



**MONTEREY BAY CALIFORNIA CHAPTER  
NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION**  
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## **NEWSLETTER: August – October 2010**

### **INSIDE THIS EDITION:**

#### **Article(s):**

- New Solar Agreement

Upcoming MEI Classes

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Other Important Items

### **Welcome New Members!**

Two electrical contractors joined the Chapter in July:

**Cal-West Lighting & Signal Maintenance** represented by **Mr. Craig Geis,**

and

**Regalado Electric** represented by **Mr. Gabriel Regalado.**

We look forward to their participation!



Each NECA Chapter has been challenged to have each of its members make a contribution, in any amount, to ECPAC in 2010. We will have donation forms available at the August 19<sup>th</sup> General Membership & Board Meeting.



### **NECA Labor Relations Seminar: Sept. 8<sup>th</sup> 4:00 p.m. at the Lemongrass Restaurant, Moss Landing**

#### ***Negotiating the Agreement With and Without Binding Arbitration***

Mark your calendars now! Learn how collective bargaining with the IBEW works and what happens if the parties can't agree on the terms and conditions of the new Agreement.



### **Upcoming MEI Seminars**

Below is a list of the MEI Seminars that are currently available. Please note that the programs listed are subject to change. Register on-line at [necanet.org](http://necanet.org)!

### **AUGUST**

#### **Basic Estimating of Electrical Construction**

Aug. 9-12, 2010, San Diego, CA. Sponsor: San Diego Chapter. *Register Online!*

#### **Electrical Project**

**Supervision Level II** August 6-7, 2010, Indianapolis, IN. Sponsor: Central Indiana Chapter. *Please contact John Robinson at (317) 846-5680 or [necajohn@yahoo.com](mailto:necajohn@yahoo.com) for any questions.*

### **SEPTEMBER**

#### **Pre-Construction Planning Process**

September 2, 2010, Albuquerque, NM. Sponsor: New Mexico Chapter. *Register Online!*

#### **Prefabrication Design of Effective Process: A Tool for Maximizing Profitability in Electrical Construction**

Sept. 10, 2010, Canton, OH. Sponsor: North Central Ohio Chapter. *Register Online!*

#### **Facilities Energy Audit Education Program. Phase I- Screening Survey Workshop**

September 14, 2010, King of Prussia, PA. Sponsor: Penn-Del-Jersey Chapter. *Register Online!*

#### **Understanding Net-Metering, Distributed Generation and the Energy Policy Act and Its Impact on the Electrical Contracting Industry**

**NEW COURSE!** September 14, 2010, Troy, MI. Sponsor: Southeastern Michigan Chapter. *Register Online!*

**Advanced Estimating of Electrical**

**Construction** September 14-15, 2010, San Diego, CA. Sponsor: San Diego Chapter. *Register Online!*

**Project Management for Line**

**Contractors** September 14-15, 2010, Las Vegas, NV. Sponsor: Western Line Constructors Chapter. *This seminar is for Western Line Contractors Only. To register, please contact Jules Weaver (801) 566-8600*

**Surviving the Market** **NEW**

**COURSE!** September 15, 2010, Tangent, OR. Sponsor: Oregon-Pacific-Cascade Chapter. *Register Online!*

**Prefabrication Design of Effective Work Process: A**

**Tool for Maximizing Profitability in Electrical Construction** September 16, 2010, Lakewood, WA. Sponsor: Southwest Washington Chapter. *Register Online!*

**Lean Construction in Electrical Contracting**

September 16, 2010, Dublin, CA. Sponsor: Northern California Chapter. *Register Online!*

**Emerging Green Building**

**Projects** September 17, 2010, King of Prussia, PA. Sponsor: Penn-Del-Jersey Chapter. *Register Online!*

**Building a Profitable Service Business**

September 17, 2010, Napa, CA. Sponsor: Northern California Chapter. *Register Online!*

**Developing an Electrical Safety Program** **REVISED!**

September 22, 2010, Honolulu, HI. Sponsor: Hawaii Chapter. *This class is open to all signatory contractors. To register contact Al Itamoto or Heather Kina (808) 847-7306*

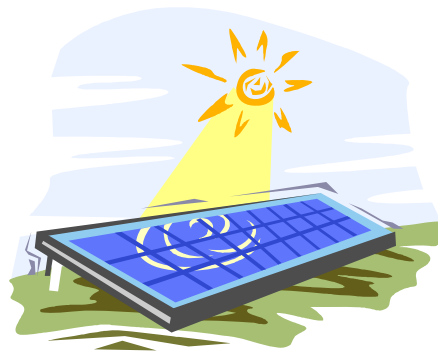
**Facilities Energy Audit Education Program.**

**Phase I- Screening Survey Workshop** September 23, 2010, Long Island City, NY. Sponsor: New York City Chapter. *This seminar is for chapter members only. Non-members interested in attending, please contact Bruce DeShay at (914) 671-0138*

**Change Orders in Electrical Construction**

September 23, 2010, Molina, IL. Sponsor: Quad Cities Chapter. *Register Online!*

**For other courses information visit our [Catalog of Courses](#)**



**NECA/CALSEIA/IBEW  
Photovoltaic  
Agreement**

**(Reprinted from the Contra Costa Chapter Newsletter)**

For some time now, the IBEW, NECA and the California Solar Energy Industry Association (CALSEIA) have been in discussions about developing an agreement to cover Photovoltaic installations. Since CALSEIA members represent nearly 70% of the solar work in California, attracting their members to a labor agreement equivalent to a NECA/IBEW agreement would solidify a large portion of that industry. In early June, those discussions culminated with the enclosed three-year agreement. This agreement will be "rolled out"

over the course of the next couple of months and includes a new classification for a Solar Installer, whose primary job description is the installation of solar panels (arrays) and the associated wiring from the panels to the combiner box (D.C. Disconnect) for commercial installations. On residential installations of four stories or less, the scope includes the entire solar installation. The journeyman Solar Installer carries an initial wage rate of \$28.65 per hour for the San Francisco, Alameda, Contra Costa, San Mateo and Santa Clara geographic area. Equally important, the agreement contains a provision for an Apprentice Solar Installer program of two-years, beginning at 50% of the Journeyman wage rate. By and large, our NECA/IBEW employers have not been competitive on most private PV jobs when faced with competition from the major players in the industry. Our contractors have told us that they needed a classification to address all of the material handling involved with the panels and supports as well as the mounds of cardboard that are generated during a typical installation. The Solar Installer apprentice classification should address this.

The key to this entire process will be the development of an area-wide apprenticeship program. Initially, most of our NECA employers will probably have to find their own PV installers. Hopefully, the new apprenticeship program will be established quickly to furnish you with the lower cost help that you will need to be competitive on this type of work. When we have apprentices ready for job assignments we will notify all employers. At that point we believe there will be a great deal of interest in the new agreement from our NECA/IBEW Contractors.

We anticipate that the prevailing wage for this scope of work will change accordingly. In the interim, be careful when bidding public works.

Unlike NECA, CALSEIA is not in the business of negotiating labor agreements for its members, so this agreement does not automatically bind their members. Even if only half of them sign the new agreement, the amount of competition using essentially the same labor agreement will be significant.

We all know that solar energy is not the worlds most efficient means of generating power. In fact, without the huge governmental subsidies one has to wonder how much would be used at all. But, the reality is that the next several years do look promising for this industry. If you have been waiting on the sidelines for a more obvious opportunity to enter the business, you might want to reappraise your position as a result of this agreement.

Many thanks to Tom Mclean from our Western Region office of NECA for helping facilitate the agreement between the various parties.



## NECA 2010 Convention Boston October 2-5

**Discounted Registration  
Ends August 13!**

If you are planning to attend, register on or before August 13<sup>th</sup> to save \$70 and guarantee a room at the Westin! For more information, visit: [www.necaconvention.org](http://www.necaconvention.org)

### Chapter Promotions & Money Saving Tips

The Chapter has approved the following incentives to promote attendance this year:

The Chapter will reimburse one person per Active Contractor Member (Active Chapter Members are those who report at least one full-time electrician on the monthly transmittal) to attend the Convention if they attended the NECA/MEI educational seminars in addition to visiting the show floor and the other convention activities. The following will be reimbursed:

- The cost of five-nights at the Chapter's assigned Hotel (Westin Boston Waterfront)
- One full registration fee
- Reimbursement for one round-trip flight up to \$400
- Up to \$400 reimbursement for the spouse's attendance of the opening and closing celebration functions.

If you would like to know how to save big bucks attending the Convention, please give the Chapter a call!



## The Latest EDL

**Six Ideas That Will Change  
Your Building's Energy  
Profile**

The EDL is a perfect addition to your company's newsletter or other marketing materials. Your regular customers, past clients and important contacts will appreciate receiving these monographs. EDLs can help you demonstrate to your customers the difference between an average electrical contractor and one that can add

value to a project **and** save them money! Contact the Chapter to learn about member pricing for this publication.

## Purchase NECA Seal & Logo Stickers!



NECA Seal stickers are available from 1.25 to 12 inch and NECA Logo stickers are available from 2.5x4.2 to 6x10 inch.

Call Summit Marketing Group to order: 800-560-0088

### Meetings and Events:

August 19, **G/M & Board  
Dinner Meeting**, @ 4:00pm  
Best Western, Sea Cliff Inn,  
Monarch Room

September 8, **Labor  
Relations Seminar**  
Negotiating the Agreement  
With and Without Binding  
Arbitration, 4:00 p.m.,  
Lemongrass Restaurant,  
Moss Landing

October 2-5, NECA Annual  
Convention, Boston MA  
[www.necaconvention.org](http://www.necaconvention.org)

October 21, **G/M & Board  
Meeting**, @ 4:00pm &  
**Associate Member Dinner  
Meeting** @ 6:00 p.m.  
Location TBD

December 16, **G/M & Board  
Dinner Meeting**, @ 4:00pm  
Location TBD