

TICKING TIME BOMB ???

As we move closer to the Presidential contest in November, the entertainment value of the American election process is likely to jump off the chart. In fact, you can't hardly buy this kind of entertainment. Please do not let the noise distract you from what should be the paramount concern of both parties: deficit spending and our rising national debt.

On January 26th of this year, our total national debt of 18.96 trillion dollars amounted to 104% of the previous 12 months of Gross Domestic Product. So how big is \$19 trillion? And, why is it so hard for us to get our arms around what this means?

Part of that answer is that most people believe that a trillion is just a little larger than a billion, which is a little larger than a million. In fact it appears that most Americans and their legislators suffer from meganumerophobia—the fear of very large numbers—which causes some people to quickly lose their perception of reality. A second reason, some people believe that since each of the words end in “illion,” a linear relationship is implied. It's not. It's exponential, with each successive column 10 times greater as you move right to left.

Consider this:

- A million seconds ago was 12 days ago.
- A billion seconds ago was 31 years ago.
- A trillion seconds ago was 31,000 years ago.

As it turns out that \$19,000,000,000,000 isn't really the actual number because of what is not included and the accounting procedures the government uses to develop the number. If you used such accounting procedures in your business, you would soon find yourself in Federal Prison. Further, worldwide interest rates have been lower than at any time in the past, and if they begin to rise, the interest alone on the debt alone will be suffocating.

While our Chapter has stayed away from recommending individual candidates for elective office, we hope that you find the time to research and select candidates for all federal and state positions that do not suffer from meganumerophobia. “Number 45” needs to understand that 2 out of 3 new jobs created in this country are created by small business—like yours!





So What Does Your NECA Membership Really Cost?

Periodically, it is important to take a moment and review all your expenses, including your membership in the association. We believe it is enlightening to evaluate the real cost of your NECA membership the same way you look at all your costs—as a percentage of sales.

NECA maintains an important data base of the financial performance of its members in a biannual publication called FINANCIAL PERFORMANCE REPORT. On a national industry average, direct labor wages represent about 30% of sales and the labor adder for things like retirement, health, social security and other insurances amount to about 14%. Although the cost of labor represents nearly 45% of your sales, NECA service charge is only computed on direct wages (gross labor payroll). Our Chapters 1% service charge would amount to .3 percent—about a third of one percent. Stated differently, on a \$100,000 job, the NECA portion would amount to \$300—hardly enough to jeopardize the sale. For our larger firms that are able to take advantage of our multiple office and manhour discounts, the cost is even lower.

Required Disclosure for NECA Chapters

Dues and service charges paid to NECA are not tax deductible as charitable contributions for federal income purposes. They are deductible as ordinary and necessary business expenses, subject to a very minor restriction imposed as a result of NECA's lobbying and political activities as defined by the Budget Reconciliation Act of 1993. Our National Office at NECA estimates that the nondeductible portion of your 2015 dues and service charges—the portion allocable to lobbying and political activities—is 5.2%. Since the National NECA portion of your dues dollar is 20% (2/10's of 1%) this means that about 1% of your payments to NECA could possibly be challenged as non-deductible. To our knowledge, no NECA member has ever been challenged on this.

Important Reminders:

CW/CE

Health Contribution Rate Increase

Effective with hours worked January 1, 2016, the Health and Welfare Trust contribution rate for the CW/CE MOU increased from \$5.01/hour to \$5.21/hour. The twenty cent increase is the only change in the agreement until June 1, 2016, when a cost-of-living increase will be applied to all wage rates. Please continue sending your fringe benefit transmittals for work under this MOU to the NECA office in Martinez, and not to the same address that you send your Inside Wireman Agreement benefits. Also note that contributions are due at the NECA office by the 15th of the month after the hours are worked.

Updated transmittal can be downloaded from: <http://www.ccneca.org/Agreements.html>.

INSIDE WIREMAN

Employer Contributions Due Date Change

Please note that Employer contributions RECEIVED after the 15th day of the month following the month in which the work is performed will be considered late and subject to liquidated damages at 15% on the contribution amount due and 10% interest per annum, effective March 1, 2016.

Lockbox Address Change

Please note that employer transmittals and contributions for hours worked in February 2016 paid in March 2016 and going forward must be sent to the following address:

Contra Costa County Electrical Workers IBEW 302 Trust Funds
P.O. Box 45382
San Francisco, CA 94145-0382

Wage/Benefit Increase Effective February 29, 2016

The members of IBEW Local Union 302 voted to allocate their entire \$1.25 per hour increase on February 29, 2016, to wages. There will be an additional increase of \$1.25/hour on February 27, 2017 and February 26, 2018. Our Agreement with Local 302 will expire on May 31, 2018.

New Wage Sheets and Cost-Per-Hour Sheets reflecting the \$1.25 hour increase can be found at: <http://www.ccneca.org/Wages.html>

The Seven Habits of High Performing Contractors

We now have 35 people signed up for our March 4th seminar "The Seven Habits of High Performing Contractors.

The room can fit just a few more, so if you have not yet registered, but want to attend, please do so now. Also, if someone from your company that is registered can no longer attend, please let us know as soon as possible. The "street value" of this program is over \$300/person. We do not want to deny anyone the opportunity to attend.



**Friday
March 4, 2016**

Sponsored By
Contra Costa County
Electrical Industry Trust

Instructor
[Dr. Awad S. Hanna](#)

Location
Electrical Industry Trust
Training Center
1255 Muir Road
Martinez, CA

Time
8:30 a.m.—12:30 p.m.

Free of charge to anyone representing one of our signatory contractors.

Lunch will be provided.

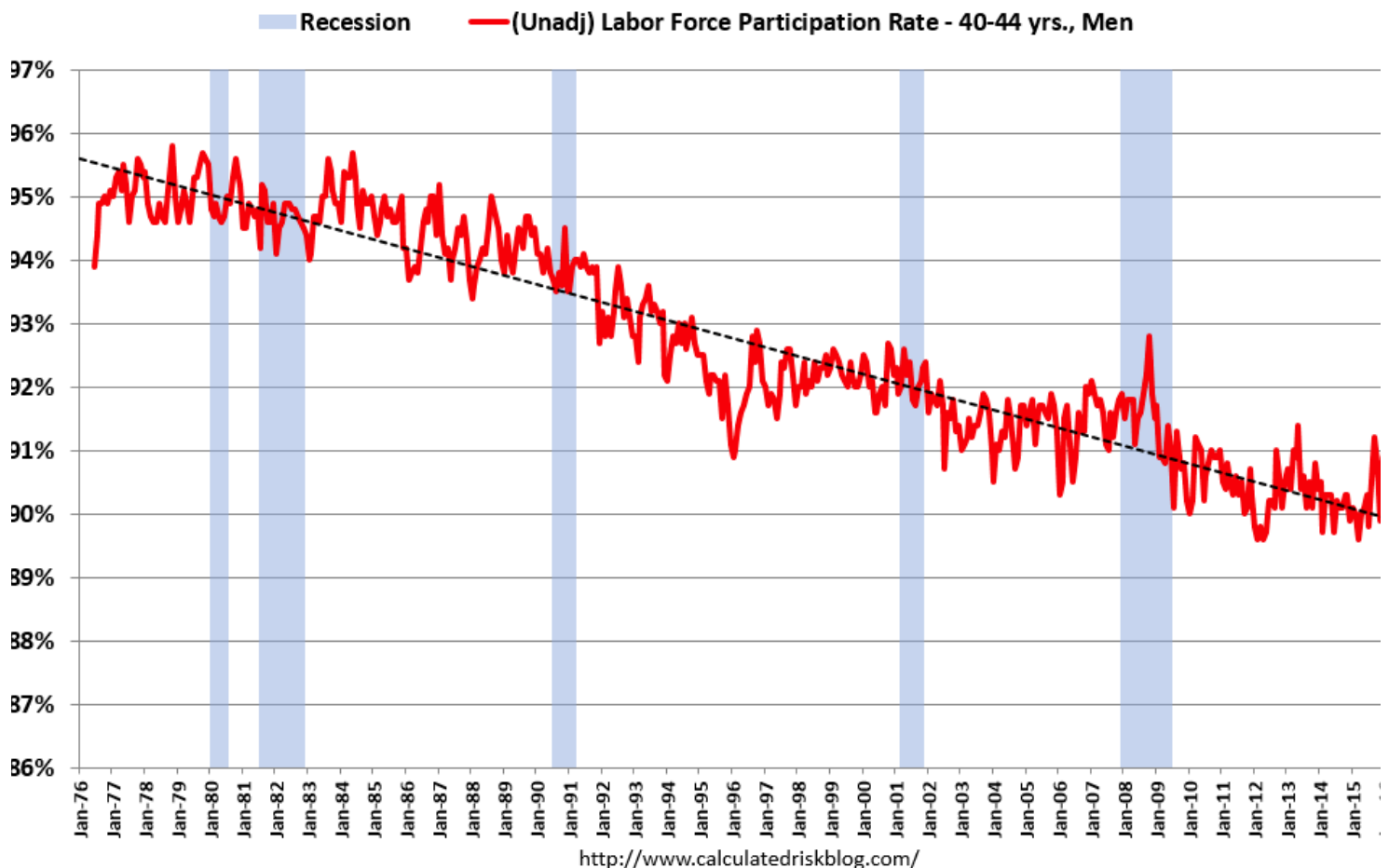
Kindly RSVP
Via email to sspare09@sbcglobal.net
or call (925) 372-3222 x10.



CALCULATED RISK

Every picture tells a story, don't it?

Labor Force Participation Rate, Men 40 to 44, NSA



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

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

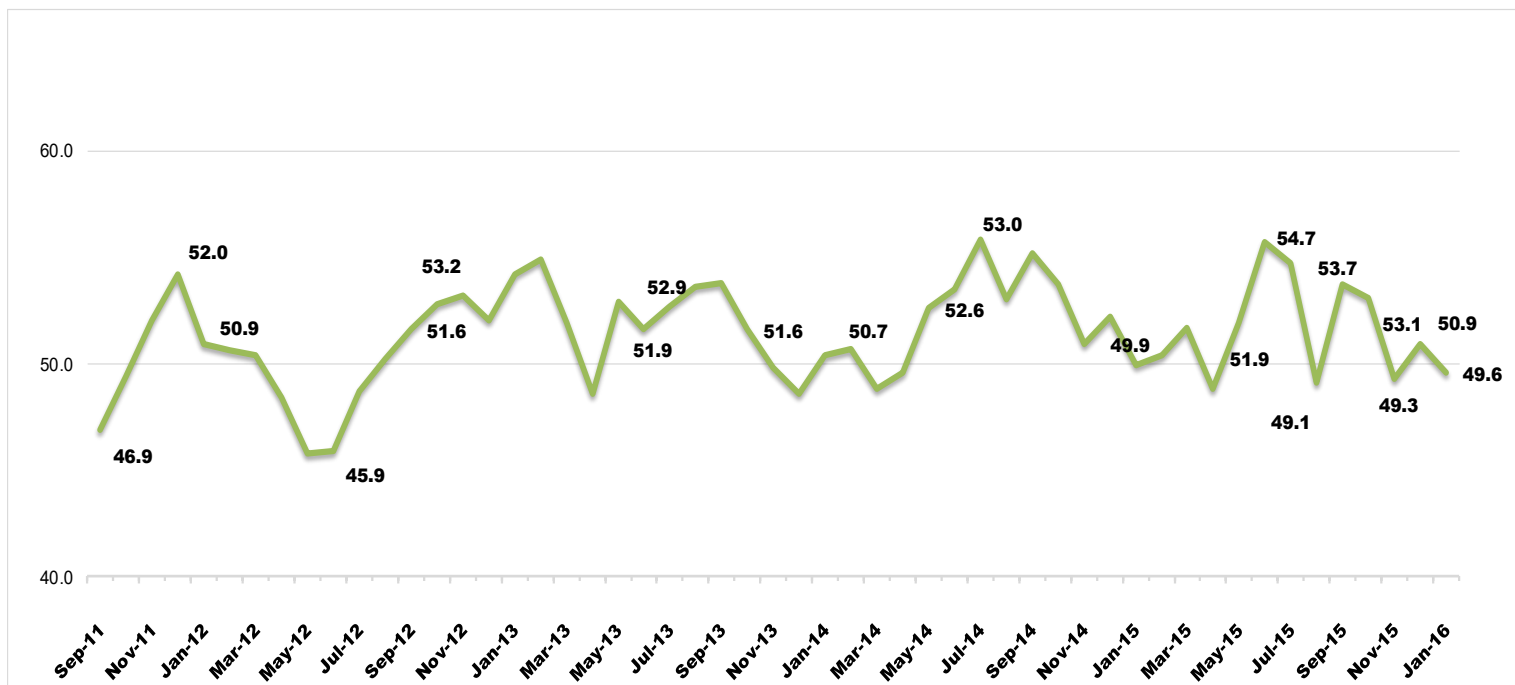
Click [Here](http://www.calculatedriskblog.com/).

Architecture Billings

Drops Slightly . . . [read more](#)

January ABI 49.6

Any score above 50 indicates an increase and score below indicates a decline.



SYNERGY

[ACA REPORTING](#)

[2016 HOLIDAYS FOR LOCAL 302](#)

[SOUND & COMMUNICATION WAGE RATES](#)

[SOUND & COMMUNICATION COST/HOUR
SHEETS](#)

[INSIDE WIREMAN WAGE RATES EFFECTIVE
FEBRUARY 29, 2016](#)

[INSIDE WIREMAN SHIFT RATES EFFECTIVE
FEBRUARY 29, 2016](#)

[COST PER HOUR SHEETS EFFECTIVE
FEBRUARY 29, 2016](#)

[EMPLOYER CONTRIBUTION DUE DATE CHANGE EFFECTIVE MARCH 1, 2016](#)



March 2016

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thur</i>	<i>Fri</i>	<i>Sat</i>
		1 <u>LMCC</u> Training Center 5:30 p.m.	2	3 Health & <u>Welfare Trust</u> Training Center 1:00 p.m.	4 <u>SEMINAR</u> "Seven Habits" Training Center 8:30 a.m.	5
6	7 Retirement <u>Trust</u> Training Center 10:00 a.m.	8	9	10	11	12
13 Spring <u>Forward</u>	14	15	16	17	18	19
20	21	22 Electrical <u>Industry Trust</u> Primas 11:45 a.m.	23	24	25	26
27	28	29	30	31 District IX <u>Meeting</u> Scottsdale, AZ		



CONTRA COSTA CHAPTER
1024 Court Street, Martinez, CA 94553
(925) 372-3222
www.ccneca.org