union and non-union.

The IBEW will not be standing still we need to continue to move forward.

Dennis Quebe – NECA's President-Elect's Report

Rex Ferry (Current NECA President) has worked hard to improve communications throughout the organization through the use of electronic media. Dennis will continue to do so.

We need to step up our work with the IBEW. Together we have developed two progressive line agreements that have proven to be good for the industry.

We need to continue to work our Market Recovery Agreements. We currently have 64 agreements in 34 chapters that have CW/CE. We need to increase this number. Composite crew mix is the way we can compete, but it will also take a change in our supervisory methods.

Electri International Meeting

We met with some of the new Council members since our last meeting in July

We had a Green Energy Competition update and the poster ballot process. The Green Energy Challenge is a student chapter competition that pits our student chapters against one another. The top three chapters are invited to the convention for the final competition. The winner this year was the Milwaukee School of Engineering. The competition involved doing an energy audit of a campus facility and then recommendations for improvements with payback calculations to support the work.

We then were given updates on three Electri International funded projects:

- Transmission & Distribution Worksite Shock Protection by Dr. Thomas Glavinich
- An Economic Analysis of Portability by Dr. Justin Rginato
- Combining Charging Station Installation with Energy Efficiency Upgrades by Dr. Thomas Korman and Dr. Lonny Simonian