



NECA-IBEW NATIONAL LABOR MANAGEMENT COOPERATION COMMITTEE
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www.Powering-America.org

January 15, 2019

All IBEW Local Unions with Outside Jurisdiction in the United States
All NECA District Ten Chapter Executives

RE: Outside Market Share Reports

Dear Business Managers and Chapter Executives:

The IBEW and NECA believe the local parties are better served having access to market data from an impartial and respected source whose methodology and results have proven accurate and acceptable. The national parties believe this information maximizes the time to focus on how to expand our share of the electrical construction industry while minimizing the time spent discussing whose data is more correct. Therefore, the IBEW and NECA jointly develop and distribute annual market share measurements. The Outside "employment share" and "wage share" summaries for the years 2006 through 2017 are now available online for Business Managers and Chapters Executives.

The results are available to each IBEW local union and NECA chapter for their respective jurisdiction as measurements of their local penetration and progress in increasing their share of their local market. It is not the only method; but, it is reasonable and it should be recognized by both parties as a credible tool to gauge any market. Any and all questions about the data are encouraged by either party and should be sent to the respective national offices. Details of the data will be provided upon request.

The accompanying information is believed to be the best available. It has been extensively reviewed by IBEW and NECA national staff. Keep in mind that analysts recognize, however, because the information available at the local level is sometimes unreliable, the margin of error increases and some uncertainty exists. This information will help identify the size of a local IBEW/NECA market, which is the key to understanding how to evaluate the past and to plan for the future.

If there is need to contact our offices, please do so by calling:
IBEW Members – David Yockel at 202-728-6109
NECA Members – Kevin Tighe at 301-215-4527 or 301-215-4510

Fraternally,

Handwritten signature of Lonnie R. Stephenson
Lonnie R. Stephenson
International President, IBEW

Sincerely,

Handwritten signature of John M. Grau
John M. Grau
Chief Executive Officer, NECA

cc: All IBEW International Vice Presidents
All NECA Regional Executive Directors