NECA 2020 Chicago

NECA Convention & Trade Show
OCTOBER 3–6, 2020
McCORMICK PLACE LAKESIDE CENTER

Presented by the National Electrical Contractors Association
The NECA Convention has solutions for every business size

<table>
<thead>
<tr>
<th>Business Size</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>100+ Employees</td>
<td>39.1%</td>
</tr>
<tr>
<td>20 - 99 Employees</td>
<td>30.6%</td>
</tr>
<tr>
<td>10 - 19 Employees</td>
<td>10.2%</td>
</tr>
<tr>
<td>1 - 4 Employees</td>
<td>20.2%</td>
</tr>
</tbody>
</table>

Source: 2019 Registration Statistics

9 out of 10 Very Likely or Likely to purchase a new product or service seen at the NECA Show

8 out of 10 firms plan to train key personnel in 2020

Attendees come from all 50 states and 22 countries.

99% attendees ranked NECA 2019 as Excellent or Very Good (up 10% over 2018)

“I have attended every convention since 1993. From each and every convention I have attended, I have taken away at least one thing to apply to my business that has more than paid for the cost of the convention. Sometimes it was a new tool or new type of innovative material that I saw on the convention floor. Sometimes it was an idea from a seminar that I attended. For the life of me, I can’t understand why all contractors don’t attend every year.”

—Phil Rose, President, Roman Electric Company
THE NECA SHOW BY THE NUMBERS:

The NECA Show will prepare you for the future of the electrical construction industry. You’ll find a wide range of free education on the trade show floor with sessions on everything from leadership to growing your business to the latest innovations. Learn from the experts, see and touch the newest products and services and plan for tomorrow. This is the place to learn how electrical professional’s work is changing.

1000s of products and innovations

60+ opportunities for learning

185+ Showstopper Showcase entries

100s of industry experts

250+ electrical industry exhibitors

“A number of years ago, I came across a service that ended up saving us hundreds of thousands of dollars. You can’t go wrong attending the NECA Show!”

—Victor Salerno, O’Connell Electric Company, Inc.
PRECONVENTION WORKSHOPS
*In-depth education on the topics you need most.*

Each year, NECA offers in-depth workshops before the start of the Convention that take a deep dive on the topics you need most. From communications to leadership to safety these classes provide you with the tools you need to be successful.

CONVENTION EDUCATION
*Lessons learned. Best practices. Leading for tomorrow.*

With dynamic speakers from across the globe and electrical professionals just like you, the NECA Convention will challenge the way you think, help you improve your processes and help you build a brighter future for you and your company.

The full schedule of educational sessions and descriptions will be available at necaconvention.org.

**Electrical Contractor Leadership,**
*presented by the NEXT Academy*

*Lead Instructor: Dr. Michael Callanan  Fee: $299*

There can be no doubt that the leadership capacity and capabilities of an organization will critically impact its sustainability and profitability. This course will focus on the key organizational areas you should be focusing on in your company including; enabling leadership, the keys to building vibrant organizations, preparing for innovation and disruption in a V.U.C.A. world and negotiating for a better future.

Session topics will include:
- Enabling Leadership
- Innovation and Disruption for a VUCA World
- Building Vibrant Organizations
- Negotiating for a Better Future
I attend the NECA convention for the educational opportunities and networking with peers. The speakers provide motivation for your business and personal success and the Convention offers a relaxed place where NECA contractors can sit and discuss problem issues without the pressures of being at the office.”

—Steve Sauer, Erickson Electric Company, Inc.

TRADE SHOW EDUCATION

Leadership Workshops
The process for becoming a better leader never stops and to help all attendees grow their skills, a slate of leadership sessions will be presented on the show floor.

Technology Systems Integration Workshops
Before you can blink the next technology solution that can save your business time and money will be here. Innovative exhibitors, fellow NECA contractors and industry experts will bring you the technology you need to stay ahead.

Construction Solutions Workshops
Every problem has at least one, if not hundreds of possible solutions. These sessions will get you thinking, present new ideas and help you find solutions to the most common electrical contracting problems.

Trade Show Education sessions will be held throughout the NECA Show, right on the show floor. All attendees are welcome.
From his successful role on ABC’s smash hit, Shark Tank, to his status as a Presidential Ambassador for Global Entrepreneurship, Daymond John has become globally recognized for his commitment to promoting and supporting entrepreneurs. Join us as he shares his goal-setting and achievement strategies so you can make positive changes in all areas of your life!

Monday General Session

**Victoria Arlen**
ESPN Host & Reporter, Paralympic Gold Medalist & World Record Holder
Monday, October 5 • 10:00–11:30 am

Victoria Arlen was 11 years old when she came down with two rare neurological disorders. Her incredible perseverance and strength allowed her to compete in the Olympic Games despite being paralyzed for a decade. Arlen will share her remarkable story of gratitude, creativity, relentless hard work and her personal mantra: *Face It – Embrace It – Defy It – Conquer It.*

Opening General Session

**Archie Manning**
Former NFL Player, Philanthropist, Entrepreneur
Sunday, October 4 • 10:15–11:30 am

Archie Manning is recognized as an ambassador of goodwill and a molder of people. During his 14-year NFL career, he set most Saints passing records, played in two Pro Bowls, and was the NFC’s most valuable player in 1978. You will be inspired by his story, sense of humor, warm personality and drive.

Closing General Session

**Daymond John**
Founder of FUBU, Star of Shark Tank
Tuesday, October 6 • 1:15–2:30 pm

From his successful role on ABC’s smash hit, Shark Tank, to his status as a Presidential Ambassador for Global Entrepreneurship, Daymond John has become globally recognized for his commitment to promoting and supporting entrepreneurs. Join us as he shares his goal-setting and achievement strategies so you can make positive changes in all areas of your life!
Monday General Session

NECA Project Excellence Awards

Monday, October 5 • 10:00–11:30 am

Last year, 18 companies were recognized as winners of the third annual NECA Project Excellence Awards. These awards are an acknowledgment of the extraordinary work performed throughout the year by NECA contractors in 12 different project categories. Make sure to visit www.necapea.com to view all of the winners.

Opening Reception

Innovation Nation Tonight: The Age of Progress

Saturday, October 3 • 7:30–9:30 pm
Afterparty sponsored by Milwaukee Tool • 9:30–10:30

Join us at the Museum of Science and Industry, a landmark in the heart of Chicago. Experience the history of the Western Hemisphere’s largest science museum in a building that holds significance to NECA’s mission. Enjoy live music, a festival environment and interactive exhibits to kick off the start of NECA 2020 Chicago!

Closing Celebration

The ALL-STAR JAM featuring John Elefante, Jason Scheff and Steve Augeri

Tuesday, October 6 • Doors: 7:00, Music 8:15

The ALL-STAR JAM features John Elefante, former lead singer of Kansas, Jason Scheff, long time lead vocalist of CHICAGO and Steve Augeri, former Journey lead vocalist, all backed by America’s hottest house band, Sixwire, is one continuous high energy show packed with your favorite classic rock hits. Each special guest performs some of their greatest hits and favorite covers. It’s a party from start to finish!
The NECA Show has evolved into the event for Power, Light, Energy and Communication Technology. It is the largest show in North America, and we’re still growing. Electrical professionals will find solutions for the shop, the office, or the jobsite by:

- Talking with company execs from 300+ exhibitors
- Attending any of the trade show education workshops: Construction Solutions, Technology and Leadership
- Visiting the Showstopper Showcase (newest products) sponsored by ELECTRICAL CONTRACTOR magazine to see what’s been introduced in the market within the last 12 months
- Seeing the newest technologies that are transforming how electrical construction work is performed.
- Stopping by the Health Zone to learn about stress reduction, how to lower jobsite injuries with quick and easy exercises or watching healthy cooking demonstrations
- Networking with industry colleagues in the NECA Sports Zone

NECA Show hours:

<table>
<thead>
<tr>
<th>Day</th>
<th>Hours</th>
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<tbody>
<tr>
<td>Sunday, Oct 4</td>
<td>11:30am – 5:00pm</td>
</tr>
<tr>
<td>Monday, Oct 5</td>
<td>11:30am – 4:00pm</td>
</tr>
<tr>
<td>Tuesday, Oct 6</td>
<td>9:00am – 1:00pm</td>
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3M
ABB
AboutTime Technologies
Advanced Electrical & Motor Controls, Inc.
Advanced Test Equipment Rentals
AEMC Instruments
Agora Systems, Inc.
American Conduit
American Linear Lighting
American Polywater Corporation
American Technical Publishers, Inc.
Applied Software
Arlington Industries
Atkore International
ATX LED Consultants Inc
Austin Lane Technologies, Inc
Azimuth Energy
BD ELECTRICAL
Border States
Brady Corporation
BREX Lighting
Burndy
busybusy
Cable Ferret, Inc.
Candels Estimating & Training
Carhart, Inc.
CBIONE
Cembre
Cengage
Cerro Wire LLC
Cert-It Software Systems, Inc.
Chalfant Manufacturing Company
CMic
Cobra Contractors Software
COINS
Colonial Engraving Co. Inc.
Conductix-Wampfler
ConEst Software Systems
Construction Financial Management Association (CFMA)
Construction Solutions Workshop
Contractors Choice Inc.
Corelian Software
Crescent Electric Supply
Creston Electronics, Inc.
Current Tools, Inc.
Davis Plug, LLC
Day & Night Solar
DeWALT
DuPont
Eagle Tool US
Eaton
Egnyte
Electrical Contractor Magazine
electrical training ALLIANCE
Electri-Flex Company
Emergent Safety Supply
Encore Wire Corporation
Enespro, PPE
Ericson Manufacturing Company
Estimating 101
eSUB Construction Software
EZ Electrical System Solutions, LLC
Fluke
Foundation Software
Functional Devices, Inc.
Gardner Bender
Gexpro
GKOLED
GlenGuard
GRAYBAR
Greenlee
Gripple Inc.
GTP Services, LLC
Hammond Power Solutions
Harger Lightning & Grounding
High Voltage Inc.
Hilti
Hitachi Cable America
IDEAL INDUSTRIES, INC.
Ideal Electrical
ILSCO
IML North America
Innovative Construction Technology
iToolco
Jameson, LLC
JBoxPro
Jokari, USA
Klein Tools, Inc.
KNIPEX Tools LP
L.H. Dottie Company
LaborChart
LeGrand
Leica Geosystems
Leviton Mfg. Co., Inc.
Lind Equipment
LinkedIn - Company Branding
Little Giant Ladder Systems
Los Angeles Lighting Manufacturing
Low’s Companies
LPB - A Division of ReCon
Lutron Electronics
MAC Products, Inc
Maddox Industrial Transformer, LLC
Mag Daddy LLC
Main Electric Supply
Material Management Software, Inc.
MB Metal Technologies LLC
McCormick Systems, Inc.
Meister International LLC
Milbank Manufacturing
Miller Safety Consultants
Milspec Industries
MILWAUKEE TOOL
Mineralac Company
Morris Products, Inc
Mount Vernon FR
National Real Estate Advisors
NECA Sports Zone
NECA Podcast
NECA Health Zone/Pause for Paws
NECAPAC
New Exhibitor Technology Zone
Nexans
NICHIFU AMERICA INC
NSI/Bridgeport Fittings
nVent
OEL Worldwide Industries
Orbit Industries, Inc.
OTEX Protective
Panduit Corp.
Patriot Industries
PeerAssist LLC
Phoenix Support Systems
Pinnacle Infotech Inc.
Pinnacle Surety Services, Inc
Plymouth Rubber Euroa S.A.U.
Pole Base
Power Prefab
Power Quality Professionals
Pre-Fab Workflow
PRIMEX
Professional Plastics
Protec Equipment Resources
General Cable
Raken
Regal Ideas/Telesteps
RELECTRIC
Robroy Industries
SATCO Products, Inc.
SCHNEIDER ELECTRIC
Showstopper Showcase
Shurtape Technologies, LLC
Siemens Industry, Inc
Snake Tray
Sonapar USA
Southwire Company LLC
SP Products
Specified Technologies, Inc.
Spring Lighting Group
Star-M International
Sunbelt - Solomon Solutions
Superior-Troy Systems
Sure-Fi Inc.
T & R Electric Supply
Tempo Communications
Topcon Positioning Group
Trenwa, Inc.
Trimble
Tyndale Company
Ugly’s Electrical References
U-Mark, Inc.
Underground Devices Inc.
UNITED RENTALS
United Wire & Cable Inc.
Utilities Instrumentation Services
Verti’s Electrical Reliability Services
VFC Lightning Protection
Viewpoint Construction Software
Vision InfoSoft
WEICON GmbH & Co. KG
WESCO Distribution, Inc.
Western Tube, a division of Zekelman Industries
Westex by Milliken
Wheatland Tube, a division of Zekelman Industries
Work Force Pro
The NECA Apprentice Challenge will make its debut at the 2020 Convention this October. This showcase of talent will demonstrate the outstanding skills of apprentices across the nation.

The Challenge will be held over three days, with preliminary competitions held at the IBEW 134 NECA Technical Institute (Alsip, IL) on Friday, October 2nd and Saturday, October 3rd, followed by a Championship round on the trade show floor on Sunday, October 4th.

Sixty participants are invited to compete in 2020, made up from two-person teams from NECA Chapters across the country.

Teams will be required to complete one day of preliminary challenges, which will be judged and scored to determine the top five finalists. The Championship round will take place Sunday afternoon on the show floor, with cash prizes awarded to the top-performing apprentice teams.
NECA Gives Back
This year, on the show floor, in the spirit of volunteerism and community partnership, the Chicago and Cook County Chapter of NECA and IBEW Local 134 team up with Rebuilding Together Metro Chicago 2020 to improve the homes and neighborhoods of people in need so they may continue to live in warmth, safety and comfort. The event is held on the last Saturday of April and year roughly 450 Powering Chicago electricians and Electrical Contractors donated their time to repair approximately 75 homes. Since 1991, Rebuilding Together Chicago has repaired nearly 1,900 homes and 285 community facilities.

Pause for Paws
Launched last year, Pause for Paws was a huge success. Chicago-area Orphans of the Storm Animal Shelter will bring adoptable puppies and small dogs to the NECA Show floor as a stress reducer for attendees! The Orphans of the Storm vision began with Irene Castle in the 1930s, and the shelter has been serving most of the animal control facilities and municipalities in Illinois’ Lake and northern Cook Counties ever since. Orphans of the Storm created a large shelter housing 100-105 dogs & 200 cats. For literally hundreds of thousands of homeless animals, Orphans has been the refuge of last resort.

Apprentice Appreciation Day
Apprentices, training directors and instructors are invited to attend NECA Apprentice Appreciation Day. We have planned a special program for apprentices working on all levels of electrical construction from first year to fifth year with top notch speakers Alex Willis and Nic Bittle.

Following the program, all participants can visit the NECA Show floor for FREE, including all of the education on the Show floor!
CUSTOMIZE YOUR EXPERIENCE WITH A LA CARTE AND WEEKEND PACKAGES!

We’re making it easier than ever to access education, networking and the new products and technologies you need to help your business grow. In addition to full Convention registration, NECA members can choose a weekend package that encompasses a range of offerings. Also, members and nonmembers alike can fully customize their time with the a la carte menu!

**Weekend Package (NECA members only)**

Saturday and Sunday events, including Opening General Session, Opening Reception, Convention Education, NECA Show, Trade Show Education, Showstopper Showcase, lunch on the Show floor and Daily Prize Drawing Tickets $650

**A La Carte**

- Preconvention Workshops  Workshop prices vary
- Convention Education (all three days) $600
- NECA Show only (includes Trade Show Education and Showstopper Showcase) $100
- Lunch on the NECA Show floor (per day) $35
- Opening Reception and Closing Celebration tickets sold on site *(limited availability)*

REGISTERING FOR NECA 2020 CHICAGO: IT MAKES PERFECT BUSINESS SENSE

Where else can you participate in educational sessions geared to the needs of NECA contractors, connect with manufacturers and service providers you rely on, and meet up with your fellow contractors? Only at NECA 2020 Chicago. You get all that information and face-to-face networking in just three days, meaning fewer days out of the office, lower travel costs and immediate results ... at a savings of more than $1,000!

**Member registration fee for NECA 2020 Chicago includes:**

- Business Development Meeting $145 value
- 2,850 minutes of Convention Education sessions $625 value
- Online Streaming of select Convention Education sessions $185 value
- Three lunches on the NECA Show floor $90 value
- Opening Reception with heavy hors d’oeuvres and beverages $350 value
- Closing Celebration $235 value
- Three General Sessions $365 value
- 14 hours of exclusive NECA Show access $250 value
- 1,600 minutes of workshops on the NECA Show floor $105 value

**Full member registration** $1,230

**Value of NECA 2020 Chicago** $2,325

**Member savings** $1,095
**NECA 2020 HOUSING**

1. Fairmont Chicago Millennium Park
   200 N. Columbus Dr.
2. Hampton Inn at McCormick Place
   123 E. Cermak Rd.
3. Hilton Garden Inn at McCormick Place
   123 E. Cermak Rd.
4. Home2Suites by Hilton at McCormick Place
   123 E. Cermak Rd.
5. Hyatt Regency Chicago
   151 E. Wacker Dr.
6. Hyatt Regency McCormick Place
   2233 S. Martin Luther King Dr.
7. InterContinental Chicago Magnificent Mile
   505 N. Michigan Ave.
8. Marriott Marquis Chicago
   2121 S. Prairie Ave.
9. Palmer House Hilton
   17 E. Monroe St.
10. Swissôtel Chicago
    323 E. Wacker Dr.

**NECA Registration & Housing:**
CMR
1-800-368-6322 tel
1-415-979-2291 International

A fee will apply for rooms not booked through CMR.

**FEES AND INSTRUCTIONS**

**EARLY REGISTRATION**
(ON OR BEFORE JULY 30, 2020)

<table>
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<tr>
<th>REGISTRANT</th>
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</thead>
<tbody>
<tr>
<td>Member</td>
<td>$1,280</td>
</tr>
<tr>
<td>Non-member</td>
<td>$1,999</td>
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</table>

**REGULAR REGISTRATION**
(BEGINNING JULY 31, 2020)

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<tr>
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</table>

Full Convention registration includes: Opening Reception, Convention Education, Technical Workshops, NECA Show, lunch all three days of the NECA Show, admittance to General Sessions and Closing Celebration.

Full Convention registration includes online streaming of select Convention Education courses.

Registering for the Full Convention also entitles you to admission to the NECA Show all three days as well as any of the Convention Education sessions at no additional charge.

**REGISTRATION CHILDREN**
Registration for children attending the NECA Show must be completed online. Children may visit the NECA Show floor all three days, but must be registered and accompanied by a responsible adult at all times.

**CHILD PRICING**
- Child 16+ $455
- Child 7-15 $100
- Child 6 and under $0
REGISTRATION, PAYMENT AND CANCELLATION INFORMATION

All registrations must be made online at www.necaconvention.org or by telephone (1-800-368-6322).

Course availability is based on number of registrants.

For registration support or assistance contact:
NECA Registration & Housing
c/o Convention Management Resources
425 California St., Suite 810
San Francisco, CA 94104
1–800–368–6322 tel • 1–415–293–4745 fax
https://neca.cmrushelp.com

Cancellation policy: Cancellations in this section refer to the cancellation of the registration in its entirety.

• Cancellations received on or before July 30, 2020 will receive a full registration refund.
• All full meeting, weekend packages, and Convention Education registration (including individual guest registrations) cancellations received between July 31 and September 16, 2020, will be refunded in full minus $100 processing fee.
• Paid NECA Show cancellations (main attendee and individual guests) received between July 19 and September 16, 2020, will be refunded minus $50.00 processing fee.
• Cancellations received after September 17, 2020, will not be refunded.

Cancellations must be made in writing via fax to (415) 293–4745, Attn: NECA Registration, or visit the NECA Registration & Housing Support Center to submit your request: http://neca.cmrushelp.com/customer/portal/emails/new.

• Select the case category—Registration
• Select the registration topic—Cancelled Registration
• Complete the personal information fields
• Request the cancellation in the message field including your registration confirmation number (found on your original confirmation).

Refunds: Check refunds will be issued six to eight weeks after the convention date. Refunds will NOT be issued for cancellations received after September 17, 2020. Credit card refunds will be processed within six to eight weeks after receiving the cancellation.

No-Show: Refunds will NOT be issued to participants who do not attend the Convention and do not cancel their registration by September 17, 2020.
What to wear: business casual, comfortable shoes recommended
Opening Reception: Museum of Science and Industry; serving heavy hors d'oeuvres, open bars; casual attire.
Closing Celebration: Wintrust Arena; casual attire.
Airport: Chicago O'Hare or Midway airports
Convention Center: McCormick Place Lakeside Center
MARK YOUR CALENDAR FOR OCTOBER 3–6!
Registration opens June 4, 2020
Early registration ends July 30, 2020

3 Bethesda Metro Center, Suite 1100
Bethesda, MD 20814
www.necaconvention.org

For a full schedule of events, visit
www.necaconvention.org