



MONDAY MORNING NEWS

Puget Sound Chapter • National Electrical Contractors Association



**FEBRUARY 10, 2020
MEETINGS**

2/14/2020 NECA SKI TRIP

5/21/2020 NECA MEMBERSHIP MEETING

TRIBAL ELECTRIC – SMALL BUSINESS OF THE MONTH!



Congratulations to Tribal Electric for being selected as the City of Seattle Small Business of the Month for February!! Tribal Electric is a signatory electrical contractor and has been a Puget Sound Chapter, NECA Contractor since November 2019. Boo Torres and Jo Alcantara, partners in business and in life, formed Tribal Electric in 2019 and compete in the Residential and Commercial arenas. Boo Torres is the NECA Accredited Representative and began her Apprenticeship in 2003 working for Burke Electric. She finished her apprenticeship with VECA Electric in 2008. After a stint in Alaska, Boo worked for the City of Seattle as a Maintenance Electrician – just prior to forming Tribal Electric with Jo. NECA congratulates Tribal Electric on this great honor, and we look forward to many years of NECA participation and success in this challenging business! I'm sure Tribal Electric would appreciate it if your firm would consider hiring their firm on projects with WMBE targets or goals. Plus, they are great people to work with!

NECA TRANSPORTATION PREMIUM MAP – INSIDE CONSTRUCTION AGREEMENT ONLY!!

As a reminder, NECA developed a useful tool to help contractors determine if work is being performed in the Transportation Premium Zone. The interactive map allows contractors to type in the address of a construction project, to determine if it is within the Premium Zone. If the project is within the Zone, a \$1.50 premium will be added to every hour worked, unless the firm is already paying for parking. To visit the interactive map, visit <http://zone.necaibew46.com/> **This applies only to the Inside Construction Agreement!!**



NECA BASIC ESTIMATING COURSE BEGINS FEBRUARY 25th – DON'T MISS OUT!

Please sign up this week if you are interested in participating in the NECA Estimating Course. The course will again be taught by Harry Anderson from VECA Electric, and will begin on Tuesday, February 25th. Classes will be held at our NECA Office (16001 Aurora Avenue N., Suite 200, Shoreline, WA 98133), on Tuesday and Thursday evenings, 5:30 PM – 8:30 PM, for a period of 6 consecutive weeks. All course material will be provided by NECA. Harry's curriculum is very hands on and allows students to bid on real world types of projects. The course is designed to help in-office and field staff manage their work and help with productivity. Students will receive the NECA Manual of Labor Units, along with other class materials. The class is limited to 24 students, and will be filled on a first come, first served basis. The cost per student is \$275. To register, please contact chris@necaseattle.org.

2020 NECA LEGISLATIVE CONFERENCE

APRIL 27-29, 2020 • MANDARIN ORIENTAL • WASHINGTON, D.C.

WORK FOR SOLUTIONS. ADVOCATE FOR CHANGE. *MAKE A DIFFERENCE.*

Bigger and better in 2020, the National Legislative Conference and Political Leadership Council Summit is offering *more congressional meetings, more prestigious keynote speakers, more time for registrants to tell lawmakers their stories and more updates on legislation.* This annual meeting is the premiere legislative conference for electrical contractors to hear about the top issues affecting the industry and to meet the leaders who are working to provide real solutions. During the 3-day conference, participants will take part in high-level interactions with association leadership and Washington D.C.'s policy makers. Registrants will have the opportunity to represent their industry and business before Congress. In addition, registrants will take a deep dive into the issues impacting the electrical contracting industry and NECA testimonials. For those who have any interest in politics or how politics is impacting the Electrical Contracting Industry, this is a can't miss event. Call Chris at the NECA Office if you have questions or to register, visit www.necanet.org.



LONGTIME SEATTLE COMMERCIAL CONSTRUCTION GROUP ACQUIRED BY BAY AREA FIRM

Seattle-based Unimark Construction Group LLC and Servicemark LLC said Monday they have been bought by a Bay Area company, Skyline Construction Enterprises Inc. The deal clears the way for the Seattle companies to become employee-owned. Terms were not disclosed. Unimark is a 67-year-old tenant improvement general contractor with annual revenue of \$70 million. It is currently working on projects totaling 376,400 square feet, according to its website. Sister company Servicemark does minor office improvements. The Seattle companies will leverage the new ownership structure to scale up, said Unimark President Chris Henderson. In addition, the new owner offers succession planning and organizational support. “Most importantly, (Skyline's) employee stock ownership plan rewards the hard work of the entire team through employee-ownership, which the Unimark and Servicemark employees deserve,” he said in a press release. This is a way to lure workers at a time when the construction industry struggles to find skilled employees. The Associated General Contractors of America reported last summer that 80 percent of surveyed companies had difficulty filling hourly craft positions, and that mirrored what was occurring statewide. Skyline Enterprises said it is one of the few commercial real estate and construction holding companies in the nation with an employee stock ownership plan. It's a qualified retirement plan in which employees receive shares in a trust that is funded by their company's stock, at no cost to the employee. Encouraging employees to have a greater stake in the company results in employees thinking and acting like owners and looking out for the best interest of clients, Skyline said. The acquisition formalizes the long-standing business relationship between the firms, which have shared clients and business relationships for years. Day-to-day business operations and teams at Unimark and Servicemark will remain the same, and the companies will still be recognized by their established brand names. The acquisition does, however, provide Unimark and Servicemark access to additional in-house resources provided by Skyline's SkyService team, which handles human resources, legal, safety, finance, branding, sales, IT and security measures. This frees up the project-management and field teams to focus on project delivery.

ASSOCIATE'S DEGREES, CERTIFICATIONS LEAD TO HIGHER MEDIAN EARNINGS THAN MANY BACHELOR'S DEGREES

In construction and engineering fields, associate's degrees and certificates can lead to careers that earn workers as much as or more than many bachelor's degrees, according to a new study from the Georgetown University Center on Education and the Workforce (CEW). The report, titled "The Overlooked Value of Certificates and Associate's Degrees: What Students Need to Know Before They Go to College," found that the combined number of certificates and associate's degrees awarded by colleges is similar to the number of bachelor's degrees awarded — around 2 million per year — with certificates and associate's degrees each accounting for about 1 million. CEW found that workers with associate's degrees in engineering or architecture have median earnings that are about twice as high as those with associate's degrees in education and the arts. Workers with certificates in engineering technologies have median earnings that outpace earnings for those with certificates in education. Certificate holders in engineering technologies have a median annual salary between \$70,000 and \$150,000. Certificate holders in construction trades have a median salary between \$40,000 and \$50,000, which is higher than certificate holders in the fields of computer science, business management, accounting, healthcare or education.

FACT OF THE DAY - In an Average Grocery Store, One-Quarter of All the Products Contain Ingredients That Come from Corn.

ON THIS DAY IN HISTORY 1996 – After three hours, world chess champion Garry Kasparov loses the first game of a six-game match against Deep Blue, an IBM computer capable of evaluating 200 million moves per second. Man was ultimately victorious over machine, however, as Kasparov bested Deep Blue in the match with three wins and two ties and took home the \$400,000 prize. An estimated 6 million people worldwide followed the action on the Internet.

America is the place where anything can happen! America is the place where anyone can rise. And here, on this land, on this soil, on this continent, the most incredible dreams come true! This Nation is our canvas, and this country is our masterpiece. We look at tomorrow and see unlimited frontiers just waiting to be explored. Our brightest discoveries are not yet known. Our most thrilling stories are not yet told. Our grandest journeys are not yet made. The American Age, the American Epic, the American Adventure, has only just begun! Our spirit is still young; the sun is still rising; God's grace is still shining; and my fellow Americans, the best is yet to come!

–President Donald Trump
State of the Union, February 4, 2020

As of Friday, February 7th, there are 153 JW on Book 1 and 102 JW on Book 2. There are currently 62 Commercial Apprentices, 6 S&C, and 0 Residential Apprentices available for dispatch. There are 0 unfilled Commerical, 0 unfilled S&C and 2 unfilled Residential requests.