



# THE CONNECTOR

February 2011

## Market Recovery Program brings millions

The 2010 Market Recovery Program resulted in approximately \$15,089,694 in wages and benefits for Local 76 members that would most likely have gone to non-union electrical contractors without the program, according to Local 76 Business Manager Dennis Callies.

During 2010, the program approved 647 project grants of which 240 resulted in projects for IBEW Local 76 members and NECA Southwest Washington contractors. Those projects yielded 306,079 hours of work for Local 76 members, said Callies.

The wages and benefits returned to Local 76 members was calculated by using a crew composite rate of \$49.30 per hour. The composite rate is

calculated by combining the wages and benefits of a foreman, two journeyman-wiremen and two 65% apprentices. The total is then divided by five.

Multiplying the number of hours times the composite rate yields the more than \$15 million figure in wages and benefits.

### More Accurate Tracking Ahead

IBEW Local 76 and NECA Southwest Washington have launched a joint private web site which will allow for streamlined processing and tracking of Market Recovery Program grant requests.

"The new site will also help provide more accurate and timely collection of results data," said Klaas DeBoer, chapter

manager for NECA Southwest Washington. "This means we'll know sooner whether a project was awarded to a union contractor. If it was not awarded, the outstanding grant can be returned to the available pool sooner and applied to new grants."

The web site also contains a full record of all Market Recovery grants and projects since the program's inception. It underwent several months of exhaustive joint testing by IBEW Local 76 and the NECA Southwest Washington office. It went live on January 1 of this year. Additional testing is still scheduled and DeBoer says all contractors must use the site exclusively to process grant requests and information by April 1.

The Lakewood Fallen Officers memorial dedicated on November 29 last year has a special significance for several IBEW Local 76 members and Danard Electric, a NECA Southwest Washington contractor.

They donated all of the electrical materials and labor for the memorial joining several other trades in completing the memorial completely through donated materials and labor. The memorial honors the four Lakewood police officers who were killed in the line of duty on November 29, 2009.

Danard Electric President Mike Doyle says it was an honor to help build the memorial, adding that two Local 76 members worked on the project. The total contribution by Danard in labor and materials was estimated at \$3,628.

Several hundred people attended the memorial dedication where Lakewood Police Chief Bret Farrar cut a ribbon and expressed his gratitude to the public for their support of the police.

## Local contractor and electricians contribute to police memorial



The Lakewood Police Fallen Officers Memorial sits in front of the Lakewood Police Station at Lakewood Drive SW. Danard Electric donated the labor and materials for the electrical work.



Market Recovery Featured Project

# Sumner Promenade WinCo Market



This quarter's featured project is the WinCo Foods in Sumner which opened in May 2010. The store is the anchor for the new Sumner Promenade built off of Highway 410. The electrical contractor was MB Electric of Olympia.

## Construction volume edges up

The overall union share of the electrical construction market in the Local 76 jurisdiction increased to 56% as compared to a year earlier in the latest market share figures available.

Those latest numbers reflect activity between May and August of 2010 compared to the same time in 2009.

These figures are compiled by Construction Data and Research on a

quarterly basis for the IBEW-NECA partnership. In creating the report, they track nearly every electrical project awarded during the quarter and determine if it was awarded to a unionized contractor. There is generally a lengthy delay in reporting because of the volume and complexity of the data, according to Steve Staneff, CDR president.

Leading the increase was a growth in large projects by the unionized sector. Here, union contractors won 72% of a \$16.9 million market

compared to 61% of a \$15.4 million market the previous year.

Meanwhile, in the small and medium combined market, the union share fell from 47% to 45%. Although, volume for union contractors remained unchanged at \$10.4 million, overall volume in this sector rose from \$22.4 to \$23.3 million compared to last year.

Compared to the previous three-month period in 2010, total union volume was nearly \$22.6 million this quarter compared to \$21.4 million during the February to April period.

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You can take advantage of marketing, advertising and public relations services for your company at NO COST to you. Call Jim MacFarlane at (253) 861-6410 for more information or to schedule an appointment. This no-cost service is underwritten by the IBEW-NECA Partnership.

### IBEW-NECA Safety Gear is Available

Safety gear with the IBEW-NECA logo is now available. The gear includes Class 3 reflective vests, safety glasses and safety gloves.

The equipment joins the IBEW-

NECA hard hats which have been available for several years.

NECA contractors can obtain the gear at no cost through the NECA Southwest Washington office.





# Partnership Meeting Looks to the Future

## Setting the Stage for Recovery

"We only have to look at the declining market share during the past few years to know that we cannot go on with business as usual," said Klaas DeBoer, NECA Southwest Washington chapter manager.

To begin that change, representatives from the IBEW Local 76 and NECA Southwest Washington met for two days of seminars in November to lay out the foundation for strengthening the IBEW-NECA partnership and attacking the future together.

The seminars were conducted by the National LMCC.

"Our goal is to be in the best position possible as a partnership to take advantage of the rebounding economy during the next five years," said Dennis Callies, Local 76 business manager. "We need each other."

Richard Barnes of the National LMCC who facilitated the seminars stressed that overcoming barriers to communication was critical in strengthening any

many mixed groups. Their assignment during the two days was to examine all of the strengths and weaknesses of the IBEW-NECA partnership. They would then develop a working plan for taking advantage of the strengths and correcting the weaknesses.

After two days of sorting priorities, six areas of primary concern and opportunity were identified. Participants then signed up to work



Richard Barnes of the National LMCC sets the stage for the seminars.



Don Baker of Laser Electric leads a breakout session.



From Left, Gary McKay, Klaas DeBoer, Dave Conzatti, Ken Jennings

partnership. He also said that now is the time to break the cycle of incremental change and break out with a new model of partnership and cooperation.

"Our threat is from the non-union electrical sector, not from each other," said Barnes.

In conducting the seminars, Barnes broke the groups into both contractor and union member only groups as well as

on at least one of the committees organized to tackle the six priorities.

Those committees are:

- 1) Pacific Coast Pension
- 2) Collective Bargaining Agreement
- 3) Communications

Between IBEW and NECA

- 4) Strategic Market Recovery
- 5) Productivity
- 6) Developing a Warranty Program

Each of the six committees has already met at least once as of mid-January and all of them have an agenda to work through.

"We want to make sure the opportunity we have through the

partnership process isn't wasted," said Dennis Callies. "We are aggressively working these issues and I know we will have a stronger partnership this year."

The representatives will meet again in April with Richard Barnes for a one-day follow-up. That session will measure progress and offer suggestions for continuing to improve the IBEW-NECA partnership.

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-Richard Barnes, National LMCC

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## JATC receives award

The "Get Electrified" Program sponsored by the Southwest Washington Electrical JATC was recognized during the annual Work Force Awards Dinner held in Tacoma on January 12.

The program recruits high school students interested in the electrical trades and gives them practical classroom and work experience through a pre-apprenticeship. Several "Get Electrified" participants have gone on to a residential apprenticeship with the Southwest Electrical JATC, according to Tony Lewis, JATC training director.



Tony Lewis accepts the Work Force award. Behind him from left is Klaas DeBoer, NECA SW Washington Chapter Manager; Pat McCarthy, Pierce County Executive; Marilyn Strickland, Tacoma Mayor; Spiro Manthou, Tacoma City Council; and Mike Grunwald, IBEW District 9.

## IBEW-NECA Targets Military Construction

The Department of Defense has projected more than \$2.4 billion will be spent on new construction at Joint Base Lewis-McChord through 2016. To help capture more of that work the IBEW Local 76 and NECA Southwest Washington partnership has launched several initiatives.

The main effort is helping NECA Southwest Washington contractors use Fedbizops.com and the Dodge Report which are the two primary tools for

tracking federal construction offers. The LMCC has funded the first year subscription to the Dodge Report for NECA Southwest Washington contractors wishing to use it.

In addition to expanding use of the tracking tools, the LMCC Quarterly Market Share report began tracking market share of military projects in mid-2010. Although difficult to accurately track because of how the government reports its contracts, the information we

can track shows that there is a huge potential construction market on JBLM, said Dennis Callies, Local 76 business manager.

Many NECA Southwest Washington contractors are already active on JBLM projects, but with \$2.4 billion at stake in the next five years, we want to make sure as much of that work as possible goes to our Southwest Washington contractors and Local 76 members, said Callies.