#1 EVENT FOR ELECTRICAL PROFESSIONALS

NECA

NASHVILLE

OCTOBER 9–12, 2021

A Hybrid Event

NECA 2021 NASHVILLE

October 9–12, 2021
Music City Center • Nashville, TN

Presented by the National Electrical Contractors Association • www.necaconvention.org
HEALTH AND SAFETY INFORMATION

NECA's Legal, Risk Management & Safety Teams are working with Meetings & Convention to plan for a safe and successful Convention, in addition to our other live events and conferences.

Our commitment to safe and healthy travel will not wane. For example, with regard to Convention, we will maintain consistent communication with the City of Nashville and our destination partners to solicit regular updates on changes to health and safety protocols. We will continue to follow local safety protocols.

We will work with onsite partners to properly utilize space, maximizing the ability for social distancing. We will rely on Legal, Safety and Risk Management to update communication regarding CDC and TSA travel and pandemic related health and safety information.

We will create a “Know Before You Go” guide for our meetings and convention. Moving forward, this guide will have a pandemic section for attendees to plan for our events.

Travel and live meetings during the current pandemic may not be for everyone, and there is simply no way to eliminate all risk. However, rest assured that NECA is taking the health and safety of its attendees very seriously. Our commitment to mitigating risk is a priority for the organization.

NECA Premier Partners
The electrical contracting industry is always changing, and NECA provides the education needed to keep your company on top. This year, attend courses on:

- Business Management
- Labor Relations
- Leadership and Communications
- Project Management
- Standards and Safety
- Technology, Process and Innovation

Attend courses on a variety of topics to help grow your business. Choose from our in-depth preconvention workshops, Convention Education and Tradeshow Education.

“The variety of educational offerings at the NECA Convention has always impressed me. There is something for everyone who seeks to be healthier, wealthier, or wiser.”

—John Kellamis
Lake Erie Electric, Inc.
When people think of Archie Manning, they think football. However, he is recognized worldwide as an ambassador of goodwill and a molder of people. During his 14-year NFL career, Manning set most New Orleans Saints passing records, played in two Pro Bowls, and was the NFC’s most valuable player in 1978. Off the field, his achievements have led to him receiving the Bart Starr Humanitarian Award, the Silver Buffalo from the Boy Scouts of America, the National Football Foundation’s Gold Medal Award, and many more.

Manning has been committed to service throughout his life. With his wife Olivia, Manning received the National Pathfinder Award for their work in New Orleans after Hurricane Katrina. He has worked with the Louisiana Special Olympics. Today, he serves in public relations and consulting capacities for several local, regional, and national companies. Join us for a special presentation from Manning at NECA 2021 Nashville, where you will be inspired by his sense of humor, warm personality and drive.

Signed footballs (limited amount) sponsored by Southwire.
Tuesday, October 12 • Doors open at 7:00 pm
Concert starts at 8:15 pm

Get ready to close your NECA 2021 Nashville experience with the All-Star Jam, a nonstop concert featuring some of the top entertainers in the history of rock and country. The All-Star Jam features Don Felder, former lead guitarist of the Eagles, Steve Augeri, former Journey lead vocalist, and Eddie Montgomery of country duo Montgomery Gentry.

This high-energy show will be packed with memorable classic rock and country hits, with each special guest performing greatest hits and some of their favorite covers. This entire concert is backed by the house band Sixwire, a country band that has been featured on “The Next Great American Band,” CMT's “Next Superstar,” and on the ABC drama series “Nashville.” They were also featured as the house band for the 2019 NFL Draft in Nashville.

Sponsored by Foundation Software.
MONDAY GENERAL SESSION

John Rich

Country Music Star, Entrepreneur
Monday, October 11 • 10:15 am–11:30 am

What better way to kick off Day Two at NECA 2021 Nashville than with a multi-platinum hit generator and music industry leader whose creative talents are matched only by his business savvy? Join us as we welcome John Rich, from the country duo Big & Rich, to our general session stage for a candid Q&A and exclusive performance.

Whether through a raucous party anthem or a sober reflection on hard times in the heartland, John Rich’s ability to capture the American zeitgeist in song has made him one of the most successful and prolific entertainers in the music business today. Today, Rich is applying his talents to his latest venture, a lifestyle brand called Redneck Riviera that launched in 2014 with an apparel line geared to what he dubs the “Red, White, Blue and Rowdy” crowd. Also be sure to visit his bar in the heart of downtown Nashville on Lower Broadway.

THE NECA PROJECT EXCELLENCE AWARDS

Tuesday, October 12 • 1:15 pm–2:30 pm

In 2020, 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. Join us as we celebrate the 2021 recipients during Tuesday’s General Session, and make sure to visit www.necapea.com to view all of the winners.

FIRST ANNUAL

Electrical Contracting Innovation Challenge

Saturday, October 9 • 1:30 pm–3:30 pm

The ELECTRI International/NECA Electrical Contracting Innovation Challenge (ECIC) marks a yearly highlight for NECA Student Chapters. Formerly known as the Green Energy Challenge, the ECIC gives university students and faculty advisors the opportunity to demonstrate their knowledge and creativity in designing and constructing (virtually) the most innovative electrical system solutions to meet their assigned customer’s needs.

The 2021 ECIC focuses on innovation and the students’ creativity. Student teams will be working to design a new project provided by ELECTRI, all using the same contract documents and general scenario to complete the project. The team must create a detailed plan to engage their local NECA contractors for assistance, and the final proposal should include design considerations specific to the customer’s needs.

An ELECTRI International jury of contractors and industry partners evaluates projects submitted, and the top three student teams are invited to the NECA Convention to make oral presentations on their projects. A financial award will be presented to the winning school, along with several other awards.
Join your fellow apprentices for the NECA Apprentice Appreciation Day at NECA 2021 Nashville! We have planned a special program for apprentices working at all levels of electrical construction from first year to fifth year. Following the workshop, all participants can visit the NECA Show floor, FREE!

Program Highlights:

10:30am – 12:15pm
Opening Remarks
Pete Mastrorocco, Vice President Education and Partnerships
Todd Stafford, Executive Director, electrical training ALLIANCE
Bill Hughes, Vice President of End-users Solutions

Keynote
Be the Best: How to Build the Career and Life You Want
Nic Bittle, WorkForce Pro Founder

Panel of Industry Leaders

12:15 pm – 1:00 PM
Lunch/Town Hall Meeting with Q&A
David Long, NECA CEO
Lonnie Stephenson, IBEW International President

1:00 pm – 5:00 PM
Trade Show

Transportation sponsored by

Lunch sponsored by

NECA is teaming up with Folds of Honor this year. This organization provides scholarships to spouses and children of America's fallen and disabled service members. The Silent Auction is back and we ask that you open your hearts and your wallets for this important mission.

“I wear the Folds of Honor because I’m a Proud American. I love this country and I know that we have everything great in this country because of our veterans and our active duty. God Bless America. God Bless Folds of Honor.” —John Rich

Did you know research has shown that simply petting a dog lowers the stress hormone cortisol, while the social interaction between people and their dogs actually increases levels of the feel-good hormone? The “Pause for Paws” project on the show floor allows contractors to have a little fun with puppies and small dogs while helping NECA give back to a Nashville area animal shelter. Many thanks to Graybar for sponsoring this popular event.
2020 taught us that our members like to learn in different ways and not everyone is able to travel to attend programs. In light of that, we’re excited to offer new virtual and hybrid options for NECA 2021 Nashville!

At a NECA Convention it has never been possible to take advantage of everything. With multiple education sessions running at once, trying to get around the trade show floor, and catching up with other NECA members, you always miss something. NECA 2020 Live brought us closer to providing you with everything and we’re excited to make ALL of NECA 2021 Nashville available in a hybrid format so you can get the best of Nashville live and in person AND ensure you don’t miss anything by catching up virtually.

VIRTUAL TRADE SHOW

There’s more to attending NECA 2021 Nashville virtually than education and speakers—it’s also about elevating your business. You need products, services and integrated technology solutions to keep your business as efficient and profitable as possible. NECA hosts the best exhibit hall in the industry, and that remains true virtually!

On the NECA 2021 Nashville virtual show floor, you will be able to:

- Attend education classes
- See new product demonstrations by exhibitors
- Interact with exhibiting company representatives
- Make appointments to discuss your specific business needs with vendors
- Peruse the Showstopper Showcase
- Chat with others through text or video
- Download product info into a digital briefcase
- Learn about integrated technology that will streamline your business
- Enter for a chance to win big prizes
- Share your opinions in our annual survey
How do you ensure success in uncertain environments? Join the NECA Innovation team at NECA 2021 Nashville to explore the pillars of business health and success, experience the “Innovation Overload” podcast, and get the latest intelligence on what innovative products, services and solutions the trade show has to offer!

**Innovation Zone**
Join us in the Innovation Zone, where we will evaluate the health of your company while we explore ways to overdrive innovation in your business. This means a focus on the six pillars of innovation.

**People:** Attracting and elevating talent for the construction industry.

**Culture:** Championing an impactful and socially responsible atmosphere.

**Awareness:** Identifying ways to learn, derive meaning, and evaluate success.

**Strategy:** Mapping and executing an action plan for sustainable results.

**Technology:** Identifying, appraising and applying con tech, solutions and processes.

**Productivity:** Measuring success, efficiency, and best practices.

**Innovation Overload Podcast**
Stop by three times a day to learn firsthand from industry leaders on how they apply innovation to grow their businesses and prepare for the future. The first show launched as part of the NECA Podcast Network, “Innovation Overload” helps contractors make sense of this constantly changing industry and decide what is right for their business. Each week, the NECA Innovation Team and a guest discuss and tackle problems contractors across the country are facing.

“Innovation Overload” will be live each day at the following times:
- Sunday, October 10: 12:30, 2:30, 3:30
- Monday, October 11: 1:15, 2:15, 3:15
- Tuesday, October 12: 9:30, 10:30, 11:30

**Trade Show Innovation Tours**
Join us for a walk around the exhibit hall, where we’ll provide a guided tour of the most innovative companies at the NECA Convention. Explore the cutting edge of robotics, equipment, safety, and much more! See what innovation truly means for all these companies.

Innovation Tours will begin at the following times:
- Sunday, October 10: 12:00, 1:30, 3:00, 4:00
- Monday, October 11: 12:30, 1:30, 2:00, 3:00
- Tuesday, October 12: 9:30, 10:30, 11:30

**Innovation Education**
Innovation is a hot topic at NECA 2021 Nashville, and we will proudly be offering multiple education sessions for those wishing to expand their companies. See the “Education” section of this brochure for complete descriptions, dates, and times.

- How to Optimize Your Tech Stack
- Best Practices on Innovation
- Labor By Volume
- Diversity, Culture and Resilience to Future-proof Your Company
- Achieving Results Through Strategic Planning
These preconvention workshops present an in-depth look at many of the leading issues in our industry today, from new industry standards to financial issues to managing risk. These collaborative, interactive sessions will provide you with the tools you need to stay on top.

All preconvention workshops will be held prior to the start of the full convention program and require separate, advance registration fees. Full course descriptions and speaker bios are available at necaconvention.org. Classes fill up, so be sure to register early!

FRIDAY, OCTOBER 8

8:00 am–4:30 pm CT, PW-1
(Two-day course continues Saturday, 8:00 am–4:30 pm)
**OSHA ET&D 10 Hour Train-the-Trainer**
Mike McClure, Quanta Services, Inc.
Fee: $450

The Electrical Transmission and Distribution Partnership developed the OSHA Electrical Construction Industry Outreach training course with the mind set of producing a non-traditional, industry specific training course tailored toward employees involved with the construction and maintenance of electrical power transmission and distribution systems. This class will prepare a qualified OSHA Outreach Construction Trainer to provide the OSHA ET&D 10 hour course to outside line construction employees in the electrical transmission and distribution industry. This course is based on the current OSHA 1910 and 1926 standards, latest consensus standards, and ET&D industry accepted best practices. Also covered will be the OSHA Focus 4 topics, industry specific equipotential grounding and bonding, flame resistant clothing, electrical arc protection, and pre-job briefings.

This class is being offered to NECA Member employees, IBEW members or electrical training ALLIANCE instructors who possess an up-to-date OSHA Construction Outreach Trainer Certificate.

8:00 am–4:00 pm CT, PW-2
(Two-day course continues Saturday, 8:00 am–4:00 pm)
**Using Your Estimate as a Project Management Tool**
Matt Firestone, Firestone Consulting Group
Fee: $425

Most contractors view estimating and bidding as a means to getting work and do not think much past bid day. In reality, estimating is the foundation of a successful project. This session will discuss how to identify an ideal project and methods for transitioning from estimating to bidding and onto building the project. We’ll accomplish this through fine-tuning your estimating process and developing valuable project management tools.

8:00 am–4:00 pm CT, PW-3

**Electrical Contractor Essentials: Safety, Finance, Insurance and Legal**
David O’Brien, Mosley, Pfundt, Glick & O’Brien; Jef Fagan and Wes Wheeler, NECA
Fee: $150

Designed specifically for NECA’s small and medium-sized contractors, this program will bring in experts to discuss the essential elements of safety, finance, insurance and risk, and legal issues that all contractors need to know. The safety section will outline elements of a safety program, supervisor responsibility related to safety and why a good safety record is important from reputation to profitability. The financial section will focus on the components of financial statements, cash flow, profit fade, work in process schedules, cycle time, and the concept of margin versus markup. Legal matters such as recommended clauses and provisions for product and service contracts, wage and hour changes, and best practices for internal investigations will be discussed. Finally, we’ll conclude with a discussion on common coverage concerns, risk management culture, best practices for fleet/driving, workers compensation and bonding.
NECA's Convention is all about providing you with access to the best speakers in the country on topics that are relevant to you. No matter your area of interest, NECA makes it easy for you to identify the education programs that are right for you.

Convention education sessions are included in the full registration package or can be purchased as a standalone. Full course descriptions and speaker biographies are available at necaconvention.org.

**SUNDAY, OCTOBER 10**

8:00–9:50 am CT  
**Best Practices on Innovation**  
Moderator: Tauhira Ali, NECA

What does ‘innovation’ mean to you, your company, and your employees? How has construction technology evolved and how are these solutions actually being leveraged to elevate our businesses? This panel of NECA members will discuss their ongoing journeys to apply innovation within their own organization. Hear from industry leaders on how to overdrive prefabrication and modular building techniques, virtual design and construction practices, lean principles, strategic recruitment, market share expansion, and company culture.

8:00–9:50 am CT  
**Engage and Change the Workforce Development Model**  
Edward Witt, Jr. and Tim Hinson, Miller Electric Company; Katie Enkiri, North Florida Chapter, NECA

Construction Wireman/Construction Electrician classifications allow recruitment at all levels and provide work opportunities until the apprenticeship cycle comes around each year. This session will discuss how Miller Electric Company and the North Florida Chapter of NECA have been successful in engaging prospective employees and how NECA contractors can engage and change our workforce development model. Other ways to use recruitment as a tool across all levels of the organization will also be discussed.

8:00–9:50 am CT  
**How to Enter the Low Voltage Market**  
Moderator: Ryan Courtney, NECA

Members of NECA’s Technology Systems Integrated Task Force will provide insight on a pathway for NECA members to enter or expand into the fast-growing low voltage and systems integration market. Hear their advice for success and learn from their mistakes.

8:00–9:50 am CT  
**National Reach Through Networking**  
Thomas DePace, Advance Sound

Today, the world is smaller and closer than ever. As we’ve adapted into a more hybrid environment, we are given even more opportunities to network with those around us; whether it be with someone down the street or on the other side of the world. This interactive session will discuss the value of networking and how you, as a NECA Contractor, can expand your business opportunities through involvement in NECA activities.

8:00–9:50 am CT  
**Tracking Labor for Profit and Accountability**  
Moderator: Matthew Firestone, Firestone Consulting Group

This panel will discuss how NECA contractors track labor for profit and accountability. Learn from your peers how they are tracking productivity on jobs, identifying warning signs, and making adjustments on the project to maximize profitability.

8:00–9:50 am CT  
**ELECTRI Research Session: A CMMC Overview for Executive Leadership**  
Nick Espinosa, Security Fanatics & BSSi2 LLC

The United States Department of Defense (DoD) has created the new Cybersecurity Maturity Model Certification (CMMC) standard that will soon be required for corporations and entities that want to bid as a contractor, or act as a subcontractor, for DoD projects. This session is designed to give electrical contractor corporate leadership and their IT Directors an overview of the CMMC standard. This session will also answer some of the most frequently asked questions about the CMMC and cut through much of the confusion and technical jargon that has surrounded the CMMC since its launch in January 2020.

**MONDAY, OCTOBER 11**

8:00–9:50 am CT  
**Fundamentals of Federal Contracting**  
David Warner, Centre Law & Consulting

 Unsure how to enter the Federal market or navigate through the Federal contracting process? This session will provide an overview of the process, benefits, and unique challenges involved in doing business with the federal government as either a prime or subcontractor. The procurement planning process, principles of contract formation, types of contracts, the award process, and contract administration issues will also be discussed.

8:00–9:50 am CT  
**How to Optimize Your Tech Stack**  
Moderator: Amanda Harbison, NECA

Your tech stack represents the technologies used to run your business and this suite of software and digital assets builds the framework for success within your organization. This panel of construction experts will explore best practices for procuring and scaling technologies. Discuss how to navigate the construction tech market, identify, and deploy solutions, and adapt to the ever-changing digital world. Together we will explore how to assemble a technology collection that gives your business a competitive edge.

8:00–9:50 am CT  
**Safety Leadership and Risk Management—The Road Ahead**  
Moderator: Nate Oland, Federated Insurance

Understanding and addressing mental health issues, navigating recent pandemic challenges and leading the management of organizational safety and health are top priority for HR and risk management personnel, especially now. This panel discussion will engage and benefit company executives and safety professionals dealing with emerging issues, recent events and new regulations being promulgated by OSHA and the new Administration. This session will provide attendees great opportunity to interact with NECA and association peers who have successfully navigated these events, leading the electrical industry.
8:00–8:50 am CT  •  9:00–9:50 am CT
Winning Profitable Solar Energy and Battery Projects
Emily Martin, Aschinger Electric; Marc Lopata, Azimuth Energy
Winning more work is important, and even better if it is profitable. This presentation will provide attendees with some guidance and business tools for solar energy, battery, and electric-vehicle-charging projects. This will include technology basics, establishing effective partnerships, reducing costs, and delivering affordable high quality.

8:00–8:50 am CT  •  9:00–9:50 am CT
Business & Estate Planning During Uncertain Times
Bryan Evans, Evans & Davis
A properly drafted business and personal estate plan can help mitigate and prevent unwarrant issues while achieving the owner’s goals. This session will cover the top succession planning legal strategies faced by contracting business owners and will review how the business owners’ own personal estate plan can provide protection and security at an owners’ retirement, premature death or incapacity.

8:00–8:50 am CT  •  9:00–9:50 am CT
Project Document Control
Michael Reiser, VEC Inc
Creating consistent documentation procedures throughout your company can save you time, money, and ensure you’re in compliance. This session will discuss how to implement controlled processes and practices for the creation, review and distribution of documents. Setting expectations for staff to eliminate fire drills will also be discussed.

8:00–8:50 am CT
2021 NFPA 70E Significant Changes
Michael Johnston, NECA; Jim Dollard, Flintlock
NFPA 70E Standard for electrical safety in the workplace is revised and updated every three years and each revised version supersedes all previous editions. This session will help attendees identify the important changes to NFPA 70E in 2021, and clearly explain the reasons for those changes. This program is a must for those wanting to gain important insight about effectively applying the standard and achieving electrical safety in the workplace.

8:00–8:50 am CT
The Benefits of Piece Work
John Brunia, Spectra Electrical Services, Inc.
The inclusion of a piece work component within agreements can be very beneficial to NECA members. Spectra Electrical Services, a NECA member in Arizona, has utilized extensively over the past three years on projects totaling more than 500,000 square feet of work. This session will discuss benefits, lessons learned, suggestions for success and how to get local buy-in.

8:00–8:50 am CT
Demystifying the CIR Panel Discussion
Moderator: Ryan Courtney, NECA
The Council on Industrial Relations is a 100-year-old IBEW-NECA panel that is mutually agreed by the parties to be the final and binding arbitration for bargaining and dispute resolution in our collective bargaining agreements. This panel will share experiences while serving on CIR and provide feedback on what they need from you when attempting to settle your case.

8:00–8:50 am CT
Get in the Systems Integration Game
Brian Morales and Brendan McCartney, Pro-Cal Lighting Inc.
How can electrical contractors utilize relationships with manufacturers to become systems integrators? NECA member Pro-Cal Lighting will share how they’ve done this, discuss the infrastructure needed to support this segment of business and talk about what can be gained by becoming a systems integrator value added partner.

8:00–8:50 am CT
Merging Old School with New School
Becky Bertuzzi, VEC, Inc.
In the construction industry, low number wins the majority of the time and elaborate marketing efforts can go unnoticed if the number you’ve submitted isn’t the lowest. This session share’s a NECA member’s marketing plan not to win more work, but to win more opportunities to bid work. How to merge digital marketing strategies with traditional business development practices and develop a marketing plan to support company sales growth will be discussed.

8:00–8:50 am CT
NECA Government Affairs: Where Policy Meets Politics
James Farrell, NECA
Staying up to date on new and updated policies can provide valuable insight when making business decisions. This session will deliver an in-depth policy discussion on the current issues impacting the Electrical Construction Industry and what you can expect moving forward.

TUESDAY, OCTOBER 12

8:00–8:50 am CT
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Manufacturers and distributors often have the best research and development teams in the industry. They constantly study trends and develop new technologies that are designed to help electrical contractors be more effective and efficient on the job, and again this year NECA exhibitors will bring you the latest and greatest.

Trade Show Education is included with trade show registration. Full course descriptions are available at necaconvention.org.

TECHNOLOGY SUNDAY, OCTOBER 10

12:00–12:50 pm CT, TW-1
IoT for Everyone: Get in the Game and Ride the Wave
Greg Rhoades, Leviton Manufacturing

Utilizing smartphones and the internet to manage everyday life has significantly increased and the next natural progression is connecting these technologies to the homes of the end user. This session will review what devices are on the market, protocols, installation techniques and programming requirements, integration with other smart devices and most importantly, how to profit by offering these services.

1:00–1:50 PM CT, TW-2
Tracking and Analyzing Materials Purchase Data to Cut Labor and Materials Costs
Maria Rioumine, Agora Systems, Inc.; John Mraz, Einheit Electric Construction Co.

The biggest cost centers for electrical contractors are materials, responsible for 40% of a job’s costs. Removing inefficiencies from your office and materials purchasing process is imperative in saving on costs, scaling your business and increasing your profits. This session will discuss how analyzing materials data will lead to an increase in labor productivity and costs, important metrics to track, best practices when tracking and how to analyze materials data to make smarter decisions on future projects.

2:00– 2:50 PM CT, TW-3
Going Remote: Forecasting Construction Technology’s Role for Electricals Post-COVID-19
Steve Antill, Foundation Software; Paul Wheaton, McCormick and TriBuild Systems

The need to stay competitive within the industry during the post-pandemic environment is more crucial than ever. Utilizing construction technology can provide great value by streamlining construction office processes, increasing efficiencies in the estimating and bidding process and much more. This session will discuss essential tech solutions for electrical contractors and how to use COVID-19 end-stage context to make informed decisions around technology strategy and budget.

3:00–3:50 PM CT, TW-4
Simplifying Your Projects with Wireless Lighting Control
Devis Mulunda, Lutron Electronics Co., Inc.

Electrical contractors are constantly looking for new technologies and project solutions to make jobs easier to bid, install, and service. This session will introduce wireless lighting control solutions, compare wireless to wired control, and offer application-based insights on how wireless saves time, reduces cost, minimizes risk, and gives your customers a more robust, flexible, and adaptable lighting control solution for the life of their project.

4:00–4:50 pm CT, TW-5
Building Success Fabrication
Britton Langdon, MSUITE

As the demand for constructed buildings increases, the labor supply to build them decreases, driving the need for new and different ways to build faster, safer, and at a higher quality. This session will explore how the industry’s most forward-thinking companies are testing ideas, creating new standards and solving construction’s most difficult problems through fabrication strategies and technologies. We will discuss utilizing KPIs/metrics, enabling real-time visibility into your fabrication, what Industry 4.0 is and how will it change the way you build.

MONDAY, OCTOBER 11

12:00–12:50 pm CT, TW-6
Design to Execution: Robotic Concrete Drilling for Installation of Overhead MEP Systems
Aidan Maguire, Hilti

Robotic drilling technology can have an impact on health, safety and productivity. This session will look at case studies of the design considerations and changes to traditional processes needed when using this technology and discuss how it allows project progress and status to be tracked through data.

1:00–1:50 PM CT, TW-7
The Era of Digitalization
Michelle Turner, Procore

The era of digitalization in construction is here and those who have waited to start their digital journey are now taking another look to see how technology can drive their businesses forward. This session will discuss how electrical contractors are leveraging construction software to navigate new safety protocols and increase productivity on and off the jobsite.

2:00– 2:50 pm CT TW-8
Emerging Markets: Preventative Infection Control Methods Saving Workplace Health
Susan Azevedo, Lind Equipment

As we move into a new normal, taking increased health precautions is imperative. This session will cover the new emerging market of UVC LED light for broader infection control in shared and public spaces and the importance of choosing a UVC LED lighting method in keeping employees and customers safe. We will dive into what UVC light is, its benefits, how it works to kill COVID-19, the use of UVC light in public and shared spaces for infection control.
A reliable estimate is imperative for project scheduling, material purchasing and job costing. This session will offer a proven and successful approach to estimating that will produce the data necessary to validate an estimate, leading to a potentially profitable project. We will discuss proven innovative techniques to evaluate and check the estimate for accuracy and details and provide real estimates to illustrate the various scenarios and data analysis.
MONDAY, OCTOBER 11

12:00–12:50 PM CT, CS-6
**Achieving Results through Strategic Planning**  
Tauhira Ali, NECA

How do you prepare for the future when so much is unknown about the road ahead? Sharpen your leadership toolkit by learning how to apply strategic business frameworks to build a clear picture of how your company performs today compared to the market at large. This session will build a foundation of techniques that can be leveraged to empower and overdrive measurable future success for your organization, prepare you for the challenges facing construction today and position your business for future resilience and continued competitive advantage.

1:00–1:50 PM CT, CS-7
**How to Efficiently Model and Prefabricate Electrical Conduit**  
Katey Earley, Greenlee

The use of building information modeling (BIM) and prefabrication are steadily increasing and exploring the most efficient ways to model and prefabricate electrical conduit are crucial to maximizing the benefits. This session will discuss how to improve model accuracy and recommended tools for maximum productivity and accuracy in modeling and prefabrication.

2:00–2:50 pm CT, CS-8
**Qualified vs. Unqualified: Who is Getting Hurt?**  
Brett Brenner and Daniel Majano, ESFI

Understanding the risks of electrical incidents and human factors involved and is imperative in keeping workers safe. This session will review electrical fatalities reported to OSHA between 2011 and 2019 to identify the occupations with the largest number of electrical fatalities. We will discuss the human factors involved in the fatalities of non-electrical workers vs electrical workers, review incidents of overhead power line contact and the importance of general electrical workplace safety in non-electrical occupations.

3:00–3:50 pm CT, CS-9
**Labor Savings and Efficiency**  
Russ King, Southwire

Utilizing the right software can help contractors save money on labor and be more efficient on their projects. This session will discuss using the appropriate software to increase efficiency and save money on your next project.

TUESDAY, OCTOBER 12

9:30–10:20 am CT, CS-10
**The Connected Jobsite**  
Andy Lambert, Milwaukee Tool

The construction industry has been challenged with labor shortages, stagnant productivity, risk, and safety. Then comes a global pandemic. Technology has evolved to meet these challenges with a more connected jobsite. With an influx of tracking devices, reality capture solutions, and other on-site technologies, there are many ways to collect data on the jobsite. This session will discuss how contractors are leveraging these tools to collect critical data points that serve as key indicators for project performance, health, and risk.

10:30–11:20 am CT, CS-11
**The Era of Digital Workforce Management is Here**  
Dave Gralike, Guarantee Electrical Company; Ben Schultz, LaborChart

A digital workforce management platform can bring your people and project data to life. This session will help attendees learn more about having one source of truth and how it can empower their organization to make decisions with real-life information. Attendees will gain a deep understanding of the advantages of a digital solution versus a static whiteboard or spreadsheet and learn the benefits from analyzing workforce management data.

11:30 am–12:20 pm CT, CS-12
**How to Clone Your A-Team**  
Rebecca Peredo, Stanley X

Engaging and training the workforce of today requires a whole new set of tools and skills which many contractors do not have access to. How can construction companies with a retirement-ready workforce plan for knowledge sharing at scale, improve workforce productivity and shorten the time between “new hire” and “expert”? This session will outline talent risks and how to mitigate them with technology built for the industry. Attendees will learn how to engage a new workforce, transfer knowledge through technology and make training more accessible and consumable.

LEADERSHIP  
SUNDAY, OCTOBER 10

12:00–12:50 pm CT, LW-1
**How to Lead with Empathy**  
Sara Curries, Tice Electric Company

The electrical industry used to be full of shame, guilt and anger. While there has been progress, there can be overcorrections. This presentation will explain how you can care about your employees and want them to be successful while still challenging them so that they can grow. This session will discuss toxic positivity and how is it negatively impacting your business, why the “old” way doesn’t work anymore, how to set expectations, and why they are important.

1:00–1:50 pm CT, LW-2
**Diversity, Culture and Resilience to Future-proof Your Company**  
Tauhira Ali, NECA

As the construction industry faces unprecedented social and economic challenges, the value of culture and leveraging team diversity is more important than ever before. For the first time in history, we are also facing a monumental influx of emerging industry technology, increased focus on process efficacy, and five generations coexisting in the workplace. This session will discuss how fostering a culture of creativity, productivity, and efficiency, can mobilize your company to create a resilient innovation culture that is able to weather economic uncertainties and elevate your business to its highest potential.
2:00–2:50 pm CT, LW-3  
**Changing Safety: The Capacity Model**  
Tom Hicks, Quanta Services, Inc.

Do you have the capacity to absorb failure without causing harm? This session will discuss Quanta Services’ program to plan and execute work assuming that failure can happen at any moment. This practice places safety at the core of who we are and at the forefront of focus.

3:00–3:50 pm CT, LW-4  
**Build a Better Team**  
Nic Bittle, WorkForce Pro

How well does your leadership team work together? Do you feel like you are pulling on the same end of the rope together as a team or fighting a never-ending battle of tug of war? This session will cover the single most common practice dysfunctional teams dismiss that causes self-sabotage, three ways to improve the culture of your leadership team this week and determining the current health of your leadership team through a simple litmus test.

4:00–4:50 pm CT, LW-5  
**Leader 2 Leader**  
Ronald Bailey, NECA

In a series of ruminations on courage, integrity, honor, pride and patience, this session will draw on the teachings of several leadership practitioners of our time. It will provide attendees a compass for a journey they will make about life challenges and provide insight on what gives life meaning, beauty and purpose.

**MONDAY, OCTOBER 11**

12:00–12:50 pm CT, LW-6  
**Toxic Leadership: How It Could Affect Your Business**  
Rochelle Bailey Price, Miller Electric Company

A toxic leader can cause extreme damage to your business. This presentation will define toxic leadership as well as compare it with other, more positive, styles of leadership. It will spell out the damage a toxic leader can do in both financial terms as well as human collateral. Attendees will leave this session with advice and tools they can use to combat toxic leadership for both small and large organizations.

1:00–1:50 pm CT, LW-7  
**Why Don’t You Think Like Me**  
Maureen O’Brien, Global Wisdom & Leadership Forum

Ever wonder why some teams are harder to manage than others? Or why someone thinks completely differently than the rest of the group or team? Diversity of thought is a good thing; understanding how to identify and manage different thinkers is what’s key. This session will discuss the Herrmann Brain Dominance Instrument (HBDI), a tool that measures diversity of thought to help you communicate for influence. You’ll see how to lean into your own strength in thinking and how to “speak the language” of the other quadrants in thinking.

2:00–2:50 pm CT, LW-8  
**Harnessing the Power of Your People, Your Partners, and Your Presence**  
Salina Brown, JoAnn Cruz and Laura Alloway, Rosendin Electric

Traditional thinking is that recruiting is solely a function of HR and Recruiting; in reality, recruiting is the job of every employee in an organization. Companies should exist to do more than make a profit – they should also strive to improve the lives of the people who work there. This session will provide insight into how Rosendin challenges traditional recruitment methods and leverages employees, partners, and presence to develop a recruitment model that is engaging and effective.

3:00–3:50 pm CT, LW-9  
**Outstanding: In the Field**  
Denise Ecker, OEG, a MDU Resources Company; Maureen O’Brien  
Global Wisdom & Leadership Forum

Learn the building blocks to create a safe workplace of inclusion on your jobsite from a NECA Contractor. This session will discuss OEG’s BRIDGES Program which was launched to increase inclusion and belonging on every OEG jobsite.

**TUESDAY, OCTOBER 12**

9:30–10:20 am CT, LW-10  
**Safety: Execution and Leadership**  
Van Long, Balmert Consulting

While great safety performance always starts with the executive/senior leadership of an organization, front-line leaders are critical for managing safety performance on a day-to-day basis. Without effective safety leadership by front-line leaders, any change effort will be unsuccessful. This session will identify the toughest safety challenges every leader faces, the drivers of great safety performance and more. It will provide personal experiences of change efforts from companies and employees within different industries, including electrical contracting.

10:30–11:20 am CT, LW-11  
**The Leadership Map**  
Ronald Bailey, NECA

Navigating as a leader requires significant planning and strategic execution. This session will help attendees understand their situation, identify opportunities, execute by action and establish a leadership position through collaboration and achievement. It will challenge the audience and create a new understanding that will lead to actionable ideas.

11:30 am–12:20 pm CT, LW-12  
**Building People – The Workforce Development Investment**  
Stephan Cole, Jeff Daigle, Sean Richards and Bobby Emery, Rosendin Electric

Recognizing the potential of tomorrow’s workforce requires a strategic investment targeting the recruitment, onboarding, training and successful employment of the electrical industry’s newest employees. This session will provide insight into Rosendin’s latest initiative which provides the tools and knowledge necessary to survive and thrive in today’s construction environment. Attendees will learn how this initiative ties in with Rosendin’s core values at all levels of employment regardless of class or tenure, providing opportunity for all.
Technology and innovation are constantly driving manufacturers to bring new products and services to the market. They know that your success is their success. So be among the first to see the newest products, technology and services at the NECA Showstopper Showcase and Awards. Sponsored by ELECTRICAL CONTRACTOR magazine, the Showstopper Awards are the most prestigious recognition for manufacturers in the electrical construction industry. The Showcase features over 200 entries representing the latest solutions on the market. These innovative advancements aid electrical contractors on the job and in the office.

A “MUST SEE”, the Showstopper Showcase opens one hour before the NECA Show each day.

NECA Show Hours:
- Sunday, October 10
  11:30am – 5:00pm
- Monday, October 11
  11:30am – 4:00pm
- Tuesday, October 12
  9:00am – 1:00pm

NECA SHOWSTOPPER SHOWCASE

Technology and innovation are constantly driving manufacturers to bring new products and services to the market. They know that your success is their success. So be among the first to see the newest products, technology and services at the NECA Showstopper Showcase and Awards. Sponsored by ELECTRICAL CONTRACTOR magazine, the Showstopper Awards are the most prestigious recognition for manufacturers in the electrical construction industry. The Showcase features over 200 entries representing the latest solutions on the market. These innovative advancements aid electrical contractors on the job and in the office.

A “MUST SEE”, the Showstopper Showcase opens one hour before the NECA Show each day.
THURSDAY, OCTOBER 7

6:00 pm
Academy Reception ................................Country Music Hall Of Fame

FRIDAY, OCTOBER 8

Academy Meeting .................................................................MCC
7:30 am–5:00 pm
Registration ............................................................................MCC
8:00 am–4:30 pm
PW-1 OSHA ET&D 10 Hour
Train-the-Trainer—Mike McClure ............................................MCC
8:00 am–4:00 pm
PW-2 Using Your Estimate as a Project
Management Tool—Matthew Firestone .................................MCC
8:00 am–4:00 pm
PW-3 Electrical Contractor Essentials: Safety, Finance,
Insurance and Legal—
David O’Brien, Jef Fagan and Wes Wheeler.........................MCC
12:00 pm–2:00 pm
Preconvention Workshop Lunch (requires ticket) .................MCC

SATURDAY, OCTOBER 9

7:00 am–5:00 pm
Registration ...............................................................................MCC
7:00 am–8:00 am
Board of Governors Breakfast ..................................................MCC
7:00 am–8:00 am
District 10 Breakfast ................................................................MCC
8:00 am–4:30 pm
PW-1 OSHA ET&D 10 Hour
Train-the-Trainer—Mike McClure ............................................MCC
8:00 am–4:00 pm
PW-2 Using Your Estimate as a Project
Management Tool—Matthew Firestone .................................MCC
8:30 am–12:00 pm
Board of Governors Meeting .................................................MCC
12:00 pm–1:00 pm
Preconvention Workshop Lunch (requires ticket) .................MCC
12:00 pm–1:00 pm
Premier Partner Network Luncheon (invitation only) .............MCC
1:30 pm–3:30 pm
ELECTRI International/NECA Electrical Contracting Innovation
Challenge (ECIC) .....................................................................MCC
3:00 pm–5:30 pm
Student Chapter Summit .......................................................MCC
3:30 pm–5:00 pm
Business Development Seminar ............................................MCC
7:00 pm–7:30 pm
NECAPAC Reception (invitation only) ...............................Wildhorse Saloon
7:30 pm–9:30 pm
Opening Reception ..................................................................Wildhorse Saloon
9:30 pm–10:30 pm
Opening Reception Afterparty
sponsored by Milwaukee Tool .............................................Wildhorse Saloon

SUNDAY, OCTOBER 10

7:00 am–8:00 am
Connecting by Faith and Prayer
sponsored by Federated Insurance ...........................................MCC
7:00 am–8:00 am
ELECTRI International Development and
Enhancement Committee .......................................................MCC
7:30 am–5:30 pm
Registration ...............................................................................MCC
8:00 am–9:50 am
CE-1 Best Practices on Innovation [CL]
Moderators: Tauhira Ali ............................................................MCC
8:00 am–9:50 am
CE-2 Engage and Change the Workforce Development
Model [CL]—Edward Witt, Jr., Tim Hinson, Katie Enkiri........MCC
8:00 am–9:50 am
CE-3 How to Enter the Low Voltage Market [CL]
Moderator: Ryan Courtney .......................................................MCC
8:00 am–9:50 am
CE-4 National Reach Through Networking [CL]
Thomas DePace .........................................................................MCC
8:00 am–9:50 am
CE-5 Tracking Labor for Profit and Accountability [CL]
Moderator: Matthew Firestone ..................................................MCC
8:00 am–9:50 am
CE-6 A CMMC Overview for Executive Leadership [EI]
Nick Espinosa ............................................................................MCC

Tracks:
- Business Management
- Project Management
- Labor Relations
- Leadership
- Communications
- Standards & Safety
- Low Voltage
- Innovation
- Estimating

[EI] = based on ELECTRI International research  [CL] = Contractor Led
MCC = Music City Center

All times are Central Time and are subject to change.
8:00 am–10:00 am
Business Development Roundtable (invitation only) .................MCC

10:30 am–5:00 pm
Apprentice Appreciation Day ............................................................MCC

10:00 am–11:30 am
Opening General Session—Archie Manning .................................MCC

10:30 am–5:00 pm
Showstopper Showcase .........................................................Show Floor

11:30 am–5:00 pm
NECA Show ............................................................................................MCC

12:00 pm–2:00 pm
Lunch (requires ticket) .........................................................................MCC

12:00 pm–12:50 pm
TW-1 IoT for Everyone: Get in the Game and Ride the Wave— Greg Rhoades ...........................................................................Show Floor

12:00 pm–12:50 pm
CS-1 Estimating Checks and Validation Techniques— Giovanni Marcelli ......................................................................Show Floor

12:00 pm–12:50 pm
LW-1 How to Lead with Empathy [CL]—Sara Curries .....Show Floor

1:00 pm–2:30 pm
ELECTRI Council Meeting .................................................................MCC

1:00 pm–1:50 pm
TW-2 Tracking and Analyzing Materials Purchase Data to Cut Labor and Materials Costs—Maria Rioumine, John Mraz .............Show Floor

1:00 pm–1:50 pm
CS-2 How Contractors Can Grow Their Residential Business in the New Electric World— Bradford Wills, Ansul Kishan Rajgharia ..................................Show Floor

1:00 pm–1:50 pm
LW-2 Diversity, Culture and Resilience to Future-proof Your Company [CL]—Tauhira Ali .....................................................Show Floor

2:00 pm–2:50 pm
TW-3 Going Remote: Forecasting Construction Technology’s Role for Electicals Post-COVID-19— Steven Antill, Paul Wheaton .........................................................Show Floor

2:00 pm–2:50 pm
CS-3 Labor By Volume [CL]—Adam Davis.................................Show Floor

2:00 pm–2:50 pm
LW-3 Changing Safety: The Capacity Model— Tom Hicks .................................................................Show Floor

3:00 pm–3:50 pm
TW-4 Simplifying Your Projects with Wireless Lighting Control— Devis Mulunda.................................................................Show Floor

3:00 pm–3:50 pm
CS-4 Equipment Compliance Requirements for the New Mobile Elevating Work Platforms Standard— Timothy O’Donnell ................................................................................. Show Floor

3:00 pm–3:50 pm
LW-4 Build a Better Team—Nic Bittle ................................................. Show Floor

4:00 pm–4:50 pm
TW-5 Building Success Fabrication— Britton Langdon .............................................Show Floor

4:00 pm–4:50 pm
CS-5 Leveraging Intelligent Search in Your Construction Document Management Practices—Jake Olsen.............Show Floor

4:00 pm–4:50 pm
LW-5 Leader 2 Leader—Ronald Bailey .................................................Show Floor

5:00 pm
Daily Prize Drawing ........................................Sports Zone, Show Floor

MONDAY, OCTOBER 11

7:00 am–8:00 am
ELECTRI International Program Review Committee .................MCC

7:30 am–4:00 pm
Registration .........................................................................................MCC

8:00 am–9:50 am
CE-7 Fundamentals of Federal Contracting— David Warner .........................................................................................MCC

8:00 am–9:50 am
CE-8 How to Optimize Your Tech Stack [CL]— Moderator: Amanda Harbison .................................................................MCC

8:00 am–9:50 am
CE-9 Safety Leadership and Risk Management—The Road Ahead—Moderator: Nate Oland .................................................................MCC

8:00 am–8:50 am
CE-10 Winning Profitable Solar Energy and Battery Projects [CL]—Emily Martin, Marc Lopata .................................................................MCC

8:00 am–8:50 am
CE-11 Business & Estate Planning During Uncertain Times— Bryan Evan .........................................................................................MCC

8:00 am–8:50 am
CE-12 Project Document Control—Michael Reiser [CL] .................MCC

9:00 am–9:50 am
CE-13 Winning Profitable Solar Energy and Battery Projects— Emily Martin, Marc Lopata .................................................................MCC

9:00 am–9:50 am
CE-14 Business & Estate Planning During Uncertain Times— Bryan Evan .........................................................................................MCC

All times are Central Time and are subject to change.
## SCHEDULE-AT-A-GLANCE

### Monday, October 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 am–9:50 am</td>
<td>CE-15 Project Document Control [CL]―Michael Reiser ..........................MCC</td>
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<tr>
<td>10:15 am–11:30 am</td>
<td>Monday General Session: John Rich ..............................................MCC</td>
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<tr>
<td>10:30 am–4:00 pm</td>
<td>Showstopper Showcase .....................................................................MCC</td>
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<tr>
<td>11:30 am–4:00 pm</td>
<td>NECA Show ............................................................................................MCC</td>
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<tr>
<td>12:00 pm–2:00 pm</td>
<td>Lunch (requires ticket) .........................................................................MCC</td>
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<tr>
<td>12:00 pm–12:50 pm</td>
<td>TW-6 Design to Execution: Robotic Concrete Drilling for Installation of Overhead MEP Systems—Aidan Maguire ..................................................Show Floor</td>
<td></td>
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<tr>
<td>12:00 pm–12:50 pm</td>
<td>CS-6 Achieving Results through Strategic Planning―Taufira Ali ................Show Floor</td>
<td></td>
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<tr>
<td>12:00 pm–12:50 pm</td>
<td>LW-6 Toxic Leadership: How It Could Affect Your Business [CL]—Rochelle Bailey Price ...............................................................Show Floor</td>
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<tr>
<td>1:00 pm–1:50 pm</td>
<td>TW-7 The Era of Digitalization―Michelle Turner ...............................Show Floor</td>
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<tr>
<td>1:00 pm–1:50 pm</td>
<td>CS-7 How to Efficiently Model and Prefabricate Electrical Conduit―Katey Earley .................................................................Show Floor</td>
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<tr>
<td>1:00 pm–1:50 pm</td>
<td>LW-7 Why Don’t You Think Like Me―Maureen O’Brien ..........................Show Floor</td>
<td></td>
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<tr>
<td>2:00 pm–2:50 pm</td>
<td>TW-8 Emerging Markets: Preventative Infection Control Methods Saving Workplace Health―Susan Azevedo .........................................Show Floor</td>
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<tr>
<td>2:00 pm–2:50 pm</td>
<td>CS-8 Qualified vs. Unqualified: Who is Getting Hurt?―Brett Brenner, Daniel Majano .............................................................Show Floor</td>
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<tr>
<td>2:00 pm–2:50 pm</td>
<td>LW-8 Harnessing the Power of Your People, Your Partners, and Your Presence [CL]―Salina Brown, JoAnn Cruz, Laura Alloway ........................................Show Floor</td>
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<tr>
<td>3:00 pm–3:50 pm</td>
<td>TW-9 Cellular Signal Booster Installer Certification Training—Eric Toenjes, Eric Mercil .................................................................Show Floor</td>
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<tr>
<td>3:00 pm–3:50 pm</td>
<td>CS-9 Labor Savings and Efficiency―Russ King .......................................Show Floor</td>
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<tr>
<td>3:00 pm–3:50 pm</td>
<td>LW-9 Outstanding: In the Field [CL]―Denise Ecker, Maureen O’Brien ..........................Show Floor</td>
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<tr>
<td>4:00 pm–5:00 pm</td>
<td>Future Leaders/WIN Reception (invitation only), sponsored by Graybar ..........................................................MCC</td>
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<tr>
<td>4:00 pm–5:00 pm</td>
<td>Business Development Reception (invitation only) ..............................MCC</td>
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<tr>
<td>4:00 pm</td>
<td>Daily Prize Drawing..............................................................................Sports Zone, Show Floor</td>
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<tr>
<td>5:00 pm–6:30 pm</td>
<td>ELECTRI International Reception (invitation only) ...................................The Bell Tower</td>
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### Tuesday, October 12

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tr>
<td>7:00 am–8:45 am</td>
<td>ELECTRI International Talent Initiative Committee Meeting ..............MCC</td>
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<tr>
<td>7:30 am–1:00 pm</td>
<td>Registration .........................................................................................MCC</td>
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<tr>
<td>7:30 am–8:45 am</td>
<td>Exhibitor Focus Group Meeting and Breakfast ......................................MCC</td>
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<tr>
<td>8:00 am–8:50 am</td>
<td>CE-16 2021 NFPA 70E Significant Changes―Michael Johnston, Jim Dollard .............................................................MCC</td>
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<tr>
<td>8:00 am–8:50 am</td>
<td>CE-17 The Benefits of Piece Work [CL]―John Brunia .............................MCC</td>
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<tr>
<td>8:00 am–8:50 am</td>
<td>CE-18 Demystifying the CIR Panel Discussion―Moderator: Ryan Courtney ..........................................................MCC</td>
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<tr>
<td>8:00 am–8:50 am</td>
<td>CE-19 Get in the Systems Integration Game [CL]―Brian Morales and Brendan McCartney .........................................................MCC</td>
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<tr>
<td>8:00 am–8:50 am</td>
<td>CE-20 Merging Old School with New School [CL]―Becky Bertuzzi .............................................................MCC</td>
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<tr>
<td>8:00 am–8:50 am</td>
<td>CE-21 NECA Government Affairs: Where Policy Meets Politics―James Farrell .............................................................MCC</td>
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<tr>
<td>8:00 am–1:00 pm</td>
<td>Showstopper Showcase .............................................................................MCC</td>
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<tr>
<td>9:00 am–1:00 pm</td>
<td>NECA Show ............................................................................................MCC</td>
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</tbody>
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**Tracks:**
- Business Management
- Project Management
- Labor Relations
- Leadership
- Communications
- Standards & Safety
- Low Voltage
- Innovation
- Estimating

[EI] = based on ELECTRI International research  [CL] = Contractor Led

MCC = Music City Center

*All times are Central Time and are subject to change.*
9:30 am–10:20 am  
**TW-10** Why The Increased Need for Surge Protection?—Karla Zavala .................................................................Show Floor

9:30 am–10:20 am  
**CS-10** The Connected Jobsite—Andy Lambert.......................Show Floor

9:30 am–10:20 am  
**LW-10** Safety, Execution and Leadership—Van Long.........Show Floor

10:30 am–11:20 am  
**TW-11** Lean for Construction—Jenny Ragan ....................Show Floor

10:30 am–11:20 am  
**CS-11** The Era of Digital Workforce Management is Here [CL]—Dave Gralike, Ben Schultz .........................Show Floor

10:30 am–11:20 am  
**LW-11** The Leadership Map—Ronald Bailey.........................Show Floor

11:30 am–12:20 pm  
**TW-12** Tool Tracking and Creating a Baseline to Understand Efficiencies Using IoT—Mark Thomas, Quintinus Henry.........................Show Floor

11:30 am–12:20 pm  
**CS-12** How to Clone Your A-Team—Rebecca Peredo ....Show Floor

11:30 am–12:20 pm  
**LW-12** Building People – The Workforce Development Investment [CL]—Stephan Cole, Jeff Daigle, Sean Richards, Bobby Emery.................................Show Floor

11:30 am–1:00 pm  
Lunch (requires ticket).................................................................MCC

1:15 pm–2:30 pm  
Closing General Session—Daymond John..............................MCC

2:30 pm  
Grand Prize Drawing .........................................................Closing General Session

7:00 pm doors open; 8:15 pm show start  
Closing Celebration—The ALL-STAR JAM, featuring Don Felder, Steve Augeri and Eddie Montgomery.................................MCC

Visit www.necaconvention.org for full course descriptions, instructor biographies and information about the General Sessions, Opening Reception and Closing Celebration, plus information about a list of Nashville restaurants to help you plan your time in the city!

For the most current updates about NECA 2021 Nashville, friend us on Facebook and follow us on Twitter and Instagram:

www.facebook.com/NECAnet  
@necanet  
#NECA21

DON'T FORGET TO DOWNLOAD THE FREE NECA EVENTS APP! The NECA Events app lets you access information on exhibitors, education, speakers, the schedule and more, and then helps you put that information into a personalized schedule so you won’t miss a thing! Search for the FREE NECA EVENTS app in iTunes and Google Play.

All times are Central Time and are subject to change.

Tracks:
- Business Management  
- Project Management  
- Labor Relations  
- Leadership  
- Communications  
- Standards & Safety  
- Low Voltage  
- Innovation  
- Estimating  

[CL] = Contractor Led  
MCC = Music City Center
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 639 Isbell Road, Suite 330 Reno, NV 89509 1–800–368–6322 tel • 1–415–293–4745 fax https://reg.cmrus.com/necaannual/support.aspx

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

- Cancellations received on or before August 31, 2021 will receive a full registration refund.
- All full meeting, weekend packages, and Convention Education registration (including individual guest registrations) cancellations received between September 1 and September 22, 2021 will be refunded in full minus $100 processing fee.
- Paid NECA Show cancellations (main attendee and individual guests) received between September 1 and September 22, 2021 will be refunded minus $50.00 processing fee.
- Cancellations received after September 22, 2021 will not be refunded.

Cancellations must be made in writing via email to necasupport@cmrus.com or fax to (415) 293–4745, Attn: NECA Registration.

Refunds: Check refunds will be issued six to eight weeks after the convention date. Refunds will NOT be issued for cancellations received after September 22, 2021. Credit card refunds will be processed within six to eight weeks after receiving the cancellation.

No-Shows: Refunds will NOT be issued to participants who do not attend the Convention and do not cancel their registration by September 22, 2021.

Fees and Instructions

Early Registration (On or Before August 31, 2021)

<table>
<thead>
<tr>
<th>Registrant</th>
<th>Spouse</th>
<th>Virtual Only</th>
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<tbody>
<tr>
<td>Member</td>
<td>$1,280</td>
<td>$665</td>
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<tr>
<td>Non-member</td>
<td>$1,950</td>
<td>$450</td>
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Regular Registration (Beginning September 1, 2021)

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<tr>
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<tbody>
<tr>
<td>Member</td>
<td>$1,480</td>
<td>$300</td>
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<tr>
<td>Non-member</td>
<td>$1,950</td>
<td>$500</td>
</tr>
</tbody>
</table>

Full Convention registration includes: Opening Reception, Convention Education, Trade Show Education, 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.

Registering 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

Preconvention Workshops

Preconvention Workshop fees are in addition to full Convention registration. For course descriptions, see page 10.

- PW-1 OSHA ET&D 10 Hour Train-the-Trainer: $450
- PW-2 Using Your Estimate as a Project Management Tool: $425
- PW-3 Electrical Contractor Essentials: Finance, Legal, Safety and Insurance: $150

Convention Education Only

If you are not registering for the full Convention but you wish to attend any of the Convention Education classes (see Pages 11–12), you can pay a flat fee of $675. This fee also entitles you to admission to the NECA Show all three days at no additional charge.

Trade Show Only

Admission to the NECA Show all 3 days is available for $100. The NECA Show is included if you are registering for Convention Education, Preconvention Workshops or the Full Convention.

Weekend Package Only

Includes Saturday and Sunday events including Opening Reception, Opening General Session, Convention Education, NECA Show, Technical Workshops, Showstopper Showcase, lunch on the Show floor and Daily Prize Drawing Tickets. The Weekend Package is for NECA members only for $650.
There are many ways to get product and supplier information, but only the NECA Show allows you to test a manufacturer or distributor’s claim easily and at your convenience. Seize the opportunity to directly examine the product or technology, ask face-to-face questions and compare its performance with competitive products — all on one show floor. In addition, attendees can see what’s new in the industry, keep abreast of market developments, develop new-business contacts, and solve specific problems.

### Exhibitor List

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