

# THE CASCADE HERALD

FEBRUARY 2013

## MAN HOURS—A CLOSER LOOK

### INSIDE THIS ISSUE:

NECA NOW 2013	2-3
MAN HOURS—A CLOSER LOOK (CONTINUED)	4-7
UNION SOLIDARITY NIGHT	7
APPRENTICE NUMBERS BY YEAR	8
JATC OPEN HOUSE	9
2013 SAFETY POSTERS	9
FEBRUARY GUEST SPEAKER	10
UPCOMING GM MEETINGS	10
NECA 2013 WASHINGTON CONVENTION	11
WORK-SMART TIP	12
WELCOME NEW ASSOCIATE	12



The Cascade Chapter and Local 191 have worked diligently together to lessen the impact of the downturned economy. Over the past few years our partnership has successfully pushed back negotiated increases; ex-

tended contracts and addressed both the Frozen Prevailing Wage and the Small Works Recovery Program. Signatory contractors in our jurisdiction have secured continuous large projects (Refinery work/Boeing/

Continued on pg. 4

## HONORING MEMBERS—25 YEARS WITH NECA

Congratulations to the following members for your 25 years of unwavering dedication to NECA and the electrical industry!



DUTTON ELECTRIC CO., INC.

Anniversary Date: March 1, 2013



Anniversary Date: May 1, 2013



Anniversary Date: July 1, 2013

*Celebrating 25 Years!*



# NECA NOW 2013

Executive Leadership Conference

April 15–17, 2013

J.W. Marriott Desert Ridge, Phoenix, AZ

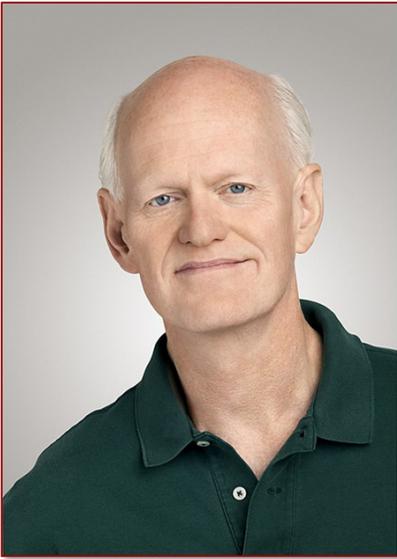
Far from your typical meeting, **NECANow 2013** is a 3 day Executive Leadership Conference focused on your professional and personal growth.

Networking  
Breakout Sessions  
Leadership Breakfast  
Interactive Breaks  
Educational Sessions

**3 days**  
**30+ quality educational sessions**  
**Unlimited networking**

**NECA Now** is the next level of the executive leadership engagement for NECA contractors.

The focus will be on leadership development with presentations by top business experts. Other sessions will cover a variety of current topics including market development, risk management, financing. And time management. And, there will be time to establish new relationships and learn from your peers.



## Marshall Goldsmith

**Plenary session - April 15th 5:00pm**

Leadership lessons top the agenda for **NECA Now**. The lessons will be delivered by one of the world’s most influential business thinkers—executive coach and best-selling author Marshall Goldsmith.



## When Generations Collide

**Plenary session - April 17th 1:45pm**

The Generations People are a multigenerational team who will enlighten, motivate, and offer practical solutions for solving generational issues that plague today’s workplace and marketplace. It’s not a case of “out with the old, in with the new”. It IS about creating an environment where a blend of generations can work side-by-side.

**Register online! Visit [www.neca-now.com](http://www.neca-now.com)**

**Early Registration (Jan. 14—Feb. 22, 2013)**

Member—\$799  
 Spouse—\$375  
 Child (+7)—\$75

**Regular Registration (after Feb. 22, 2013)**

Member—\$899  
 Spouse—\$475  
 Child (+7)—\$75

**Hotel**

J.W. Marriott Desert Ridge, Phoenix, Arizona  
 Room Rate: \$279 per night, single/double

**Dress**

Resort Casual

**Golf Tournament**

Fee \$159  
 (includes Greens Fees and golf cart; club rental is an additional \$65)

**MAN HOURS—A CLOSER LOOK (CONTINUED FROM COVERAGE)**

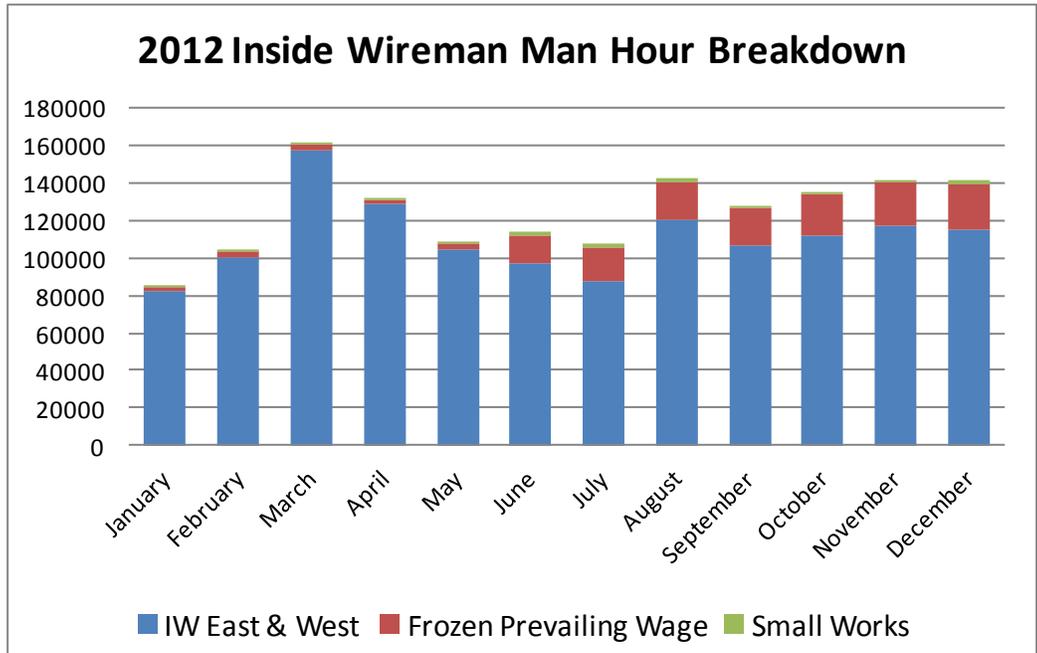
Data Centers) over the past few years which have kept our man hours steady. In referencing the past 4 years, (see Historical Man Hour chart pg. 5) while the annual man hours show a decrease of 9%—a difference of 168,000 man hours—2012 man hours still exceeded our initial projection.

As the recession drags on, more and more contractors are turning to Small Works & Frozen Prevailing Wage as a means to compete with the non-union.

***“Small Works & Frozen Prevailing Wage are making an impact.”***

Although Small Works only made up 1% of the Inside Wireman workforce, (14,605 man hours), its usage has grown by 11% in hours and the number of contractors using it by 80% since the beginning of 2012. Frozen Prevailing Wage hours are on the rise also. Keeping in mind only 6 contractors utilized this agreement in our jurisdiction, it accounted for 156,882.75 man hours (10%) in 2012.

**Note:** There are Prevailing Wage projects that will not be tracked until our current CBA has an increase on May 31, 2012.



This chart breaks down the Inside Wireman hours to highlight the growing use of Frozen Prevailing Wage Jobs & Small Works Program from January to December of 2012.

**Small Work Recovery Program (SWP):**

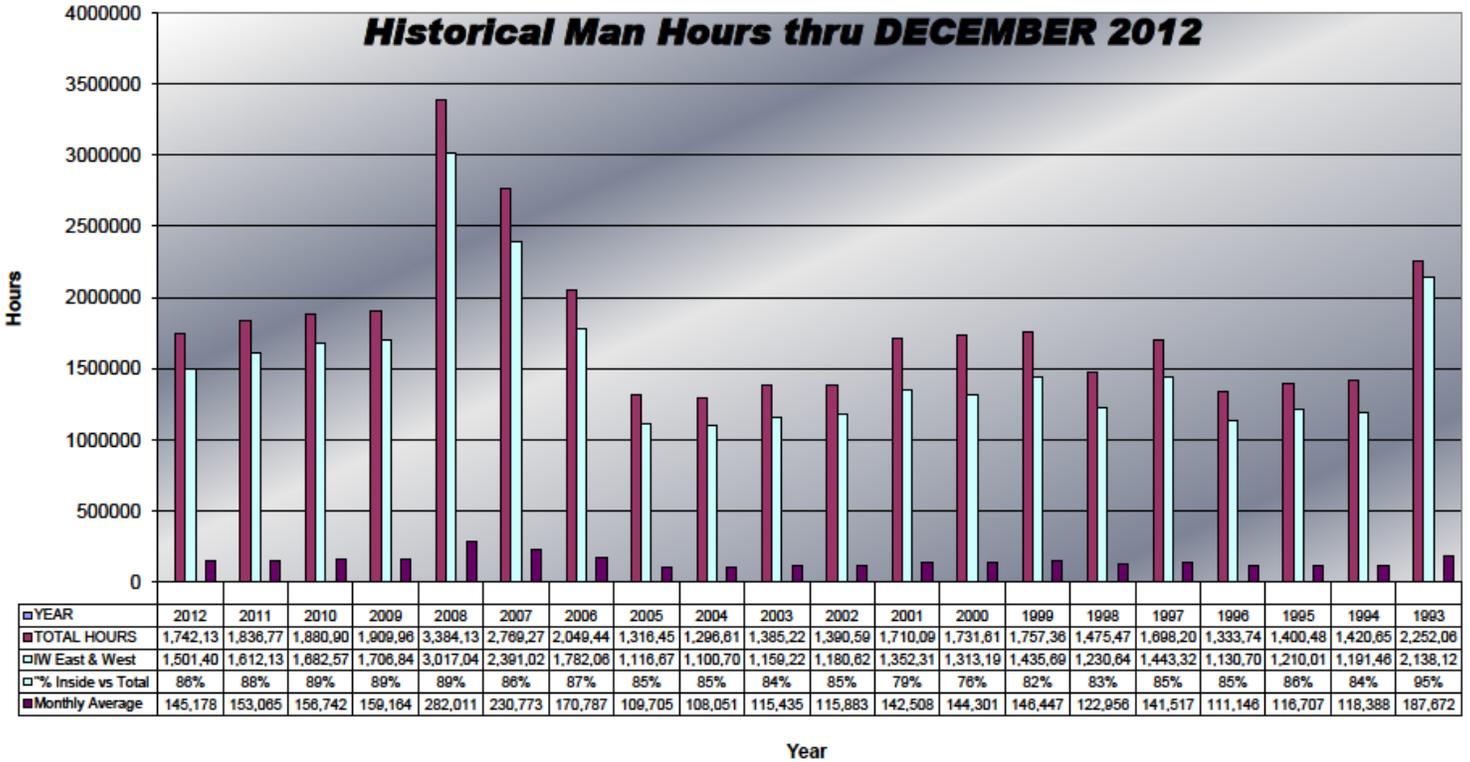
This Memo of Understanding was first created in 2004. It has been expanded throughout the years and now allows many advantages on private jobs:

- Minimum hourly Journeyman rate \$25.00 per hour plus FULL current fringe package
- Bid or negotiate it WITHOUT asking for prior permission
- Minimal reporting necessary (Job Notification Form)

**Frozen Prevailing Wage Jobs:**

August 31, 2008 a Letter of Understanding between LU 191 and the Cascade Chapter came into effect, which allows Signatory Employers to freeze the Collective Bargaining Wage & Benefit package for the length of the PW contract (like our non-union competition). Contractors simply need to inform the electricians prior to manning the job or at dispatch. Reporting fringes for the PW hours has been made easy with a separate NECA Star Report. With more non-union contractors bidding PW jobs this has been a vital tool.

- Work excluded is minimal (PW; Project Labor Agreements or Union Pension Programs & work presently maintained, serviced or controlled by the master agreement)
- Jan 2012 expanded scope and increased man hours from 3,000 to 10,000 hours.



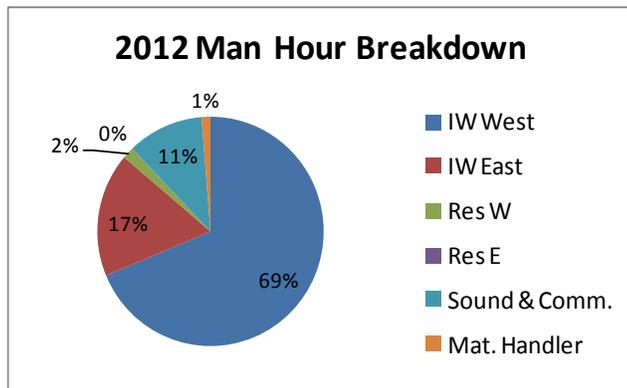
## MAN HOURS—A CLOSER LOOK (CONTINUED)

*“The Residential market has been hardest hit.”*

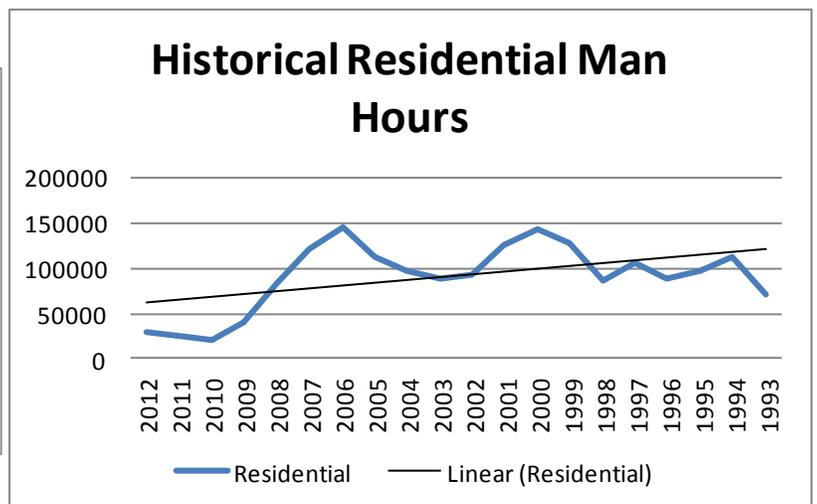
While all sectors of our agreements have been affected by the downturned economy, the Residential market has been hardest hit. From 1993 through 2008 residential man hours contributed an average of 106,389 annually. In 2009 the Residential market suffered drastically as the hours plummeted by more than half of the previous year, followed by as severe a drop in 2010 (see the Historical Residential Man Hours chart below). Since the 2009 plummet, residential hours maintained a historical low average of 28,657 man hours—a 73% drop.

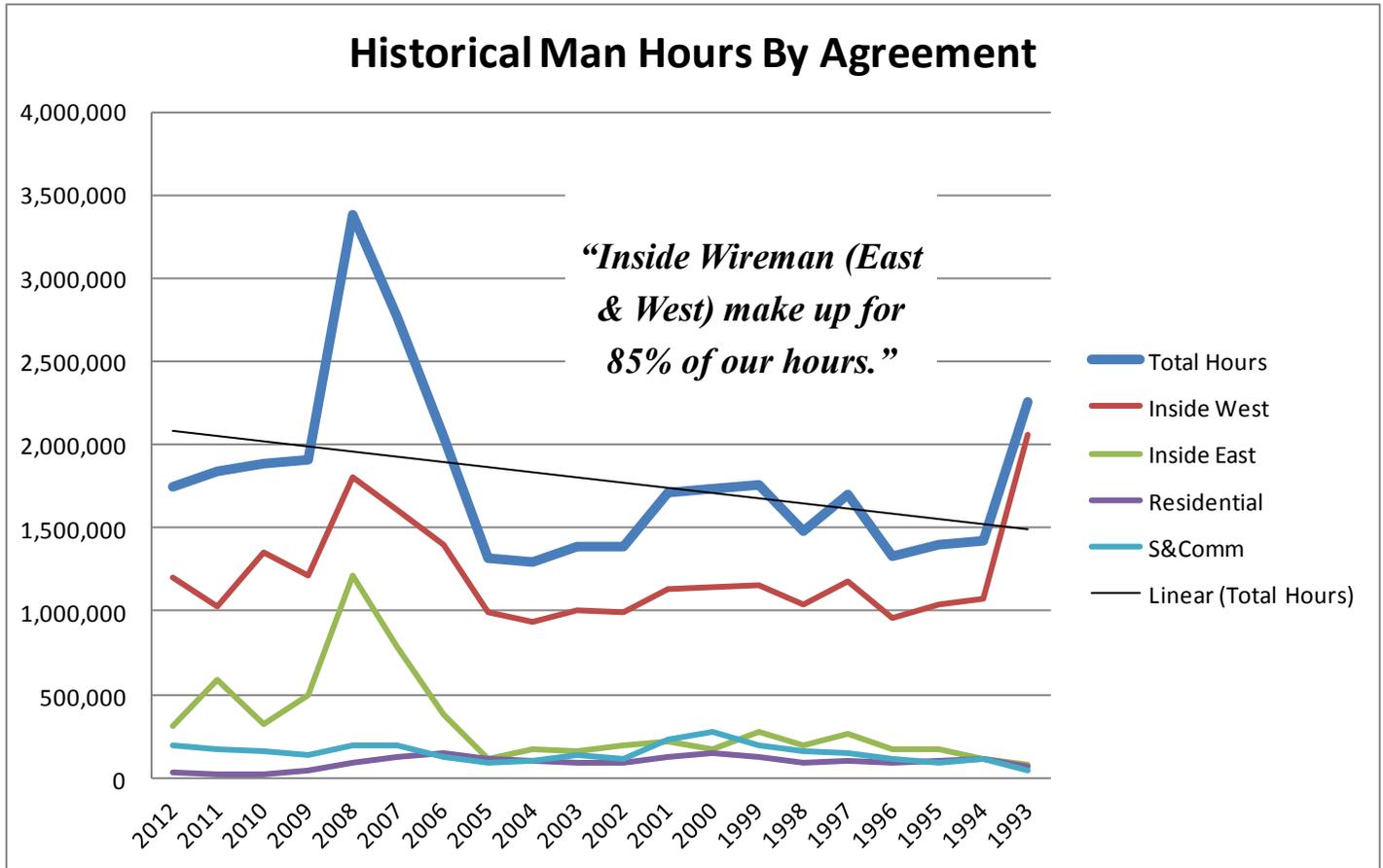
Sound and Communications has remained reasonably steady throughout the years, maintaining approximately 149,000 man hours per year.

Continued on pg. 6



This chart displays a snap shot of how each agreement contributed to the overall man hours in 2012.





Where do our hours come from? Perhaps this chart displays the most intriguing look into our areas work. Notice how the Inside West line (red) nearly mirrors the Total Hours line (thick blue). Inside wireman East & West combined hours make up for 85% of our work on average.

## MAN HOURS—A CLOSER LOOK (CONTINUED FROM PAGE 5)

### Current Work Picture: Book 1 Status—1,200 Inside Wireman

Due to high demand in 2006–2008, our jurisdiction experienced an all time high of 500+ Traveling Electricians to man the Data Centers in Eastern Washington. Since 2006, Book 1 experienced a low of 215 and a high of 397. Currently there are 254 on Book 1. Book 1 status is already showing better numbers for 2013 in comparison to both 2011 & 2012 which maintained over 300–350+ for more than the first 6 months. 2013 is in the 250–260 range which indicates an increase in hours to come.



#### Ongoing/Upcoming Work:

- Refinery work continues
- Crude rail unloading facilities
- Boeing: New delivery center; new twin towers w/parking structures, paint facility+
- Multiple Data Centers in both Eastern WA & Snohomish County
- Aerospace industry work (non Boeing related projects)

MAN HOURS—A CLOSER LOOK (CONTINUED FROM PAGE 6)

**CASCADE CHAPTER/LOCAL 191 Contract Settlements (2012):**

- **IW**—1 Yr Agreement (Expires 05/31/13)—\$0.50 H&W (\$1.50 left of pushed back increases)
- **Res**—2 Yr Agreement (Expires 06/30/14)—\$0.50 H&W
- **Material Handler**—1 Yr Agreement (Expires 05/31/13)—\$0.50 H&W
- **Non-Bargaining Shop Person/Warehouseman\***—H&W Exclusion  
 \*Per the Local 191 IBEW Health & Welfare Trust, a special Non-Bargaining Unit Agreement Letter of Understanding (which must be signed individually by each company intending to utilize it) A Non-Bargaining Shop hand may be excluded from the healthcare program.

- Vitamin Facility in Eastern WA—ongoing
- Dam Work: Grand Coulee Dam & multiple jobs in Eastern WA (There are 20 Dams in jurisdiction)
- Gateway Pacific Terminal—A potential job for Whatcom County in the next few years.

All indications show 2013 is off to a strong start and should be a better year for all sectors. Some things to consider as you bid or finish current projects—be aware of the upcoming increases. The Inside Wireman Agreement expires May 31, 2013 with a

\$1.50 increase on expiration. If you find it hard to compete with a pending increase be sure that you are utilizing the Frozen Prevailing Wage and the Small Works Recovery Program.

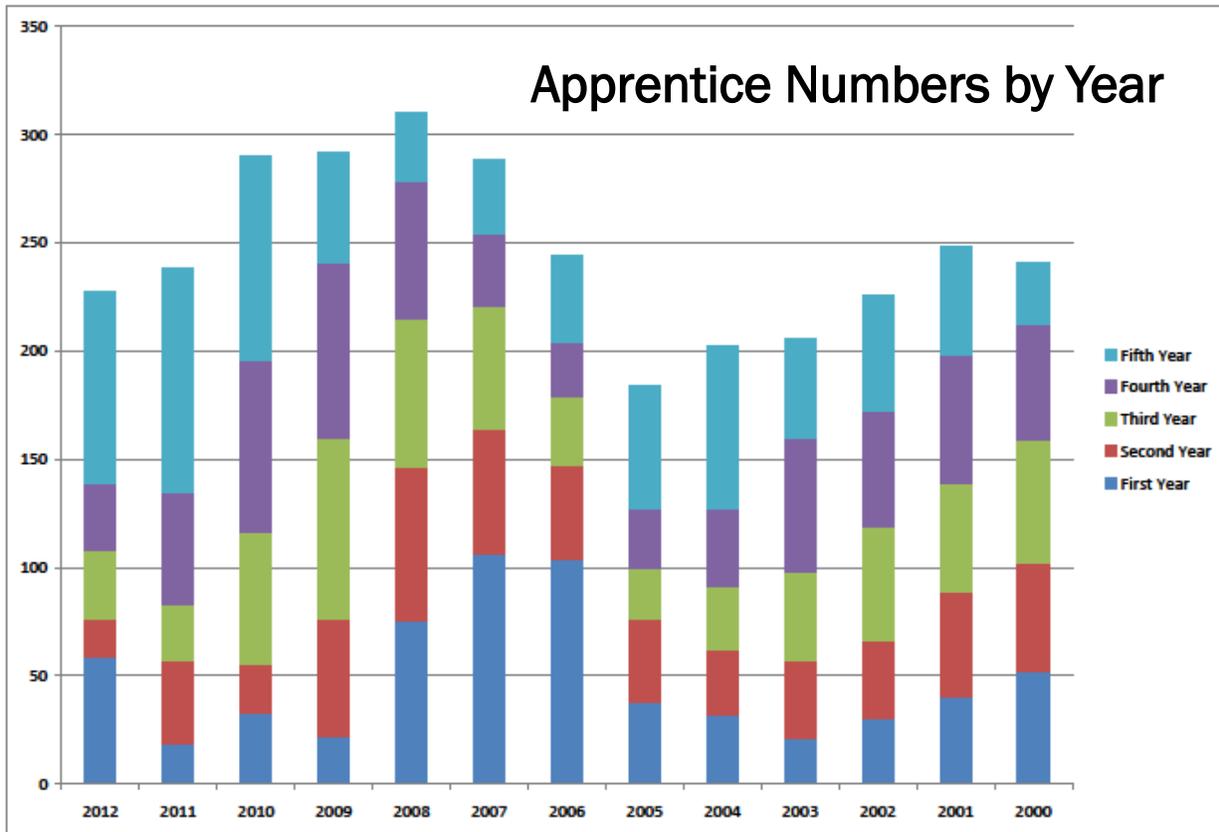
Additionally, if you have specific needs to address your Customer, know that the Cascade Chapter, NECA & IBEW Local 191 have the Customer out in front of our concern. Give us a call so we can discuss.



**SAVE THE DATE**

**Saturday  
August 17th**





## APPRENTICE NUMBERS BY YEAR

The chart above details a historical view of the number of Inside Wireman apprentices in our program by school year, the data for which is taken from our NJATC annual surveys, which are submitted at the end of December of each year. They are broken out by the year of apprenticeship class in which they are, or will be, enrolled. Apprentices who had completed 5th year class in the previous school year, but had not yet completed their hours and/or license would still show as 5th year. Like-

wise, a newly indentured apprentice who would not be scheduled for class until the next school year, would still show as 1st year.

The downturn in the economy beginning in 2008 is reflected in the low numbers of apprentices that we have been bringing into the program in subsequent years. Considering that about one half of the 59 1st year apprentices shown for 2012 were started in the fall of 2012 and will actually not be in 1st year class until the 2013-14 school year, it is

apparent that the number of apprentices in our program will be quite low when the current group of 5th year completes. During this downturn the JATC has worked to build its training capacity, so that we are prepared to be able to induct large numbers of new apprentices to meet demand.

With the upcoming transition of apprenticeship classroom instruction to the “Blended Learning” format beginning in the fall of 2014 (online workbooks/homework coupled with in-class discussion,

labs and testing), in addition to the availability of online and/or blended learning “Continuing Electrical Training (CET)” classes and simulators for journey-level and others which will begin to be implemented this year, the JATC has its work cut out for it to adapt to these changes. The end result, however, will be a higher level of training being provided to workers in our Industry.

—Randy Ambuehl,  
NWEJATC Training Director



# NWEJATC Training Center **OPEN HOUSE**



**You're Invited!**  
**Thurs. Feb 28th**  
**4:00pm - 6:00pm**  
**Please RSVP!**

# REQUIRED BY **LAW**

**NOW AVAILABLE**

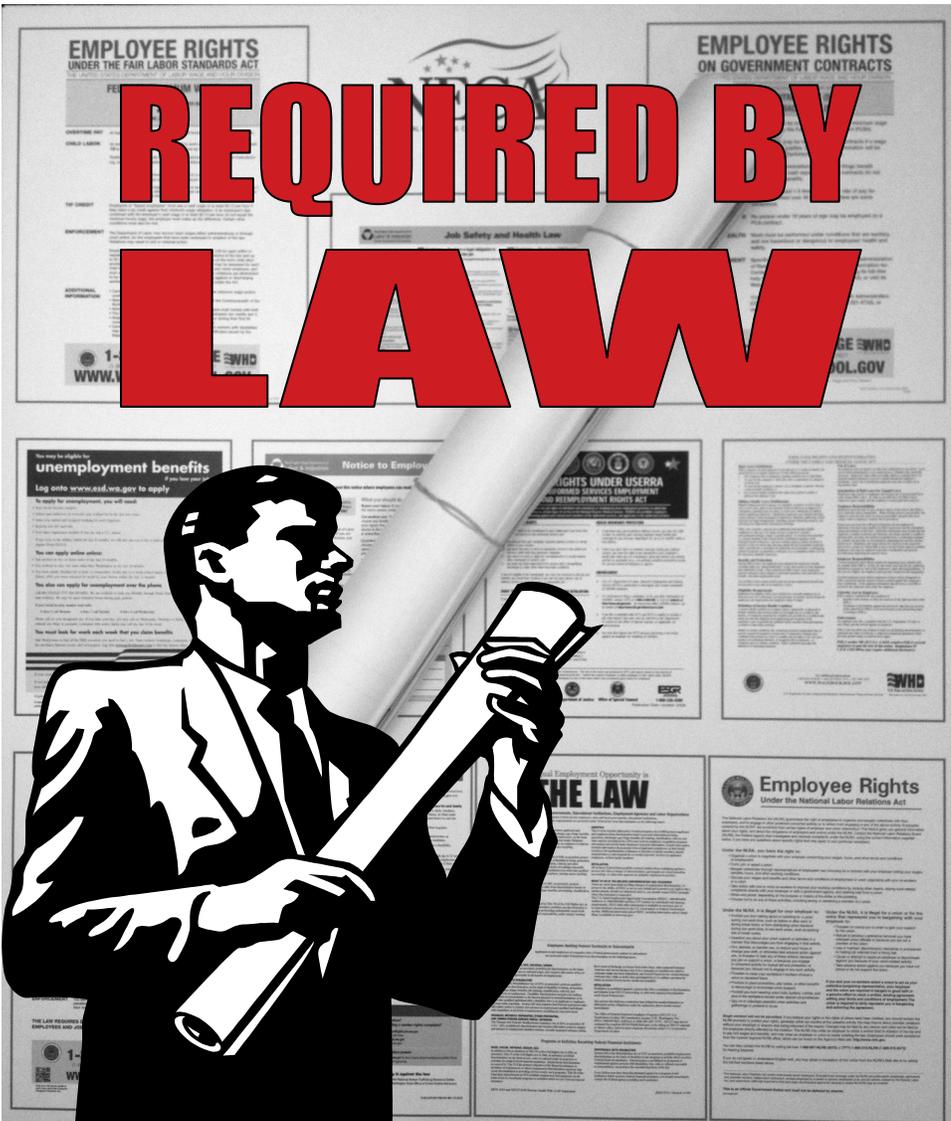
**2013 ALL-IN-ONE  
SAFETY POSTERS**

These posters are required by law to be posted at all jobsites and offices and are available **FREE OF CHARGE** to our NECA members.

Call the Chapter at 425-258-2644 to get yours today.



**Safety**matters



FEBRUARY FEATURED GUEST SPEAKER

**MATTHEW GARDNER**

Mr. Gardener is a land use economist and principal with Gardner Economics. In this capacity, he heads all residential, commercial, economic, and litigation support assignments. He is considered by many to be one of the foremost real estate analysts in the Pacific Northwest.

In addition to managing his consulting practice, Matthew is chair of the

Board of Trustees for the Washington Center for Real Estate Research at the University of Washington; sits on the Urban Land Institute's Technical Assistance Panel; and is an Advisory Board Member for the Runstad Center for Real Estate Studies at the University of Washington. He is also retained by Windermere Real Estate Company and the Master Builders Association as in-house economist.

Matthews speaks regularly to audiences interested in regional real estate and economics. In addition to these engagements, he has appeared on CNN, NBC and NPR news services to discuss real estate issues, and is regularly cited in the Wall Street Journal and all local news media.

He was educated at Oxford University where he received his degree in Economics.



**Good News!**



More great speakers are being lined up for upcoming General Membership Meetings! **Save the Date** to all of our future meetings—you won't want to miss out!



Have an idea for a topic or speaker for a General Membership Meeting? Send an email with your suggestions!

[ashleeb@necacascade.org](mailto:ashleeb@necacascade.org)

**2013  
General Membership  
Meetings**

- Tues., February 19th
- Tues., April 23rd
- Tues., June 11th
- Tues., September 10th
- Tues., November 12th





## A Different Kind of Power.

Washington DC - October 12-15, 2013 - Walter E. Washington Convention Center

# NECA 2013 Washington DC Convention & Trade Show

**A Different Kind of Power.**

[www.necaconvention.org](http://www.necaconvention.org)



## Save the Date!

Plan to attend the 2013 NECA Convention and trade show October 13-15, 2013 at the Walter E. Washington Convention Center in Washington DC!

**Early Registration Opens June 3, 2013 — Mark your calendar!**

## Why should you attend NECA 2013 Washington DC?

### NECA 2013 Washington DC is your place to:

- Meet & network with your peers
- Discover thousands of product and service solutions
- Explore and prepare for new markets
- Grow your company's business and boost productivity—train with the experts
- Save time and money on the job and get more work!

### What will you find at the #1 Electrical Construction Trade Show?

- The best industry resources for executive management, project managers, purchasing agents
- Best practices and compliance information
- Thousands of new products, service solutions and live demos on the show floor
- Take home extensive industry knowledge that you can implement in your daily business

## Work-Smart Tip

ISSUE 25

**Back Saver Rolls Easily...** Save your knees and back installing receptacles on low wall mounts. Roughing in boxes and trimming out large numbers of receptacles at low wall levels can be taxing on your body with all that stooping over and kneeling. The repetition of getting up and down also can cause a worker serious back injury. All good contractors know that an employee's best asset is availability. If a worker is out due to injury, there goes the profits. A mechanics' wheeled creeper seat available at Sears or similar retail stores and online for little money is a great solution to this problem. Not only is it a healthy back saver, it is a time saver also. It comes with a tote tray below for tools and materials, too. The proper laying out of material ahead of you will greatly reduce the ups and downs that strain your back.

Andrew Grass, W. Bradley Electric Inc., IBEW Local 6, San Francisco, CA

Courtesy of Electrical Contractor magazine, [www.ecmag.com](http://www.ecmag.com).

Get your issue of  
ElectroFactsPlus  
today!

[www.necacascade.org](http://www.necacascade.org)

**Welcome NEW Associate Member!**  
**Larry Janowicz**



**SOUNDVIEW**  
INSURANCE AGENCY, INC.

Let SoundView Insurance help protect your business.

**[www.soundviewinsurance.com](http://www.soundviewinsurance.com)**