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It is no secret that 2020 has been an unprecedented year, full of challenges that have forced everyone to rethink how they do business and go about their daily lives. However, in these challenges, there have also been opportunities. At NECA, I believe we have made the most of these opportunities. NECA 2020 LIVE is just one example of that.

In the interest of everyone’s safety with respect to the COVID-19 pandemic, NECA decided to hold our traditional, in-person convention and trade show virtually. Rather than being overwhelmed by the challenge, we have embraced the opportunity. Our team has created an event unlike anything NECA has done before. I’m so excited about the experiences and education we are going to provide attendees. Furthermore, NECA 2020 LIVE will be the perfect chance for a whole new audience of contractors and other industry professionals to see what the association has to offer. Thank you to Powering Chicago for generously coming aboard as the main sponsor and helping to make the entire event possible.

From top-notch speakers and education to a robust virtual exhibit hall, NECA 2020 LIVE will be the place to be for the entire electrical industry. You don’t need to be a member to attend. Plus, at a cheaper price, and without the additional costs of travel, it is more accessible than ever before. Companies could sensibly register more of their people because this show will have something for everyone. Whether it’s a new product demo, an inspirational speech or a thought-provoking education session, every NECA 2020 LIVE attendee will come away with a new tip or strategy that will help grow their business or advance their professional careers.

As such, I see NECA 2020 LIVE as an opportunity for us as an association and as an opportunity for you to experience what our association can provide you in an incredibly convenient package. This is not just another virtual event or series of webinars. This will bring the entire electrical industry together in one place, and, trust me, you won’t want to miss a minute.

—David Long
CEO, National Electrical Contractors Association
NECA 2020 LIVE—The Industry’s First Five-Star Event

For the first time, NECA’s annual Convention and Trade Show is going virtual. NECA 2020 LIVE, scheduled for October 6–8, will take the industry’s premier event for electrical professionals and turn it into the most informative and accessible convention in NECA history. Special thanks go to our main sponsor, Powering Chicago, a partnership between IBEW Local 134 electricians and the Electrical Contractors’ Association of the City of Chicago.

Virtual doesn’t mean a series of video conference calls, where attendees just sit and listen. Instead, NECA is harnessing cutting-edge technology to deliver all the benefits of an in-person NECA convention—including an interactive trade show floor, extensive educational opportunities and inspiring talks—with the flexibility that comes from an online experience.

Now, without travel expenses or spending time physically away from the office, contractors from all over the country, and important figures from across the industry, can join NECA 2020 LIVE. NECA is actively working to engage all electrical contractors to bring the entire industry together in one (virtual) place.

The virtual trade show will feature what it always has—the easiest access to the latest products and services that will help contractors advance their businesses. Instead of navigating a crowded show floor, visitors can virtually visit the booths they want when they want and interact directly with exhibitors from their at-home or in-office screens.

In planning the virtual convention, NECA took a five-star approach.

* **Expand:** This is not just a NECA event. This is a business-to-business solution for the electrical industry. That means you. By widening the audience this year, anyone can sign up and expand their world, and use their knowledge to grow business opportunities.

* **Excite:** Launch your learning into the 21st century. NECA 2020 LIVE showcases a range of speakers, classes and manufacturers, all geared to get you amped up about your company’s future.

* **Engage:** How can you engage with others when we’re all in separate spaces? Let us show you. Interaction with your peers is at the center of NECA 2020 LIVE.

* **Educate:** Wonder what your kids have been doing on their computers since March? Now’s your chance to beat them at their online learning games. NECA expanded online educational offerings substantially this year, and NECA 2020 LIVE features topics of relevance, helping you address the unique issues your company faces today.

* **Entertain:** OK, so you’ll learn a lot, but will it be fun? In short, yes. Personalized interactivity comes through games, contests, live music performances and more around every corner.

Navigate through this guide using these points on the star to see how NECA 2020 LIVE is truly a can’t-miss event for the entire electrical industry.
Special thanks to our main sponsor Powering Chicago for its support this year!

Congratulations!

from the Chicago & Cook County Chapter to our two Academy of Electrical Contracting Inductees!

The Chicago & Cook County Chapter takes great pleasure and honor in congratulating David Witz, Continental Electrical Construction Company, and Eric Nixon, Maron Electric Company, on their induction in the Academy of Electrical Contracting. Both David and Eric have truly exemplified the attributes of a Fellow of the Academy. They have been a great example for others to follow, as they each continue to work for the best interests of contractors and the electrical industry. The Chicagoland Union Construction Industry has benefitted from their efforts to advance the industry through their boundless energy, creativity and dedication, as well as their countless hours of active participation with Chapter, labor-management and charitable activities!

Please join us as we congratulate David and Eric!
A Can’t-Miss Event for the Entire Industry

NECA 2020 LIVE attendees may be physically distanced, but the platform increases the chance to interact with a wide, diverse group of electrical contractors and industry professionals.

All areas of the electrical construction industry will be present and represented, from large electrical contracting firms to small ones, from high-voltage to low, from outside to inside, from manufacturers to distributors, from company owners all the way to trainees. NECA 2020 LIVE will be a one-stop shop.

You won’t be locked into a schedule of a few short days in a city far from your own. You’ll have a month to digest all the exceptional content, while also consuming some caloric inspiration from a top chef and then dancing off the quarantine weight in the comfort of your own home. Time to really bust out the moves that embarrass your family. The entire event will be archived online for 30 days, meaning every registrant will have access to every second of education content for the first time in NECA convention history.

Bring one or bring them all! The price was kept low to increase access across the industry and deeper into contracting firms. We expect to touch every single arm of the industry, virtually, of course. We have gathered a collection of speakers, educators, entertainers and exhibitors to do just that. If you want to grow your business or advance your career in electrical contracting, you can’t afford to miss out.

If you are a reader of ELECTRICAL CONTRACTOR magazine, that means you already want to be kept up to date on the latest in industry news, trends, products and technology. NECA 2020 LIVE will have all of that in one place. Every member of your company will find value in attending NECA 2020 LIVE.
Congratuations!

Shane Snyder  
Cannon & Wendt Electric, Inc.

on his much deserved honor of being selected the 2020 Comstock Award winner. Shane’s dedication to labor relations is evident in his commitment to the chapter’s labor relations committee and to his employees.

The members of the Arizona Chapter NECA salute and honor you.
GENERAL SESSION SPEAKERS

NECA 2020 LIVE keynotes feature pioneers in their fields who will interest, impress and inspire you. Watch live or go back anytime within the following month to catch each of these exciting keynotes.

Fireside Chat With NECA CEO David Long

Tuesday, Oct. 6, 10–11:15 am Eastern

NECA CEO David Long and IBEW President Lonnie R. Stephenson will sit down for a fireside chat about diversity and inclusion in the industry—topics that have gained critical attention this year and issues that both figures are keen to explore in the context of electrical construction. They will cover the latest on the COVID-19 pandemic as it relates to electrical contracting, and the chat will end with a question and answer session. Long will also discuss the innovative work happening at ELECTRI International, which NECA established in 1989 to help electrical contractors meet industry demands and challenges by funding, conducting, coordinating and transforming research results into meaningful, useful educational and consulting programs and practical publications.

Victoria Arlen
Paralympic Athlete and Sports Reporter

Wednesday, Oct. 7, 10:30–11:15 am Eastern

Victoria Arlen, ESPN host and reporter and “Dancing with the Stars” semifinalist, is sure to inspire you with her incredible story of perseverance and strength. In 2005, at the age of 11, Arlen was diagnosed with two rare neurological disorders, transverse myelitis and acute disseminated encephalomyelitis, which left her in a vegetative coma for four years and unable to use her legs for nearly a decade. A lifelong swimmer and elite athlete, she never gave up her childhood dream of competing in the Olympic Games. In June 2010, Arlen returned to the pool for the first time since her illness and qualified for the 2012 London Paralympic Games in four events. There, she won a gold medal and three silver medals. Arlen will share her remarkable story of gratitude, creativity, relentless hard work and her personal mantra: Face It—Embrace It—Defy It—Conquer It.

Lt. Gen. Nadja West
Former Army Surgeon General

Thursday, Oct. 8, 10:30–11:15 am Eastern

Retired Lieutenant General Nadja West, the first African American Army surgeon general and former commanding general of the U.S. Army Medical Command, will give the final keynote address at NECA 2020 LIVE. A trailblazer in female leadership, West is also the first female African American three-star general in the Army’s history and the highest-ranking woman to ever graduate from West Point. West will share her story of grit, perseverance, strength and breaking boundaries, even when faced with adversity. She takes audiences on her journey and motivates them to overcome challenges with self-belief, bravery and balance. With more than 20 years of experience in executive leadership, crisis management and disaster response—including her instrumental role in crafting the DOD medical response to the Ebola crisis—West speaks expertly on leadership tactics to effectively lead teams through times of uncertainty and crisis.
Congratulations Joseph H. Bodio of Lan-Tel Communications Inc. on winning the Coggeshall Award for outstanding contribution to the progress of the industry in the technical and training Service field.

Way to go, Joe!

The NECA Boston Chapter congratulates

Joseph H. Bodio

of Lan-Tel Communications Inc.

on winning the Coggeshall Award for outstanding contribution to the progress of the industry in the technical and training Service field.

Cutting-Edge Connectivity

NECA’s Innovation Studio presents live podcasts with industry experts who will share experiences about how they leverage cutting-edge technology. Learn how electrical contracting business leaders approach leadership, innovation, safety and more. Chat with product specialists who can help you better understand how and when new innovations can have an impact on your business productivity and profits. Take the studio’s guided tours, highlighting solutions that improve communication and reduce waste.

The NECA 2020 LIVE Matchmaking service uses demographic information and technology to connect you with suppliers of the exact products or services you’re looking for to expand your business.

Participants will use Gatherly to navigate the Milwaukee Tool Shed Band performance, allowing them to virtually “mingle and move.” You can see other attendees’ names and photos on a map and move your name near theirs to text, audio or video chat if you want to start a conversation. You can break out with a group of people to have a private conversation and move on to another whenever you want. It’s just like the in-person NECA Show, but clickier. Don’t worry, tech support will be available.
Virtual Trade Show

There’s more to attending NECA 2020 LIVE than education and speakers. It’s also about conducting business. Throughout the pandemic, most states have sanctioned electrical contractors’ work as “essential.” You need products, services and integrated technology solutions to keep your businesses as efficient and profitable as possible. NECA hosts the best exhibit hall in the industry, and that remains true online. This will be an interactive, virtual experience, beneficial to attendees and exhibitors of all stripes.

On the NECA 2020 LIVE show floor, you will be able to:
- Attend free trade show education classes
- See new product demonstrations by exhibitors
- Peruse the Showstopper Showcase
- Interact with exhibiting company executives
- Download product info into a virtual briefcase
- Make appointments to discuss your specific business needs with vendors
- Chat with others through text, audio or video
- Learn about integrated technology that will streamline your business
- Enter for a chance to win big prizes in our daily “Play to Win” game
- Share your opinion on myriad topics in our annual survey

Congratulations

Don Laffoon

Electrical Corporation of America

recipient of the McGraw Award for contributing a new and useful idea or performing an industry service beyond his normal responsibilities to his company’s progress.

From all of us at the Kansas City Chapter, NECA
The NECA Showstopper Showcase and awards is the most prestigious recognition event in the electrical construction industry. The showcase is designed to introduce new products and services that will help electrical contractors do their work more effectively, efficiently and profitably.

Final judging for the NECA 2020 LIVE Showstopper Showcase will be on Monday, Oct. 5. Winners will be announced Tuesday, Oct. 6, at the general session. Winning products will be featured in an article in the January 2021 issue of ELECTRICAL CONTRACTOR magazine, in the e-newsletter and on ecmag.com.

This is your chance to see the newest and most innovative products in the industry. Below are three of the products being submitted into the Showstopper Showcase at NECA 2020 LIVE.

<table>
<thead>
<tr>
<th>Davis Multi-Plug</th>
<th>Graybar App</th>
<th>Underground Devices Heavy-Duty Rack</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Davis Multi-Plug is the most versatile plug on the planet! It is a 4-prong, straight-blade, industrial electrical plug that does NINE NEMA configurations all in ONE package! We want to guarantee you will always have the right configuration for the job without wasted supply runs or crowding up your tool box. High-quality and packed with features such as strip-free housing, AMERICAN MADE, ONE tool assembly, and UL-Listed means value and efficiency. Visit <a href="http://www.davisplug.com">www.davisplug.com</a> for more information. Order from your favorite sales counter with FREE SHIPPING to add the Davis Multi-Plug to your operation.</td>
<td>Graybar’s new mobile app is your on-the-go solution for placing and tracking product orders and managing your inventory. The new app will harness the power of Graybar SmartStock, a digital inventory management scanning solution that helps you manage your materials and automate replenishment based on job requirements. With one trusted source for products, electricians will know where to find the right products at the right time. If you’re looking for ways to keep your electricians installing, register today for the new Graybar app.</td>
<td>Underground Devices manufactures several different styles of duct spacers and nonmetallic cable supports. The Heavy Duty Nonmetallic Cable Rack has become a standard in manhole racking. The Heavy Duty Rack is nonconductive and will never rust or corrode. Grounding and insulators are no longer necessary. The Heavy Duty Rack has the same loading capacity as comparable steel cable racks. With seven standard stanchion lengths ranging from 8” to 48” long, and 10 arms ranging from a 3” saddle to a 20”-long arm, the Heavy Duty Rack is an extremely versatile cable racking system.</td>
</tr>
</tbody>
</table>
Women in NECA/Future Leaders, Sponsored by Graybar
Wednesday, Oct. 7, 4:15–4:55 pm Eastern
Followed by Virtual Happy Hour

The Women in NECA and Future Leaders virtual meeting will focus on diversity and inclusion. Join us for a panel discussion featuring NECA CEO David Long and Vice President of Industry Development Ronald Bailey as they talk about NECA’s mission, vision and goals for diversity and inclusion. All members of the WIN and Future Leaders groups and NECA 2020 LIVE attendees are invited to join the discussion, which is followed by a virtual happy hour, sponsored by Graybar.

Green Energy Challenge
Monday, Oct. 5, 11 am–1 pm Eastern

In the 12th annual ELECTRI International/NECA Green Energy Challenge, university students present a written proposal for an energy upgrade to a facility that provides community services. Will the top school be Ball State’s lighting retrofit at Ronald McDonald House in Indianapolis? Illinois Institute of Technology’s net-zero proposal for Near South Health Center in the Bronzeville area of Chicago? Iowa State’s lighting and solar project at Childserve Childcare Center in Ames, Iowa? Or University of Toronto’s energy-efficiency upgrade for Orde Street Public Schools? The students will present their projects live online. There will also be a video competition in which students from Illinois Institute of Technology, Iowa State and Penn State present their projects. Attendees will be able to vote for their favorite video. Watch the next generation of electrical contractors at work.

David M. Washebek
Lemberg Electric Company, Inc.

2020 Inductee
NECA’s Academy of Electrical Contracting

David is being recognized for his professional contributions to the electrical industry at the local, state and national levels. David’s innovative solutions are born from his experience in the field and the depth of his knowledge in electrical design, robotics, micro- and digital electronics, and industrial controls and automation. His leadership within the industry has been invaluable throughout the years to the Milwaukee Chapter and Lemberg Electric.
NECA Project Excellence Awards

NECA’s Project Excellence Awards recognizes companies for their outstanding commitment, professionalism and ingenuity in delivering an electrical project across 12 different market sectors. Submissions were accepted from Jan. 1 to June 30.

NECA member contractors, and the people who work for them, provide the critical services that customers depend on to get their projects done on time and under budget. Entries from 2020 highlight projects in categories such as design-build, CII, energy solutions/green building, education, healthcare, substations, transportation and infrastructure.

This year’s submissions included bridges, a switchyard, wastewater plants, elementary schools and universities, hospitals and surgical centers, transmission and distribution work, a cathedral, a brewery and a cemetery. Winners worked on projects for Google; Hilton; O’Hare, New Orleans, Indianapolis and the Austin-Bergstrom airports; the 30th Street Station in Philadelphia; Starbucks; and many more.

The winners will be showcased on Wednesday, Oct. 7. To see the winners and all the entries, visit necapea.org.

McDonald Electrical Corp.’s Cathedral of the Holy Cross project

Congratulations!

STEPHEN GIANOTTI

For being recognized as an industry leader and your induction into the NECA Academy of Electrical Contracting.

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633 Third Avenue, Ninth Floor
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T: 212.481.0530
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Online Learning

The education component is one of the hallmarks of a traditional NECA convention. NECA 2020 LIVE offers timely virtual leadership, diversity and inclusion, and physical safety and cybersecurity presentations, as well as returning favorite speakers David Meade, Amanda King and Kelly McDonald. Using technology, you can access classes by experts in electrical contracting, communication, leadership, safety and the National Electrical Code. Best of all, you don’t have to miss a single session due to timing. All classes will be available for 30 days after NECA 2020 LIVE.

Throughout the show, there will be three different types of sessions: 20-minute Education Huddles will provide a quick snapshot, jam-packed with information on a topic; 40-minute Education Seminars will take a deeper dive on the issues of today, providing tips and tools that are applicable to all electrical contractors; 30-minute Trade Show Education sessions highlight the best innovations of our exhibitors and the resources they can provide to tackle the problems and questions in our industry.

Schedule is subject to change. Please visit www.necaconvention.org for up-to-date information.

### TUESDAY, OCTOBER 6

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Presenter</th>
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</thead>
<tbody>
<tr>
<td>11:20-11:50 am</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
</tr>
<tr>
<td>11:20 am-12:00 pm</td>
<td>How to Help and Serve Your Customers Now and Transition to Business Abnormal Later</td>
<td>Kelly McDonald, McDonald Marketing</td>
</tr>
<tr>
<td>11:20 am-12:00 pm</td>
<td>The New Role of Data in Construction: Key Performance Indicators</td>
<td>Josh Bone and Amanda Harbison, NECA</td>
</tr>
<tr>
<td>11:45 am-12:05 pm</td>
<td>How to Lead Virtually</td>
<td>David Meade</td>
</tr>
<tr>
<td>11:55 am-12:25 pm</td>
<td>Safety Technology: Innovative Tools to Create a Safer Job Site During COVID-19 and Beyond</td>
<td>Bal Guerrero and Norty Turner, United Rentals</td>
</tr>
<tr>
<td>12:05-12:45 pm</td>
<td>Improving Work/Life Balance</td>
<td>Alice Domar, The Domar Center for Mind/Body Health</td>
</tr>
<tr>
<td>12:30-1:00 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
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<tr>
<td>2:00-2:20 pm</td>
<td>Strategies to Battle Perfectionism</td>
<td>Alice Domar, The Domar Center for Mind/Body Health</td>
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<tr>
<td>2:00-2:40 pm</td>
<td>Building High-Performing Teams</td>
<td>Alex Willis, Leadership Surge</td>
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<tr>
<td>2:00-2:40 pm</td>
<td>Industrialization of Construction: Signal or Noise? Threat or Promise?</td>
<td>Heather Moore and Meik Daneshgari, MCA Inc.</td>
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<tr>
<td>2:00-2:30 pm</td>
<td>Becoming an Integrator in Wireless</td>
<td>Eric Toenjes, Graybar</td>
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</table>

**Education Huddle**  **Trade Show Education**  **Education Seminar**
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NECA 2020 LIVE
OCTOBER 6-8
The Officers, Members and Staff of the Northern New Jersey Chapter, NECA, Inc. congratulate

Harry J. Sassaman
Forest Electric Corp.

on his induction into the Academy of Electrical Contracting. This honor has been bestowed upon Harry in recognition of his long service to NECA and his ongoing commitment to the enhancement of industry standards, improved safety practices and innovative education for all contractors and employees.
Congratulations to Daniel J. Hahn, Sr., for being inducted into NECA’s Academy of Electrical Contracting!

The Penn-Del-Jersey Chapter is pleased to recognize Chapter President Daniel J. Hahn, Sr., as he joins his father, John F. Hahn, Jr. (inducted in 2000), in the Academy of Electrical Contracting.

Daniel Hahn is extremely deserving of this recognition. This is evidenced by his years of service to the Chapter and success in making Furness Electric one of Delaware’s premier electrical contractors.

Selection as an Academy Fellow is an honor which recognizes a Member’s exemplary dedication to the electrical construction industry. For the Hahns, this dedication is truly a family affair!

Please join us as we congratulate Daniel Hahn on this accomplishment!
The Rochester Chapter, NECA congratulates Victor Salerno on being inducted into the Academy of Electrical Contracting.

Congratulations, Vic, from all of us at the Rochester Chapter, NECA.
The Academy of Electrical Contracting Honors

Timothy R. McBride of Southern Contracting with Fellowship

Fellowship in the Academy of Electrical Contracting is the singular honor of the electrical construction industry. It is an honor desired by many, however bestowed upon a very few. This rare distinction is bestowed on those whose absence, should they have chosen a different career path, would have left a hole in the industry that their contributions now fill. Membership as a Fellow in the Academy of Electrical Contracting is both an honor and a privilege that is reserved for only the very best of the best.

Please Join NECA San Diego in congratulating Mr. Tim McBride for receiving this well-deserved honor.

<table>
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<tr>
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<tbody>
<tr>
<td>2:00-2:40 pm</td>
<td>Robots in Construction: Current Use and Outlook for the Future</td>
<td>Lonny Simonian, California Polytechnic State University</td>
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<tr>
<td>2:00-2:40 pm</td>
<td>Influential Communication</td>
<td>Sima Dahl, Sway Factor</td>
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<tr>
<td>2:35-3:05 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
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<tr>
<td>2:45-3:25 pm</td>
<td>Difficult Conversations for Field Leaders: A Panel Discussion</td>
<td>Moderated by Wanessa Alves, NECA</td>
</tr>
<tr>
<td>3:15-3:35 pm</td>
<td>How to Step Up and Lead Now</td>
<td>Kelly McDonald, McDonald Marketing</td>
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<tr>
<td>3:30-4:10 pm</td>
<td>Psychology of Persuasion</td>
<td>David Meade</td>
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<tr>
<td>3:45-4:15 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
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<tr>
<td>4:05-4:25 pm</td>
<td>Anger Management in the Workplace</td>
<td>Alex Willis, Leadership Surge</td>
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<tr>
<td>Time</td>
<td>Session Title</td>
<td>Speaker(s)</td>
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<tr>
<td>4:15-4:55 pm</td>
<td>Get Paid More for Your Change Orders</td>
<td>Matt Firestone and Jim Johannemann, Firestone Consulting Group</td>
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<tr>
<td>4:20-4:50 pm</td>
<td>VFD Cables: Essential or Overkill</td>
<td>Steve Wetzel, Southwire</td>
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**THURSDAY, OCTOBER 8**

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<th>Session Title</th>
<th>Speaker(s)</th>
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<tbody>
<tr>
<td>11:20-11:40 am</td>
<td>Coping With the Difficult People in Your Life</td>
<td>Alice Domar, The Domar Center for Mind/Body Health</td>
</tr>
<tr>
<td>11:20-11:50 am</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
</tr>
<tr>
<td>11:20 am-12:00 pm</td>
<td>Managing People for Results</td>
<td>Alex Willis, Leadership Surge</td>
</tr>
<tr>
<td>11:20 am-12:00 pm</td>
<td>Risk, Liability, Current Issues &amp; Practical Tips for Contracts</td>
<td>Tamara McNulty, Asmar, Schor &amp; McKenna, PLLC</td>
</tr>
<tr>
<td>11:45-12:05 pm</td>
<td>Submittals Best Practices</td>
<td>Mark Federle, Marquette University</td>
</tr>
<tr>
<td>11:55 am-12:25 pm</td>
<td>Arc Flash Safety: Building Organizational Resilience and Best PPE Practices</td>
<td>Scott Francis, Westex</td>
</tr>
<tr>
<td>12:05-12:45 pm</td>
<td>Hands-On Relaxation Experiential Exercises</td>
<td>Alice Domar, The Domar Center for Mind/Body Health</td>
</tr>
<tr>
<td>12:30-1:00 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
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<tr>
<td>2:00-2:20 pm</td>
<td>Power of Culture to Change Human Behavior</td>
<td>Gustavo R. Grodnitzky</td>
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<tr>
<td>2:00-2:30 pm</td>
<td>Trade Show Education Session</td>
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<tr>
<td>2:00-2:40 pm</td>
<td>Business Growth Bottlenecks</td>
<td>Matt Firestone and Mike Sophir, Firestone Consulting Group</td>
</tr>
<tr>
<td>2:00-2:40 pm</td>
<td>Pandemics and Productivity: Quantifying the Impact</td>
<td>Mark Federle, Marquette University</td>
</tr>
<tr>
<td>2:35-3:05 pm</td>
<td>Evolution of the Industry: Transform Industry Challenges Into Profitable Opportunities</td>
<td>Mike Montanari, Schneider Electric</td>
</tr>
<tr>
<td>2:45-3:25 pm</td>
<td>Data Privacy and Cybersecurity Mandates and Best Practices</td>
<td>Matt Ruck, designDATA</td>
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<tr>
<td>2:45-3:25 pm</td>
<td>OSHA Regulatory Update</td>
<td>Wesley Wheeler, NECA</td>
</tr>
<tr>
<td>2:50-3:10 pm</td>
<td>Body Language</td>
<td>David Meade</td>
</tr>
<tr>
<td>Time</td>
<td>Session Title</td>
<td>Speaker(s)</td>
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<tr>
<td>3:10-3:40 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
</tr>
<tr>
<td>3:15-3:35 pm</td>
<td>Field Leader Succession: Developing a Plan to Fill Your Key Field Leadership Positions</td>
<td>Nic Bittle, Work Force Pro</td>
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<tr>
<td>3:30-4:10 pm</td>
<td>Turning Managers into Leaders</td>
<td>Gustavo R. Grodnitzky</td>
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<tr>
<td>3:30-4:10 pm</td>
<td>Staying Ahead of Claims</td>
<td>Mark Federle, Marquette University</td>
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<tr>
<td>3:40-4:00 pm</td>
<td>Discrimination and Harassment Mandates and Compliance Concerns for Employers</td>
<td>James Fagan, NECA</td>
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<tr>
<td>3:45-4:15 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
</tr>
<tr>
<td>4:05-4:25 pm</td>
<td>How to Increase the Value of Your Electrical Business</td>
<td>Joseph Bazzano, Beacon Exit Planning</td>
</tr>
<tr>
<td>4:15-4:55 pm</td>
<td>The Digital Toolbelt: Technology for the Outside Utility Contractor</td>
<td>Josh Bone, NECA, Michael Parkes, O’Connell Electric Company</td>
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<tr>
<td>4:20-4:50 pm</td>
<td>Trade Show Education Session</td>
<td>To be announced</td>
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</tbody>
</table>

Trimble MEP is excited to participate at NECA 2020 LIVE
As usual, we will have our end-to-end solutions available for you to browse and demo with our technical experts - only this time it will be from the comfort of your desk.

Pricing Services, Estimating, Design/Detailing, Fabrication, and Field Layout

To learn how Trimble can help you do your job better, faster, and more productively, be sure to visit our virtual booth at NECA 2020 LIVE, October 6-8, 2020

Trimble MEP at NECA 2020 LIVE
Lunch Sessions, Networking and Happy Hours

NECA 2020 LIVE brings the fun home. Expect games, contests, giveaways and live performances each day, broadcasting into your home, making the experience both interactive and entertaining. Attend the virtual event and feel truly connected and social. We’re replicating all the entertainment of the in-person event and broadcasting it to attendees’ homes and offices.

TUESDAY, OCT. 6

Chocolates and Bourbon, Sponsored by Graybar
1-2 pm Eastern

Follow along at home as we take a break from the show, and enjoy a chocolate and Kentucky bourbon demonstration sponsored by Graybar. Open a bottle of your own and savor along with other attendees. In this session, you’ll learn how to create classic cocktails.

The Milwaukee Tool Shed Band
5-6:30 pm Eastern

Longtime NECA Convention attendees know and love the Milwaukee Tool Shed Band, and the group will be ending the first day of NECA 2020 LIVE with a jam. You’ll be dancing in your seat or around your office as the group plays a concert full of popular and classic songs. Scan the QR code to get a sneak peak.
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WEDNESDAY, OCT. 7

Cooking Demonstration by Chef George Rodrigues, Sponsored by Rosendin
1-2 pm Eastern

Chef George Rodrigues started his culinary journey in Brazil, learning to love food while cooking with his family. He gave up engineering to attend culinary school in Curitiba, Brazil. He worked in Chicago and Boston before moving the Washington, D.C., area, where now serves as Chef de Cuisine at Boqueria Penn Quarter. George is passionate about making food. You may recognize him from one of his appearances on the Food Network. During this special virtual lunch hour, George will demonstrate the chili recipe that led him to a win on “Beat Bobby Flay.” Take notes and you’ll be sure to impress your family when you hit the kitchen.

Congratulations, Ernie Ulibarri!

The Membership, Directors and Staff of the San Francisco NECA Chapter are grateful for your decades of outstanding leadership and congratulate you on your Induction into the Academy of Electrical Contracting.
Nashville-Themed Lunch, Sponsored by eSUB
1–2 pm Eastern

Get amped for NECA 2021 Nashville, the setting of next year’s Convention and Trade Show, when we can all get together again. Singer-songwriter Ryan Jewel will perform during this special lunch hour, taking requests live online. There are prize drawings every 15 minutes, including a grand prize pair of cowboy boots.

Comedy by Second City, Sponsored by Powering Chicago
5–6:30 pm Eastern

NECA 2020 LIVE will end with a laugh, thanks to a virtual comedy performance by The Second City exclusively for convention attendees. This Chicago-based improv comedy company, which has produced such legends as Bill Murray, John Belushi, Dan Aykroyd, Steve Carell, Tina Fey and many, many more, is now wowing audiences online. Don’t miss out.

The West Virginia-Ohio Valley Chapter of NECA congratulates James Bane on his induction into the Academy of Electrical Contracting.

Congratulations James!

It is an honor to welcome him into the community of Fellows, which has a long history in the electrical construction industry. James has given so generously to the electrical contracting trade and industry, his community and, above all, his family. A hearty congratulations from your chapter on this well-deserved honor.
NECA 2020 LIVE Registration

The NECA 2020 LIVE Convention and Trade Show is open to everyone in the electrical construction industry. Featuring all-new virtual experiences, it will take place entirely online October 6–8 in Eastern time.

Full registration package includes:
- 28 daily education sessions—earn contact hours or continuing education units
- General sessions featuring NECA CEO David Long, Paralympian Victoria Arlen and Lt. Gen. Nadja West
- Opening-night concert: Milwaukee Tool Shed Band
- Trade show education and product demos
- On-demand access to every education session for 30 days after NECA 2020 LIVE. No need to pick and choose between courses, you can attend them all!

NECA member price: $250
NECA chapter associate and affiliate members: $300
Nonmember* price: $500
Apprentice and student NECA chapter members trade show: free

Use the Google Chrome browser. Go to www.necaconvention.org, click the “Attendee Registration” button at the top of your page, then “Register Now” to secure your spot at NECA's first-ever virtual convention.

*NOTE: Non-NECA members can go to https://www.necanet.org/NewUser to create a NECA account. Your username becomes your user ID. Use that and your last name to register.

For assistance, contact Taylor Kershaw at meetings@necanet.org or 301.215.4508.

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