

the NEWS

May 2021

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One-Year Anniversary



Clayton Schenck, Chair of the Board of Directors

I am honored to be serving for the Electrical Association as Chair for one more year. We typically have elections in the Spring and welcome in our new chair. However, 2020 (and 2021) are not typical years. So, you will get

one more year of me leading the charge. As many of us continuously look back at the year in shock that we are just starting to get out of COVID jail, we also look back at all that has been accomplished and it is noteworthy.

It has been one entire year of our new branding launch. Our new brand has proven to be a better reflection of the dynamic, energized and connected Association that we are. We are more committed than ever to empowering contractors with what they need to succeed and it shows. In addition to rebranding initiatives, we were also able to successfully serve the industry through the following:

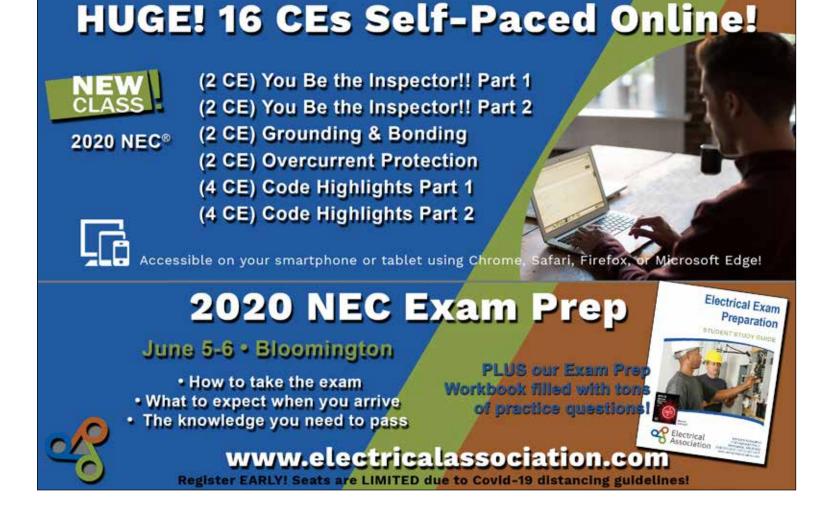
- · Our First Regional Event at Indeed Brewing (Pre-COVID)
- A New Website
- Approval of Self-Paced Continuing Education in MN
- COVID-19 Resource Page
- Construction Industry declared Essential Workers
- Business Webinars to Comply with New COVID Guidelines
- Construction Preparedness Plans
- **Construction Toolbox Talks**
- Automated Onboarding for New Members
- Revised Bylaws approved by Membership
- Associations Financial Reserves Goal Met
- 401k Plans Available to Members
- Association Health Care Plans Available to Members
- 33 New Electrical Contractor Members
- Staff Restructure to Better Serve Members and Customers
- South Dakota Tour Under the EA Management

- Employee Retention Credits
- EIDL Loan
- Virtual 2020 Legislative Session
- New In-House Primary Lobbyist
- 2020 NEC Adoption Communication & Curriculum Update

As we focus on strategy and creation of our new normal throughout 2021, we want to hear from you all as to what you need. Please know that as we all continue to survive and thrive through this pandemic, the Electrical Association is not just your problem-solving outlet, we are your partner.



Rebates:





3100 Humboldt Avenue South Minneapolis MN 55408 800.829.6117 electricalassociation.com

Clara Albert, CAE, Executive Director



Empowering Contractors

If you have any comments, questions, or concerns, please call me.

I am here to help you.

(612) 827-6117 • (800) 829-6117 calbert@electricalassociation.com

Executive Director

Nonmembers—Do You Have FOMO? We Have the Cure

Do you have "Fear of Missing Out"?

The Electrical Association has a strong mission and a strong product line that meets the needs of our members. We don't want you to miss out!

Maybe you are a person who thinks you don't need an association because you can do everything yourself. This is a common attitude among us hearty Midwesterners, and you are right! You wouldn't own a business if you weren't a highly capable person:

- · You can find your own trainers.
- You can submit your own continuing education paperwork
- You can find your own content to run safety meetings
- You can monitor the new bills coming out of the MN legislature.
- · You can contact your legislators all by yourself.
- You can figure this out....
- You can figure that out....

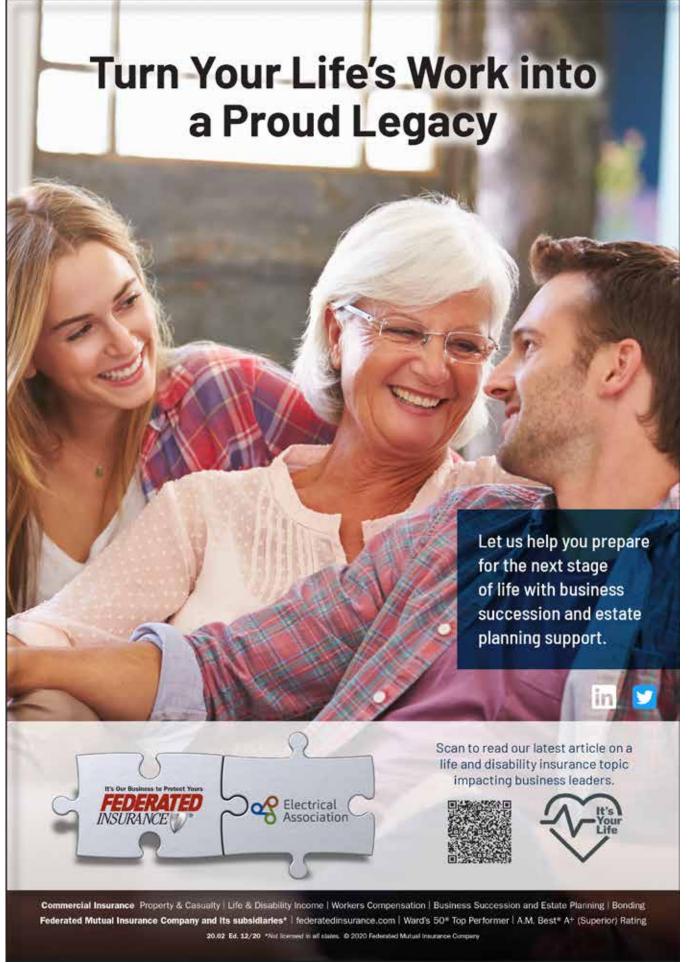
But there's another group of people who DO decide to join. Why? A lot of reasons!

Our Products & Services

Some people join because they want to use the products and services we offer. We can save you the time of having to do everything yourself, plus we offer the following:

- Government action grassroots network and annual survey to hear your concerns
- Excellent training opportunities for continuing education and customized safety training
- Opportunities for involvement & leadership in the industry
- Discounts on products and services
- 401k & health insurance options for themselves and their employees
- Opportunities to meet peers throughout the state at three conferences each year
- Access to the members-only newsletter articles
- Free Electrical Safety Toolbox Talks & AWAIR Safety Manual

Executive Director—Cont. on pg 4



Federated Insurance

Evaluate Your Mental State Behind the Wheel

Letting our minds stray behind the wheel is a form of distracted driving. Mental distractions can be just as dangerous as physical ones, whether we're consumed by anger, worry, and stress, or simply letting our minds wander.

This wandering is also known as "inattention blindness," or looking but not seeing. You may have experienced inattention blindness if you've suddenly found yourself pulling into your destination and wondering how you got there. This autopilot mindset means that your brain was less focused on the important task of driving safely, leading to slower reaction times behind the wheel.

Driving with intention can be a safe way to combat inattention blindness. Drivers who are in tune with their personal mental state and who use situational awareness can better anticipate the actions of others on the road and react appropriately. Teach company drivers about inattention blindness and remind them:

- Multi-tasking is a myth. Studies have proven that our minds can only focus on one thing at a time.
- Take a few deep breaths when feeling strong emotions.
- Never engage with aggressive drivers on the road – emotionally or physically.
- Open a window for fresh air to stay alert.
- Listen to the radio as a less interfering task.
- Have directions ready, check the weather, and pack all needed items before leaving.
- Take care to not "zone out" when driving on familiar roads or routes. They may know the road, but they can't anticipate the actions of other vehicles, pedestrians, or animals.
- Take personal accountability for their mental state behind the wheel. Only they will recognize when inattention blindness starts, so it is their responsibility to stay focused.

Above all else, remind drivers that you want them to make it home safe and being cognitively aware and present while driving can help prevent a devastating crash and save lives. Evaluate mental state before you drive.

Condensed from www.federatedinsurance.com

Submitted by Federated Insurance. This article is for general information and risk prevention recommendations only. It should not be considered legal, coverage, financial, tax or medical advice.



Michelle Dreier Government Affairs Mgr

Government

Session Update

There is less than a month left of session, which is required to end May 17. Both House & Senate debated their committee Omnibus Bills over the past month.

Omnibus Bill

Omnibus discussions will continue this week.
Once the bills are passed on their respective floors, they will be sent to the Committees made of members from both bodies to negotiate on language that is not identical. The language must be identical before it can be sent to the Governor to become law.

The Senate is focusing on balancing the budget. The House is focusing on policy including police reform and equity.

ECO Legislation

Our ECO legislation was passed on the House floor! Senator Gazelka has said he was committed to allowing ECO to be heard, and went on to say he thinks it will pass!

During debate on the Senate Jobs and Labor & Industry Omnibus, Senator Rarick stated his commitment to discussions on the permitting and inspection of replacement load management receivers, although it did not make it into the Jobs and Labor and Industry Omnibus bill. Discussions are being held with the Governor's Office.

Duty to Defend

Similarly, Duty to Defend has been brought to the attention of the Governor's Office. The legislation didn't get a hearing in House Judiciary due to concerns of the public agencies. Otherwise the legislation had been performing really well, and had passed out of three other committees. If it had received a hearing that day, I believe it would have passed.

Multiple legislators congratulated our lobbying team regarding the calls and emails they received. They were told it was important, and they listened. Good job everybody in making your voices heard!

Minors in Construction

SF 134 regarding Minors in Construction has yet to receive a hearing. It is looking like we might have to wait for 2022 for a discussion regarding this subject.

Workforce Development

Workforce Development is buzzing with a potential training center being built out in North Minneapolis and another in South Minneapolis. We've had active conversations with Anoka Tech, Dunwoody, St. Cloud Tech, and Northwest and we've reached out to all the electrical programs.

I've been asked to participate in a panel showcasing green professional and careers 2200 Minneapolis students at the end of the month.



Please consider making a contribution to the Electrical Association PAC.

Questions: (612) 827-6117

Compliance



Tom Revnew Attorney, PRK&A

American Rescue Plan Act of 2021

Tom is a Shareholder at Peters, Revnew, Kappenman & Anderson, P.A., a firm representing employers in a full range of employment law issues and litigation in Minneapolis, Minnesota.

The American Rescue Plan Act of 2021 (ARPA or the Act), the eighth major piece of COVID-19 legislation to be signed into law since March 2020, became effective on March 11, 2021.

While the Act may be best known for providing additional stimulus checks for Americans, it also provides a number of benefits—as well as some additional obligations—for employers.

The Act increases and extends paid sick leave tax credits first awarded under the Families First Coronavirus Response Act (FFCRA) and extends the Paycheck Protection Program.

Sick Leave Tax Credits

Under the ARPA, employers may voluntarily elect to continue to comply with the FFCRA and provide additional paid sick and emergency family medical leave to employees. Small businesses who choose to provide paid sick leave may be eligible for a tax credit to offset costs associated with paid leave incurred between April 1, 2021, and September 30, 2021.

Paycheck Protection Program

The ARPA also increased the number and type of organizations eligible for the loans through the Paycheck Protection Program, and provided additional funding for the Program.

COBRA

Employers must also comply with the Act's new COBRA requirements. Under the ARPA, employers must offer 100% subsidized COBRA premiums to eligible individuals between April 1, 2021, and September 30, 2021. The ARPA also extends the COBRA election period, and allows individuals whose election period ex-

pired, or who previously opted-out of COBRA coverage, the chance to opt-in to COBRA again. The ARPA requires employers send newly eligible individuals, as well as individuals who are eligible again under the ARPA, various COBRA notices notifying the individuals of the premium subsidy and offering them the option to opt-in to coverage. In turn, the Act allows employers to take a tax credit against quarterly payroll taxes for costs incurred by the employer in subsidizing COBRA premiums.

PRK&A have a standing offer for members of the Electrical Association that will fulfill your handbook requirements.

See their ad below to get started!



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Kate Bischoff, Attorney tHRive Law & Consulting

COVID-19 WEBINAR

Coming Out of the Pandemic

- A vaccine!
- New variants!
- New CDC regulations!
- New OSHA enforcement!

There is a lot happening for employers related to the pandemic and returning to workplaces. On March 4, I went over some of the changes contractors will need to consider as we ramp up to "normal" again.

You can view a recording of this webinar on the Electrical Association's website below.



www.ElectricalAssociation.com/ **Webinars**

Executive Director - Cont from page 2

 Consulting services (registered apprenticeship & prevailing wage; fair labor standard act; workforce development) and more!

You can read more about these benefits at www.electricalassociation.com.

Our Mission

Some people join even if they don't need the above discounts & services. They join anyway because it's smart to join a trade association, it's smart to give themselves opportunities to talk shop with their peers, and it feels good to know they are supporting the industry with their dues dollars—maybe this is the group you fall in to.

Our Mission Statement

The Electrical Association provides leadership in partnering between contractors, government, employees, and consumers to promote quality construction built safely, on time on budget, and at a fair price and profit. The Electrical Association also provides a strong commitment to quality in education, communication, government relations and ethics.

Join for the mission, or join for the benefits, but stay for the people. Our memberships have lasting value—and that's right on the money!



Whichever group you're in, we get it! Let us know how we can help you.







Kate Bischoff • 612.361.7707 kbischoff@thrivelawconsulting.com https://thrivelawconsulting.com

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THANK YOU!

Thank you to Federated Insurance... for sponsoring the April Virtual Board Meeting April 23.



You Need to Know COMPLIANCE

MN Wage disclosure protection... Every MN employer must comply with the wage disclosure protection law in the Women's Economic Security Act. No employer can prohibit employees from sharing info about their wages and working conditions with other people (§181.172). Employers may not stop employees from telling others about their wages or conditions of employment; may not require employees to sign a waiver that takes away their right to tell others about their wages or working conditions;

and may not treat employees differently because they told someone about their wages or working conditions. Employers must provide a notice in the employee handbook. E.g., *Under the Minnesota* Wage Disclosure Protection law, you have the right to tell any person the amount of your own wages. Your employer cannot retaliate against you for disclosing your own wages. Your remedies under the wage disclosure protection law are to bring a civil action against your employer and/or file a complaint with the MN DLI at 800-342-5354.

The law does not allow employees to share proprietary information (trade secrets) or other legally protected information of the employer and does not allow employees to share wage information with employees of a competing employer. (MN DLI. April 2021)

New GFCI enforcement began April 5... DLI will begin enforcing the 250-volt GFCI receptacle and outlet requirements found in NEC 210.8(A) and 210.8(F). Electrical work authorized by permits issued on or after April 5, 2021, must comply with the 2020 NEC (CCLD Review. Spring 2021)

CONSTRUCTION TRENDS

US Residential Construction... Privately-owned housing starts in March were at a seasonally adjusted annual rate 19.4% above the revised Feb estimate and is 37% above the March 2020 rate. Single-family housing starts in March were at a rate 15.3% above the Feb figure. (Census.gov. April 2021)

US Consumer Price Index... The CPI increased 0.6 in March on a seasonally adjusted basis after rising 0.4% in Feb. The March 1-month increase was the largest rise since a 0.6% increase in August 2012. Over the last 12 months, the all items index increased 2.6% before seasonal adjustment. The gasoline index continued to increase, rising 9.1% in March and accounting for nearly half of the seasonally adjusted increase in the all items index. The natural gas index also rose, contributing to a 5% increase in the energy index over the month. (BLS. April 2021)

Interest Rates... The benchmark 30-yr fixed mortgage rate is 3.07% with an APR of 3.28%. The average 15-yr fixed mortgage rate is 2.35% with an



APR of 2.62%. (Bankrate. April 2021)

You Need to Know - Cont. on page 12



LET'S MEET AT BREEZY POINT!

AUGUST 13-14

We welcome and encourage you to attend! We'll handle the business of the Association, and we'll have a long-overdue chance to enjoy the good fresh air with our friends and family.

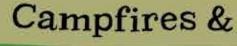


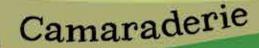
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The Breezy Belle Boat Tour Apps ~ Dinner ~ Cocktails ~

Breezy is celebrating its 100-Year Anniversary

They are hosting a Roaring 20s Photo Cutout, Speakeasy drink specials, self-guided walking tour and more!







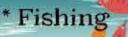
Mystery 🍑

Signature Cocktail

String Art -- It's coole Spouse Event



* 2-mi trail loop



Swimming & Tanning Beach



www.ElectricalAssociation.com/Conferences Reserve your room at www.BreezyPointResort.com*

*Online Reservations > Select "Any Room" > Enter Group #325577



Electrical

Association







If you follow us on Facebook, you noticed during the "**Women in Construction Week**" that we spotlighted some some women we know who are making an impact on the electrical industry!



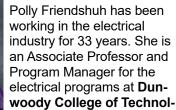
Jennifer Varner

Jennifer Varner is a Field Project Coordinator for **Knobelsdorff Electric**. She has been working in the electrical industry for 2½ years, but Jennifer has been around people in the construction industry her whole life. "My dad had his own Construction business while I was growing up and I loved being right

there with him and his crew, watching them work and helping when I could. He normalized me being in the trades as a female and I am incredibly grateful for that. There is that feeling of having to prove yourself when you first start a new job or begin working with a new team, but I think that's true of any job no matter your gender. Because I've been around the trades so long, it doesn't even phase me that I'm considered a minority as a woman. Knobelsdorff has done a fantastic job as well at treating me equally and giving me the training and tools, I need to thrive in this industry. As women, we are just as qualified to be in the trades. We show up, we're

strategic and get the job done right. I absolutely love it! As a Field Project Coordinator, I get the best of both worlds. I get to be in the field communicating with clients and contractors and making sure everyone is working safely and in a timely manner. I also get to be in the office scheduling work and creating reports. I love the variety this job gives me and also love seeing our large jobs come together and get completed how we planned."

Polly Friendshuh



ogy. She is also a trainer for the Electrical Association's apprentice program. Being a woman in the electrical industry has not been easy for Polly. She explained, "It is tough being female in the job but it is getting better. When I first started, I didn't see another woman for about the first five years. I had to prove myself many times over to gain acceptance but once I eventually did, it made a big difference. I recommend for women is to find mentors that support you." Polly says that being an electrician has given her more confidence and has provided a variety of career options that she didn't know existed. She has some great advice to share: "the best thing one can do is to keep learning, take those opportunities to become better at your craft, advance your career, and always ask questions."



Clara Albert

Clara (DeRosier) Albert is our amazing Executive Director here at the **Electrical Association**. She has been working for the Association for 7 years, but has been around the trades her whole life. Clara's great-grandpa and grandpa owned DeRosier

Plumbing in Brainerd. Clara has a lot of great memories working for the Electrical Association, but one stuck out above the rest. "My most memorable experience was Judi Rubin's retirement party/my inauguration as the new leader of the Association.

I was welcomed and supported with open arms by past current and future leaders of this organization. The trust and confidence that the group exuded keeps me going to this day. I will forever be grateful for this encouragement." Clara really enjoys working for electricians. "I get to talk to and find ways to help some of the nicest people that I have ever been around. The passion our members have for their business, the industry, their crews and their families is admirable. It makes it easy to want to wake up and do this job for people who are truly appreciative."



Karen Maine

Past President of the Electrical Association, Karen Maine has been an active member of the Association and just recently retired. She has been in the industry for 38 years and was the owner of **Karen's Electric** for 32 years.

When asked what it is like to be a woman in the industry Karen said, "Women aren't well represented or recognized for their abilities. We need to mentor more women

in the trades." Karen liked a lot of things about being in the electrical industry including the variety of work that she was able to do, working outdoors, good pay, and being able to run her own business.



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Michelle Dreier Member Engagemt/ Gov't Affairs Manager

Workforce Development

The American Jobs Plan

With many waiting for their stimulus checks provided by the American Rescue Plan, the White House looks to roll out The American Jobs Plan.

While much of this package looks like economic stimulus packages in the past with the investment in the following:

- Transportation Infrastructure
- Clean Drinking water infrastructure
- Broadband
- Renewed Electric Grid
- Retrofitting more than two million homes and buildings to make them more energy efficient.
- Create good jobs electrifying vehicles

While jobs within the electrical industry could be created by any one of the bullet points above, the last three hold tremendous possibilities for potential projects for electrical contractors. As our economy makes moving to clean energy and strategic electrification a priority, there is so much infrastructure work to do.

The amount of work needed to move from combustion engines to an environment where electric vehicles are main stream is staggering, yet GM has promised to build its last combustion engine vehicles in 2035. Zeus, an electric work truck manufacturer, has called MN homes and is currently building electric work trucks. People's homes will need electric upgrades to charge EVs. Public charging stations will need to be built out to meet the needs of travelers.

The President is proposing a \$174 billion investment to the EV market. His plan will pay to help automakers retool factories and create domestic supply chains for raw materials. It will allow for point of sale rebates and tax incentives to buy American-made EVs. It will support the expanding of the national network of EV chargers by 500,000 by 2030. The plan looks to electrify 20% of the school bus fleet through the Clean Buses for Kids Program. It will also look to electrify the federal fleet, including the US Postal Service.



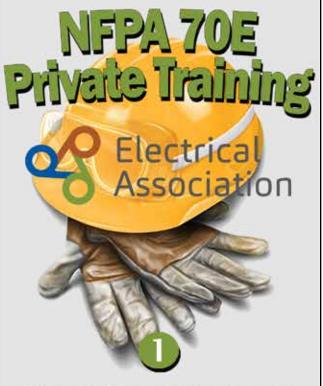
Read the FACT SHEET: The American Jobs Plan | The White House (http://tiny.cc/oc2wtz)

Did you submit a 2021 Wage & Benefit Survey?

You should have already received your free copy of the report in the mail from us.



Let us know if you have any questions! 612-827-6117



Recognize what you can and can't work on and why



Understand why it's critical to follow company safety rules



See what can happen if safety protocols are not followed

Online Option Also!
Call Us Today!
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May is National Electrical Safety Month

The Electrical Safety Foundation International is launching its annual effort to help reduce electrically related fatalities, injuries, and property loss. Print and use these in your safety meetings & hand out to your customers!

Thank you to the Electrical Safety Foundation International (ESFi) for creating these resources for us to use!





Download PDFs from our website at www.electricalassociation.com/news



May 2021 7

Develop Your Car

Education Calendar

10 11 12

16 Continuing Education Credits (Classroom)

Multi-State Approval (check our website for specific approval details)

Coon Rapids* - Grounding & Bonding; Motor Install; May 13-14 (8am-5pm)

Overcurrent Protection

May 20-21 (8am-5pm) Roseville* - Code Highlights; Motor Install; NFPA 70E Aug 13-14 (8am-5pm)

St Cloud* - Grounding & Bonding; Motor Install;

Overcurrent Protection

» Both Days—Non-Member: \$335 / Member: \$309

» One Day—Non-Member: \$195 / Member: \$165

4 Continuing Education Credits (Self-Paced Online)

Multi-State Approval (check our website for specific approval details)

Self-Paced Any Time! 2020 NEC® Code Highlights, Pt 1 Self-Paced Any Time! 2020 NEC® Code Highlights, Pt 2

» Non-Members Price: \$96 / Member: \$88

2 Continuing Education Credits (Online)

Multi-State Approval (check our website for specific approval details)

Self-Paced Any Time! 2020 NEC® Grounding & Bonding for Unlic Personnel Self-Paced Any Time! 2020 NEC® Overcurrent Protection for Unlic Personnel

Self-Paced Any Time! 2020 NEC® You Be the Inspector, Pt 1

Self-Paced Any Time! 2020 NEC® You Be the Inspector, Pt 2

May 6 (8:00am-10:00am) 2020 NEC® Grounding & Bonding for Unlic Personnel

May 20 (6:30pm-8:30pm) 2020 NEC® Motors and Transformers

June 1 (8:00am-10:00am) 2020 NEC® Branch Circuit, Feed, Svc Calcuations July 13 (6:30pm-8:30pm) 2020 NEC® Motors, Controls, GFCI Requirements

Aug 12 (8:00am-10:00am) 2020 NEC® Motors and Transformers

» Non-Member Price: \$49 / Member: \$44

Exam Prep Training (Classroom)

June 5-6 (8am-5pm) Bloomington, Renaissance Mpls Hotel

Aug 7-8 (8am-5pm) Bloomington, Renaissance Mpls Hotel

» Non-Member Price: \$570, Member: \$460

Thank you Class Sponsor:



Also Available-

Exam Prep Pre-Test

Self-Paced Exam Prep Course

55 questions test your knowledge: Are you ready to take the Journeyworker Exam?

280 questions give you the opportunity to check your answers and get explanations

Covers NEC and MN Laws & Rules. Do you need an Exam Prep class?

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Register! www.electricalassociation.com 800-829-6117 • 612-827-6117



The International Association for Continuing Education & Training (IACET) developed the original Continuing Education Unit (CEU) and today ensures that providers of continuing education and training can prove they provide high-quality instruction by following the ANSI/IACET Standard for Continuing Education and Training through a rigorous accreditation process.

CE Requirements

This is your guide to staying in compliance.

These are the states where our courses are typically approved based on that state's standards. DOUBLE CHECK our class website for exact details for the course you are registering for.



Minnesota

Master A, B	16 biennially (12 Code/4 Non-Code*)
Journeyman A, B	16 biennially (12 Code/4 Non-Code*)
Maintenance	16 biennially (12 Code/4 Non-Code*)
Installer A, B	16 biennially (12 Code/4 Non-Code*)
Power limited tech	16 biennially (4 Code/12 Non-Code*)
Satellite installer	4 biennially (4 Code*)
Unlicensed	2 annually (2 Code*)
www.dli.mn.gov	*can take all Code



lowa

Master A, B	18*	every	3-year	Code	Cycle
Residential Master	18*	every	3-year	Code	Cycle
Residential Electrician	18*	every	3-year	Code	Cycle
Inactive Master	18*	every	3-year	Code	Cycle
Journeyman A, B	18*	every	3-year	Code	Cycle
https://iowaelectrical.gov/	*6 c	on the	most re	cent (Code
	Residential Master Residential Electrician Inactive Master Journeyman A, B	Residential Master	Residential Master	Residential Master	Master A, B



Montana

Residential Electrician	16* per 2-year cycle
Journeyman Electrician	16* per 2-year cycle
Master Electrician	16* per 2-year cycle
http://boards.bsd.dli.mt.gov/ele	*8 Code Update



Nebraska

Ì	Electrical Contractor	12 each even-numbered yr
	Journeyman Electrician	12 each even-numbered yr
	Resid. Journeyman Wireman	12 each even-numbered yr
	Fire Alarm Installer	12 each even-numbered yr
	www.electrical.nebraska.gov	*6 Code; or all Code



North Dakota

l	Master Electrician	8*	annually
	Journeyman Electrician	8*	annually
	Class B Electrician	8*	annually
	www.ndseb.com	*4	must be Code



South Dakota

	Electrical Inspector	16* even-numbered years
I	Electrical Contractor	16* even-numbered years
,	Journeyman Electrician	16* even-numbered years
(Class B Electrician	16* even-numbered years
1	Apprentice Electrician	16* even-numbered years
	http://dlr.sd.gov/	*8 must be Code



Wisconsin

ĺ	Master Electrician	24 every 4 years
	Residential Master Electrician	18 every 4 years
	Journeyman Electrician	24 every 4 years
	Industrial Journeyman Elect	18 every 4 years
	Residential Journeyman Elect	18 every 4 years
	Registered Electrician	24 annually
	https://dsps.wi.gov	

ritips://asps.wi.gov



Wyoming

١	Journeyman	16 every 3 yrs
1	Master	16 every 3 yrs
_	http://wsfm.wyo.gov	*8 must be Code

Note: We are making a good-faith effort to publish the correct requirements for each state. For your protection, please check your state's website listed above.

eer — Enjoy Life More!

Quiz on the Code

Recreational Vehicles and Recreational Vehicle Parks



4. Which interior wiring method for

RVs is not allowed by the NEC?

c) Type EMT electrical metallic

d) Type FCC flat conductor cable

with electrical supply are required

to have 50 amperes, 125/250-volt

installed in RVs shall be rated not

125-volt and in no case less than

less than ____ amperes, 120-

5. What percentage of new RV sites

6. Switches for lighting circuits

the connected load.

receptacles?

a) 40

b) 25

c) 20

d) 50

a) Type AC armor-clad cable

b) Type NM sheathed cable

Camping season will be here shortly! Time to review a few RV wiring requirements.

- 1. A 2020 code change now requires which device be installed in a recreational vehicle?
 - a) reverse polarity indicating device
 - b) phase failure monitor
 - c) open neutral relay
 - d) none of the above
- 2. Which of these other sources of ac power that may be used in a recreational vehicle must be listed?
 - a) inverters
 - b) motor generator
 - c) engine generator
 - d) all the above
- 3. The maximum exposed usable length of a RV cord is _____ feet if it is connected to the RV at less than 3 feet above the ground and the point of entrance is at the rear of the vehicle.

a) 25 b) 30 c) 40 d) 38

(f)(A)fc.fcc ebithA:feA(b)

Answers: 1. (a) Ref: Article 551.40(D); 2. (d) Ref: Article 551.32; 3. (b) Ref: Article 551.46(B); 4. (d) Ref: Article 551.47(A); 5. (a) Ref: Article 551.71(C); 6.

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Toolbox Talks

Head Safety



- Employees working in areas where there is a danger of injury from impact, falling objects, flying objects or electrical shock and burns shall be protected by using a protective helmet.
- Helmets used for protection against impact and penetration of falling objects shall meet the specifications contained in American National Standards Institute (ANSI), Z89.1-1969, Safety Requirements for Industrial Head Protection.
- Helmets used for protection against high-voltage electrical shock and burns shall meet the specifications contained in American National Standards Institute, Z89.2-1971.

Hard hats protect you by providing the following features:

- A rigid shell that resists and deflects blows to the head.
- A suspension system inside the hat that acts as a shock absorber with 1¼" safety zone.
- Some hats serve as an insulator against electrical shocks.
- Shields your scalp, face, neck, and shoulders against splashes, spills, and drips.
- Some hard hats can be modified so you can add face shields, goggles, hoods, or hearing protection to them

The proper class of hard hat should be selected and worn for each type of hazard. Currently recognized by OSHA (Annex H, Table H3):



Class G (General) hard hats are designed to reduce exposure to

low voltage conductors, and offer dielectric protection up to 2,200 volts (phase to ground).



Class E (Electrical) hard hats are designed to reduce exposure to high voltage conductors,

and offer dielectric protection up to 20,000 volts (phase to ground).



NOTE: Class C (Conductive) hard hats offer ZERO protection against electrical hazards!

Wear It!

Is it permissible to use a hard hat with the bill facing to the rear?

Yes, **BUT...** *



*Download this complete topic and others for your safety meetings at www.electricalassociation.com/TOOLBOXTALKS

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Submitted by Werner Electric

Juno Al™ Smart Home Downlighting Systems



As an electrical distributor we work with and sell a lot of products, thousands of them. Every now and then we see a product that our team loves so much we all want one for ourselves.

Meet Juno Al™, a portfolio of smart home lighting fixtures that easily place Alexa into every room of a home or light commercial space where light and sound can enhance the experience. The flagship product – Juno Al Speaker Light with Alexa Built-In – is an advanced LED downlight that features a JBL® speaker and Amazon Alexa voice service in a single patent pending ceiling light fixture. It's a 6″ downlight, but much, much more.

Juno AI takes advantage of the most ideal location in the home—the ceiling—to create a smart ecosystem. It can control any smart home device that works with Alexa. No hub required. It not only illuminates a room, but also locks the doors, adjusts your thermostat, tells your family dinner is ready, runs the vacuum, reads you a book, dims the lights, plays music through its premium speakers, and sets the mood through controllable lighting... the list is endless.

The Juno Al portfolio includes; a Downlight and a Speaker Light that work with Alexa, and a Speaker Light with Alexa Built-In. They are perfect to retrofit into existing 6" downlight cans or new construction and remodel applications.

Here are only a few reasons Dave Riney, Juno Al Regional Sales Manager, is a customer, too:

- Individual fixture control-where I used to have one switch on the wall controlling 10 fixtures, I now can control each of those fixtures, creating an ambience that was not attainable with traditional downlighting.
- Dim to 1% out of the box...I love this feature so much...I leave a night light on for my dogs...just one downlight in my kitchen so that they can see their food and water bowl. I used to have to have all 10 lights on, now I simply say "Alexa, turn on Night Light", and that one fixture comes on at 1%.
- Full range of CCT from 2700K to 5000K, including the Circadian-like experience of our Daylight Simulator, which adjusts the color temperatures automatically throughout the day to mimic daylight. A great feature for places that do not have much daylight. Great for indoor office spaces and for those working or schooling from home.

Our Werner Electric team along with our Juno AI partners are available to assist with any questions on site applications and requirements, installation guidance and recommended system components.

Go to YouTube, "Late Night with Juno AI – Dave Riney" for a fun home demo!

(www.youtube.com/ watch?v=aOFT0m-9DGnc)





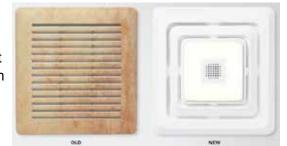


Broan-NuTone Fan Upgrade Kits

If you have 5 minutes, it's easy to make a tired old fan new again. Broan-Nu-Tone® made upgrading your bath ventilation fan easier than ever. In a matter of minutes, our convenient kits enable you to put a fresh face on a reliable fan, add lighting, a Bluetooth® wireless speaker, or even a performance kit to reduce sound by up to 50%.

Upgrade fan covers don't require any tools for installation. For performance kits, all you need is a flat head screwdriver. It's another fresh idea for fresher air.

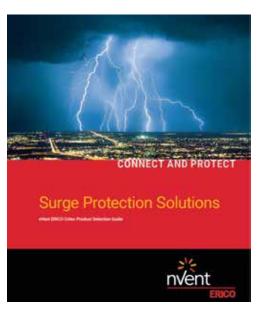
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nVent Erico Surge Protection Devices

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Alex Hyatt National Sales Manager

Member Benefits

Electrical Toolbox Talks

The importance of creating a workplace culture built upon safe working practices is critical for the health and safety of your employees. If you are not already holding weekly safety meetings, now is the

time to start and we have a resource that is free to members to make implementation even easier.

Electrical Toolbox Talks are a collaborative effort between our Safety Committee, Federated Insurance Associated Risk Management Services Team, and Minnesota OSHA Consultation. The topics have been selected, edited, and approved by the members of the Safety Committee.

Electrical Toolbox Talks take the guesswork out of what to incorporate into your safety meetings. Our Toolbox Talks are a series of short, concise, industry specific topics. A sign-in form is included for OSHA documentation. They are a great refresher, and keep your employees abreast of changes in regulations, safety procedures, equipment, personal protective equipment (PPE), and job assignments and responsibilities.

Topics include:

- · Aerial Lifts
- Arc Blasts
- Asbestos

- Boom Trucks
- Carbon Monoxide
- · Controlling Electrical Hazards
- Competent vs. Qualified Person
- Compressed Gas Safety
- Core Drilling
- Driving Safety
- Emergency Preparedness
- Excavations
- Extension Cords
- Eye and Face Safety
- Fall Protection
- · Fire Extinguisher Safety
- Foot Protection
- Fork Lift Drivers
- · Guardrail Requirements
- Hand Safety
- Head Protection
- Hearing Safety
- · Heat Stress
- High-Visibility Vests
- Injuries & Emergency Situations
- Liquefied Petroleum Gas
- Lockout/Tagout
- PPE Assessment
- Safe Working Practices, COVID-19 Epidemic
- · Scaffolding Safety
- Temporary Lighting
- · Temporary Wiring Panels
- Trips, Slips, and Falls

Let us know if you have ideas for new topics!



Don't wait to start incorporating safety into your company culture.

Electrical Association members can access the Toolbox Talks free of charge!





www.electricalassociation.com/
ToolboxTalks

Member Spotlight:

Terry Harmon—Dependable Electric, Coon Rapids

Terry Harmon of Dependable Electric is celebrating 25 years of membership with the Electrical Association! Thank you, Terry, for your loyalty to our organization.

Terry grew up helping in his father's saw sharpening business. As part of that, he would take apart the machines to replace blades. One of his father's customers owned an electric motor repair shop and Terry had opportunity to tag along. This customer visit inspired his entry into the electrical industry.

In order to learn more about small engine repair, Terry signed up for a program that taught electric motor repair and electrical in general. George Bavolak of Bavolak Electric visited the school one day and recruited him and his buddy to work on a project at Norma Jeans, then at the Teachers Federation, and a new electrician was born.

Terry worked at Bavolak Electric, City View Electric, and several other shops before starting Dependable Electric in 1996. He had always wanted to run his own business, so when an opportunity to start his own contracting business in conjunction with an existing HVAC contractor presented itself, he jumped at the opportunity. That arrangement lasted two years and when his business partner retired, he bought him out.

Dependable Electric performs a variety of residential and light commercial and industrial services. Because of their HVAC roots, they still specialize in HVAC wiring, but their services offered are much broader than that.

Terry's relationship with the Electrical Association started when he was in electrical school. The Association was the go-to for purchasing code books and other reference materials. It continued as he worked for Bavolak as he used the continuing education that the Electrical Association offered. Joining the Association as he started his business made perfect sense. Showing Electrical Association affiliation on his trucks is a symbol of quality. Now if he needs a workbook for an apprentice, he knows where to get it.

2021 is looking bright for Terry's business. He continues to keep really busy and it is shaping up to be the most profitable in five years!

While Dependable Electric occupies most of Terry's time, and managing the tenants in his building also keeps him on his toes, he does

find time to tinker on his '66 Mustang. Terry enjoys 60-70s muscle cars and you might catch a glimpse of him at a car show.





May 2021 11

Compliance



Tim Pass, Accountant, Smith Schafer CPAs

What is the Employee Retention Credit & How to Claim it for 2021

The employee retention credit (ERC) was first introduced with the CARES Act in 2020, and subsequent tax bills have made the credit more

widely available to businesses. This credit has the potential to result in significant refunds —up to \$28,000 per employee in 2021. Learn more below from frequently asked questions we hear:

Which employers are eligible for ERC? Businesses subject to a full or partial suspension due to government order, or who experience a significant decline in gross receipts.

2. What is a significant decline in gross receipts?

The quarterly revenue decline must be more than 20 percent. Compare the 2021 quarterly revenue to the same quarter of 2019. Special rules are available for new businesses that started in 2019 or 2020.

3. How much is the credit?

The maximum credit is \$7,000 per employee per quarter. The credit is calculated based on 70 percent of qualified wages up to \$10,000.

4. What are qualified wages?

Gross employee wages plus employer health insurance cost. Certain related parties and owners may be limited or ineligible for the credit.

5. Is there a difference between small and large employers?

Yes. **Small** employers for 2021 had an average of 500 or fewer employees in 2019. Small employers are eligible for the ERC on qualified employee wages. **Large** employers are only eligible for ERC on qualified wages paid to employees not to work.

6. How long can a business claim the ERC?

This depends on how the business meets the eligibility test. For a credit based on a government shutdown order, the employer is eligible for the credit for wages paid during the shutdown period.

For a credit based on a revenue decline, the business is eligible for the quarter in which they had a decrease in revenue and through the end of the quarter in which revenue returns to an amount of 80 percent or more of 2019 revenue for the quarter. (Effectively, meaning that a business that qualifies for quarter one automatically qualifies for quarter two).

7. How is the ERC claimed?

It is a payroll tax credit, not an income tax credit, and is claimed on Form 941, Form 943, or Form 944, depending on the employer type.

8. What if the employer already filed Form 941 for the 1st quarter of 2021?

The ERC could be claimed on a Form 941-X if the original return was filed before determining eligibility.

9. Can businesses that applied for PPP second draw also claim the ERC?

Yes. Employers can utilize both programs. The wages paid to employees can be applied to either PPP or ERC, but not to both. Employers eligible for other credits such as Work Opportunity Tax Credit, research and development credit, or others will not be able to include wages used on ERC for calculation of these credits.

10. Is the credit taxable?

Yes - ERC is subject to income tax because the credit reduces the amount of wage deduction.

SMITH SCHAFER

OTHER IMPORTANT NOTES

Eligibility criteria for the 2020 ERC are slightly different than the criteria for 2021, as follows:

- A 50 percent reduction in gross receipts is required for 2020.
- The maximum credit is \$5,000 per employee for the entire year. The credit is 50 percent of wages up to \$10,000.
- The small vs. large employer threshold is 100 employees.

Employers who have not yet applied for forgiveness on their PPP loan should consider whether they meet the ERC criteria for 2020. Smith Schafer can help you leverage the ERC and PPP opportunities and make the best decision for your company. We are here to help.

2021 Payroll Tax Credits

FREE Webinar • June 16 (10am)

Smith-Schafer is hosting a free 30-minute webinar to discuss this credit and other tax planning changes affected from all of the recent legislation.



www.smithschafer.com (Resources > Our Events)

QUESTIONS? Smith Schafer is a recognized leader in providing accounting, auditing and consulting services to the construction industry. From large construction companies to specialty contractors, we have the experience to bring you innovative solutions. Call us to schedule a free 30-minute consultation. Mpls 952-952-1455; Rochester 507-288-3277

You Need to Know - Cont from page 4

LABOR & MANAGEMENT

US Unemployment Rate... The unemployment rate fell two-tenths to 6.0%, with labor force participation up one-tenth point to 61.5%. The rate is down considerably from its recent high in April 2020 but is 2.5% higher than its pre-pandemic level in Feb 2020. The number of unemployed people, at 9.7 million, continued to trend down in March but is 4.0 million higher than in Feb 2020. (BLS. April 2021)

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*Subject to jobsite variances. For use on flat surfaces.

In 2020, 9.8% of families include an unemployed person, double the share in the prior year... In 2020, 9.8% of families included an unemployed person, twice as high as in 2019 (4.9%). This increase among families reflects the effect of the coronavirus pandemic on the labor market. Of the nation's 83.1 million families, 78.2% had at least one employed member in 2020. (BLS. April 2021)

MINNESOTA

MN Unemployment Rate... MN's unemployment rate ticks down to 4.2% in March from 4.4% in Feb. due to people leaving the labor force primarily from unemployment, but also from employment. The labor force participation rate decreased from 68% to 67.8%, dropping back to where it sat in April 2020. It was 70.2% in Feb 2020 prior to the pandemic recession. (MN DEED. April 2021)

SAFETY

OSHA Workplace Safety Consultation FREE... May is safety month! Remember DLI offers a free consultation service called MNOSHA Workplace Safety Consultation to help employers find out about potential hazards at their worksites, improve safety management systems and apply for grants to abate safety hazards. The program targets small, high-hazard businesses. It is separate from the OSHA Compliance inspection activities and no citations are issued as part of a consultation visit. Learn more at http://workplace.doli.state.mn.us/consultation • Email: osha.consultation@state. mn.us • Call: 651-284-5060

RECALL NOTICES

Northern Tool & Equipment Powerhorse 13000ES Portable Generators... The portable generators have a wiring error which can result in an electrical shock to users. Remedy: Repair. Date: Feb 24, 2021; Units: 3640. (CPSC. April 2021)

DeWALT cordless kerosene forced-air heaters...The heaters can re-start unexpectedly while in

standby mode if the room temp falls below the thermostat set point, posing fire and carbon monoxide poisoning hazards. Remedy: Replace; Date: Feb 3, 2021; Units: About 4,500 (CPSC. April 2021)

MISCELLANEOUS

MN Board of Electricity Meetings... April 13, July 13, Oct. 12, 2021. View minutes at www.dli.mn.gov/about-department/boards-and-councils.

Seeking requests for proposals to provide electrical inspections in MN... Multiple requests for proposals will be announced in spring 2021 to provide electrical inspections for areas of MN. Prospective inspectors must be licensed as a journeyworker or master electrician and provide a \$1000 bond. Requests for proposals will be at www.dli.mn.gov/business/electrical-contractors/electrical-inspector-directories. Follow the instructions on that page to register as a vendor.

US Small-Business Tax Credit for Vaccination Support...The president announced a new paid

leave tax credit that will offset the cost for employers with <500 employees to provide full pay for any time their employees need to get a COVID-19 vaccination or recover from that vaccination. The IRS released <u>fact sheet</u> to educate employers on how to claim the paid sick leave credit on their quarterly tax filings. For additional details, visit: https://go.u-sa.gov/xHXTn.



WELCOME NEW MEMBERS

Twin Cities Heating & Air... Minneapolis
Wheeler Electric Inc... Brainerd
Voyageur Capital Advisors LLC... Eden Prairie

CONGRATULATIONS

Mike Jackson, Jackson Electric... On April 7, Mike Jackson celebrated 24 years of service for Jackson Electric, Winthrop. Mike has been the VP of Operations of Jackson Electric, for three years now. Thank you Mike from Dale and the Jackson Electric team!



Matt Bergmann, Laketown Electric...

Congratulations to Matt Bergmann and Laketown Electric! They are featured on the cover of The Blue-Book Network "Who's Who in Building Construction" magazine. We are so proud to have them as a member of the Electrical Association. They're knocking

it out of the park! Read the article here: https://lnkd.in/gZU4QPc

"Our team has been recognized by *Inc.* magazine as one of the fastest-growing private companies in the United States over the last six years and as one of the top



50 fastest-growing businesses by the Minneapolis/St. Paul Business Journal for the last five years."

--Matt Bergmann, Owner and CEO, Laketown Electric

DSG Welcomes Julianne Turk as New CFO... Turk will lead DSG's financial teams and oversee all the company's financial processes and strategy development. She will be based out of DSG's Plymouth office and will be part of DSG's executive team. Before joining DSG, Turk served as CFO of COKeM International for the last seven years.



MOVES & NEW LOCATIONS

DSG opening a branch in Watertown, SD... It will be DSG's seventh location in South Dakota and its 36th across five states. The new facility will occupy a portion of the Town Clock building at 206 9th Avenue SE

on Highway 212. Plans to be open April 2021.



THANK YOU! THANK YOU! THANK YOU!

Federated Insurance...

Thank you for being a 2021 Yearlong Sponsor* and for sponsoring our April Board Meeting.



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*Yearlong Sponsors are contributing to every single class, event, communication piece, and program that the Association offers throughout the entire year! Their generosity makes a huge difference. Please help us thank them whenever you can! Learn about how to become a Yearlong Sponsor: contact Erica at (768) 497-1778 or erica@pierreproductions.com.

Classifieds

Metro-Area Electrical Contractor Seeking an Executive Assistant and an Estimator Residential...

Executive Assistant: A highly organized individual with a passion for making the world a better place is required. I am building an electrical infrastructure company for the evolving electric vehicle market and need someone that shares the passion and will work alongside me so I can spend my time on higher level activities. A high level of energy is required. Some activities include helping schedule daily activities, organizing projects, help preparing proposals and building the businesses. Some phone call answering and marketing is required.

Estimator Residential: A full-time key position estimating, supervising and running all aspects of various projects with a focus on electrical installations in homes adding power for electric vehicle systems for vehicles such as the new Tesla, Audi, Ford, Jaguar and Chevy. We are also installing chargers at destination locations such as hotels and restaurants. Great customer skills, and problem solving skills required. Visiting homes and job sites to provide quotations is a big part of the job. An understanding of basic code items and management of up to 5 people is preferred. Previous field work experience is preferred. You must have a positive attitude and be excellent with customer service and represent the company as a professional and idealistic organization.

Email your resumes to rbrunclik@electricalassociation.com.

ATEK Distribution Seeking Customer Service Rep...

- ATEK Distribution is a wholesale electrical distributor providing products and services that support electrical contractors and end users with solar, LED Lighting, EV Charging, and a full range of electrical components.
- Based in Golden Valley; customers throughout the US
- Competitive compensation and benefits package.
- As a relatively new distributor, joining us on the ground floor can present future advancement opportunities as we grow. Our goal is to build trust and empower employees to achieve their best. At ATEK, you will have the opportunity to develop professionally, grow personally and have the flexibility to balance your life's priorities.

Contact Jeff at *jeff.anderson@ATEKDistribution.com* or 612-454-0042.

2012 Canon Prograf iPF750 Plotter...

- Purchased new and haven't had any problems.
- haven't had any problemPick up in Fairmont.
- \$1500 OBO. Contact Kahler Electric at 507-235-6334.



Case 60 Trencher...

Good condition with less than 10 hours run time. Located in St Cloud. \$2900 OBO. Contact Ashley, Design Electric, at (320) 252-1658.





Carlon...

48 Carlon UA7AN (4" 45° no bell); 72 Carlon UA9DL (3" 90°); 1200 Carlon UA9DG (1¼" 90°); 32 Carlon UA7FNB (4" 45° one bell). Make offer. Pick up in Rushford. Call Glen Kopperud, Norman's Electrical Service. (507) 864-2891

Seeking a Contractor Electrical Inspector...

Must be good with the NEC and with people. Covers the East Metro (Maplewood to Hugo). Request an application at petetokle@gmail.com.

Boom Truck...

2000 Freightliner FL70, TER-EX TELELECT; Bucket Boom Service Truck Diesel Auto; HIGHT RANGER HRM; SE-RIES, 55' high. \$11,980. Call Javad at (612) 221-9612.



Boom Truck...

2001 Chevy C7500 179,000 miles. Excellent condition. \$13,495 obo. Call (507) 285-9658 Maintained. Clear title.

- Air conditioning, cruise control, upper & lower controls
- Caterpillar 3126 6cyl Turbo Diesel engine 210 h.p. w/ Allison automatic transmission
- Full air brakes, trailer air supply; Electric brake controller
- Altec AO442-MH Aerial device 47'w.h. -11'4" travel height
- 1,500 lb material handling jib
- Fully insulated boom w/insul bucket liner & bucket cover
 Nice service body w/curbside entrance
- Hydraulic tool outlets to run a pole or chain sawPistol grip upper controls for smooth operation
- 4 Hydraulic outriggers for stability
- Rear end differential lock; Receiver hitch
- 22.5" tires in good condition
- \$13,495 obo. Call (507) 285-9658

Seeking to Acquire...

Are you a business owner seeking an exit strategy that is best for you, your team and clients? We are a local electrical contractor seeking to acquire commercial/light industrial electrical contracting businesses. Email inquires to Rennell: rbrunclik@electricalassociation.com

FREE 3M Crimp-On Terminals...

A large quantity of 3M crimp-on terminals has been donated to us. If you can use these terminals, we will give them to

the first interested party who can stop by the office to pick them up. Call us to arrange a pick up and to learn if we have any left! (612) 827-6117



Postings are a free benefit of membership! Email your listing to (*rbrunclik@electricalassociation.com*).

www.electricalassociation.com/classifieds

Safety Compliance

Fall prevention has been an

construction safety. In 2019,

401 workers died from falls

on-going area of focus in

to a lower level and over

20,000 additional injuries

As we approach another

Falls Prevention Standdown (May 3-7), stay attentive to the risks that contribute to fall incidents and

Maintain effective oversight on the use of personal fall arrest equipment. Too often, PFAS equipment

is inappropriately used. Ensure harnesses are

adjusted properly with the D-ring positioned between the shoulder blades. Use only approved

specifications when installing anchor systems -

including use of the required number and type of

fasteners to adequately secure the anchor point.

Watch for inappropriate use of lanyards as connec-

tors. Provide and require the use of an appropriate

anchor connector (i.e. hook, tie-off adaptor, beam

clamp...). When possible, use anchor points that

Only use self-supported scaffolds that are properly

constructed and secured. Tie-ins. cross-bracing

anchor points and don't deviate from manufacturer

resulted from fall incidents.

Dave Ferkul, CIH, CSP Supervisor, Workplace Safety Consultation

take action to eliminate the risks.

Remain Diligent in Preventing Falls

and diagonal supports must be provided, as required. Frames and panels must be locked/pinned to prevent uplift. Guard rails (both mid and top rail) must be provided. Install base plates and mud sills to maintain stability. Lock wheels on rolling scaffolds, during use. Utilize a PFAS when working from an articulating mobile, elevating work platform and stay within the confines of the platform.

Use ladders that are structurally sound and only use as intended.

Hold toolbox talks to help plan for and review proper use of fall prevention equipment. Intervene when inappropriate work practices and hazardous conditions are noted. Set the fall prevention expectations prior to commencement of work.

Not all fall incidents are due to falls from height. Maintain worksite housekeeping by routinely removing scrap materials from active work areas and control how materials and equipment are staged to maintain clear access through workspaces. Keep cords and materials out of stairway landings. Guard or cover tripping or impaling hazards (i.e. projecting conduit, rebar...).

It takes involvement by all workers to promote and ensure fall risks remain controlled.





Dave has held multiple positions in various consultant and supervisory roles, within Workplace Safety Consultation (WSC). He is a certified industrial hygienist and safety professional, who has had opportunities to work with a wide range of public and private sector employers, in general industry and construction, providing technical assistance in industrial hygiene, safety, and ergonomics, while gaining insights and guiding employers on more effective management of workplace safety & health. He provides overall program support for WSC, overseeing the Safety Grants and Alliance programs, and current focus on temporary worker safety.

are overhead.

Mike Miller Director of Education

Word on the Street

The Value of Electrical "News"

Electrical product technology continues to evolve at a very rapid pace. We as electrical workers sometimes struggle to keep up with the "newest and most innovative" products unless

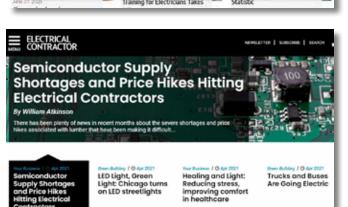
we frequently have our nose in the trade journals. I recently caught myself reading my "device," again, as I am a news junkie. With the overwhelming amount of "unpleasant news" out there, I decided to stop and focus on "news" that has a value and is worthy, like... "The ever-changing electrical world."

Wow, here is news that makes sense and enables me to further my career, create a sense of calm, and renew my interest in the future instead of wonder what other tragic events will I hear about today and hope it does not affect me.

And interestingly, most of this news will, before long, become essential to my understanding of the electrical products and equipment evolution and to further my continued value to the trade. The great thing about many of these publications are they are free and provided via USPS or electronically on the publisher's websites. There are great articles by noted experts in a wide field of electrical technology. The NEC is featured as a primary focus in many trade journals. Few advertisers present old product knowledge about their equipment. So reviewing what information they present, we can gain new ideas of saving time, and money, and possibly safer work practices.

The takeaway here is to seize the opportunities of those monthly publications that are free, like *Electrical Construction and Maintenance® (EC&M)* and *Electrical Contractor®*. They are just two of many that are a wealth of information. Turn off your device to world news that creates undue anxiety, and embrace the free electrical news that can favorably enhance your future!









You upgrade the lighting. We'll do the rebate paperwork.

Rebates can significantly reduce the cost of your business customers' lighting upgrades, but processing the paperwork can be time consuming. Partnering with Center for Energy and Environment's (CEE) One-Stop Efficiency Shop, sponsored by Xcel Energy, makes the rebate process simple.

Here's how our team of lighting experts supports contractors:

- Completes free, no obligation assessments with cost savings and payback details to help sell jobs
- Provides rebates up to 60% of the installed cost to help offset customers' project costs
- Provides access to financing as low as 1% (limited time offer)
- Completes all program, rebate, and financing paperwork

Visit mncee.org/onestop or contact us at onestop@mncee.org to get started.

Eligible participants must have an active commercial account within Xcel Energy's Minnesota service territory and a peak electric demand of 400kW or less. Center for Energy and Environment, a local non-profit and EA member, implements the One-Stop Efficiency Shop® on behalf of Xcel Energy.



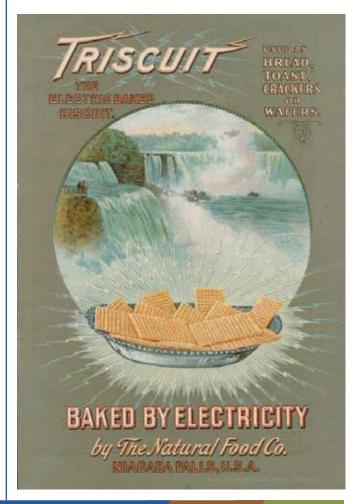


Did you Know...

Triscuits are the EleTRIcity Biscuit!

From their original ad: "Triscuit—Baked by Electricity! Triscuit is the newest and perhaps the best creation of the Natural Food Co., of Niagra Falls, N.Y., makers also of the Celebrated Wheat Biscuits.

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MISSION STATEMENT

The Association provides leadership in partnering between contractors, government employees and consumers to promote quality construction built safely, on time, on budget and at a fair price and profit.

We provide a strong commitment to quality in education, communication, government relations and ethics.

Important Notice: The information in this newsletter is intended to alert you to changes in laws, regulations, or trends that can affect your business. The information in this newsletter is NOT tax, accounting, or legal advice. Since each company has different needs, it is important that you get the appropriate professional advice if you think your company will be affected. Please be sure to call us if you have any questions.

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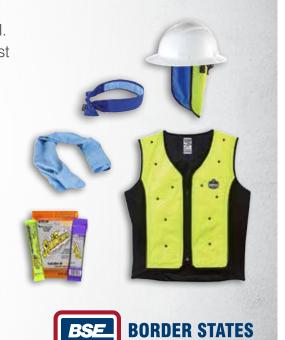
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