

Construction Industry Survey Action Team

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September/October 2003 Wage Survey News and Information

Since it's inception early this year the Construction Industry Survey Action Team has been actively engaged in designing and carrying out a project plan that will result in a prevailing wage determination that favors the organized construction industry. Since this is the first time a survey of this magnitude has ever been done in Michigan our plan design has of necessity, been flexible so that we could react to results and issues as they occurred. A broad overview of the Wage Survey Project tasks that have been completed to date is listed below.

Completed tasks:

1. Initial organization of Building Trades, Local Unions, and related Trade Associations to form a coalition to provide active support and funding for the project.
2. Creation of signatory contractor database. Required obtaining contractor lists from all participating trades and benefit managers. Entering 1,100+ contractors into a database. Then purging duplicates to yield a list of 8,050 signatory contractors.
3. Design, print, assemble and mail 8,050 Wage Survey Information Packets.
4. Establish data entry/call center at TIC. Hire and train personnel, revise phone numbers of contractors due to new area codes making 80% of the existing list obsolete (unexpected major task, still have 750 bad numbers to resolve), determine equipment needs and purchase, create (several) scripts for callers. Set up caller database for follow-up and comments, to be used in reporting to project management and principals.
5. Extract project data from the Dodge Data Line, identify projects with signatory contractors, sort against contractor list to establish project specific call list for call center.
6. Design an e-mail friendly package for contractors consisting of: Letter of introduction, instructions, e-mail versions of WD-10 and sub-contractor forms. This was done due to overwhelming requests from contractors wanting to participate via e-mail. This information is also available on our web site www.wagesurvey.org.
7. Create and print Project Locator Forms to be used by BA's to locate projects not shown on the Dodge Data Line, and Top 20 list for BA's to provide their best prospects for participation along with a contact name and referral.

8. Make presentations at Building Trades Councils, BA meetings and Building Trades Convention to elicit input from BA's on project locator forms (on going effort).
9. Create separate database of Top 20 contractors as forms are received. Make this the priority call list for the call center. Create new script for callers to deal with named individuals and make best use of referrals (on going operation, see next steps).
10. Meet with software developer of Laborkey software that was recommended by LIUNA due to the successful use of their software by the Minnesota LIUNA. Determine the feasibility of modifying the software to work for multiple trades. Work extensively with the developer to make certain that all data acquisition, processing, reporting and WD-10 creation can be performed by the software (on going). Purchase software.

We need your help

1. Continue to pursue 100% return of TOP 20 lists from BA's. While we have only received Top 20 lists from 50% of the Locals, these lists have proven to be the BEST source of contractor contacts to date. The success rate of the call center when they make contact using Top 20 contractors has been enormous. As an example of the importance of these lists, to date we had received approximately 300 completed WD-10 forms through all previous efforts. Within 3 weeks of the first receipt and use of the Top 20 lists our WD-10 receipts have increased to over 575. Most contractors who have been contacted are agreeing to send in forms in the fall when they are not so busy. Each contractor is expected to send from 5 – 15 completed forms, this should yield thousands of additional WD-10 forms! We obviously need the other 50% of the locals to send in their lists, they will make a MAJOR impact on the outcome of the survey.
2. Continue to pursue Project Locator forms. Next to the Top 20 lists these are the best source of information that we have. Attention Business Managers – Please keep this issue on your agendas at all BA meetings for the rest of the survey period!
3. Using Laborkey, produce partially completed WD-10 forms; sort and bundle by contractor using the Top 20 lists first, deliver to contractors along with a blank form for additional projects they may have been involved with. The method of delivery of these bundled forms will be via mail directed to the individual named on the Top 20 list, our current plan is to call the individual before mailing and then to follow up to ensure receipt. A cover letter indicating the areas of the form that require contractor input will be included.

**Please fax or email your TOP20 contractor lists to Carrie Kaufman
(248-356-4774 or carrie@oelmec.org) as soon as possible.
See attached sheet.**