

The *Electrical* CONTACTOR

The Official Publication of the Florida Association of Electrical Contractors

Volume 2 Number 1
Spring 2006



The FAEC

*Working For You in
the Florida Legislature*

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FAEC Spring Conference
March 29–April 1, 2006
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Tampa

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The *Electrical* CONTACTOR

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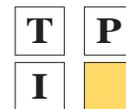
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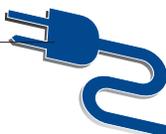
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Executive Vice President Report

By Janice Ficarrotto
FAEC Executive VP

Imagine—it's already the middle of February! Seems like just yesterday it was the first of a bright new year. I've noticed the older I get, the faster time seems to go by; why is that? Only a few short months ago we were "in a tizzy" over the cancellation of the Fall Convention due to the devastation of Hurricane Katrina—Biloxi was gone—did we reschedule or cancel? Well, we cancelled and just put our efforts into planning the Spring Conference which takes place March 29th – April 1st, 2006.

Here's what we have lined up for you, just in case you haven't seen the promo material or received an e-mail from me urging you to sign up. We start our conference on Thursday morning with committee meetings. I'm really excited about our Committees and their personnel this year. What a line-up I've been blessed with. Our members have been active, working on FAEC affairs and programs and their efforts show. We will continue with our goals and planning at these meetings and report in an upcoming Contactor. Later that afternoon we have the Board of Director's meeting where industry issues and the status of the organization will be discussed along with a Legislative Report presented by Lobbyist, Rick Watson.

Friday is packed with great programs, beginning with the Worker's Comp class at breakfast. From 9:00-12:00 noon, attorney Tim Moorhead will be doing a program on contract language, documents, change orders, etc. Then, we move to lunch which is a panel session compiled on noted industry persons to speak on "The Devastation of the 2005 Hurricane Season &

What Effects it will have on the 2006 Florida Construction Outlook". Participating in this panel will be: Dave Anthes, Federated Insurance; George Adams, Jr., Vice President-Elect, So. Central Region of NAED; Doug Buck, Vice President of FHBA; and Gordon Johnson, President, Highway Safety Devices Tampa. This panel alone will provide enough information to cover the cost of conference attendance!

Friday afternoon's class is "ARC FLASH", presented by our very own, Joe Territo, Territo Electric in Ocoee. Joe has been on top of the Arc Flash issue since last year, bringing the topic, and the many questions surrounding it, to the attention of the FAEC Board. Through Joe's work and efforts, we are now able to provide you with valuable insight into the many issues surrounding Arc Flash, both OSHA's side and the NFPA side and everything that's missing in-between!

Friday night is the Theme Party and Legislative Auction. This is a great event with a Mardi Gras theme this year. There will be music, prizes, and great auction items. Remember, the monies raised from the auction help off-set our legislative expenses each year.

Saturday morning's breakfast will feature another mini-mart; a networking opportunity for contractors and member benefit providers. Door Prize drawings and a cash drawing of \$250.00 will be help throughout breakfast.

To close-out the morning is Dan Petro, CEO of Amber Electric in Ocoee speaking on the "Secrets of Running an Effective, Successful Electrical Contracting Organization". Now, who better than Dan Petro to speak to this topic?

Lunch that afternoon is the one hour mandatory Safety Credit program presented by Jeff Reed with Federated Insurance. This is an old topic with a new "spin"; some new ideas and updates on current OSHA regulations.

At this time, I am still trying to tie-down—and ADD to the afternoon schedule—the one hour mandatory CE Building Code Update. I have the material in my hand but, there is a great deal of confusion between DCA and DBPR about how the classes are to be submitted. I think we'll get it worked out thanks to George Ayrish at DBPR, he's been a great help. As soon as I know we've got this lined-up, I'll notify everyone via e-mail.

So, if you haven't already signed up for the conference, hurry and do so today. If you have any questions, call me.

In closing, please be sure to read your Legislative Alerts we're e-mailing bi-weekly from Rick. If they call for action, please respond. We can't be effective in Tallahassee without your support.

See you all in the Spring!
Janice

FAEC Benefits of Membership Include:

- A Voice in the Legislative Process through a full-time lobbyist in Tallahassee.
- An Annual "Spring Conference" & "Fall Convention" offering Continuing Education classes relative to license renewal.
- The official publication of FAEC — The "Contactor" —bringing you up-to-date on association information and industry news.
- A Group Major Medical Insurance Program.
- A General Liability Insurance Program.
- An Annual Membership Directory.
- "Legislative Alerts" distributed throughout the session to keep you abreast of industry concerns.
- The opportunity to interact with fellow contractors to share industry concerns and discuss industry issues.

Join With An Elite Group...

**Your Invitation To
Membership In FAEC!**

Do You Have a Plan?

By Dave Anthes
Southeast Regional
Marketing Manager
Federated Insurance



Recent events have likely raised questions among your employees about their duties if a disaster were to occur in your area. Help them understand your expectations and the procedures they should follow by asking yourself these questions:

- Do you have a written disaster plan that is communicated to all employees?
- Do you have a designated risk manager and a safety team who know how to react in various situations?
- Do your employees understand their individual roles and priorities to help secure their work areas without endangering themselves?
- Do they know what to do if evacuation is necessary?
- Do you have alternative communication methods in case of a power outage?
- Do you have a list of employees' and vendors' addresses and phone numbers stored away from the premises?
- Do employees know how to report their whereabouts and account for themselves after an event?
- Do you have a disaster recovery plan to minimize business interruption after an emergency?

- Do you encourage employees to have personal disaster plans for their homes and families?

Periodic safety meetings can help remind employees of their responsibilities in a disaster and may ease anxiety about making decisions in difficult situations.

This article is an excerpt from The SHIELDSM a periodic newsletter published by Federated Insurance Companies with the mission to inform readers on important risk management issues. It is intended to provide general recommendations regarding risk prevention. It is not intended to include all steps or processes necessary to adequately protect you, your business or your customers. You should always consult your personal attorney and insurance professional for advice unique to you and your business.

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PAYCHEX[®]

An article in the Fall issue of *Electrical Contractor* told the story of 60 subcontracting firms that were shut down for failure to have the proper workers' compensation coverage.

Under Florida law, construction employers with one or more employees must provide worker's compensation coverage for their employees. But many small contractors either cannot find workers' comp, or find the upfront cost to secure this coverage to be unaffordable.

To help solve this problem, Paychex, Inc. has partnered with the State FWCJUA program to offer a streamlined process for small contractors without prior workers' comp coverage to obtain affordable coverage. This program offers the contractor the ability to secure workers' comp coverage with just 1/6th down, with workers' comp premiums paid as you pay your payroll through Paychex.

For example, if you have one employee for a job, your workers' comp costs are based on the payroll for that pay period for that one employee. If during the next pay period you have three employees, your cost is based on what you paid those three employees for the pay period.

Features of the program include:

- Significantly reduced annual deposit premiums
- Per-pay-period calculation of actual workers' compensation premium expenses
- Per-pay-period electronic remittance of workers' compensation premiums
- Comprehensive payroll administration, including automatic preparation of payroll tax returns and payment of payroll taxes

For more information about how this program may help ease administrative and financial headaches associated with payroll and workers' compensation, call or fax your local PAYCHEX representative at:

Phone: 407-832-0042
Fax: 407-330-5144
Attn: Dick Pangburn
E-Mail: tazrcp@aol.com



The Florida Legislature begins its Regular 60-Day Session on March 7th. It will be Governor Bush's eighth and last session and an election year, so I predict that the session will end on time and not be extended.

Business Issues

Top on the business agenda is the **repeal of joint & several liability**. The law in Florida requires one defendant with deep pockets to pay more than his pro rata share of damages. The house bill (HB 145) has already passed one committee and is scheduled for its final committee reference prior to Session. It is expected to be voted on during the first two weeks of the Session. The Senate companion bill has not been filed. Since the Florida Senate is more moderate than the Florida House, it will be more of a challenge to get the bill passed in the Senate.

Tax cuts are expected this year in the range of \$1.5 billion. During Governor Bush's terms, over \$14 billion of tax cuts have been passed. The final repeal of the intangible tax is expected to pass. Sales tax holidays for school supplies for 9 days and for hurricane supplies for a week are being considered. Another sales tax holiday for individuals for purchases less than \$5,000 is also being discussed. The fiscal impact of that tax cut is \$500 million alone. Property tax relief is being considered, as well as relief from increasing home insurance premiums. Even the Democrats are touting tax cuts, so I'm sure some tax cuts will pass.

Electrical & Construction Issues

One bill dealing with **electrical and alarm** has already had a committee hearing in each chamber. HB 489 & SB 744. The bills make minor changes in registration requirements and monitoring requirements. The house bill also **exempts "installation of lightning suppression devices"** from regulation. The Electrical Contractors Licensing Board had attempted to send a letter to FL building officials announcing the ECLB's intent to regulate such devices. The NEC is silent on this issue and the FL Unified Building Code tracks the National Electrical Code, so is also silent on the issue. The ECLB has abandoned its intention to regulate the installation of lightning suppression devices: The proper venue for establishing regulation of the installation of these devices is through an amendment to the NEC or the FL Unified Building Code. The FAEC Board will be reviewing this issue at its Spring Conference in Tampa.

Workers Compensation is not expected to be taken up in a significant way during the Session. The massive workers compensation of 2003 is still paying dividends. Construction on the average has enjoyed almost a 30% reduction in premiums since 2003. Senator Bennett (R-Sarasota) has filed SB 1110 which provides for a "workers compensation lite" policy at a reduced cost to attempt to capture the large number of exempt construction licensees. One of the large Florida companies is pricing such a policy. The bill will be on FAEC's monitoring list.

Fingerprinting of all contractor employees on public school construction sites will be clarified and limited in some respect. A proposed committee bill in the house (HCJ 3) has already been workshopped. For those electrical contractors doing service, repair or remodeling, or new construction on public school sites, the Class II Security Clearance requirement has been a real nightmare.



Regulation of home inspectors and mold remediators (HB 161 & SB 1046) will also be considered. These bills will be monitored for electrical contractors to confirm that a licensed electrical contractor operating within his scope of work will not be required to obtain additional licensure. The bills passed the legislature last year and were vetoed by the Governor. The regulation anticipated is not a full-blown regulation like the ECLB, but proof of competency by passing a national certification.

Bills dealing with the **growth manage law (SB 130), FL Building Code (SB 128 & SB 1774), construction liens (SB 588)** have all been filed in the senate. House companion bills are expected to be filed prior to the Session.

Conclusion

A wise sage once said that "life, liberty and property are not safe when the legislature's in session." My job as your lobbyist is to be the first line of defense when bad bills or amendments are filed. When you receive Legislative Alerts from me, please respond immediately. You'll begin receiving Legislative Updates on a bi-weekly basis beginning in March. If you have any questions, do not hesitate to contact me by phone (850) 222-000 or FAX (850) 222-9059 or email at rick@rwatsonandassociates.com. It's an honor to represent FAEC and your interests in Tallahassee.



Member Spotlight

Ferran Services & Contracting, Inc.

The founder of the company, Harry A. Ferran, was a registered Professional Engineer (PE) who brought together several existing companies: Ward Air Conditioning, established in 1952; Johnson Electric, established in 1913, and DW Browning, established in 1910, to form one organization that could offer comprehensive and coordinated service.

In 1993 his son, Robert C. Ferran, became the owner of Ferran Engineering Group, Inc. and in 2000 Rob Ferran sold the company to Dolph Marmetschke.

Mr. Marmetschke began working for Ferran Engineering in June 1993 as the Operations Manager and was named President of the firm in June 1997. He continues as President and Chief Executive Officer of the new Corporation, Ferran Services & Contracting.

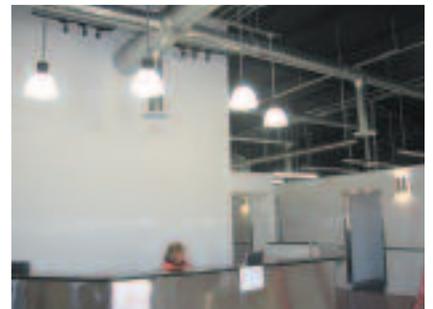
The company has over 160 employees in two locations and 100 vehicles on the road. Ferran holds State Certified licenses in the air conditioning, electrical and plumbing trades and offers service and installation for residential, industrial and commercial customers.

Ferran's Orlando offices on I-4 just south of downtown Orlando are a familiar sight to travelers of I-4. Demolition of the old buildings and construction of new office and warehouse space will begin soon. (New facility pictured.) Their Volusia County operation moved February 1, 2006, from Daytona Beach to Port Orange.

One constant through the years has been the company's commitment to the safety of its employees and its customers. Year after year local organizations such as the Florida Safety Council, the Sunshine Safety Council, and ABC (Associated Builders and Contractors Inc) have recognized Ferran's outstanding record.



In addition to Dolph Marmetschke, other key personnel include: Sallie L. Bowan, Vice President and Treasurer; Pam Stone, Secretary and Personnel Manager; Vernon Monday, A/C Division Manager; James J. Flaherty, Construction Division Manager; Kenneth W. Cross, Electrical Division Manager; and David Hase, Plumbing Division Manager.



SIC Code Comparisons

Here are some comparisons for certain SIC Codes from 2005 to 2006:

SIC Code 5190 (Electrical Wiring) decreased 11.9% from 2005 to 2006. The rate in 2005 was \$10.16. The rate in 2006 is \$8.91.

SIC Code 7601 (Tele & Fire Alarm) decreased 20.3% from 2005 to 2006. The rate in 2005 was \$18.11. The rate in 2006 is \$14.43.

SIC Code 7605 (Burglary Alarm/Installation & Repair) decreased 2.5% from 2005 to 2006. The rate in 2005 was \$5.10. The rate in 2006 is \$4.97.

SIC Code 7611 (Tele/Cable) decreased 13.1% from 2005 to 2006. The rate in 2005 was \$8.32. The rate in 2006 is \$7.23.

SIC Code 7612 (Tele/Cable) decreased 20.4% from 2005 to 2006. The rate in 2005 was \$21.91. The rate in 2006 is \$17.47.

SIC Code 7613 decreased 2.4% from 2005 to 2006. The rate in 2005 was \$7.05. The rate in 2006 is \$6.88.

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Sole Owner Continuity Plan

Making Sure the Business Continues When You Don't

Greg King barely survived helping his oldest son learn to drive and now it was time to teach his younger son. Before putting himself through on-the-road training one last time, Greg called his life insurance representative. "I have no co-owners to buy my company if I don't come home. What can I do?"

Like most businesses, Greg's company (King Aviation Services) was not co-owned. And, like almost every such business, there was no plan to continue the business if something happened to the owner. This is true in part because owners (like Greg) don't think about it and in part because most advisors do not care to raise issues that they cannot solve. (After all, how do you continue a business when the only owner goes to the Big Hanger in the Sky?)

Fortunately, Greg's insurance representative was familiar with a solution called a Sole-Owner Continuity Plan (SOCP).

The challenge for Greg, or any sole-owner, is to provide for the business's continuity. That can only be accomplished by securing the continued services of those employees who are indispensable to the business. If Greg does not return, the remaining employees will believe the survivability of the business (and their salaries) is at great risk. Often, they, too, will leave. Without you and without the company's most valuable employees the business cannot continue long enough to be sold, transferred, or even liquidated, on a financially sound basis.

For sole owners, the vital question is: how do you prevent these employees from leaving? The answer: bribe them. Your business must create a plan to compensate them at a substantially increased level (usually 50% to 100% more than they ordinarily receive) and guarantee that payment with cash. This plan is known as a Stay Bonus Plan and it is the first element of a sole owner continuity plan.

Stay Bonus

A stay bonus is a written, funded plan that provides monthly or quarterly bonuses, usually over a twelve to eighteen month period, for key employees who remain with the company during its transition from your ownership to new ownership or is liquidated in an orderly way. (New ownership may be a third party, employees, or family members.)

Typically, the stay bonus is funded with life insurance in an amount sufficient to pay the bonuses as well as to continue the normal salaries of your important employees over the specified time period. This insurance may be owned by the company or outside the company in an estate tax-sensitive trust. The plan is communicated to the important employees when it is created so that they know the plan and the money to fund it exist.

Business Continuity Instructions

The second element of the sole-owner continuity plan addresses the need for you, the owner, to communicate—in writing—to advisors and to family members what you want done with the business upon your death or permanent incapacity. Your instructions should cover three important issues.

- First, what key employee(s) can be given the responsibility to continue and to supervise business operations? Make financial decisions? Oversee internal administration? Owners should name names.
- Second, what advisors and others (such as a friendly competitor) should be consulted in the ownership transfer process? Again, owners should be specific.
- Third, do you want the business to be sold? If so, make a list of names and contacts of businesses that have expressed an interest in acquiring the company or who you think would be appropriate successor owners. On the other hand, you may want the business sold to key employees, continued in the family or liquidated. Whatever your choice, it must be made during your lifetime. Is there a better time than the present to do so?

Finally, once an owner has tackled these three issues, he or she should communicate those desires to family members and to advisors. This is the second element of the SOCP and is easily accomplished using a Business Continuity Instruction Form (available through the provider of this article).

The task of contemplating your demise can be made easier (for you and for your family) if you create and fund a stay bonus plan and complete a Business Continuity Instruction Form—today. Doing so is crucial if your business is to continue long enough to provide your family the financial independence you have worked so hard to achieve. To begin executing your Sole-Owner Continuity Plan, contact the provider of this article.

Solutions can be found in the following book: *The Completely Revised How to Run Your Business So You Can Leave It In Style*, which provides the basics of the Exit Planning process. To receive a free copy of this # 1 selling book on exit planning in America, contact Diane Healey at Legacy Planning Associates, LLC, by calling toll free 888-266-4545 or by dropping an email with your contact information to diane@legacyplans.com

This column has been provided to you by your Exit Planning Professionals, Michael Cummins and Mark Arnold of Legacy Planning Associates, LLC, of Winter Park, Florida. LPA, an endorsed business planning and consulting firm, provides sophisticated business transitional or exit planning techniques and services to business owners across Florida.

"Whether you plan on selling, retiring or leaving your business within the next year, or ten years from now, it is critical that you exit or transition plan be one that is driven by planning and design rather than by default."

Florida Association of Electrical Contractors

Application for Membership

COMPLETE AND MAIL TO FAEC • PO BOX 180458 • CASSELBERRY, FL 32718-0458

With your Check for the proper dues amount!

Full year's dues must accompany application. Dues for second year will be prorated on applications received March 1 thru November 1.

I, _____, apply for membership in FAEC...a non-profit organization, devoted to the betterment of the Electrical Contracting Industry in the State of Florida.

Name: _____ Title: _____

Company: _____ Phone (____) _____

Address: _____ Fax: (____) _____

City St. Zip County

CONTRACTOR

(open to all state registered or certified electrical contractors)

Dues Schedule (Check One):

New Member First Year Only, \$150

State Certified or Registered Electrical Contractor: \$300.00 Per Year

Certified Specialty Contractor: licensed by ECLB \$200.00 Per Year

Key Personnel: Any person (non-master) in the employ of an electrical contractor desiring to support the interests and efforts of the Association whose responsibilities include overseeing construction projects, estimating, purchasing, safety programming, etc. \$50.00 Per Year

Non-Contractor: A master electrician not conducting electrical contracting \$50.00 Per Year

Company Contact Name: _____

ER or EC Number: _____

AFFILIATE

(open to all manufacturers, distributors, suppliers, and others who wish to maintain close contact with the industry and support the goals of the association)

New Member First Year Only, \$150

Dues Schedule: \$300.00 Per Year

In 25 words or less describe what your firm sells to electrical contracting firms, or describe your interest in relation to FAEC.

I agree to assist, to the best of my ability, the efforts of FAEC to improve our industry and abide by the by-laws and code of ethics.

Signed: _____ Date: _____

Sponsored by: _____

Current FAEC Member

Contractor Applicants ONLY! *Please list 3 electrical material supplier references with whom you've done business with in the last 12 months.*

- | | | |
|----|--|----------------------|
| 1) | | <small>Phone</small> |
| 2) | | |
| 3) | | |

The ECLB (Electrical Contractors Licensing Board) Will be contacted for pending violations against your license...Please be sure the number you are supplying is absolutely correct!



The 2005 Electrical

The FAEC Central Florida Chapter is a proud co-host of the Electrical Industry Award. These awards honor craftsmen of our industry for Electrical Excellence. Awards are presented in several categories to Electrical Contractors, Job Foremen, Supply House Representatives, Inspector Representatives, and Educational Award Winners who have exhibited outstanding work in their field.

President: Craig Eddington, SESCO

Vice President: Mike Freiner, Amber Electric

Secretary: Cheryl DeFilippo, FAEC/CF

Treasurer: Jamie Fugate, FEAT

Contractor Co-Chairs: Mike Cornelius, Tri-City; David Beasley, Palmer Elec.

Supplier Chair: Jackie Faulk, Rexel/Consolidated

Inspector Chair: Ed Fox, IAEI

FEAT: Craig Bloethner, Territo Elec.

Training Chair: Jim Sullivan, JATC Electrical

Committee Member: Keith Mutters, OUC

ECF, FAEC/CF, FEAT, IAEI and JATC/CF have joined together on behalf of the Central Florida electrical industry to create the Central Florida Electrical Industry Awards. This program, with the participation of all five groups, has evolved to encompass the electrical industry with categories to include the Craftsmanship Awards as well as awards for Suppliers, Education, Building Departments and Inspectors. On November 12, 2005 the following companies and employees were recognized at a Gala to honor their accomplishments:

Class of 2005 Honor Graduates:

Florida Electrical Apprenticeship & Training

Richard A. DuLong

Johnny D. Tiner

Central Florida Electrical JATC

James D. Salyers

James Krause



Industry Awards Gala

INSPECTOR AWARDS:

International Association of Electrical Inspectors (IAEI)

Thomas Kader, Chief Inspector of the Year

Ed Frenk, Inspector for the Year

SUPPLY HOUSE AWARDS:

Zulfiqar Ahmed, Employee of the Year - Hughes Supply

Kevin Barker, Salesperson of the Year - Hughes Supply

Robert Bryant, Employee of the Year - Rexel

Gary Grimes, Salesperson of the Year - Rexel

ELECTRICAL CRAFTSMANSHIP AWARDS:

Commercial Project over \$200,000 was awarded to Wayne Mazza and Territo Electric on the UCF School of Film and Digital Media.

Commercial Project under \$200,000 was awarded to Robert Vaughn and Palmer Electric for the Private Executive Offices Tenant Build-Out.

Residential New or Renovated was awarded to Bob Chapmen and Territo Electric for the Morrisroe Residence.

Non-Residential Renovation was awarded to Keith Covington and Tri-City Electrical Contractors for the Rollins College - Cornell Museum.

Institutional New or Renovated was awarded to Kevin Mullins and Territo Electric for the Lake Mary Fire Sub-Station #33.

Industrial was awarded to Troy Hadley and Tri-City Electrical Contractors for Senninger Irrigation.

Many thanks to our emcee for the evening, Mr. Craig Eddington, SESCO Lighting, for making it such a fun evening. Thanks also go to the committee members who spend a year to plan and coordinate the evening. Hat's Off!!! to another successful event!





THE FAEC/CF THOMAS A. EDISON AWARD

*"Genius is One Percent Inspiration and
Ninety-Nine Percent Perspiration" — Thomas Edison*

The Edison Award is presented to an individual who has unselfishly given their time and heart through charitable work and has strived to improve the Electrical Industry in Central Florida throughout their career.

This person would emulate the essence of the "spirit" of the electrical industry by going above and beyond to foster good will and work toward the betterment of our profession.

The FAEC Central Florida Chapter is pleased to announce the winner of the "2005 Edison Award."

Our 2005 recipient has a distinguished career in the electrical industry. She carries a Masters License, began teaching apprenticeship classes in 1983 for ABC, began teaching for FEAT in 1987 when FEAT was developed, accepted the FEAT Coordinator's



(Photo Above Left: L-R: Past Recipients; Clarence Wilson 2000, Donald Manley, Jr. 2003, Jamie Fugate 2005, Danniell Petro 2002 & Joe Territo 2004; Not Pictured: Buddy Eidel 2001)

position in 1990, and is currently celebrating her 10th year anniversary as the Director of FEAT. She has been instrumental in promoting apprenticeship at the state level and is a board member for the ACT Program.

Serving on many industry organization boards keeps her time limited but she is seen at industry events throughout Central Florida and is always willing to share her time with contractors and industry allies alike.

Congratulations to Jamie Fugate, Director of FEAT... we are proud to add you to the honored list of Edison Award Recipients!

Past Recipients of this award include:

- Clarence Wilson 2000
- Buddy Eidel 2001
- Dan Petro 2002
- Donald Manley 2003
- Joseph Territo 2004

Central FLA News

2005 EIA GALA

Hello fellow Craftsmen...

We had another successful Electrical Industry Awards Gala on the 12th of November. We presented your awards for craftsmanship to Individuals, Electrical Contractors, Electrical Inspectors, Electrical Distributors and Apprentices. All present were there as members of one or more of our Central Florida Industry groups: ECF, FEAT, FAEC, IAEI and JATC. For those that couldn't attend, you missed a good party. After our fourth year of the EIA, we had \$1500.00 left after expenses. We agreed to donate this to our Armed Services at the Shades of Green Hotel, to help our Service peo-

ple. Hopefully those that couldn't attend this year will be available for future Industry parties. We should remember that these events are for our Electrical Industry. Sometimes we have forgotten "what brung us"—it was our own hard work with the help of good people in our Industry. We need to support our Industry by supporting our Craftsmen, whether we personally win or not. These people are our future. Hope everyone had a good 2005. We are all looking forward to a good 2006. See you soon and God Bless.

Craig Eddington, Manager SESCO Lighting

The Future of Our Workforce

By Jamie Fugate, Program Director, FEAT; ACT Board Member

In the 1990s, a group of contractors grew concerned about the future of the construction industry in Central Florida. Every projection said we were facing a shortage of skilled workers in the 21st century. Now, it's 2006 and you're facing that problem every day.

How are you dealing with this problem? Advertising on all available media? Reaching out to other workforce areas on the Internet? Contacting military groups, one-stop centers, employment services? Working way too much overtime? If we continue to put a band-aid on the problem, it won't get better. If we don't convince people that we offer careers and a future, businesses will not prosper.

In the 1990s, a group of contractors grew concerned about the future of the construction industry in Central Florida. They started the Academy of Construction Technologies (ACT) to help address the need for skilled workers. One of their goals was to introduce the respectable careers we offer to young people and their parents.

Is ACT the only answer? No. But it is one of the solutions. Your future workforce problems won't disappear if you ignore them. Be proactive by supporting ACT in their efforts to present the Electrical Industry to tomorrow's workforce.

Phone: Carroll Thrift 407-629-2656
Website: www.ACTcareers.com, E-Mail: contact@actcareers.com

Is Centralized Service Working? OPPAGA Studies DBPR

The DBPR oversees many businesses and professions in the State of Florida. They are charged with protecting the health, safety, and welfare of citizens as visitors. The Division of Professions, which includes electricians, has the largest number of licensees, but is only one of eight divisions under the DBPR.

In 2001, DBPR contracted with an outside company to design, implement, and operate an online license system, Internet portal and call center that

includes interactive voice responses. The intent was to improve customer service and to reduce costs by centralizing the system to reduce personnel.

So, now the questions are: "Was money saved?" "Are the customers happy?" The Office of Program Policy Analysis and Government Accountability (OPPAGA) was asked by the legislature to answer these questions.

OPPAGA determined that, while the savings are overstated, major savings have been achieved. One problem

with the new system is there is no ongoing method of measuring customer satisfaction. A random survey of recent customers conducted by OPPAGA determined that 1/3rd of the respondents were not pleased with DBPR's services.

If you want to read the full report, it is available on OPPAGA's website. <http://www.oppaga.state.fl.us/reports/cons/r05-60s.html>



FAEC/AEC/CF 2006 Committees

The FAEC/CF Board of Directors began meeting last year to layout the plan for our 2006 year. Committee assignments are listed below. Please contact Committee Chairs with your interest to serve on any of these committees:

Community Service: Dave Morris, Quality Plus, Chair. Committee: Jeff Dionne, STE; Janice Ficarroto, FAEC.

Education: Joe Bell, Territo Electric, Chair.

Programs: Mike Freiner, Amber Electric, Chair.

Membership: Joe Bell, Territo Electric, Chair.

Residential/Best Practices: Dean Byerts, Chair. Committee: Jeff Dionne, STE.

Commercial/Best Practices: Blake Ferguson, Jr., Royal Elec. of CF, Chair. Committee: J.R. Blair, Tri-City Elec. Contrs.

Newsletter: Jamie Fugate, FEAT Director, Chair. Committee: Dennis Jones, Tri-City Elec. Contrs, Craig Eddington, SESCO Lighting.

Legislative: Tim Quigley, Terry's Electric, Chair. Committee: Ken Cross, Ferran Services; Mike Freiner, Amber Electric.

Budget & Finance: Mike Freiner, Amber Electric, Chair. Committee: Dean Byerts, Cornerstone Elec.; Don Lewis, Palmer Electric; Dave Morris, Quality Plus Electric.

BBQ: Don Lewis, Palmer Electric, Chair. Committee: Dean Byerts, Cornerstone Elec.; Dennis Jones, Tri-City Elec. Contrs.

BBQ Table Top: Craig Eddington, SESCO Lighting, Chair.

Golf: Chuck Baur, Florida Electrical Sales, Chair. Committee: Jeff Dionne, STE.

BBQ Games & Entertainment: Dennis Jones, Tri-City Elec. Contrs and Dave Morris, Quality Plus, Co-Chairs.

Food, Beverage & Facility: Cheryl DeFilippo, FAEC/CF, Chair.

Casino Night: Dave Morris, Quality Plus Elec., Chair. Committee: Blake Ferguson, Royal Elec. of CF; Janice Ficarroto, FAEC.

Bass Tournament: Ken Cross, Ferran Services, Chair.

Fall Table Top Expo: Craig Eddington, SESCO Lighting, Chair.

FAEC/CF 2006 CALENDAR OF EVENTS

MAR 29-APRIL 2

FAEC STATE SPRING CONFERENCE

Seminole Hard Rock Hotel &
Casino, Tampa, FL

Check your email and USPS mail soon for information

APRIL 22

ANNUAL BASS TOURNAMENT

West Lake Toho, Kissimmee, FL

JUNE 9

FAEC/CF ANNUAL

BAR-B-QUE &

TABLE TOP EXHIBITION

Central Florida Fair Grounds, Orlando, FL
Good Food, Music, Volleyball Tournament, Table Top Exhibits,
Carnival Games and Fun for the whole family!!!

Mark your calendars and purchase your tickets in advance.

Tickets are not sold at the gate!!!

JUNE 9

ANNUAL GOLF

TOURNAMENT TO

BE HELD PRIOR TO THE BBQ.

Stoneybrook Golf Club

Shotgun start

8:30am - 4-Man Scramble.

OCTOBER 14

FAEC/CF CASINO NIGHT

Ivanhoe Plaza Hotel, 60 S. Ivanhoe Blvd., Orlando, FL

Details will be announced
at a later date.

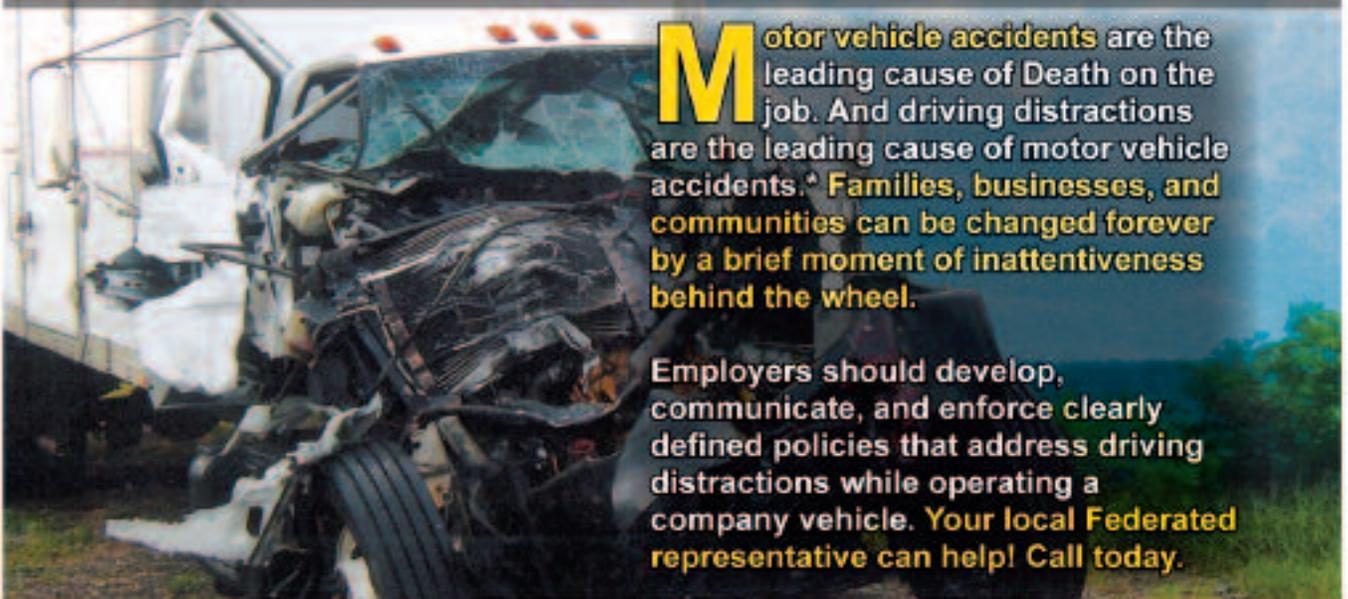
DON'T MISS

The FAEC Spring Conference
March 29-April 1, 2006
Seminole Hard Rock
Hotel & Casino
Tampa, FL



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* National Highway Traffic Safety Administration Report, "What Do Traffic Crashes Cost? Total Cost to Employers by State and Industry," 1998-2000

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