

Business Development & Tripartite Successes

PRESENTED BY JOHNNY BACA, MBA
Marketing Manager
BA/ Pres. - L2080

What is Business Development?

BE BETTER
THAN YOU
WERE
YESTERDAY





GROWTH

FIXED

MISTAKES
HELP ME LEARN

I WANT TO
AVOID MAKING
MISTAKES

FEEDBACK IS
VALUABLE

I'LL NEVER BE
THAT SMART

IS THIS
MY BEST WORK?

I KNOW
BEST

I IMPROVE
WITH PRACTICE

THIS IS
GOOD
ENOUGH

I WON'T GIVE UP

I GIVE UP



Never give up.



Why Business Development?

To persevere in the face of adversity.

A photograph of a sailboat on the ocean during sunset. The sun is low on the horizon, creating a warm, golden glow across the sky and water. The sailboat's mast and rigging are visible, with a large white sail partially unfurled. The deck is white, and various nautical instruments and equipment are visible. The text "Navigating the Winds of Change" is overlaid in a bold, black, sans-serif font with a white outline, centered in the upper half of the image.

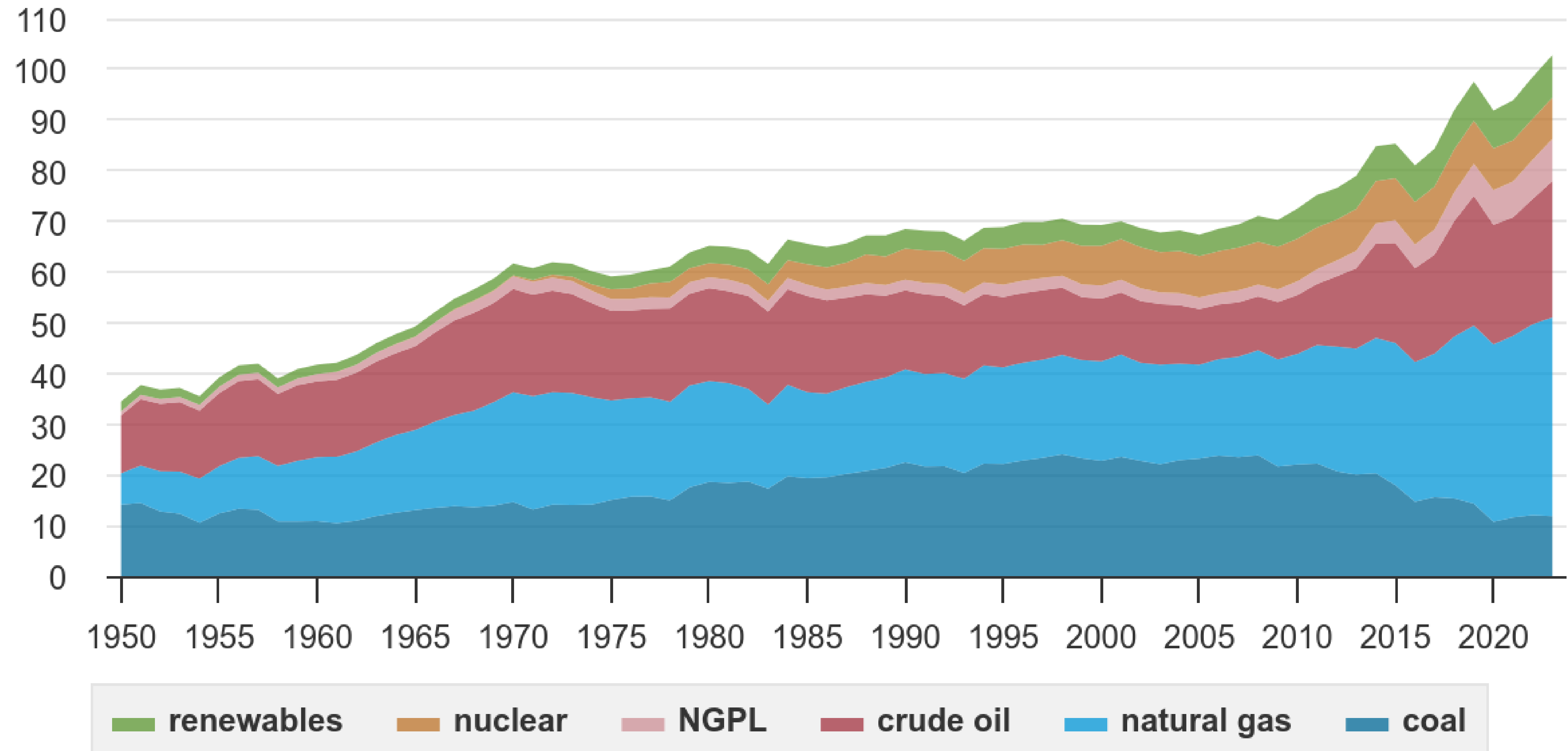
Navigating the Winds of Change



**CHANGES
AHEAD**

U.S. primary energy production by major sources, 1950-2023

quadrillion British thermal units



Data source: U.S. Energy Information Administration, *Monthly Energy Review*, Table 1.2, April 2024, preliminary data for 2023

Note: NGPL=natural gas plant liquids



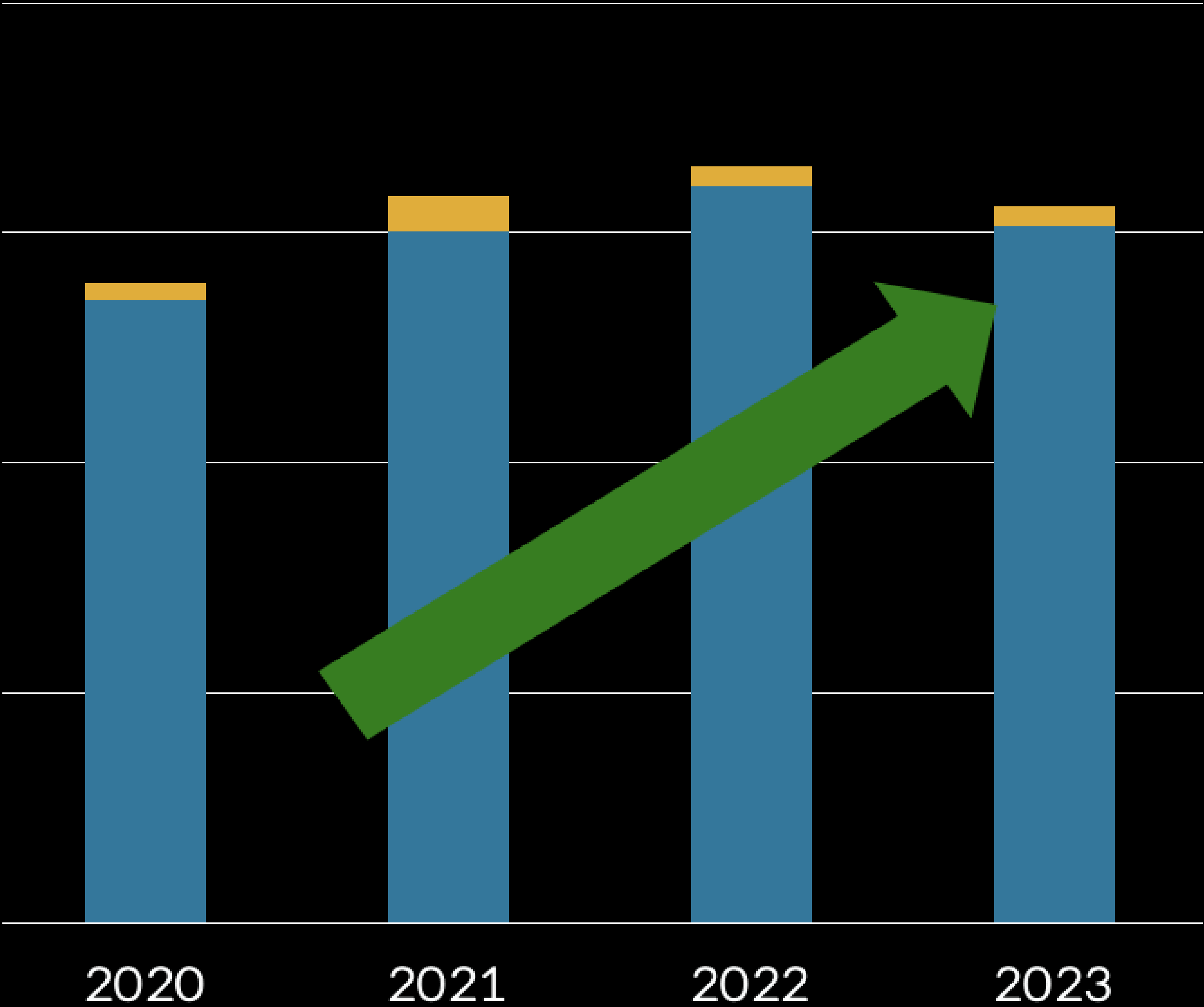
IF YOU CAN'T MEASURE IT,
YOU CAN'T IMPROVE IT.

LORD KELVIN

PERFORMANCE



Boilermaker Manhours

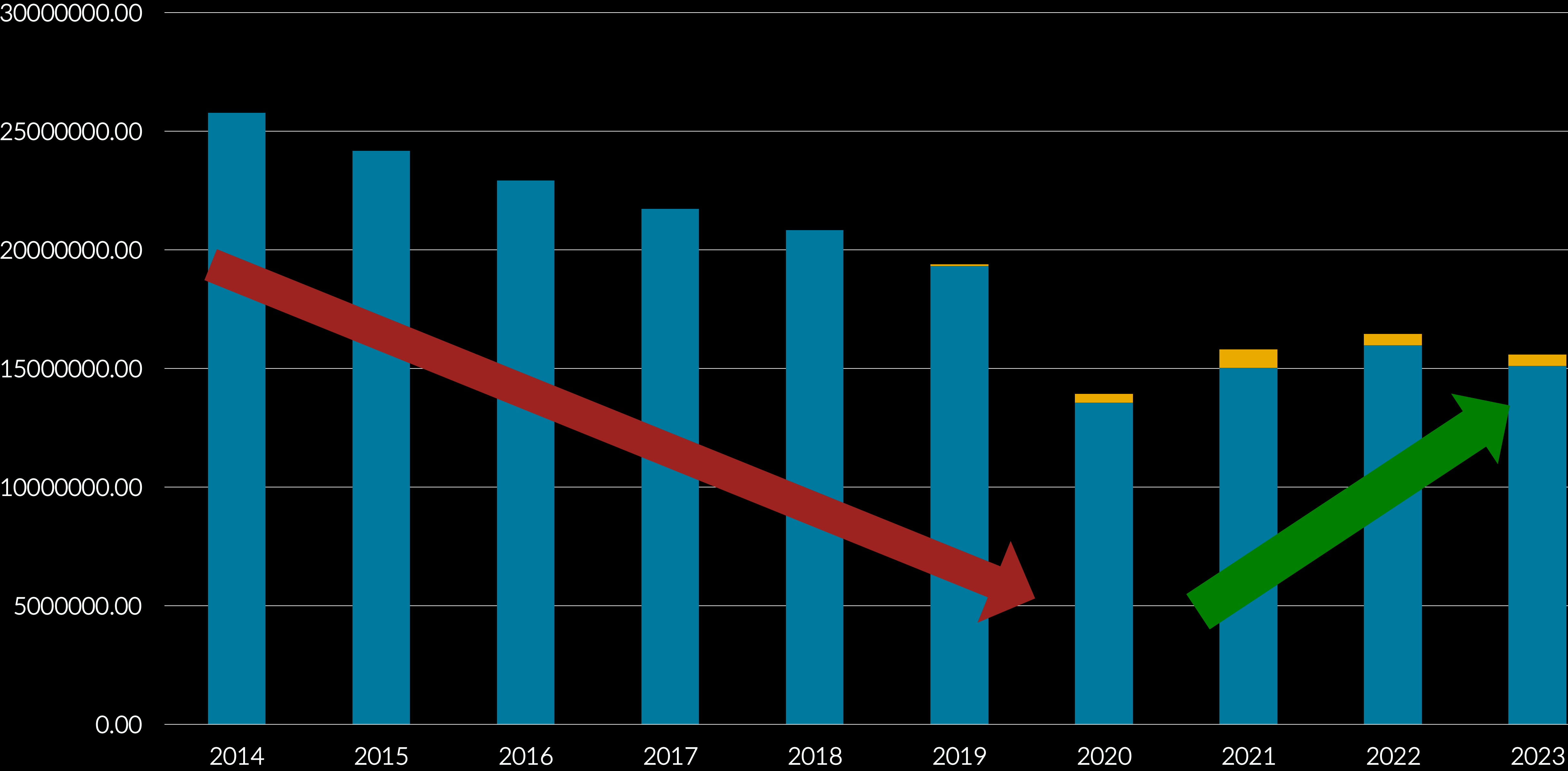




There are lies, damned
lies and statistics.

Mark Twain

2014-2023 Manhours



BOILERMAKERS

Ask Tough Questions

How do we learn from our failures and build upon successes?

How do we improve to gain market share?

How do we partner to measurably advance our industry?

What am I doing to secure the future of the Boilermakers?

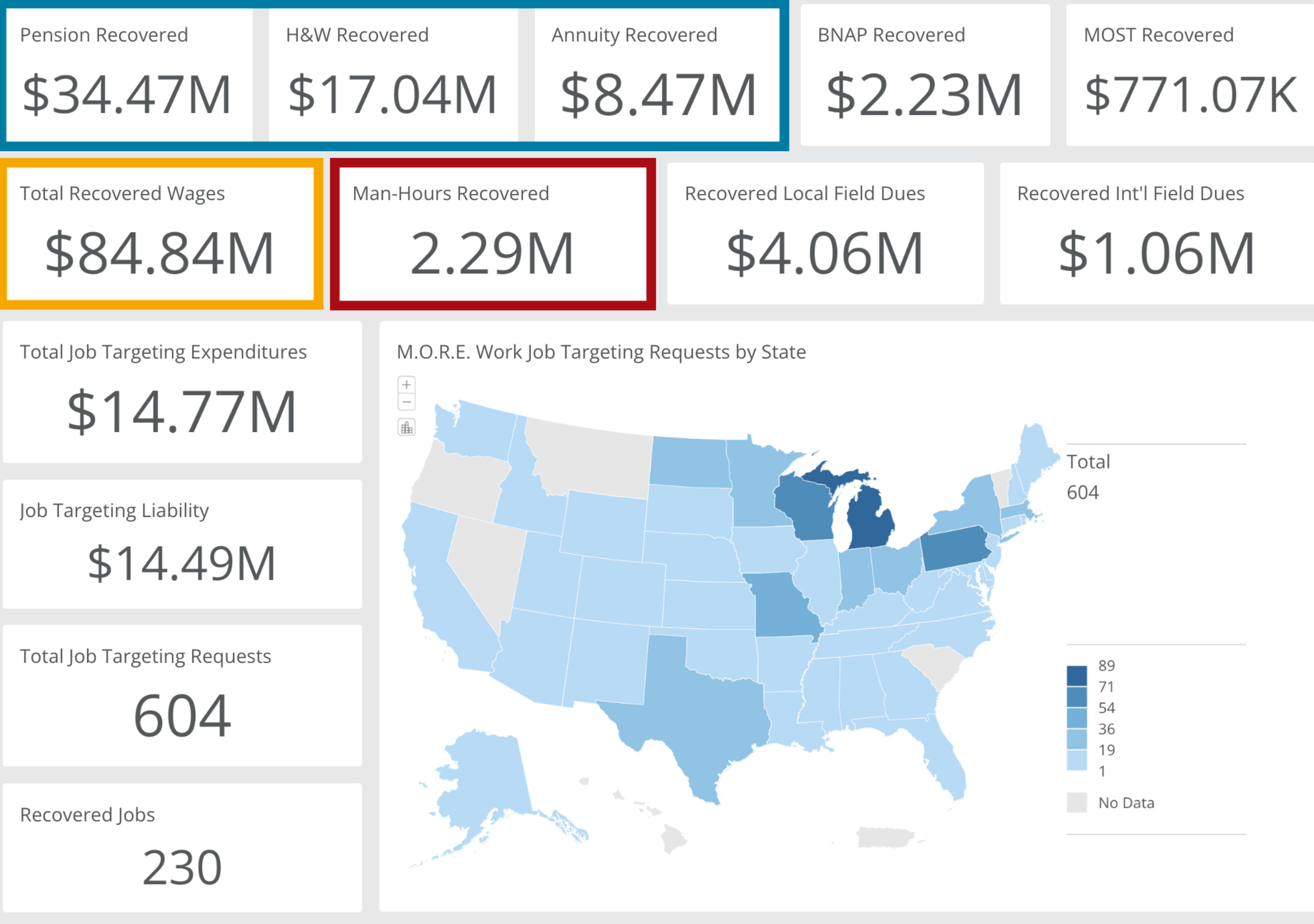
Rising to the Challenge: Current Business Development

- M.O.R.E. Work Investment Fund
- MOST
- Industry Promotion

M.O.R.E.: Investing in Growth

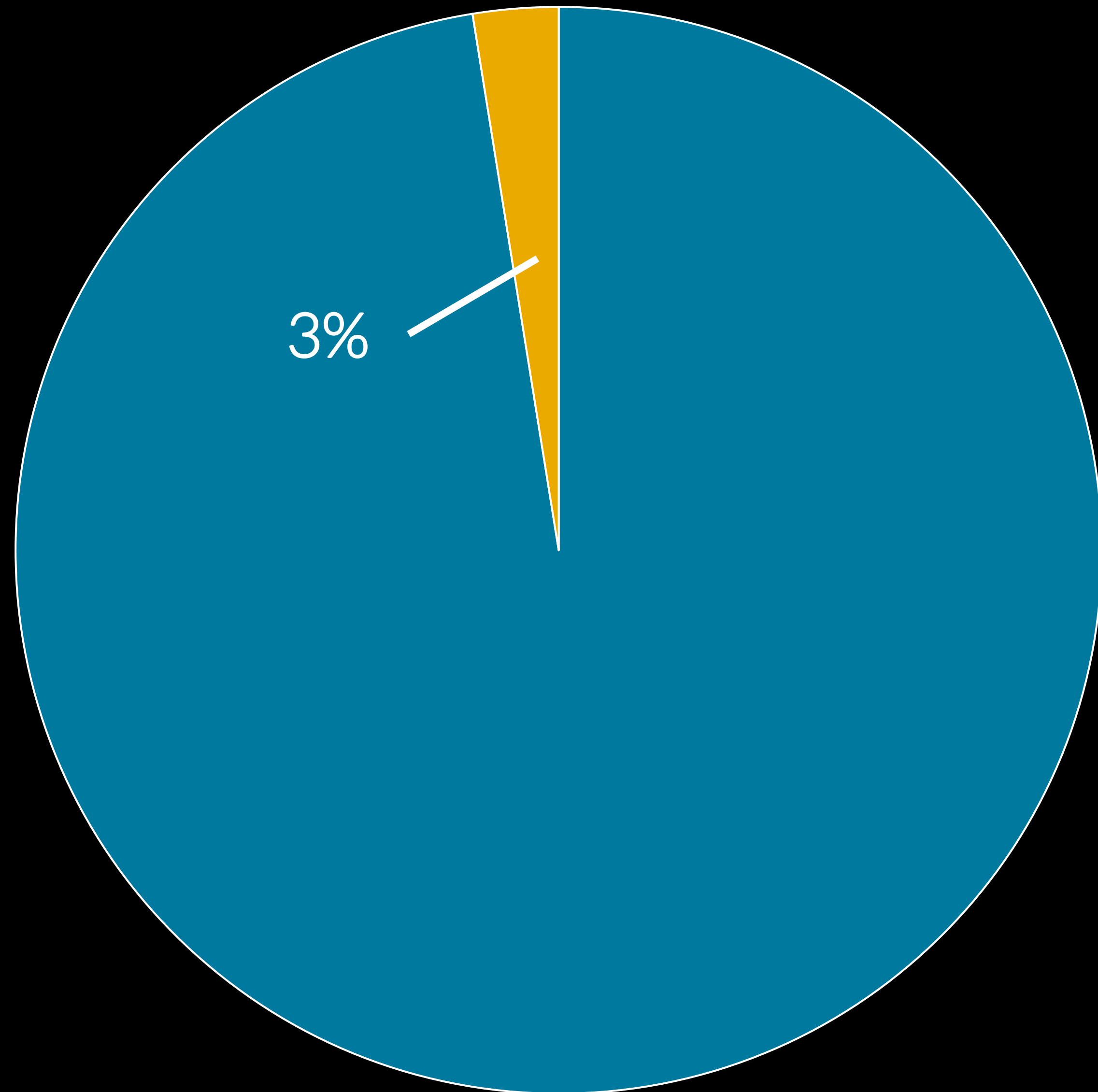
M.O.R.E.
WORK PROGRAM





2019-2023 Manhours

- Is it enough?
- Can we afford to recover enough hours?



■ Manhours ■ MORE Manhours



MOST[®]

The Boilermaker Advantage

BOILERMAKERS



**Proven programs to optimize
Boilermaker skills and
enhance Owner and
Contractor bottom lines**

SHOW ME THE ADVANTAGE

MOST[®]

The Boilermaker Advantage

BOILERMAKERS

Industry Promotion



Pacific Offshore Wind Summit 2024

May 13-15
SAFE Credit Union Convention Center
Sacramento, California





BOILERMAKERS

BUILDING THE FUTURE

BOILERMAKERS

LOCAL 92

SERVING THE INDUSTRY SINCE 18...

On the edge of a transformation

Tripartite Success



Readiness To Work



Hearing a call
for increased
mobility



Responding in
kind at the
bargaining table

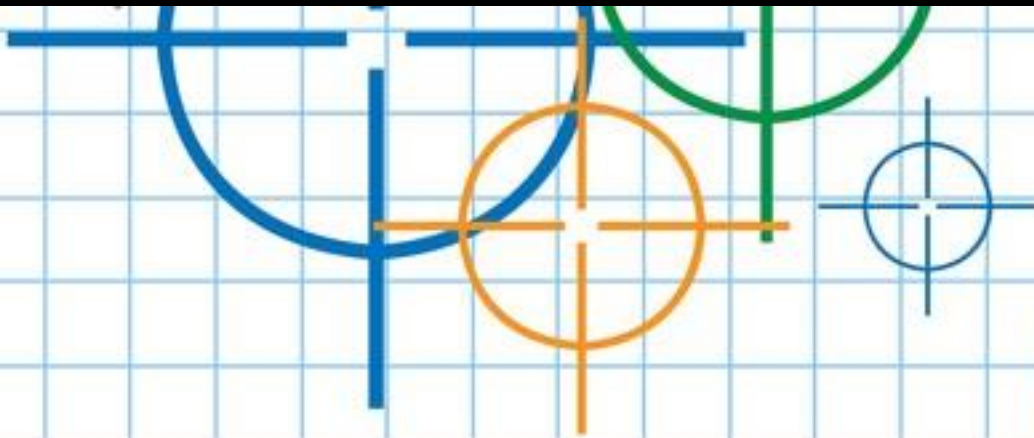
MOU and Recovery Agreements

Focused on
Recovery

Flexibility to
meet
requirements

Gaining
manhours

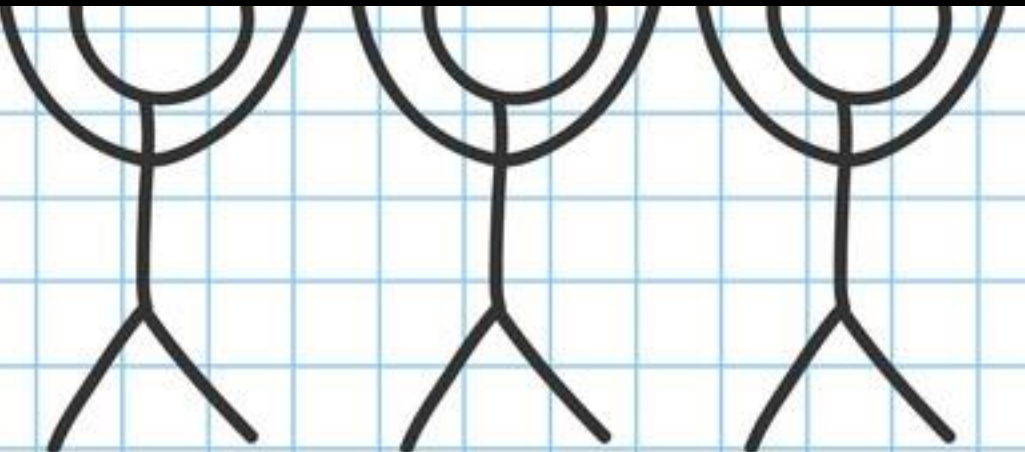
IF NOT THIS,
THEN WHAT?



& how to
ACHIEVE them

That way

Create
CONSENSUS



CONTINUOUS

IMPROVEMENT

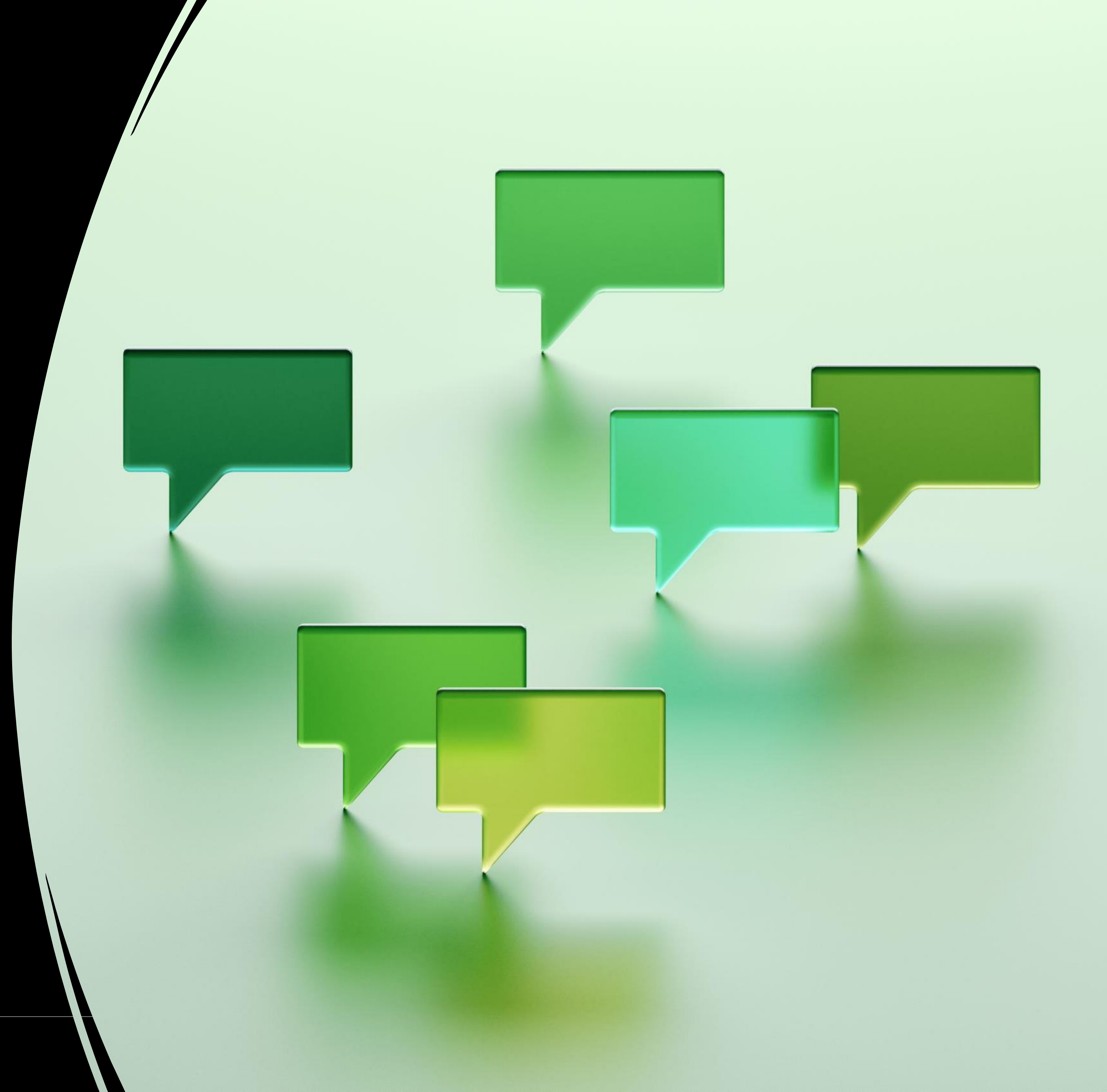
* Good enough
never is

Permanent **STATE** of
CHANGE

Striving for

Increasing Communication

- Communication has never been easier
- M.O.R.E. work councils
- Lunch & Learn Format – Constant Contact



A dramatic coastal scene featuring towering, dark, and rugged cliffs on either side of a narrow opening. The sky is filled with soft, golden light from a setting or rising sun, creating a warm glow. The foreground shows a rocky beach with smooth, dark stones and shallow water reflecting the sky's light. The overall mood is serene and majestic.

Keep doing what you've been
doing and you will keep getting
what you've been getting!

Jackie Cooper