



SUMMER

OUR 55TH YEAR

CONTRA COSTA CHAPTER

MARCH 2018

SEMINAR: Friday, March 30th

Using the **NEW NECA LABOR Factors to Measure the Loss of Labor Productivity and Improve Bid Hits**

We are pleased to announce that the Electrical Industry Trust will be sponsoring a new and timely educational program featuring [Dr. Awad Hanna](#). For those of you who have not had the opportunity to attend one of his seminars in the past, Dr. Hanna is a professor at the University of Wisconsin, Department of Civil and Environmental Engineering and is considered today's leading North American researcher working in the area of construction productivity. In fact, he literally "wrote the book" on construction productivity.



Dr. Awad Hanna

This seminar consists of two major components. First is to introduce the NEW NECA Labor Factors in the 2017-2018 Manual of Labor units, which are 18 productivity factors that provide a definitive methodology to assist contractors and owners in reaching a settlement in cases of loss of productivity claims. It is generally accepted that many cases of loss of productivity stem from unfavorable work conditions (e.g. stacking of trades and out-of-sequence work) that are beyond the contractor's control. In these instances, the contractor may suffer financial losses for which they are entitled compensation. Both owners and the North American legal system agree that compensation is due, but what is missing is a logical, fair approach to settling these claims that is derived from research and statistics, rather than opinion. This seminar presents an analysis 145 projects executed over the last 10 years, and for each determines 3 levels of productivity impact (Minor/ Moderate/ Severe). The NEW NECA Labor Factors can be used either proactively (to better anticipate schedule and costs prior to the disruption in productivity) or retroactively (to hasten the settlement of claims).

The second component of this seminar entitled “To Bid or Not To Bid?: Factors that Affect Bid Success for Electrical Contractors,” discusses and provides examples of the calculations and factors that estimators should consider when preparing a bid. The industry average “Hit Rate” for electrical contractors is eight percent -- that is, a contractor will win eight out of every hundred projects on which it bids. Most contractors have some sort of internal assessment of risk and likelihood of success. To formalize the assessment process of risk, and thus the amount of contingency that a contractor must add, this document defines a series of questions that contractors should ask prior to bidding, each of which has a numeric scale. Furthermore, the document presents figures and tables to ensure that allocation of labor and estimated project duration are as accurate as possible, which further increases the accuracy of the bid. Since the last 30 years have seen an increase in the level of competition for construction bidding, it is paramount that electrical contractors apply these lessons to improve their hit-rates and amount of work received.

The “Using the NEW NECA LABOR Factors to Measure the Loss of Labor Productivity and Improve Bid Hits” will be presented at our Training Center in Martinez on Friday, March 30, 2018 from 8:30 a.m. to 12:30 p.m. The program, including all materials and lunch, is free of charge to anyone representing one of our signatory contractors. The class is limited to 30 participants and will fill quickly. If you would like to attend, please respond below at your earliest convenience.

[Click Here to Register](#)



New NECA Manual of Labor Units Available

In early January, you should of received a letter in the mail from our National Office offering a complimentary copy of the 2017-2018 Manual of Labor units. **Pages 14-21 contain the New Labor Factors that Dr. Hanna will be reviewing on March 30th.** If you have not already done so, you will want to take advantage of the offer as the member price of the Manual of Labor Units is now \$90. You can also use the form to order additional copies. If you have misplaced your complimentary copy order form and want to take advantage of the offer, please contact Sharon at the Chapter office.



Safety Meeting App

NECA Members Get First Month Free!

The new [NECA Safety Meeting App](#) is a powerful smart phone and tablet-based tool designed to streamline the process of holding required safety meetings and delivering required jobsite safety talks.

FREE PRESENTATION FOR NECA MEMBERS

(SPONSORED BY NORTHERN CALIFORNIA CHAPTER, NECA)

Michael J. Johnston, NECA's Executive Director of Standards and Safety, will be giving a presentation demonstrating all the functionality of the NECA Safety Meeting App and how it can be put to use right away. The presentation will also review the newly added features and functions of the NECA Safety Meeting APP. New forms, checklist and job briefings are now a part of this mobile app that makes jobsite documentation easy and effective. The interactive demonstration is a terrific opportunity for members to get their safety meeting questions and challenges answered Don't miss this opportunity to learn how this can enhance even the most advanced electrical contractor safety programs.

Date:

Tuesday, March 13, 2018

Time:

2:00 p.m. to 3:30 p.m.

Location:

Zero Net Energy Training Center
14600 Catalina St., San Leandro, CA

Must Register to Attend!

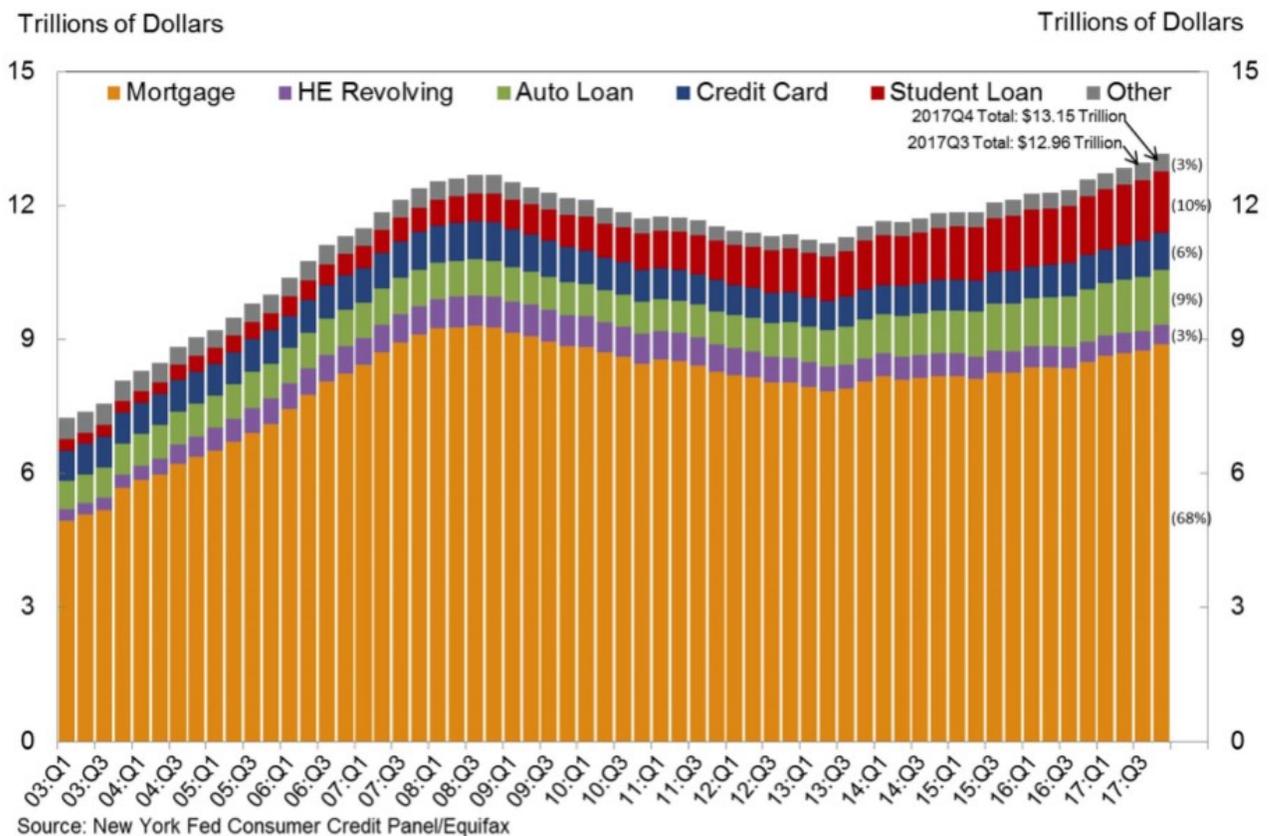
Download registration form [here](#) and email to
juanitas@norcalneca.org

Cost: Free (NECA Members)

CALCULATED RISK

Every picture tells a story, don't it?

Total Debt Balance and its Composition



“Calculated Risk” a Finance and Economic blog by Bill McBride.

If you want to subscribe yourself, see the link below.

Click [Here](#).



March 2018

Sun	Mon	Tue	Wed	Thur	Fri	Sat
				1	2	3
					<u>Retirement Trust</u> Martinez Training Center 9:00 a.m.	
4	5	6	7	8	9	10
11	12	13	14	15	16	17
		<u>Inside Negotiations</u> Martinez Training Center 5:30 p.m.		<u>JATT</u> Martinez Training Center 3:00 p.m.		
18	19	20	21	22	23	24
				<u>Inside Negotiations</u> Martinez Training Center 5:30 p.m.		
25	26	27	28	29	30	31
					<u>Seminar</u> Martinez Training Center 8:30 a.m.	

