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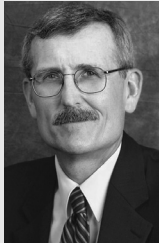


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Electrical Contractors Association of Greater Boston, Inc. | 106 River Street, West Newton, MA | 1-877-NECA-IBEW (632-2423)

POWERPOINTS

Prompt Pay Law Will Lead To A Healthier Economy



Glenn Kingsbury
Executive Manager

When the Prompt Pay Law took effect November 8, 2010, it was a key step to ensuring the well-being of Massachusetts' construction industry and the Commonwealth, both during the current economic climate and as the economy rebounds. The Boston Chapter of NECA has been a strong and vocal supporter of this legislation, as it assures that subcontractors, and indeed all contractors, are paid in a fair and timely manner.

The Prompt Pay law applies to projects of over \$3 million, and is designed to speed up the flow of funds in construction projects. It provides reasonable time periods for each step in the payment process: 60 days to submit payment application from the date work started; 15 days for approval; and 30 days for payment after approval.

With the passing of the Prompt Pay Law, Massachusetts has joined 29 other states that have passed

prompt pay legislation. Our law is not nearly as restrictive as the laws in most other states, and has just four key elements:

- 1) It allows for reasonable "not to exceed" times for approval or rejection of regular payment requests, AND similarly...
- 2) It provides sufficient time for approval and payment of change orders, which always present the greatest payment challenge.
- 3) It sets restrictions on the use of "pay if paid" provisions, which are often used to avoid having to pay altogether.
- 4) It allows a contractor or subcontractor to stop work if not paid in a reasonable time, which was virtually impossible before it was passed.

The importance of this legislation comes down to this: delays in payment create serious cash flow problems for any business, especially small businesses. They are a major problem for subcontractors in particular, because sub-contractors pay most of the costs for labor

and material on a construction project. Throughout the time they are not paid, subcontractors essentially finance the project out of their own pockets. This can continue only so long before a company can no longer meet its obligations.

By ensuring fair payment practices, the law promotes the survival of businesses and the preservation of jobs, so vital to the Massachusetts economy. NECA is proud to have been involved in its passing. And, although the law applies to projects of over \$3 million, we believe the same principles should apply in projects of all sizes. Small and mid-size companies working on projects of any dimension, when delivering services that meet project parameters, should be paid in a fair and timely manner. It's the right way to conduct business.

For an informational packet on the Prompt Pay Law including a copy of the law itself, visit the Associated Subcontractors of Massachusetts website: www.associatedsubs.com

ELECTRICAL INDUSTRY NEWS

NECA Contractor, Cruz Electric On Schedule with Hamilton Canal District Project in Lowell



LOWELL, MA – Cruz Electric of Woburn is on schedule for an April 2011 completion of the electrical construction of a Lowell Hamilton Canal District revitalization project. When complete, the structures in the project will include a 260,000 sq. ft. Courthouse, 725 Housing Units, 350,000 sq. ft. of office space and R&D; 50,000 sq. ft. of Retail and Restaurants, 900,000 sq. ft. Parking Garage; and 3 open space parks. Cruz is managing a field crew of 18 electricians.

Dagle Electric Installs I-495 Solar Panels/ Electric Alert Board

METHUEN, MA – Dagle Electric of Melrose has installed two solar panels on I-495 between Exits 46 and 47 powering an Electric Alert Board displaying Construction Delays, Lane Closures, Traffic Jams, and Amber Alerts. The system also integrates traffic cameras and traffic counters, sending info back to the Mass Highway's Traffic Operations Center to improve traffic flow on the highway.

SAFESITES

NECA Expands Online Safety Resources – Webinars, Topical News, Links



BETHESDA, MD – NECA has expanded its comprehensive safety resources for NECA members to include such online programs as eSafetyLine Software, eSafetyLine Resources, eSafetyLine

Webinars, Weekly Toolbox Talks, and eSafetyLine News. December's eSafetyLine News topic is Winter Hazards. Recent webinars have included such topics as Ergonomics, Scaffolding, and NFPA 70E PPE Selection. It all can be found on www.necanet.org/job/safety. The site also has links to OSHA news and key upcoming events that relate to safety.

Building a Safe and Compliant Workplace through NECA's eSafetyLine

The eSafetyLine Safety Expert System provides member NECA electrical contractors with compliance material, online records and reports on demand. It includes:

- Model Safety Manual
- Library of Compliance - written programs and policies; inspection checklists; and more

- Training Library - targets specific OSHA regulations
- Recordkeeping - maintains Injury/Illness (OSHA 300, 300A, 301) records and much more
- Monthly News/Features Section - updates from OSHA
- Industry Practices Database
- Safety Talk Calendar - four

- safety talks each month
- Free Webinars - quarterly webinars addressing key OSHA topics and methods for compliance using eSafetyLine
- Anytime, Anywhere -- using the laptop or PDA, members can access this robust online safety program

eSafetyLine is just one of many ways in which NECA and its contractors continue to set the standard when it comes to safety and safety education in electrical construction.

For a complete directory of NECA Greater Boston Chapter member firms, call 1-877-NECA-IBEW or visit us at www.bostonneca.org.