



And the Southeastern Michigan Chapter, NECA
Present

Future of Electrical Contracting Market

July 31, 2009

8:00 am – 5:00 pm

Southeastern Michigan Chapter Office

2735 Bellingham Drive

Troy, MI 48083

248-720-2727

Cost: \$290 Chapter Member Registration - \$385 Non-chapter Member Registration

Markets in the construction industry are shifting from industrial to commercial/ residential and having a major impact on market share of union-contractors. Market share is one of the main measurements for a business. Share of the market by itself does not justify any concern or lack of it for the health and wealth of an organization. Profitability, productivity and market share need to be evaluated simultaneously in order to gauge the success of any operation or organization. This workshop will introduce the market trends across the nation and various regions of the country and the impact of market shift on revenue, profitability, labor needs, and training. Participants will learn about emerging local markets and what has happened in other comparable markets. This hands-on workshop is led by **Dr. Perry Danesghari**, Adjunct Professor at the University of Michigan. Perry has extensive background in improving productivity and profits in various industries.

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Participants who successfully complete this seminar will be awarded 0.6 CEUs.

