



NECA-IBEW NATIONAL LABOR MANAGEMENT COOPERATION COMMITTEE
1201 Pennsylvania Avenue, N.W., Suite 1200, Washington, DC 20004
301-215-4510
www.Powering-America.org

April 12, 2021

All IBEW Local Unions with Inside Jurisdiction in the United States
All NECA Inside Chapter Executives

RE: 2019 Inside 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 publish annual market share measurements. The Inside “employment share” and “wage share” summaries for the years 2004 through 2019 are now available online for Business Managers in *Local Connections* and Chapter Managers at Necanet.org.

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.

This 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, that 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 a need to contact our offices, please do so by calling:

IBEW Members – Michael D. Richard at (202) 728-6078

NECA Members – Kevin Tighe at (202) 991-6279

Fraternally yours,

Lonnie R. Stephenson
International President, IBEW

A handwritten signature in black ink, appearing to read "David Long".

David Long
Chief Executive Officer, NECA

Encl.

cc: IBEW International Vice Presidents in the United States
NECA Regional Executive Directors