

KANSAS CITY CHAPTER
NATIONAL ELECTRICAL CONTRACTORS
ASSOCIATION, INC.

Advantages of Membership

What Is NECA

The National Electrical Contractors Association, founded in 1901, is a national trade association with affiliated chapters. NECA represents, promotes, and advances the interest of the electrical contracting industry, of all its branches, and the public it serves. The members are companies, divisions, departments, sectors, groups, and subdivisions whose principal function is electrical contracting.

NECA is structured to ensure that each member contractor has the opportunity to participate in developing our association's policies, electing leadership, recommending new programs, and helping guide NECA's involvement in a wide range of activities. All members are fairly represented through the Local Chapters, Regional Offices, and National Headquarters.

LOCAL NECA CHAPTERS

The local chapter is the backbone of our organization. Electrical contractors affiliate with NECA's national organization through membership in his or her local NECA chapter. The 120 chapters operate autonomously, elect their own officers, set dues and service charges, select chapter managers and staff, and determine their own chapter programs and policies. Local NECA chapters represent each major trading area in the nation, and each chapter serves as the multi-employer bargaining agent with its corresponding IBEW Local Union(s).

Each NECA chapter has a professional staff member whose duty is to manage the chapter's affairs and programs on behalf of the membership. Thus, the effectiveness of a chapter depends ultimately upon the skill and ability of the chapter manager. NECA's national organization conducts a broad-based program for training competent professionals to assume chapter management positions, but each chapter selects its own manager and office staff. What the individual chapter accomplishes for its members depends upon the staff those members select to conduct the chapter's business and upon the member's support and active participation in chapter programs.

Each chapter serves two functions: As the local association in handling local programs, and as the local representative of the regional and national NECA organization.

All members help decide NECA's direction because each chapter elects a "governor" to represent the chapter to NECA's national organization. The assembly of the governors from all chapters is known as the "NECA Board of Governors" and is the policy-making body. The Board meets annually to decide issues of importance to the entire organization. Each governor cast a vote weighted in accordance with the number of NECA chapter members they represent.

REGIONAL OFFICES

NECA's unique structure ensures that our services are made available to all contractor members. Direct responsibility for bringing NECA programs to the contractor rests with the NECA Field Service, which is composed of four centrally located Regional Offices - in the eastern, southern, midwestern, and western areas of the U.S. - each with a regional director in charge.

Each regional office maintains a full staff of trained field representatives to assist our members and chapter staff in a wide variety of services, from labor relations to management consultation, and in delivering nationally developed programs at the chapter and member levels. The field service serves the chapter in the role of advisor and primarily assists the chapter manager, but individual members may request assistance, as well.

NATIONAL HEADQUARTERS

To insure fair representation, local chapters are divided into 10 districts. Each district elects a vice president to preside as chairman of their district council, in which governing representatives of all chapters meet twice per year to ensure the proper promotion of the association's policies and programs. The district vice president also serves on the association's executive committee.

The association's president, elected by the Board of Governors, designates district vice presidents to act as liaison officers between the executive committee and NECA's standing committees. The standing committees have management staff to guide and promote NECA's participation in government affairs, marketing, management development, codes and standards, Council on Industrial Relations, manpower development, and National Employees Benefit Board.

Staff at NECA national headquarters, in Bethesda, MD, works with the chapter staff to make nationally developed services available through the local chapters. Thus, the NECA chapters, regional offices, and national headquarters all cooperate to provide the best possible service to contractor members.

NECA'S MISSION:

To represent, promote and enhance the management interest of its electrical contractor members through labor relations, education, management skill improvement, apprentice and journeyman training, marketing, services, public relations, information, communication, and creation of a better business environment;

And to coordinate the collective activities of the electrical contracting industry in the areas of government relations, technical standards, public relations, communication, information, and business ethics.

\$\$ Bottom Line Benefits \$\$

- ** NECA Membership offers electrical contractors their best opportunity to shape the future of their industry.
- ** NECA is member driven! Our members are given full say in policy-making decisions and development of NECA services through active participation in chapter meetings.
- ** NECA is your labor-management relations tool! Your membership gives you opportunities to directly participate in the labor relations process and negotiate competitive terms in local agreements.
- ** NECA strives to ensure that members' views are accurately represented in the legislative process by providing you opportunities to advise us in formulating position papers and testimony.
- ** NECA provides federal, state, and local compliance assistance materials to help you work profitably, productively, and legally.
- ** NECA saves your company money through safety programs, HAZCOM materials, and Hazard Awareness Training publications.

Why You Should Be A NECA Contractor

NECA offers you an opportunity to have a direct say in the electrical industry and its future through regular meetings held at the chapter, district, and national levels. Subjects discussed may include such areas as Labor Relations, Marketing, Industry Relations, Technical and Training Programs, Codes and Standards, Fair Trade Practices, Government Legislation, and Employee Training.

NECA is an extension of you! It's that extra employee on your payroll who looks out for your interest. This could include follow-up on Davis-Bacon issues, contract compliance, inspection procedures, and/or OSHA regulations. It could also include representing you with trade groups, architects, engineers, government, and other business leaders.

NECA's educational programs can help you and your employees enhance your professional credentials. They're developed exclusively for the electrical construction industry and are presented at the chapter, district, and national levels.

The NECA staffs at the chapter level, regional level, and national level are the vital resource that brings you the programs and services necessary to help you stay competitive

and informed. We are committed to giving you the opportunity to manage a successful, profitable, and rewarding business.

What NECA Does For You

- ** Provides opportunities for electrical contractors to meet for their mutual benefit and education.
- ** Speaks for the electrical contracting industry and represents its interest before legislative assemblies, governmental agencies, and other bodies.
- ** To promote harmonious labor-management relations and provide orderly settlement of labor disputes.
- ** Sponsors apprenticeship training programs.
- ** Informs the public of the benefits of using qualified NECA contractors for their electrical needs.
- ** Promotes sound business management practices through education by sponsoring and conducting courses in business management, accounting, estimating, and other topics for electrical contractors.
- ** Provides information and advice on industry problems.
- ** Provides industry representation on business and industry council.

Labor Relations

The Kansas City Chapter assists all NECA members in constructive and responsible labor relations practices. Our basic policy is that every effort should be made, by all parties concerned, to improve labor-management relations. The goal is to provide the maximum possible productivity per man-hour of labor to meet the competition and to promote consumer use of the services offered by our members.

To implement this basic policy, NECA seeks to develop on the local and national level, programs and procedures for rational and peaceful approaches to the settlement of disputes. Because of these efforts, the industry and its customers have earned immeasurable savings by NECA's diligent efforts to promote and maintain full and uninterrupted productivity while striving for economically realistic terms on employment. NECA promotes our members' interest through active sponsorship of the Council on Industrial Relations (CIR).

The CIR is a forum, mutually endorsed by NECA and the IBEW, which meets for the timely and peaceful resolution of labor-management disputes which cannot be

resolved at the local level. Parties may jointly or unilaterally submit disputes to the CIR and the resulting decision becomes binding to the parties involved.

Our labor relations policy continuously provides for a coordinated and cooperative effort between other NECA chapters and the national association. This policy offers a high degree of local responsibility, while at the same time providing effective methods by which the national association can promote the business interest and goals of the industry.

SS NECA Bottom Line Benefits SS

- ** NECA** promotes the electrical industry's common interest through a positive working relationship with the International Brotherhood of Electrical Workers.
- ** NECA** enhances the market position of signatory electrical contractors by negotiating the most competitive terms in both local and national agreements.
- ** NECA** promotes your interest through active sponsorship of the Council on Industrial Relations, construction's oldest and most successful dispute resolution forum.
- ** NECA** helps settle local labor disputes quickly through the expertise of its network of national staff, regional field representatives and local chapter managers.

Apprenticeship and Training

NECA promotes and supports development of programs and training courses to ensure an adequate supply of technically and professionally qualified craftsmen in all areas of the country and in all types of electrical work. These include expansion of apprenticeship training and continuing education courses for journeymen that prepare them to work with technological advances in the ever-expanding electrical industry.

To insure qualified instruction, NECA helps sponsor the Instructor Training Institute. The Institute, developed by the National Joint Apprenticeship and Training Committee (NJATC), provides the necessary teacher training for skilled electrical craftsman to become competent instructors. These instructors are responsible for teaching NECA and IBEW apprentices the skills needed to become qualified journeyman electricians in local Joint Apprenticeship and Training Committee (JATC) centers across the country.

NECA gives you a direct opportunity to give input to the training curriculum for apprentices. Being involved with NECA means being involved with the training of your future work-force. NECA endorses the maximum utilization by its members of the indentured apprentices available through local Joint Apprenticeship and Training Committees.

\$\$ Bottom Line Benefits \$\$

- ** Through the use of the Joint Apprenticeship and Training Committee Program, NECA member firms increase employee skills and, ultimately, profits.
- ** NECA enables members to lower job cost by using the five-year apprenticeship program and by adhering to the expanded apprentice-to-journeyman ratio.
- ** NECA helps members increase job profits through training in such programs as Effective Supervision, Electrical Field Managers Training, and the JATC programs.
- ** NECA's training programs build a technically-skilled and safety-conscious workforce, assuring customer satisfaction and improving electrical industry productivity.

Marketing Services

NECA provides marketing programs designed to increase the ability of contractor members to obtain new business opportunities in the electrical construction market. Such programs involve market research and membership education to secure more business at a profit. NECA advertises membership services to educate the public and building industry decision makers on the necessity of adequate and safe installations and the benefits of using qualified electrical contractors.

In the electrical industry, new products and services are being introduced every day. One of the best ways to keep on top of this information is through the Electrical Design Library (EDL). Distributed by NECA Chapters, the EDL promotes the employment of NECA members among designers and specifiers, building developers, and other decision makers who influence the choice for selection of NECA contractors. An additional benefit is the NECA member service it provides by explaining new trends in design and installation as well as the latest contracting methods for efficient and economical use of electrical applications in buildings.

To assist in marketing research and company planning efforts, the local NECA chapter supplies professional and up-to-date publications and national reports to member contractors. Publications on market trends, surveys, installation practices, bidding methods, and energy management programs are made available at moderate cost.

Members also benefit from the NECA Connection, a free computerized matchmaking service set up to refer NECA member companies to buyers with special electrical contracting needs.

NECA co-sponsors several joint marketing efforts with utilities, manufacturers, and distributors of electric power and products on behalf of its members. Close involvement with The Electrification Council, National Lighting Bureau, and Intelligent Building

Institute produces training courses, promotional materials and conferences designed to enhance the uses of electricity among major users. These coalitions provide marketing services in areas specifically selected for their potential new business opportunities.

\$\$ Bottom Line Benefits \$\$

- ** **NECA's** Electrical Design Library informs design professionals, building developers, and contractors of the latest in electrical installation and helps promote members' services.
- ** **NECA** conducts and publishes specific market research studies exclusively for the benefit of member electrical construction firms.
- ** The "**NECA Connection**", a computerized marketing service, links buyers and sellers of electrical contracting services, another way **NECA** helps you get more business.
- ** **NECA** promotes electrical contractors' interest through involvement with manufacturers, distributors, utilities and specialty groups, helping members gain marketing clout.
- ** **NECA** enables members to capitalize on market opportunities by providing a workforce trained in emerging technologies identified via constant contact with industry sources.

The Electrical Contracting Foundation

The Electrical Contracting Foundation was founded by NECA in 1988 to foster and advance the highest standards of expertise and professionalism within the electrical contracting industry. This effort has gained recognition and overwhelming support from industry leaders to fund, conduct, and coordinate critical research and educational programs. The Foundation will continually move innovations from the lab to the job-site more rapidly to allow you to take a profitable advantage of the latest technological advances.

For the past four and a half years, the Foundation has concentrated on raising money to fund projects in four areas: technology transfer, productivity enhancement, organizational development, and career awareness. To date, the Foundation has received over \$6 million in commitments. To fund priority programs, the Foundation is seeking endowment investments of \$10 million. The funding of projects began in 1992.

A vital component in the success of the fund-raising campaign has been the 36 member **ELECTRICIAN COUNCIL**. The **COUNCIL** comprised of contractors, representatives of NECA chapters, and manufacturers who have committed \$100,000 or more to the Foundation's Endowment Fund, reviews and recommends projects and

spearheads the fund-raising effort. Additionally commitments have come from the Chapter Century Circle, 40 NECA Chapters which have committed \$100 per member for each of five consecutive years.

Research Released in 2003:

- ** Wireless Technology and the Electrical Contractor**
- ** Establishing a Best Practices Program for Electrical Contractors**
- ** Field Incentive Systems for Electrical Contractors**
- ** Early Warning Signs of Project Distress**
- ** Effects of Absenteeism and Turnover on Labor Productivity**
- ** Role of Distributors in the Age of E-Commerce**
- ** Procurement Chain Management in the Construction Industry**

Projects Approved for Research in 2004:

- ** Project Labor Agreements**
- ** Ideal Jobsite Inventory Levels to Improve Profitability**
- ** Using the Earned Value Management System to Improve Electrical Project Control**
- ** Achieving Greater Project Success and Profitability through Pre-Construction Planning**
- ** A New Look at Single vs. Separate Prime Contracting with an Emphasis on Reverse Auctions**
- ** Grounding Mobile Construction Equipment for Safety**

NECA's Government Affairs

Government actions today have a substantial impact upon a contractor's way of doing business and his ultimate profitability. Local, state and national laws combine to wrap a construction business in an amazing array of opportunities and obligations. These laws regulate tax, assist and offer business opportunities to the electrical contracting industry.

NECA's experienced Government Affairs staff monitors activity in all three branches of the Federal government - legislative, executive and judiciary - and reports on these activities to NECA's members. Trained lobbyist and technical experts analyze proposed regulations and legislation, and then take necessary action to protect the interest of the industry and of the Association members.

NECA participates in Congressional and regulatory hearings, bringing contractors with special expertise to Washington to testify on key issues. NECA also notifies members of urgent steps they can do to influence matters of concern.

The Association sponsors the Electrical Construction Political Action Committee (ECPAC) that helps elect qualified candidates to House and Senate seats. ECPAC has been extremely effective, and is the fastest growing political action program of any specialty construction group.

\$\$ NECA Bottom Line Benefits \$\$

- ** NECA monitors all federal legislation to make certain that it does not hinder the ability of member firms to operate efficiently and profitably.
- ** NECA serves a watchdog role in the formation of OSHA standards and publishes compliance guidance to help members work profitably, productively and legally.
- ** The cost of complying with federal, state and local laws is a substantial business expense. NECA's Government Affairs Services works to help keep your cost under control.
- ** NECA monitors and reports on important court cases and legislation that impact the operations and finances of member firms.
- ** Our involvement in federal regulatory affairs includes publishing compliance assistant materials designed to keep members out of hot water and in business at a profit.

Management Education

NECA management education programs meet the needs of electrical contractors who want to remain profitable in a most competitive business. They're based on solid research and delivered professionally in the most cost-effective manner.

Only the most productive and capably managed firms consistently remain profitable through the ups and downs of the erratic construction market. Much of the successful performance of NECA contractors is due to the professional management training provided by NECA.

NECA management education concentrates on the basic, but crucial role of the foreman on the job-site. It's here that plans are converted to structures. The foreman is the first level supervisor and carries a major responsibility for getting jobs done on time and within budgets. Through the years, NECA members have historically placed the most emphasis on continued renewal of this group, through modern communication and training media.

Contractors' office operations represent a significant training need. It's here that overhead expenses are generated. Therefore, education that ensures competitive cost and maximum productivity in matters of paper work is a high priority of NECA education. Since most electrical contractors still come up through the ranks, NECA's education programs for middle and upper management concentrate on the transition from skilled tradesman to skilled businessman. Courses in financial administration and the basic principles of electrical construction management are packaged for group participation in the workshops conducted nationwide and also in convenient self study texts. Most of the educational opportunities are delivered to NECA members by specially trained and qualified NECA field representatives through NECA's local chapters throughout the country.

The NECA management education package is topped by the annual Executive Study Program (ESP). This is a nationally coordinated conference organized to benefit NECA members who seek answers to critical current top management issues. ESP is a cost-effective way to benefit from some of the most highly positioned experts in management development.

\$\$ NECA Bottom Line Benefits \$\$

- ** NECA offers management and financial seminars to help members manage their businesses for greater productivity and profits.

- ** NECA promotes and coordinates courses to future develop management skill of the electrical contractor.

- ** NECA can assist contractors to find courses and/or materials to solve individual training problems.

Technical and Training

NECA's Technical and Training Services fill your educational and informational needs in areas such as estimating, electrical installation, job management practices, and business management.

Our services include developing material and equipment standards through representation on American National Standards Institute committees, promoting specification and drawing standards through working with organizations such as the Construction Specifications Institute, and development of wiring and installation standards such as the NECA Standard of Installation and Wiring Symbols Standard.

Safety is also a prime concern for NECA. Through our Technical and Training Services, NECA maintains its membership in the National Safety Council, maintains a liaison relationship with OSHA, providing testimony and comment on the development of OSHA Safety and Health standards and OSHA law administration. NECA informs you of upcoming developments and safety practices in the industry.

Based on NECA's own extensive research, the Association also publishes its widely recognized three-volume *Guide to Electrical Contractors Claims Management*. This guide informs members of the necessary steps to prepare and conduct claims negotiation, arbitration, and litigation.

\$\$ Bottom Line Benefits \$\$

- ** NECA's *Financial Performance Report* enables NECA members to compare the financial performance of their own firms with that of their competitors.
- ** NECA's research efforts yield such labor cost studies as the *Manual of Labor Units*, providing members with reliable guidance for over 50 years.
- ** NECA identifies emerging market trends in electrical contracting and provides technical information study kits to help members market and deliver profitable new services
- ** NECA's *Tool and Equipment Rental Schedule* helps members ensure that they account for job cost accurately, thus eliminating a major worry in the competitive bidding process.
- ** NECA works in coalition with other specialty industry organizations to develop technical information for our members.

- ** NECA's involvement in National Electrical Code development has helped to set basic standards for electrical equipment, materials and safe installation methods since 1901.

Convention - Exposition

NECA's Convention/Exposition gives contractors and their key employees the opportunity to attend educational programs, review the newest in electrical products and services, and meet with fellow contractors.

Convention programs are designed to obtain an overall picture of the current electrical markets that will help you stay profitable. Time is also allotted for discussion among attendees on markets and market conditions.

General session programs at the convention include speakers on the economy, motivation, current political events, and the state of the industry. Seminars cover a wide range of subjects including money management, supervisory training, the National Electrical Code, claims, stress management, and technical subjects relating to electrical construction.

The Exposition is the one place where contractors can see the latest in new electrical contracting tools, equipment, techniques, and services. A careful walk through the Exposition gives contractors and their employees enough new information, leads, and ideas to make the trip well worth the cost.

Various social events are also scheduled to give attendees an opportunity to relax. The events include receptions, tours, entertainment, and special spouse programs.

\$\$ NECA Bottom Line Benefits \$\$

- ** The NECA Convention/Exposition offers NECA members a unique opportunity to exchange ideas with other top electrical contractors.
- ** Educational seminars offered at the NECA annual convention are the best programs available within the industry on electrical construction management.
- ** NECA's Electrical Industry Exposition provides an incomparable display of electrical construction products and services and allows you to communicate directly with exhibitors.
- ** The NECA Convention/Exposition is the most economical educational opportunity for electrical contractors and their key employees.

Electrical Contractor magazine, the official NECA publication, is the only national magazine devoted exclusively to the business management needs of the electrical contracting industry.

Circulated monthly to more than 60,000 contractors and key employees, the magazine covers a wide variety of subjects of interest to the industry, including new products, the National Electrical Code, taxes, job-site management, productivity tips, estimating, technological advances, industry news, and new market opportunities for contractors.

The magazine also conducts ongoing market research for editorial purposes and to develop information about the contracting industry for use by electrical manufacturers and other electrical industry trade allies. Chief among these projects is the biennial *Profile of the Electrical Contractor* and the annual *Guide to the Electrical Contracting Market*.

The magazine also publishes a wide array of industry data, including the annual County Business Pattern reports and the quintennial Census of Construction, plus the annual economic forecast for electrical construction based on the Department of Commerce's industry outlook.

Advertising by national manufacturers provides electrical contractors with information on new products and services that help them serve their customers better, reduce their operating cost, and increase their profits.

\$\$ Additional Bottom Line Benefits \$\$

Labor Relations:

- ** NECA promotes the integrity and benefit of standardized contract language for full and uninterrupted job productivity.
- ** NECA prepares for successful labor negotiations by collecting current information on labor trends and study industry statistics and surveys.
- ** NECA maintains close contract with the Department of Labor in order to protect or gain prevailing wage rates that reflect wages paid by member contractors.

- ** NECA helps members make profitable use of national construction and maintenance agreements by processing the applications and coordinating implementation promptly.
- ** NECA improves the image of unionized construction with project owners by participating in National Construction Employers Council and Business Roundtable discussions.
- ** NECA enables members to compete for prevailing wage work on an equal basis with other contractors by cooperating with the Labor Department in monitoring regulations.
- ** NECA enables members to improve negotiating skills in labor-management issues through the NECA Labor Relations Seminar and other programs.
- ** The information NECA publishes on current litigation related to electrical contracting helps you promote harmonious labor relations and avoid potential pitfalls.

Technical Services:

- ** NECA promotes safe, efficient equipment standards by representing the interest of electrical contractors on the Electrical Council of Underwriters Laboratories.
- ** NECA represents the interest of electrical contractors in the formation of electrical materials standards by the American National Standards Institute.

Membership Services:

- ** NECA's publications bring you the latest electrical construction industry news PLUS tips to help you increase productivity and profits through improved management.
- ** NECA stays on top of coming issues in electrical contracting by studying a wide variety of industry-related trade publications and maintaining contact with allied associations.
- ** NECA informs members of all new services as well as timely industry development in the weekly *NECA News*.
- ** NECA issues *Special Reports* on issues of timely importance as events warrant.
- ** NECA's **field** staff acts as an extension of the Chapter staff and the National staff to provide support for services and special projects and is always available to assist members.
- ** NECA works with its chapters to enhance the abilities of second-tier management.

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NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION

Government Affairs:

- ** NECA's Electrical Construction Political Action Committee (ECPAC) helps elect legislators who have your industry's financial well-being in mind.
- ** NECA works with allied associations to help cut government red tape and promote the enactment of sensible regulations that you can live and prosper by.
- ** NECA's legislative action program means better laws so that you may have a chance to earn an honest profit with less government red tape and interference.

Convention/Electrical Industry Exposition:

- ** The NECA Electrical Industry Exposition provides an incomparable display of electrical construction products and services.
- ** Members attending the Electrical Industry Exposition can learn about the newest electrical construction products and services designed to improve your profits.