

You Ought To Know

ISSUE: 31

Why do we look at WSIB data when talking about our hours?

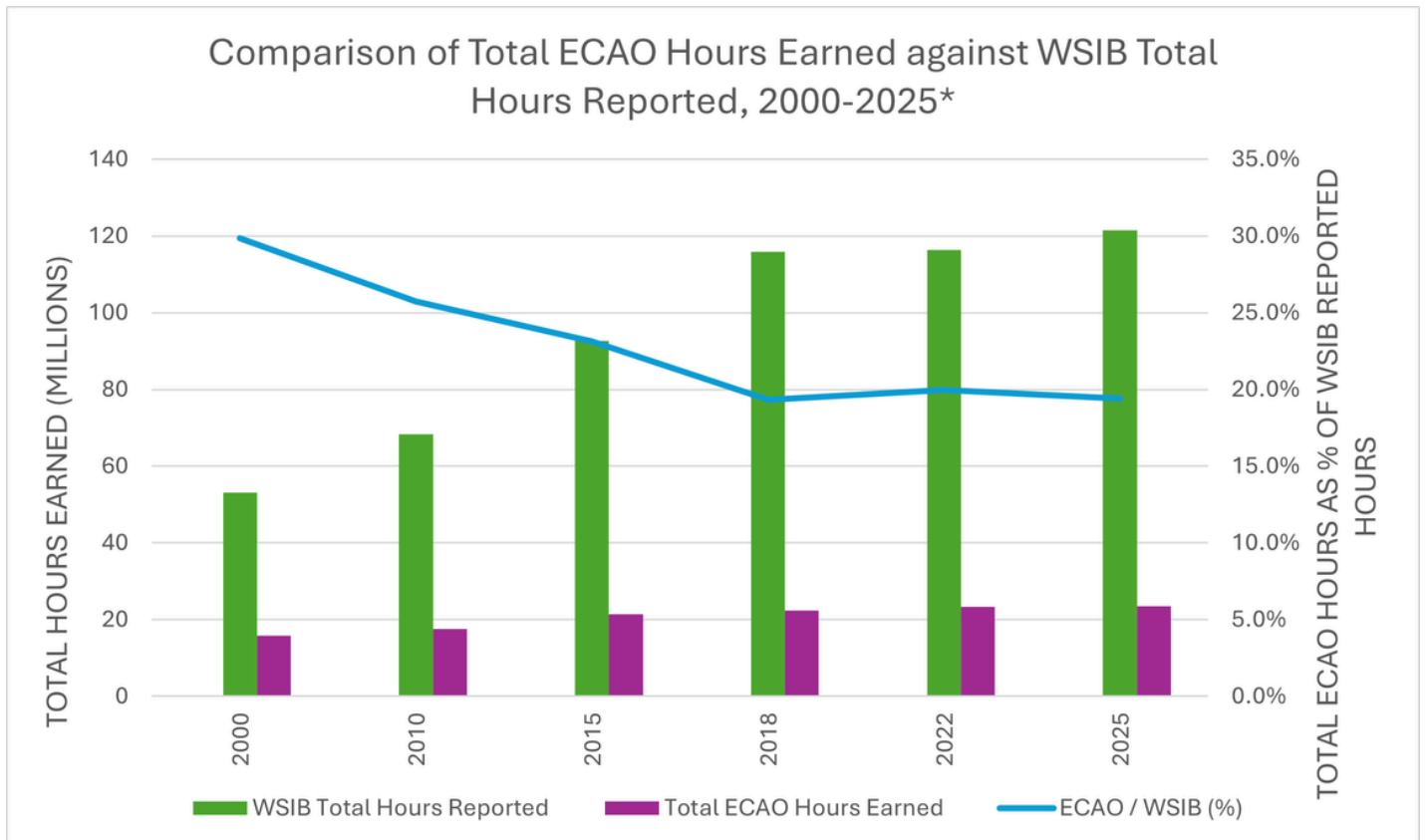
Measuring construction market share is rarely perfect, but monitoring these trends gives the ECAO a clear line of sight into our contractors' competitiveness and long-term capacity.

Historically, we have looked at WSIB reports in comparison to ECAO hours earned reports. While the method isn't perfect, as we look back over the years, we can see that there is clearly more growth in WSIB hours when compared to ECAO hours. We last shared information on WSIB hours that went to the end of 2022 and, today, have information to the end of 2025.

A few facts to help interpret the data:

- The WSIB report we use is based on NAICS 238210 – Electrical Contractors and Other Wiring Installation Contractors.
- The WSIB hours below include more than ICI hours, which is similar to the hours earned for ECAO.
- We do get contributions for other sectors, including residential for some areas. But even if you remove approximately 1 million hours for EPSCA and 2 million hours for residential from the WSIB hours, that does not provide a significant decrease in total hours reported.
- We use only one of the hours' reports from WSIB, which does not include hours worked by those in the line sector or network cabling sector. If we used those, the WSIB hours would be even higher.

The numbers below depict a pattern. The hours for the rate group have grown, and ECAO contractor hours have not kept pace with that growth.



Year	2000	2010	2015	2018	2022	2025
WSIB Hours: Rate group 704/NAICS 238210	53,100,000	68,356,818	92,608,003	115,798,137	116,402,158	121,539,869
ECAO Hours	15,858,523	17,577,085	21,407,088	22,389,921	23,243,568	23,558,559
Difference	37,241,477	50,779,733	71,200,915	93,408,216	93,158,590	97,981,310
ECAO %	29.9%	25.7%	23.1%	19.3%	20.0%	19.4%

As we have shared with you before, to close the gap, our contractors need:

- to be more competitive
- to be able to rely on a growing and qualified workforce
- to know about the availability (or not) of stabilization funds in a timely fashion
- consistency throughout the Province

Current conditions – different rules in each local area, no deadlines for applying for stabilization funds or market recovery terms and not being able to get qualified workers from all union halls – are not favourable to ensuring competitiveness in the electrical, line or low voltage markets. We need to work with our labour partners to grow our industry, and this begins with an examination of where we currently stand.

Looking for more and quicker ways to stay updated on Labour Relations?

We've got you! We are pleased to say that we've expanded into video.

ECAO's 'You Ought to Know' newsletters have provided at-a-glance updates on key topics of relevance to your business for years, and now we're offering the same value in a second channel with brief, engaging videos that can be easily accessed and shared with your teams anytime.

Our first YOTK video is now live and is accompanied by a [Toolbox Talk](#). Click [here](#) to access it at your convenience.

In addition to the videos, we have launched dedicated social media pages focused entirely on Labour Relations news, trends and updates. Click below to explore and follow to ensure you never miss a critical update.

LinkedIn: [ECAO Labour Relations](#)

Is your business ready for the next wave of building technology?

Don't miss out on the premier event for systems innovation! Join us on June 3 at the Toronto Congress Centre for our second annual Low Voltage and Systems Integration Symposium.

Built specifically for forward-thinking contractors, the Symposium offers a firsthand, hands-on look at cutting-edge technology applicable to your business today and tomorrow, along with interactive sessions and valuable networking opportunities with industry peers and partners.

This high value, low-cost learning opportunity is essential for teams looking to stay ahead in a competitive market.

11:30 AM – 7:00 PM

Toronto Congress Centre

\$60CAD + taxes

[Register Here](#)

Do you know what You Ought to Know?

We hope that you're continuing to benefit from the facts and insights we share through this publication, and that you'll see additional value in our new YOTK video series. We'd love to know! As always, your questions and content ideas for future issues are welcomed at any time. Contact Jodi Travers, ECAO's Labour Relations Manager, at jtravers@ecao.org.