

## For Members Only



### A Word from the President **Partner & Profit**

by Joe Gatewood  
President, MEA Board of Directors

Compliance, new laws, OSHA, accounting, leadership, networking, electrical magic and more (yes, I said *electrical magic*)! Navigating this highly regulated industry can be tricky, but we don't have to do it alone. That is why I have been a loyal member of the Electrical Association—I have people to help me every step of the way.

On Friday, December 6, the Electrical Association will be putting on an all-day event filled with industry experts bringing you the information that you need to **PARTNER & PROFIT**. You will not want to miss this event. I encourage contractors to register for the compliance seminars and to bring other electricians from your shop to attend the 2020 NEC® Changes seminars. The lineup includes:

- **Avoid Fines & Increase Profits**  
What you should know about wage theft, safe & sick leave and marijuana in the workplace (by Kate Bischoff, Attorney, tHRive Law & Consulting)
- **Tax Strategies to Keep Money in Your Pocket**  
2019 Tax Law Changes that You Need to Know (by Tim Pass, CPA at Smith Schafer & Associates)
- **Be Prepared when OSHA Shows Up**  
Safety Training, Workers Comp, OSHA 300, AWAIR (by Ben Woods, MN OSHA)
- **Products to Profit, The Value Proposition**  
Latest Tools, Tips and Tricks to be More Profitable



## MEA ALERT

### PLUS...

- **Succeed and Prosper in Any Situation** – How to LEAD When You Walk Into a Room – No Matter Who You Are! (Lunch for all audiences – business owners and electricians)
- **Just Released – 2020 NEC Analysis of Changes** (presented by Mike Miller, our incoming Director of Education)
- **Nick the Magician** – highly recommended entertainment throughout our evening will keep you on your toes and laughing all night!

We are excited to be bringing this event to the industry as a way to deliver important information as well as provide an opportunity to gather and network.

We will be paying tribute to our soon-to-be-retired Director of Education, **JEFF KELJIK**, during dinner. Jeff has been on staff full-time at the Electrical Association the past 6 years, but he has been a trainer with the Association for the past 20 while he was also an instructor at Dunwoody. All friends, family, students, peers, mentors and colleagues are welcome to celebrate all that Jeff has done for the Electrical Industry!

Register today to save your spot!  
[www.electricalassociation.com/conferences](http://www.electricalassociation.com/conferences)  
See you in December!



Please make it home  
safe today.



It's Our Business to Protect Yours  
**FEDERATED  
INSURANCE**

[federatedinsurance.com](http://federatedinsurance.com)

Federated Mutual Insurance Company and its subsidiaries\*  
18.05 Ed. 11/18 \*Not licensed in all states. © 2018 Federated Mutual Insurance Company



Clara Albert, CAE  
Executive Director

## From the Executive Director Electrical Association Board Meetings

Board meetings for the Association are a critical time for leadership to gather and provide direction for the Association.

To ensure we are utilizing our thought-leaders at the table correctly, agendas are being re-worked and content is being evaluated closely. During the 2<sup>nd</sup> quarter board meeting, changes began to happen.

Board meetings are going to evolve to include in-depth Government Affairs discussions, consulting issues that have occurred in the industry, thought-provoking questions being answered by your peers and leaders, and construction forecasts as applicable. Strategic conversations will be encouraged and facilitated as well to ensure the Association is adapting and staying relevant in this extremely fast moving and changing climate.

If you would like a seat at the table, you are welcome! All members of the Electrical Association are able to listen in on most of the discussions. If you would like to provide input or a vote, we are accepting new members onto the board. Please let me know if you are interested and I would love to meet with you to discuss further. The Executive Committee will be exploring new members in December.

### DIRECTOR OF EDUCATION

As Joe mentioned in his article, our Director of Education, **Jeff Keljik**, will be retiring at the end of the year, so we will be celebrating his time and contributions to the industry at the dinner on Friday, December 6.



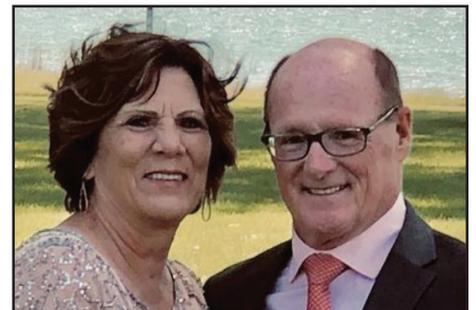
I am excited to share that we have hired the next Director of Education for the Association! **Mike Miller** will step in beginning January of 2020!

Mike is from Watertown, South Dakota, where he has worked in radio and TV utilizing his journalism skills prior to becoming an electrician and working for Engelstad Electric. In 1978, Mike opened his own shop, Miller Electric, Inc., and 20 years later, he became an instructor for the Lake Area Technical Institute before opening up his second business, Mike Miller Instructional Services.

Mike approached the Electrical Association a little over 2 years ago with the desire to teach more and move to Minnesota to be closer to family. With his background and impressive career journey it was easy to bring him on board as one of our all-star trainers. Mike has been an enormous help over the past couple of years as the educational offerings and programs have been growing here at the Association.

When the opportunity presented itself for Mike to explore the position and come onto the staff in a full-time roll, we were thrilled. Mike is already familiar with the training and curriculum development side of the Education Department so we are excited for a smooth transition. Mike will have many opportunities to shadow Jeff and discuss any projects with him throughout the fall and winter.

Mike currently lives in Otsego with his lovely wife, Marilyn. They are the parents to four children and seven grandchildren.



Please help me in congratulating Mike as you see him around—and thanking him for taking on this role for us! It's a big job and he has big shoes to fill!

# You Need to Know

## COMPLIANCE

**Minimum-wage rates adjusted for inflation as of Jan. 1, 2020...** Minnesota's minimum-wage rates will be adjusted for inflation beginning Jan. 1, to \$10/hr for large employers and \$8.15/hr for other state minimum wages. "This increase is a positive step for workers, yet more work needs to be done to ensure workers earn a living wage to support their families," said Nancy Leppink, commissioner, Department of Labor and Industry. "Minnesota families of three or more will remain at or below the poverty level even though an adult family member is working full time at the minimum wage, forcing many families to seek assistance to make up the living-wage gap." (www.dli.mn.gov/news)

## ECONOMY

**Minnesota Exports at \$5.7 Billion in 2nd Qtr...** Sales of MN agriculture, mining and manufacturing exports fell 4% between the 2nd qtrs of 2018 and 2019 to \$5.7 billion. US exports fell by 3% during the same period. Minnesota exports fell in North America (down 6%), Asia (down 4%) and Central & South America (down 19%). However, exports increased to selected nations such as Japan (up 6%), Germany (up 8%) and Australia (up 18%). (MN DEED)

## LABOR & MANAGEMENT

**US DOL Apprenticeship plan stirs debate among contractors...** Department of Labor officials considering a new rule for U.S. apprenticeship programs have received more than 325,000 comments, many of them focused on a controversial provision that would especially affect construction workers, according to Engineering News Record. At issue is a proposal to exempt the construction industry from one element of the plan—the creation of Industry-Recognized Apprenticeship Programs (IRAPs) that would take over much of the standard-setting now done by DOL and state agencies. DOL officials will decide whether to make any changes to the version that was published on June 25 in the Federal Register and will review the comments as they work on a final version of the rule, which is expected to take months. (www.constructiondive.com)

**MN wishlist for public works projects grows to a total cost of \$5.3 billion...** Minnesota lawmakers hit the road last week to start three months of tours to sites of public works projects that state agencies and local governments are asking them to fund next year. That is a record-shattering figure for state bonding requests. Funding appeals for capital improvements always go up, but this year the ask shot up from \$3.3 billion in 2018. "Deferred

maintenance" is the main culprit, state Management and Budget Commissioner Myron Frans said in an interview last week. (www.twincities.com)

## RECALL NOTICES

### Garvin Pop-Up Electrical Outlet Floor Box Kits...

Garvin Pop-Up Floor Box Kits with a finish of either stainless steel or brushed brass that each include two electrical receptacles and two USB ports. The pop-up electrical outlet boxes are designed to be installed into floors with a metal lid that opens and closes to reveal the electrical receptacles and USB ports. Hazard: The electrical receptacles can overheat when in use, posing a fire hazard; Remedy: Refund; Recall date: 8/ 20/2019; Recall Number: 19-183. Contact Southwire: 888-803-0492 or www.garvinindustries.com or www.southwire.com. (www.cpsc.gov)



The Electrical Association Invites You To

## PARTNER & PROFIT

We've assembled a team of **EXPERTS** for a one-day event packed with ways to help you **SUCCEED!**

Friday, Dec 6 • Minneapolis Marriott Northwest



**SAFETY—Workers Comp, OSHA 300, AWAIR, Risk Mgmt**



**Wage Theft • Safe & Sick Leave MARIJUANA in the WORKPLACE**



**PRODUCTS TO PROFIT—The Value Proposition**



**TAX LAWS You Need to Know**



**Competitive Advantage—How to LEAD when you walk into a room**



**2020 NEC Analysis of Changes—4 hours of CE credit**

[www.electricalassociation.com/conferences](http://www.electricalassociation.com/conferences)  
612-827-6117

# 2020 NEC® Code Changes

## CLASSROOM - 16 CE

Rochester (Nov 14-15)

Roseville (Dec 5-6)

Brooklyn Park (Dec 13-14)

CEs approved in IA, MN, MT, ND, NE, SD, WI, MT

**Seats Fill Fast—Register Now!**

## ONLINE - 2 CE

Nov 13

Nov 20

Dec 11

CEs approved in IA, MN, MT, ND, NE, SD, WI, MT



3100 Humboldt Ave S  
Minneapolis, MN 55408  
612-827-6117  
electricalassociation.com

PRSR STD  
U.S. POSTAGE  
PAID  
TWIN CITIES, MN  
PERMIT NO. 2099

[www.electricalassociation.com](http://www.electricalassociation.com) • 612-827-6117



## /CONSTRUCTION

We are wired to keep your projects on time and on budget with the right people and the right inventory.



SWITCHGEAR



LIGHTING &  
CONTROLS



BUILDING  
MATERIALS



SAFETY



DISCOVER MORE

[WERNERMN.COM/CONSTRUCTION](http://WERNERMN.COM/CONSTRUCTION)



# 2019 EDUCATION CALENDAR

## CODE TRAINING

Based on the 2017 NEC® / 2020 NEC®

**Classroom** 16 Cont Ed Credits—Approved by MN, WI, SD, ND, NE, IA, WY, MT. (2 days; 8am-5pm)

**Nov 14-15** Rochester at **WERNER ELECTRIC** NEC® 2020 Code Changes  
Mike Miller, Trainer.

Rochester Sponsored by



**WERNER ELECTRIC**  
SOLUTION · SUPPLY · SUPPORT

**Dec 5-6** Roseville at **Radisson Hotel** NEC® 2020 Code Changes  
Mike Miller, Trainer.

Brooklyn Park Sponsored by

**Dec 13-14** Brooklyn Park at **GRAYBAR** NEC® 2020 Code Changes  
Jeff Kunkel, Trainer.



**Online** 2 Cont Ed Credits—Approved by MN, WI, SD, NE, IA, WY.

**Oct 9** (6:30PM-8:30PM) NEC® 2017 Branch Circuit, Feeder, Svc Calcs. Mike Miller, Trainer.

**Oct 24** (8AM-10AM) NEC® 2017 Overcurrent Protection for Unlic Personnel. Tim Zinnel, Trainer.

**Nov 20** (8AM-10AM) NEC® 2020 Code Changes. Mike Miller, Trainer.

## EXAM PREP COURSE

**Dec 7-8** Edina at Federated Insurance. Chad Kurdi, Trainer.

Sponsored by



PLUS Online Options at [www.electricalassociation.com/examprep](http://www.electricalassociation.com/examprep)

**www.electricalassociation.com • (612) 827-6117 • (800) 829-6117**

Please note that class transfer/cancellation requests will only be considered up to 48 hours prior to the start of class. If you wish to cancel or transfer from a classroom class, you will be charged a \$25 fee. If you do not attend the session as scheduled, there is no refund of the class fee. MEA reserves the right to make trainer substitutions/price changes without notice. Class dates and locations are subject to change.

## Thank you 2019 Education & Event Sponsors!





**LEARN MORE**  
[www.dakotasupplygroup.com/csg](http://www.dakotasupplygroup.com/csg)

# BUILDING YOUR BUSINESS BY KEEPING OUR PROMISES

As your partner, we know that your success is instrumental to our own. That's why we are committed to upholding these three promises:

**100%** Order Accuracy

**2** Business Day Stock Credit

**Top 200** Items Always In Stock






## Safety Training—

# NFPA 70E Safety Training—TWO OPTIONS!

### WHO WILL BENEFIT:

Anyone concerned with electrical safety including safety managers, electrical engineers, plant managers, facility maintenance personnel, electricians, electrical contractors, electrical inspectors, risk managers, and project managers. The safety of your employees and customers is of the utmost importance to your company!

- Save Lives & Increase Employee Loyalty
- 70E testing provides documentation of training
- Licensed - Qualified – Experienced instructor will keep your employees interested and engaged
- No CE credits offered!

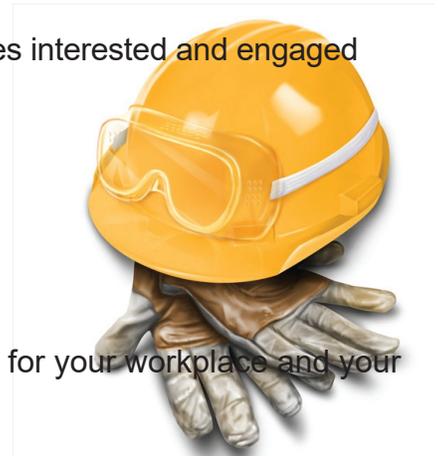
### OPTION 1: LIVE, ONLINE

Dec 12, 2019 (8:00-12:00pm CT) Trainer: Chad Kurdi

Jan 23, 2020 (6:30-9:30pm CT) Trainer: Mike Miller

### OPTION 2: PRIVATE CLASSROOM

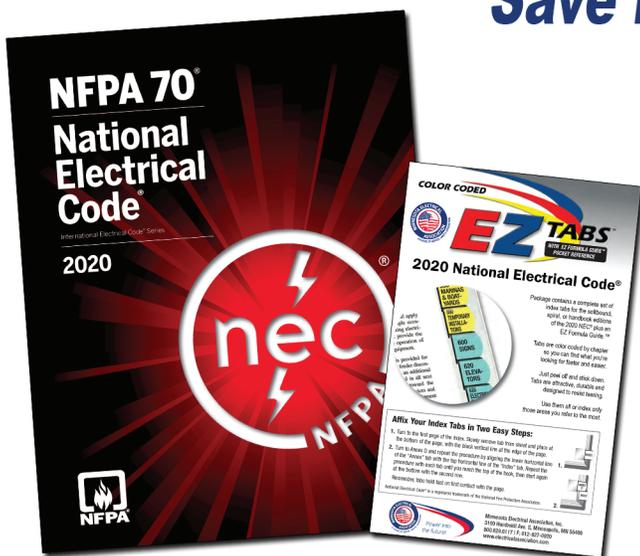
Our trainer will come to your location. We can customize safety training for your workplace and your employees!



Call Alex to schedule a private training: (612) 827-6117

## 2020 NEC® is Coming—

## Save Money with our Bundle Offer!



**Softcover Code Book & EZ Tabs!**  
\$105 Nonmembers / \$102 Members

**Order online or by phone!**  
Arriving soon.



[www.electricalassociation.com/2020](http://www.electricalassociation.com/2020) • (612) 827-6117