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IT'S NOT TOO LATE!

If the past two months have proved anything, it's that you need to get away for a little while. Why not head to sunny Puerto Rico for a nice business trip/vacation. This year's Eastern Region Conference will give you a chance to catch up on industry news throughout the country, as well as spend time with fellow contractors from around the region, all while enjoying the beautiful weather and scenery of Puerto Rico.

If you've been thinking about going, it's not too late to sign up! Just contact the Chapter Office and we'll make sure you get all of the information and registrations you need. Join us for a wonderful time in Puerto Rico, March 20th—23rd, at the luxurious Rio Mar Beach Resort!



ACE Reception in Annapolis

On February 10th, Curtis Reed, Chris Odell, Calvin Mims, John Boddiford, Matt Rog, and JT Thomas joined other ACE members, including the Washington D.C. Chapter, NECA and the MCA of Maryland, at the ACE reception held at the historic Maryland Inn in Annapolis. Our contractors were set loose to “work the room” and introduce themselves to our state legislators. This was a great opportunity to open lines of communications to representatives due to the fact that legislators are always eager to meet business people (and just about anyone who isn't a lobbyist). Parking was scarce, but otherwise, it turned out to be a great social outing for those in attendance and a successful attempt to build goodwill with the legislators. Overall, the night was a success in terms of re-introducing ACE to the General Assembly with over 50 contractors and their representatives getting to know about 20 legislators and representatives in attendance.



NECA Safety Award Program

Just a friendly reminder: **March 1**, is the deadline for applications for the NECA Safety Award Program. The information required for your submittal is identical to the information you've already sent OSHA. Please contact the Chapter Office with any questions.

DOING WORK IN HOWARD COUNTY?

Howard County is now accepting on-line registration for electricians. Before a licensed electrician can renew their license or apply for a permit, they must first create an account to login.

They suggest that all contractors that do business in Howard County at least register. The process is lengthy, but once it's done, it's done.

To apply online, go to: www.howardcountymd.gov/CitizensAccess

For detailed instructions on online registration, click on the following link to electrical licensing forms and fees: www.howardcountymd.gov/DILP/form_library.htm

Any questions, call Jim Neil at 410-313-2463 or Matt Simpson at 410-313-3128.

For IT help, call Chris Walker at 410-313-3967.

NEW Electrical Contractors Financial Performance Report Available

NECA publishes a new Financial Performance Report every two years based on a confidential survey of a broad representation of real-life electrical contractors, making it the most complete, accurate, and up-to-date database of electrical contractors financial and operating data available. The just-released **Electrical Contractors Financial Performance Report 2010** (based on 2009 operations data) is the 40th edition and it promises to be the most valuable one issued thus far because it provides information that is particularly relevant as our industry and the nation slowly recovers from still-lingering economic woes.

The Financial Performance Report is a state-of-the-art, industry-wide reporting program that provides you with comparative information to measure your own operations versus your industry peers — overall, by volume size, by region, and by other criteria. And you don't have to be financially "sophisticated" to benefit from its easy-to-understand guidelines for identifying business strengths and weaknesses and performance improvement opportunities.

As Denise Norberg-Johnson noted in an article on ["Using the Financial Performance Report" in ELECTRICAL CONTRACTOR](#) magazine:

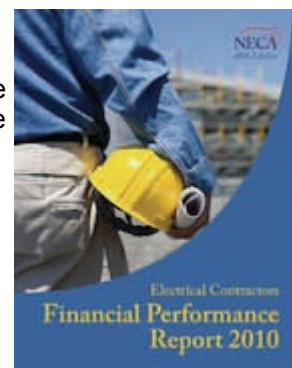
"The ratios used to analyze the data provide a true peer-group comparison for professional electrical contractors, as well as a ready-made system for benchmarking your financial trends. It's also a great negotiating tool to show bankers, bonding companies, suppliers, and even the IRS, so that your company conforms to actual 'standard industry practice.'"

The FPR also comes in handy when negotiating claims and change orders. However, its greatest benefit may be in using it to do some honest company-assessment to help determine:

- Where is your operation wasting money?
- Are you as efficient as you should and can be?
- Are your employees productive?
- Are you financially strong?

Answering these questions and relying on the many other insights this report provides can help you cut down on needless expenses, improve cash flow, and run your business more profitably. **Order or download yours today!**

Order/Download Information: **Electrical Contractors Financial Performance Report 2010** (Index #1055-10) is priced at \$80 (\$30 for NECA members). It is available for downloading or ordering through the online NECA Store (www.necanet.org/store). [Click here for immediate access to the FPR listing in the online NECA store.](#) Or contact the NECA Order Desk (orderdesk@necanet.org; 301-215-4504).



MEMBERS

NECA's Grounding & Bonding Course

NECA will be offering an online course for Grounding and Bonding. NECA members can take advantage of this course for only \$75. The course will be presented by NECA's own Michael Johnston. Participants will be eligible to receive 0.8 Continuing Education Units (CEUs).

Membership Meeting

Due to the ongoing negotiations between Maryland NECA and Local Union 24 throughout the months of March and April, a regular membership meeting has not been scheduled during these months. If the opportunity/need for a membership meeting arises, you will receive a timely notification with the meeting information.

Market Recovery Agreement

A number of contractors still have not signed the new Market Recovery Agreement. Again, the Chapter would like to encourage any contractor still on the fence about signing the agreement to contact the Chapter with questions and concerns. This is a very progressive agreement that should help in securing new/more work for our contractors.



Legislative Updates from NECA

The Session in Annapolis has Begun

... And here are some of the bills being looked at by your representatives:

House Bill 1133: Procurement - Prevailing Wage - Rates

Altering the manner in which the Commissioner of Labor and Industry determines prevailing wage rates for specified worker classifications; establishing a statewide prevailing wage rate for each worker classification; requiring the Commissioner to survey specified contractors and subcontractors when setting prevailing wage rates; requiring the Commissioner to estimate the prevailing wage rate under specified circumstances; altering provisions governing the review of the Commissioner's prevailing wage rate determination; etc.

Senate Bill 187: Procurement - Prevailing Wage - School Construction

Increasing to 75% or more the percentage of State money that must be used in an elementary or a secondary school construction project before the Prevailing Wage Law applies; etc.

Senate Bill 222: Procurement - Living Wage - Repeal

Repealing the provisions of law regarding the living wage for State contracts; repealing the requirement that specified employers pay specified hourly wages to employees who work on specified State contracts; etc.

Senate Bill 235: Department of Labor, Licensing, and Regulation - State Board of Master Electricians - Sunset Extension, Revision, and Report

Continuing the State Board of Master Electricians in accordance with the provisions of the Maryland Program Evaluation Act (sunset law) by extending to a specified date the termination provisions relating to the statutory and regulatory authority of the State Board; requiring the State Board to adopt regulations to establish continuing education requirements; conditioning the ability to renew a specified license on compliance with specified continuing education requirements; etc.

Chapter Legislative Committee

The Maryland Chapter NECA's Legislation Committee is responsible for identifying potential legislative changes that can be beneficial or detrimental to electrical contractors in Maryland. The committee is responsible to supervise the creation of the bill, the selection of appropriate representation for the effort and securing sponsors for the bill. Further, the committee works to assemble support for the effort (both in and outside NECA), meet with state legislators, provide testimony for the effort and mobilize subcontractors to garner support of legislators in a drive to bring the bill into law or dissolve a potentially harmful

law. Fortunately for us, Maryland NECA is a part of ACE (Alliance for Construction Excellence) and, as a part of ACE, has representation in Annapolis from the lobbyists retained by the coalition. Our lobbyist is Bruce Bereano, one of Annapolis's finest. His work makes our committee members' jobs easy. All we need is some volunteers to be ready when legislative action is needed. This is where, you come in... The committee meets on an as-needed basis so it is not a big time commitment, but if you are willing to help our efforts, please contact the Chapter Office.



Eastern Region
Conference
Puerto Rico
March 20 - 23

Upcoming Events

MARCH

- **March 15: Chapter Board of Directors Meeting**
Chapter Office Glen Burnie, MD 12:00 PM
- **March 18: NECA MEI Labor Relations Seminar**
Four Points Sheraton Baltimore, MD 9:00 AM– 2:00 PM
- **March 20-23: NECA Annual Eastern Region Conference**
Rio Mar Resort Puerto Rico

APRIL

- **April 12: Chapter Board of Directors Meeting**
Chapter Office Glen Burnie, MD 12:00 PM

MAY

- **May 10: Chapter Board of Directors Meeting**
Chapter Office Glen Burnie, MD 12:00 PM



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Monthly Payroll Reports

December 2010
(Based on reports received as of February 28, 2011)

Local Union	# of Employees	Hours Reported
LU 24-Balto	1,873	249,993
LU 24-ES	98	12,890
LU 70	179	16,760
LU 307	333	45,955
Total	2,483	325,598

Note: "Number of Employees" and "Hours Reported" figures include non-bargaining unit employees who are listed on the monthly reports.