

## Completed Contractor Business Courses

### ELECTRICIANS LOCAL UNIONS

- Local 11, LA, CA, 6 Classes
- Local 212, Cincinnati, OH & Local 82, Dayton, OH, 3 Classes
- Local 6, San Francisco, CA, 2 Classes
- Local 124, Kansas City, MO, 2 Classes
- Local 340, Sacramento, CA, 2 Classes
- Local 357, Las Vegas, NV, 2 Classes
- Local 12, Pueblo, CO
- Local 24, Baltimore, MD
- Local 73, Spokane, WA
- Local 90, New Haven, CT
- Local 99, Providence, RI
- Local 100, Fresno, CA
- Local 110, St. Paul, MN
- Local 226, Topeka, KS
- Local 252, Ann Arbor, MI
- Local 313, Wilmington, DE
- Local 322, Casper, WY
- Local 332, San Jose, CA
- Local 369, Louisville, KY
- Local 441, Orange Cty., CA
- Local 449, Pocatello, ID
- Local 481, Indianapolis, IN
- Local 494, Milwaukee, WI
- Local 520, Austin, TX
- Local 557 Saginaw, MI
- Local 567, Portland, ME
- Local 573, Warren, OH & Local 56, Erie, PA
- Local 584, Tulsa, OK & Local 1141, Oklahoma City, OK
- Local 617, San Mateo, CA
- Local 640, Phoenix, AZ
- Local 668, Lafayette, IN
- Local 683, Columbus, OH
- Local 716, Houston, TX
- Local 915, Tampa, FL
- Local 969, Grand Junction, CO
- Local 972, Marietta, OH

### GREEN COURSES

- Baltimore Chapter of NECA
- Local 449, LMCC
- Rocky Mountain Chapter of NECA

### PLUMBERS LOCAL UNIONS

- Plumbers & Pipefitters Local 393, San Jose, CA 2 Classes
- Plumbers Local 78, LA, CA

[www.prounionconsulting.com](http://www.prounionconsulting.com)

## Contractor Business Course Reserved Dates

**February 27, 28 & March 1, 2014**

I.B.E.W. Local 354, Salt Lake City, Utah

**March 20, 21, & 22, 2014**

I.B.E.W. Local 124, Kansas City, Missouri

**April 10, 11 & 12, 2014**

I.B.E.W. Local 233, Helena, Montana

**May 1, 2 & 3, 2014**

I.B.E.W. Local 532, Billings, Montana

## Contractor Business Course Available Dates

June 5, 6 and 7, 2014

August 21, 22 and 23, 2014

September 11, 12 and 13, 2014

October 2, 3 and 4, 2014

October 23, 24 and 25, 2014

November 13, 14 and 15, 2014

December 11, 12 and 13, 2014

### 2014 Pricing:

Contractor Business Course  
Three Day, 21 Hour Course  
\$550.00 per participant  
Minimum of 20 participants

## PRO UNION Consulting, LLC

An Ohio Registered Training Agency  
Training Agency License #753

**Matt Kolbinsky, President**

5852 Ravens Ridge Lane  
Cincinnati, Ohio 45247

Phone: 513.378.2535

Fax: 513.741.2892

[www.prounionconsulting.com](http://www.prounionconsulting.com)

Email: [prounionconsulting@fuse.net](mailto:prounionconsulting@fuse.net)

# PRO UNION Consulting, LLC



## Contractor Business Course for UNION Electricians and UNION Electrical Contractors



2013 Business Course for Union Electricians and Union Contractors

I.B.E.W. Local 915 - June 2013

Training for UNION members by UNION members

**Contractor Business Course  
for UNION Electricians  
& UNION Electrical Contractors  
Presented by  
PRO UNION Consulting, LLC**

Do you have enough signatory contractors in your jurisdiction?

Do you have a business training program in place to guide your members to become successful contractors in your local?

PRO UNION Consulting, LLC trains **Union Electricians, Plumbers, Pipefitters** and other UNION trades to become successful, profitable, UNION contractors.

***CREATING YOUR OWN UNION CONTRACTORS:***

- Is vital for the growth of your local union
- Increases market share
- Targets smaller projects
- Takes advantage of new technology opportunities for your local union ie., lighting retrofits & solar
- Enhances ability to organize the residential and service markets
- Organizes service work, the most profitable sector of the market
- Insulates the commercial and industrial markets from future non-union competition

**WHAT CAN YOU  
EXPECT TO  
LEARN FROM THE  
CONTRACTOR  
BUSINESS COURSE?**

The contractor course offered can be tailored to fit your local union/chapter's needs.

- ▶ **Benefits of being a UNION contractor**
- ▶ **Building a business plan for success**
- ▶ **Determining start-up costs**
- ▶ **Basic electrical & solar estimating**
- ▶ **Basic design build estimating**
- ▶ **New technology opportunities**
- ▶ **Introduction to Solar**
- ▶ **Energy Audits/Lighting Retrofits**
- ▶ **Utilizing Grants, Rebates & Tax Credits**
- ▶ **Payroll/Collections**
- ▶ **Corporate Structure/Mechanics Liens**
- ▶ **Accounting/record-keeping**
- ▶ **Contractor Licensing**
- ▶ **Writing business contracts**
- ▶ **Invoicing/Change Orders**
- ▶ **Networking/Promoting your business**
- ▶ **Servicing your customers**
- ▶ **Maximizing your profitability**

**PRO UNION ENDORSEMENTS**

"What Matt provides is just what is needed in the labor movement. Matt teaches from experience. He makes sure that each day of class is used to its fullest extent. Everyone that came to the class walked away with new information. It does not matter if you are a new contractor or a 50 year old large contractor, Matt can show you something new. This will change the IBEW if used properly."

- Rodney James, Business Manager  
I.B.E.W. 449

"PRO UNION's professional, no-nonsense presentation fully engaged my members and transferred maximum knowledge in minimum time. They have been here before and they will be here again."

- Terry Akins, Business Manager  
I.B.E.W. Local 124

"The experience and insight you provided to our members was extremely beneficial. You not only express this thru personal real life examples and hands on exercises, but concise and honest discussion. You left us feeling energized and excited to see the future results of this class."

- John Bzdawka, Business Manager  
I.B.E.W. 494

***References:***

Rodney James - Local 449 208.339.0469	Dean Grinstead - Local 12 719.251.0452
Ken Brown - Local 73 509.326.2182	Sean Daly - Local 90 203.265.9533
Terry Akins - Local 124 816.210.3150	John Bzdawka - Local 494 414.327.5202
Jesse Faz - Local 716 832.331.3554	Tim Hutchins - Local 252 732.660.3516