

NECA

20
22



Austin

OCT.
15-18



Presented by the National Electrical Contractors Association
www.necaconvention.org



Opening General Session

TRAVIS MILLS

Retired U.S. Army Staff Sergeant, founder of Travis Mills Foundation

Sunday, October 16 • 10:15–11:30 am

On April 10, 2012, Travis Mills was critically injured while on his third tour of duty in Afghanistan by an improvised explosive device, suffering the loss of both arms and both legs. Travis committed himself not only to recovery, but to giving back to the veteran community. In 2013, Travis and his wife Kelsey founded the Travis Mills Foundation, a nonprofit formed to benefit and assist post-9/11 veterans injured in active duty or during service to our nation. Travis will join NECA 2022 Austin to tell his story and inspire attendees.

Monday General Session

EMMITT SMITH

Hall of Fame NFL Running Back, Entrepreneur
Monday, October 17 • 10:15–11:30 am

Emmitt Smith is a professional football icon and one of the greatest to ever play the game. In his 15 seasons as a running back in the National Football League, he won three Super Bowls and amassed many records that still stand today. After his playing days, Smith served as a TV football analyst and author, and today runs several companies spanning real estate, construction, and technology. At NECA 2022 Austin, he will discuss his career and tips for business success.



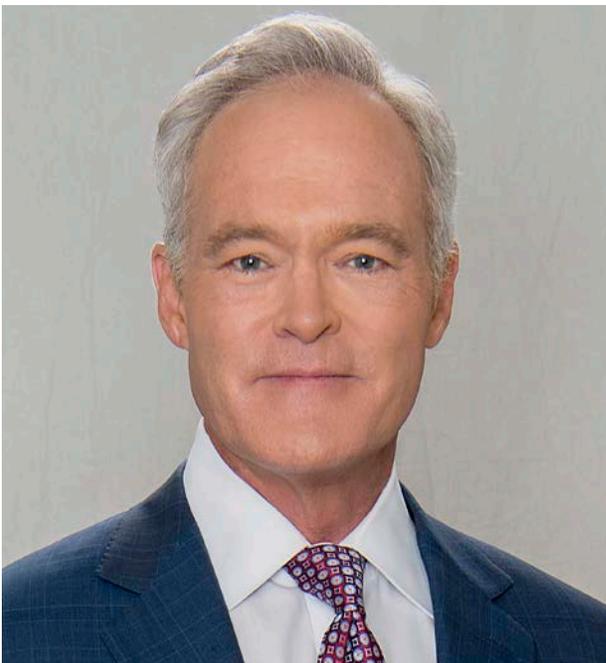
Closing General Session

SCOTT PELLEY

Journalist, Anchor, Author

Tuesday, October 18 • 1:15–2:30 pm

60 Minutes correspondent and former CBS Evening News anchor Scott Pelley is one of the most recognizable faces in American journalism. Pelley formerly served as CBS' chief White House correspondent, where he covered the biggest domestic stories of the 1990s. At NECA 2022 Austin, he will share stories gained from his long career, providing audiences with his expert and nuanced perspective from a career spent on the front lines of history.



Opening Reception

AUSTIN CITY LIMITS

Saturday, October 15 • 7:30–9:30 pm
After Party • 9:30–10:30 pm sponsored by
Milwaukee Tool

Kick off NECA 2022 Austin with the opening reception—every year’s largest and most fun industry networking event. We are headed to the famed Austin City Limits Live concert venue at The Moody Theater, the host for America’s longest running music television series, “Austin City Limits.” It hosts around 100 concerts a year, and in 2022, NECA will be taking over for a night of music, food, drink, and entertainment around every corner. It’s the electrical industry’s biggest party.



Closing Celebration

CARLY PEARCE

Palmer Events Center
Tuesday, October 18 • Doors: 6:45 pm, Music 7:35 pm
Sponsored by *ABB*

2022 CMA Female Vocalist of the Year Carly Pearce will rock the house with her sultry mix of traditional and country-pop music during NECA’s Closing Celebration at Austin’s Palmer Events Center. Pearce is a Grand Ole Opry member whose hits include “Every Little Thing,” “I Hope You’re Happy Now” with Lee Brice, and most recently, “Never Wanted to Be That Girl” with Ashley McBryde. For the first time ever, the night will continue with an After Party featuring an Austin-area dance band!

Monday General Session

NECA PROJECT EXCELLENCE AWARDS

Monday, October 17 • 10:15–11:30 am



During the Monday General Session, we will be announcing the 2022 recipients of the NECA Project Excellence Awards. These awards are an acknowledgment of the extraordinary work performed throughout the year by NECA contractors in 12 different project categories. Make sure to visit necapea.com to view all of the winners.

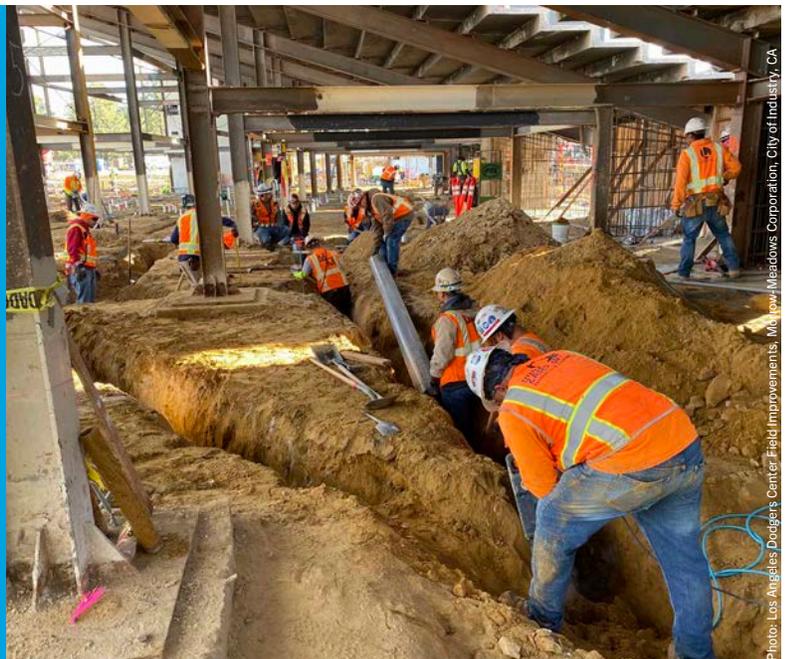


Photo: Los Angeles Dodge Center Field Improvements, McLow Meadows Corporation, City of Industry, CA



Electrical Contracting Innovation Challenge

Saturday, October 15 • 1:30–3:30 pm

The ELECTRI International Electrical Contracting Innovation Challenge (ECIC) marks a yearly highlight for NECA Student Chapters. 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 customer's needs.

The 2022 ECIC focused on having each team work with their local NECA chapters and contractors to deliver a detailed bid package for a new university student center that will be created using a Design-Bid-Build project delivery method. A 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.

Apprentice Appreciation Day

Sunday, October 16 • 10:30 am–5:00 pm

Apprentices, training directors and instructors are invited to attend NECA Apprentice Appreciation Day. We have planned a special program for apprentices working on all levels of electrical construction from first year to fifth year with top notch speakers. Following the program, all participants can visit the NECA Show floor for FREE, including all 36 trade show education sessions on the Show Floor!



NECA Gives Back and Silent Auction

Supporting children, their teachers and communities is the goal of the new NECA Adopt-a-School program. By promoting the electrical industry and helping schools in need, we can support the future of NECA and grow our workforce, all at the same time. This year, NECA Gives Back will focus on an Austin-area school that could a little extra help. We hope you will consider taking part in the NECA Gives Back activity at the convention, or helping with a monetary donation. *Sponsored by 3M.*

NECA Premier Partners



NECA EDUCATION

TRAIN FOR TODAY
LEARN FOR TOMORROW

“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.



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 Best Practices
- Business Development
- Financial Management
- Leadership & Communication
- Productivity
- Project Management
- Recruiting & Retaining
- Standards, Safety & Regulations
- Technology

NECA HYBRID LEARNING

Our members learn in different ways, and not everyone is able to travel to attend programs. In light of that, we're excited to offer a hybrid option for NECA 2022 Austin!

At a NECA Convention it's hard 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 attendees, you always miss something. We're excited to make NECA 2022 Austin available in a hybrid format so you can get the best of Austin live and in person **AND** ensure you don't miss anything by catching up virtually! Get in on the action during our live, in-studio interviews and updates, and watch—or rewatch—our most popular education sessions on your own time and at your own pace.





CONVENTION EDUCATION

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 16

8:00–9:50 am CT

Construction Lifecycle Playbook

Moderator: Jonathan Marsh, *Steel Toe Consulting*

Mapping your company's procedures to build a playbook positions you to streamline organizational operation, define standard operating procedures, and ensure consistent quality across all areas of the business. This panel discussion will examine industry best practices for running an electrical construction project. Strategies for project acquisition to construction and close-out and the value of workflow mapping will also be discussed.

8:00–9:50 am CT

Fleet Management Essentials

Moderator: Mike Starnier, *NECA*

Fleet management best practices vary by contractor and the type of work performed. This panel discussion will feature best practices and insight into which elements of an effective fleet management program provide the best results. Topics discussed will include driver and vehicle safety, regulatory compliance, and the use of technology.

8:00–9:50 am CT

Crafting a Roadmap for Unparalleled Operational Excellence and Success

Steve Rose and Noah Senitz, *Rosendin Electric*

Every touchpoint in the organization makes a difference to the bottom line, and one large NECA contractor is looking to transform their operational excellence through innovation that touches all points of the value stream. From the pursuit, to the budget, engineering and schedule, through the model, and all the way through prefab, the field install, and commissioning. It all makes a difference, and this session will provide some insight into why it all matters, and what one NECA contractor is doing to make a difference.

8:00–9:50 am CT

Leading and Managing a Remote Workforce

Stephane McShane, *Maxim Consulting Group*

Working remotely has long been a sticking point between business owners and employees seeking freedom to work from home. Learning to lead and manage remote workforces is a different skill set and requires different tools and techniques to be effective. This session will explore best practices in managing virtual meetings, defining goals and objectives and holding teams accountable for performance.

8:00–9:50 am CT

Obtaining New Revenue Streams Through Service Work

Sean Samson, *Sean Samson Training, LTD*

Every service call is an opportunity to connect long-term with customers. Stop getting caught up in the time for dollar roller coaster and learn to capitalize on the long-term opportunities and benefits that come from the service side of your business. This session will discuss customer pain-points, industry trends, compliancy, and how you can turn service work into long-term consistent revenue you can count on year after year.

8:00–9:50 am CT

Federal Regulatory Update

David Warner, *Centre Law and Consulting LLC*

For the first time in 40 years, the Department of Labor is working on revisions to the regulations implementing the prevailing wage requirements of the Davis-Bacon Act. This session will examine the new process for establishing a prevailing wage, expansion of the concepts of site of work and covered work, as well as expanded enforcement authority for the DOL. Developments in Project Labor Agreements will also be discussed.

8:00–9:50 am CT

Staying Cyber Safe

Moderator: Jeff Beavers, *NECA*

Cyber-crime and cyber security compliance are two of the fastest growing and most dynamic exposure issues facing NECA contractors. Hardly a day goes by that we don't hear about a security breach or incident involving the loss of sensitive data to hackers. This panel will focus on several risk management strategies and legal compliance issues that minimize a contractor's exposure to a cyber-attack and legal exposures in today's connected world.

8:00–9:50 am CT

How to Drive Involvement in Your JATC

Moderator: Ian Andrews, *NECA*

Joint Apprenticeship Training Committees bring NECA and the IBEW together to identify and train the next generation of apprentices. In this panel discussion Chapter Managers will share their successful strategies to drive involvement in their JATCs. Learn how to get more contractor involvement and ways to get good people into apprenticeships through proven methods.

8:00–8:50 am CT • 9:00–9:50 am CT

Electric Vehicle Charging Essentials

Michael Johnston, *NECA*

Electric vehicle ownership is on the rise and constructing a capable electric vehicle charging infrastructure provides tremendous opportunities for electrical contractors. This session will discuss the essential elements of electrical vehicle supply equipment installation consistent with achieving safe, sound, and successful growth of the EV market. The various types of EVSE will be explained in detail and essential requirements for contractor site assessments to ensure system capacity of electrical power sources and service equipment in addition to safe installation of EVSE branch circuits and feeders will be discussed.

8:00–8:50 am CT • 9:00–9:50 am CT

Succession Planning - Who Is Next In Your Seat

R. David O'Brien, *Mosley Glick O'Brien, Inc.*

Succession planning is an important part of the talent management process. It provides a way to identify key roles, people with the right skills and positions that may need filling in a short space of time. It also provides a way to cut the costs of recruitment, enabling organizations to manage recruitment in-house. This session will discuss best practices for this critically important process.



MONDAY, OCTOBER 17

8:00–9:50 am CT

Applying Innovation in Practice

Moderator: Amanda Harbison, *NECA*

What does innovation mean to you, your company, and your employees and how has construction technology evolved and how are these solutions leveraged to elevate our businesses? This panel will discuss their ongoing journeys to apply innovation within their own organization. Topics such as how to overdrive prefabrication and modular building techniques, virtual design and construction practices, lean principles, strategic recruitment, market share expansion, and company culture will be discussed.

8:00–9:50 am CT

Change Orders: Getting Paid for All the Work that You Do

Tamara McNulty, *Potomac Law Group, PLLC*

These are unprecedented times in the world of construction. Today's construction landscape, including price escalation, labor shortages, pandemic related complications, and the wide-ranging impacts of our current political climate presents significant challenge for all organizations. NECA members of all sizes, across all sectors, face countless hurdles to being paid a fair price for the work they perform. This session will discuss the legal and regulatory framework around the change order clauses and best practices for maximizing your return for the work that you perform.

8:00–9:50 am CT

Leveling the Playing Field with Real Data

Moderator: Josh Levy, *Document Crunch*

Project contracts must be more fair and more transparent. This session, based on ELECTRI International research, will discuss how ELECTRI members' contracts were analyzed to determine trends around key contract provisions. This session will discuss the current the state of the market to help contractors understand where they stand against other peers, what is truly fair, and to make more informed decisions around the contracts that they are signing.

8:00–9:50 am CT

Leveraging Mentoring for Recruitment, Talent Development and Retention

Kathy Jo Van, *KJ Company*; Stacey Felzer, *Chord Marketing Services*; Jill Oller and Steven Stone, *Sachs Electric—An ArchKey Solutions Company*

The war for talent is insane. No matter if your company is large or small, the challenge of recruiting talent is just one piece of the puzzle, you also have to find ways to develop and keep your talent. People with mentors are 60% less likely to leave their current employer and are promoted five times more frequently than those without a mentor. In this session you'll hear from industry veterans on real strategies they use to recruit, develop and retain their most valuable asset, talented employees.

8:00–8:50 am CT • 9:00–9:50 am CT

Make Change Orders Work For You

Moderator: Tim Speno, *E2E Summit*

How effectively a contractor manages the change order process can determine the success or failure of the company. This panel discussion, based on ELECTRI International research, will discuss strategies and approaches that are critical for any contractor employee that is involved in the pre-construction, construction, and close-out phase of any project to help you effectively manage change orders for success.

8:00–9:50 am CT

Materials Management Best Practices Outside of the Gate

Moderator: David Moeller, *Graybar*

Foremen and Project Managers can spend up to 40% of their time planning materials before the materials hit the jobsite, and supply chain and price inflation challenges are adding to the risk. This panel discussion, based on ELECTRI International research, will provide recommendations to improve your efficiency through materials management best practices.

8:00–9:50 am CT

Safety Roundtable

Moderator: Brett Brenner, *ESFI*

NECA and ESFI have been working together to address electrical safety for the public and industry and this panel will discuss the hottest topics today. From overvoltage protection through the use of surge protective devices to the need for qualified workers and qualified contractors in the electrical industry to public service messages around power line safety, this session will discuss new technologies and NEC/NESC requirements to ensure electrical safety for all.

8:00–9:50 am CT

How to Recruit Into the Apprenticeship

Moderator: Ron Bailey, *NECA*

Recruitment is a challenge for us all and the current environment necessitates us looking at the problem differently. This panel discussion will explore different methods of recruiting candidates into apprenticeships. Working with high schools, prisons, and other systems can help you identify and recruit a diverse workforce.

8:00–9:50 am CT

A Primer on Withdrawal Liability

James K. Estabrook, *Lindabury, McCormick, Estabrook & Cooper*

Withdrawal liability is a silent burden on employers in the unionized construction industry. The substantial monetary amounts sometimes associated with withdrawal liability can suddenly and unexpectedly arise in the simple act of retirement, the sale of your business, the purchase of another electrical contracting business, the transition of your business from generation to generation, or even if an active business experiences a slowdown in work. This session will give you a greater understanding of how it affects your business, when it is triggered for collection, how it is calculated, how it is collected, and what the exceptions to liability and payment are.

8:00–8:50 am CT • 9:00–9:50 am CT

Overcoming Performance Review Challenges

M.J. Clark, *Integrated Leadership Systems*

For employees and managers, a face-to-face performance review can be the most stressful work conversation they'll have all year. This session will discuss the ten biggest mistakes managers make when it comes to employee reviews, the benefits of performance reviews for both employees and employers, and ten ways to give an effective employee review. A three-step assertive communication process and how to interact more assertively and authentically during performance reviews will also be discussed.



TUESDAY, OCTOBER 18

8:00–8:50 am CT

2023 NEC: A Look Ahead at Changes

Mark Earley, Alumni Code Consulting Group, LLC

The National Electrical Code is updated every three years to reflect the newest installation rules and practices used by the electrical industry. This session will review the most significant changes in the 2023 NEC, including new articles and revisions that contractors and installers alike must understand and apply in their daily operations. New technologies are emerging at a rapid pace and the latest edition of the NEC is staying relevant.

8:00–8:50 am CT

Improving the Culture of Contractors

Chris Jaskiewicz, HopeStar

The electrical contracting world is much different than it used to be. A contractor's ability to improve and adapt to changing situations will directly impact how successful their company can be and this starts with a strong culture and support team. This session, supported by ELECTRI International research, will discuss methods that NECA members are using to strengthen company culture and sustainability to attract high-level talent, improve customer and team member loyalty, and increase employee engagement.

8:00–8:50 am CT

Estate and Business Succession Planning During Uncertain Times

Mitch McCuistian, Evans & Davis

Protecting your family and your business legacy while creating your estate and succession plans is essential. This session will discuss the top legal issues faced by individuals and business owners, how a properly drafted business plan and personal estate plan can help mitigate and prevent those issues, as well as provide updates on current tax law changes. Issues discussed will include upkeep of corporate documents, liability protection, business entity planning, and business succession planning. Furthermore, we will cover how the business owners' own personal estate plan can provide protection and security at an owners' death or incapacity.

8:00–8:50 am CT

High Stakes Communication

Nic Bittle, Work Force Pro

Better communication skills are the foundational building blocks for better relationships with your crew-members, your co-workers and clients and now more than ever before we are seeing the consequences of poor communication on and off the job. This session will discuss the three top communication mistakes most commonly made in a crisis, how to identify and properly communicate to someone who is frustrated, scared, confused or agitated, and how to use these skills to build better relationships, lead with impact, and have a greater degree of influence with those you serve on a daily basis.

8:00–8:50 am CT

How You Can Protect Your Business

Larry Oxenham, American Society for Asset Protection

Ensuring your financial house in order is critically important. This session will discuss tools you can use to become invincible to lawsuits, save thousands in taxes, and achieve financial peace of mind. Company structure and estate and succession planning will also be discussed.

8:00–8:50 am CT

The Impact of Marijuana on Workplace Safety

Elizabeth E. Manzo, Lindabury, McCormick, Estabrook & Cooper

Notwithstanding certain jurisdictions' approval of the use of recreational or medicinal marijuana, it remains illegal at the federal level and cannot be covered in your health plan. That said, the issues surrounding marijuana use are plentiful. This session will discuss the legality of recreational and medical uses, testing, fit for duty, dealing with workers from other states, and coverage in workers' compensation.

8:00–8:50 am CT

Inside Washington: The Intersection of Politics and Policy

Marco Giamberardino and Jared Karbowsky, NECA

NECA Government Affairs team will provide an overview of the 117th Congress and the first two years of the Biden Administration. This session will examine the legislative strategies of Democrats and Republicans in the Senate and the House of Representatives and provide an overview of the 2022 midterm elections to determine how those races will affect what Congress does in 2023 and beyond.

8:00–8:50 am CT

Invest Into Your Apprentices to Build Field Leaders

Michael Reiser and Laura Waldo, VEC, Inc.

If you invest additional training into your apprentices you will have a pool of instant future field leaders. This session will discuss how to promote your business as an industry trendsetter that drives individuals to want to establish a long term career there. This session will also discuss how to utilize the time an apprentice spends with your company during his/her rotation as a marketing and recruitment tool to attract the individual to want to be a part of your team upon JATC program completion.

8:00–8:50 am CT

Reimagine Your Workforce

Tara Dryer, University of Arkansas

With labor shortages across the country, companies need to find ways to attract and retain talent. Many are turning to various training providers to work with their own subject matter experts or external experts to create short term training programs for new employees. Additionally, these programs can also work to upskill current employees in order to retain talent within the organization. This session will give you tools, resources, and ideas on how to create effective and efficient programs to be implemented into your own workplace.

8:00–8:50 am CT

Why Don't You Think the Same Way I Do

Maureen O'Brien, O'Brien & Son Construction, Global Wisdom and Leadership Forum, LLC

Understanding different thinking styles within your team can set up for success. This session will look at the Herrmann Brain Dominance Instrument to measure diversity of thought within your team and offer alternate strategies for determining optimal outcomes. Determining how to communicate with individuals in each quadrant and strategies for communication that will influence beyond your preferred thinking style will also be discussed.



Each year NECA brings you the best and brightest on our Trade Show floor. With three different types of sessions to choose from you'll find the best-in-class speakers on leadership, emerging technologies, and solutions for the problems electrical contractors commonly face.

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

SUNDAY, OCTOBER 16

12:00–12:50 PM CT

Emotional LIQ: How to Create a Stronger You

Ron Bailey, *NECA*

With the power of strength-based leadership, a relatively small change in your approach can have a monumental effect on the things that you can accomplish and impact you will have on people around you. This session will discuss improving your communication skills, increasing situational awareness, and improving leadership skills.

1:00–1:50 PM CT

Building a Culture of Buy-in For the Benefit of the Team

Nate Tockerman, *Procore Technologies*

Creating a culture of ownership will enable your teams to be highly productive by getting their buy-in to their personal benefit of engagement. This session will discuss the benefits of a production focused business, how to get buy-in with your teams for a production, and how to know where and how to gather and use insights for field production.

2:00–2:50 PM CT

Starting and Managing a Remote-first Workplace

Ryan Hanson, *Dispatch*

More and more companies are expanding their employee network across state, country, and even international borders. But how does one get started with a remote-first company? What are the challenges that come along with it and how do you overcome them for your business? This session will help you determine if a remote-first or hybrid work environment can benefit your organization and take the first steps towards implementation.

3:00– 3:50 pm CT

Leading through Emotional Intelligence

Parrish Owen Taylor, *Taylor-Made Concepts, LLC*

Ten skills and abilities are consistently evident in top performers and high achievers. These skills lead to specific behaviors in the moment, from everyday interactions to visual, verbal, and vocal engagements during distressed situations. This session will discuss how to create a proven development plan and behavioral metrics.

4:00–4:50 pm CT

Creating Stellar Employee Engagement and Development Processes

Stephane McShane, *Maxim Consulting Group*

While hiring mid and upper-level managers from the outside has been a leading strategy for those experiencing growth, the staff shortages being realized today call for stronger approaches to recruiting, engaging, training, and retaining top talent. This session will explore proven strategies for growing your staff from within by investing in your employees.

MONDAY, OCTOBER 17

12:00–12:50 PM CT

The Art of Managing Workplace Conflict

M.J. Clark, *Integrated Leadership Systems*

The ability to manage conflict is a highly sought-after quality in leaders. It also has a significant impact upon the organizations whose leaders possess it. This session will discuss the difference between criticism and constructive feedback and how conflict can be both positive and damaging to an organization. Strategies for reducing conflict and mediating workplace confrontations will also be discussed to help you and manage conflict more effectively.

1:00–1:50 PM CT

Developing an Effective Employee Learning and Development Program

Elizabeth Bradley and John De La Rosa, *3M Company*

It's essential to develop a practical framework for establishing an employee learning and development program. This session will discuss key learnings about the collaboration and teamwork required to create an effective curriculum, and how to gain buy-in and roll out the program across your organization. Establishing training course evaluations and how technology can support a sustainable learning and development program will also be discussed.

2:00–2:50 pm CT

A Change is Gonna Come

Paula Simmons, *Southwire*

While the pandemic alone is not responsible for the overwhelming shift in staffing, it certainly created the platform for critical issues to be voiced. If you have not already defined who you are as an organization and your employee value proposition, you are falling behind. This session will discuss recent trends, research data and the cultural shift that employers will have to adopt to be viewed as an employer of choice.

3:00– 3:50 pm CT

Real Strategies for Recruiting, Retaining and Developing Talent

Kathy Jo Van, *KJ Company*; Stacey Felzer, *Chord Marketing Services*; Jill Oller and Steven Stone, *Sachs Electric—An ArchKey Solutions Company*

Engaging and training the workforce of today requires a whole new set of tools and skills which many contractors do not have access to. 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.

TUESDAY, OCTOBER 18

9:30–10:20 am CT

Point of Light Leadership

Maureen O'Brien, *O'Brien & Son Construction, Global Wisdom and Leadership Forum, LLC*

We make contemporary leadership complicated, but it doesn't need to be. This session will provide ten tools to accelerate your leadership competencies as an exceptional and transformational leader. At the end of the day, either you were or were not a point of light for someone else, it's just that simple.

10:30–11:20 am CT

Building Future Leaders to Replace You

Ron Bailey, *NECA*

Employees quit their boss before they quit their company, often due to a manager's lack of knowledge or skills on how to lead people. This session will discuss the vital qualities for leading people, how to recognize future leaders, how to help develop leadership in others, and how to strengthen your organization by building strong leaders.

11:30 am–12:20 pm CT

Developing The Leader Within

Nic Bittle, *Work Force Pro*

The last thing any leader wants or needs is another list of qualities or behaviors they must adopt to become a better leader. Servant leadership is more about simplifying how you lead, not complicating it. Instead of piling on ideas and best practices, this session will reveal the leader hidden inside us begging to shine.



SUNDAY, OCTOBER 16

12:00–12:50 PM CT

Top 10 Trends Emerging in Construction

Andy Lambert, *Milwaukee Tool*

As the demand for construction continues to grow, the industry is challenged with rising costs, lagging productivity, and a mounting labor shortage. These challenges are creating opportunities to embrace new technologies and practices that add a greater degree of operational efficiency and sustainability. This session will identify and detail the top ten emerging trends and how they can be leveraged to advance the industry into the future.

1:00–1:50 PM CT

Three Ways to Implement DfMA on Your Projects

David Keane, *Trimble, Inc.*

Electrical contractors are well-positioned to take advantage of Design for Manufacturing and Assembly, the practice of manufacturing building components off-site, then delivering them to the job for assembly. This session will look at the three steps; digitization of prefabrication assemblies, expansion of fabrication, and supply chain digitization, that electrical contractors are implementing to achieve these outcomes.

2:00–2:50 PM CT

Data Center of the Future: Powered By Electrical Contractors

Joseph Reece, *Schneider Electric*

The factory of the future resembles a data center, starting with network redundancy and power resiliency, to energy-efficient layout, and not ending with sustainability requirements. Electrical contractors are spearheading this transformation, enabling fully robotized manufacturing facilities and paving the way to digitization in all segments and industries. This session will demystify some data center architectures and show how electrical contractors can apply these same concepts outside a data center environment.

3:00– 3:50 pm CT

How to Recognize and Capture Solar Projects

Robert Eaton and Melinda Kershaw, *Day and Night Solar*

Maximizing financial incentives for your current clients will set you apart from your competitors. In the solar world, there are multiple avenues in which to accomplish this. This session will discuss how you can recognize and capture solar opportunities by utilizing project partners effectively.

4:00–4:50 pm CT

Fall Protection and Ladders: How to Avoid Becoming a Statistic

Ryan Tronovitch, *Buckingham*

Each year in the United States more than 500,000 people are treated, and about 300 people die, from ladder-related injuries. From stabilization and 100% fall protection, to working in various situations, this session will discuss the tools needed to ensure you don't become a statistic when it comes to ladder safety.

MONDAY, OCTOBER 17

12:00–12:50 PM CT

Pull Cable With Less Manual Work

Jae Lee, *Greenlee*

Electrical contractors are facing skilled labor shortages and the electrical cable pull process remains one of most dangerous and labor intensive tasks electricians undertake. This session will discuss innovative solutions on how to optimize labor and drive worksite efficiencies. The future of the cable pull and how the right products and system can help solve the industry's issues will be discussed.

1:00–1:50 PM CT

Benefits of Digitalization Beyond Operations

Dave Sterlace, *ABB*

We often hear about the benefits of digitalization for data center operators, but there are also many benefits of digitalization for data center construction that are seldom discussed. Advancements in digital components, equipment and communications can provide significant advantages to improve speed of deployment and to more easily build-out or upgrade existing data centers. This session will discuss these advantages, which can be key differentiators for data center contractors today when speed to deployment is critical and skilled labor is hard to find.

2:00–2:50 pm CT

Attract New Talent and Improve Employee Retention with Technology

Ric Fergurur, *Holmes Electric*, Kevin O'Donnell, *BuildOps*

Introducing technology can raise employee satisfaction and improve retention. This session will discuss how to consider your tech stack's efficiency and how a cloud-connected business can increase productivity by actively revealing star employees. How to proactively address weaknesses revealed with real-time data will also be discussed.

3:00– 3:50 pm CT

Digital Estimating

Melvin Newman, *PataBid*

Developing a detailed estimate digitally requires not just hardware and software, but a process to be developed. This session will discuss items such as the optimal layout of workstations, what type of hardware those workstations should include, software selection criteria, and communication methods both internally and externally. Sample processes and procedures to accomplish an estimate digitally will be presented.

TUESDAY, OCTOBER 18

9:30–10:20 am CT

The Evolving EV Industry and the Electrical Infrastructure Needed for Success

William Lammey and Andrew Taddoni, *Leviton*

The Electric Vehicle industry is constantly evolving. This session will discuss the latest trends surrounding the evolving EV industry and the electrical infrastructure contractors need to understand for success. Codes, standards, rebates, and incentives will also be discussed.

10:30–11:20 am CT

A New Fueling Network: The Opportunity Ahead

Adam Cook and Brian McKinnon, *ChargePoint*

What's happening today with the electrification of transportation is a once-in-a-generation opportunity to be part of something both massive and monumentally important. These advancements in mobility present opportunities for those with foresight, determination and a passion for excellence. This session will discuss electrification opportunities deriving from both market momentum as well as available and upcoming incentives. Training, project types and where to look for them will be addressed.

11:30 am–12:20 pm CT

The Changing Needs of the Construction Workforce

Rebecca Peredo, *Stanley X*

There's no doubt that the workforce has changed and continues to do so in terms of demographics, entry level skills, worker sentiment, and motivations. Technology continues to advance whether you're ready or not. This session will discuss how the convergence of multiple trends in these two spaces influence each other, how jobs and the workforce will evolve, and what do you need to do to stay competitive.



SUNDAY, OCTOBER 16

12:00–12:50 PM CT

Simplifying Your Projects with Wireless Lighting Control

Jeremy Fye, *Lutron*

To build their business and continue to add value for their customers, contractors are looking for new technologies and products that make jobs easier to bid, install, and service. This session will discuss wireless lighting control solutions, compare wireless to wired installations, and present how wireless can effectively address today's pressing concerns, save time, reduce cost, minimize risk, and deliver a more robust, flexible, and adaptable lighting control solution for the life of the project.

1:00–1:50 PM CT

Digitize Your Prefab Shop in 30 Days

Justin Schwaiger, *Manufacture by VIZZ Technologies*

Many who have invested into offsite fabrication and are discouraged by the lack of insight they have into project activities. Understanding critical elements such as if they're meeting contractual obligations, quality levels and revenue is essential to operating a productive and profitable prefabrication shop. This session will discuss how contractors can improve their bottom line with a clear line of sight into capacity, production, and productivity.

2:00–2:50 PM CT

Detecting Transmission Line Mechanical Failures

Mark Thomas, *Recon Dynamics*; Quintinus Henry, *Graybar*

When remote power line hardware mechanically fails but an outage is not triggered and no one was there to see it it becomes an undetected fire or outage threat. This session will discuss how remote mechanical failure detection can completely change the number and severity of fires and outages in many ways. New technologies will also be discussed.

3:00–3:50 pm CT

Taking Your First Step into Construction Tech

Jake Olsen, *DADO*

Does your business want to make the leap from paper construction documents into technology tools but you don't know quite how to start? This session will discuss how to adopt a new technology platform as a business new to digital tools. Perspectives on choosing hardware, partnering with a software provider, training, the gains of going digital, and how to get tangible advice on taking your first steps into technology adoption will be discussed.

4:00–4:50 pm CT

Your Centralized Back Office: The Backbone to a Better Business

Steve Antill, *Foundation Software*

Today's modern construction office is more than just the place where the paperwork gets done, it's the central hub for the entire business. Every team, from accounting to estimating to project management, relies on accurate data collection and distribution from the back office. This session will discuss how integrated technology and improved communication across teams can help you create a central source of truth for all of your project and business data.

MONDAY, OCTOBER 17

12:00–12:50 PM CT

Designing for PoE Lighting and Automation

Tyler Andrews and Joe Herbst, *PoE Texas*; Luis Suau and Hannah Walker, *Sinclair Digital LLC*

Quantifying the value proposition of Power Over Ethernet (PoE) automation and lighting is essential. This session will share best practices and lessons learned in PoE intelligent buildings. Quantifying the value proposition; defining scope, roles, and responsibilities through design, construction, and operations; presenting system architecture options; and strategizing how to take advantage of PoE automation for LEED and Wellness standards will be addressed.

1:00–1:50 PM CT

Health Care Facilities: NEC Article 517 & NFPA 99

Vincent Della Croce, *Siemens*

NEC Article 517 and NFPA 99 both address health care facilities, with Article 517 addressing installation requirements while NFPA 99 covers performance requirements. This session will compare and contrast their differences and similarities and provide a review of definitions including occupancy types, patient care spaces, equipment branch, critical branch, life safety branch, essential electrical system, and isolated power systems.

2:00–2:50 pm CT

BIM Isn't Just for Design Teams

Trevor Owen, *Hilti*

Industry inefficiencies, such as delays and budget overruns, are very real challenges that can jeopardize profits and relationships. This session will address how contractors can improve processes and gain efficiencies through the use of BIM.

3:00–3:50 pm CT

Structured Cabling for Intelligent Buildings

Glenn Collinge, *FSR Inc.*

A properly designed and installed structured cabling system provides an infrastructure that delivers predictable performance and has the flexibility to accommodate moves, additions, and changes. It also maximizes system availability, provides redundancy, and future proofs the usability of the cabling system. This session discusses the main components and applications that comprise a smart building's ICT cabling including backbone cabling, horizontal cabling, PoE, pathways and spaces, work areas, bonding, and grounding.

TUESDAY, OCTOBER 18

9:30–10:20 am CT

Dumping the 8 Wastes Using Technology

Bill Wagner, *Penta Technologies, Inc.*

In construction, so much time is spent dealing with the fire drills of the day—from lawsuits and upset clients to labor and material shortages on job sites—that most companies don't think they have the time to focus on becoming more efficient. Lean construction is a system of processes and behaviors that can transform the industry. This session will discuss how lean thinking and processes deliver better employee retention and quality of life, safer worksites, reduced project waste and greater project value and technology plays a crucial role.

10:30–11:20 am CT

Arc Flash Safety with Human Performance Improvement and PPE Best Practices

Scott Francis, *Westex: A Milliken Brand*

One of the latest schools of safety thought surrounding arc flash is centered around building resilience—the capacity to respond, absorb, adapt and recover to a disruptive incident. The question is no longer only how we prevent incidents, but rather, how well our organizations absorb and recover from the event without major injury. NFPA 70E provides human performance guidance and protective and preventative measures for work on and around energized equipment, including PPE best practices that help build organizational resilience against electrical workplace hazards.

11:30 am–12:20 pm CT

How to Accelerate Prefabrication Productivity and Win More Business

Britton Langdon, *MSUITE*

Prefabrication can have a dramatic impact on schedule performance, construction cost, and workplace safety, even for smaller contractors. As the demand for productivity in construction rises in tandem with the need to stay cost-effective, many contractors are transitioning to off-site prefabrication. This session will discuss how you can fast track success following fabrication best practices and technologies.



NECA INDUSTRY INNOVATION

Join us as we explore ways to expand the impact of your business and prepare for the future of construction. The NECA Industry Innovation Team focuses on understanding the challenges currently facing electrical contractors and strengthening your strategy to address those challenges while expanding and dominating market share. At NECA 2022 Austin, we will show you the latest in innovative technologies, the best and brightest in creative practices, and the most powerful techniques to grow and right-size your business.

Innovation Zone

Welcome to the Innovation Zone where we will feature solutions and strategies driven by your peers to accelerate the industry. Learn from contractor partners who continue to apply innovative practices across every facet of their business. Each guest speaker will share insights that moved their business to the next level through 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

Do you have a story to share on how you have applied innovation to your company? From laying the foundation of talent development through internship programs to unlocking ‘innovation for free’ by conducting site-walks and post-mortems of jobs you won, didn’t win, and wish you didn’t win, learn the secrets that help our contractors become the best of the best. Stop by three times a day to learn firsthand from industry leaders on how they apply innovation to grow their business and prepare for the future. Hear from technology providers and vendor partners on the tips and tricks to get the best return on investment when applying new solutions.

Innovation Overload will be live each day at the following times:

- Sunday, October 16: 12:30, 2:30, 3:30 pm
- Monday, October 17: 1:15, 2:15, 3:15 pm
- Tuesday, October 18: 9:30, 10:30, 11:30 am

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 front of the Trade Show Hall during the following times:

- Sunday, October 16: 12:00, 1:30, 3:00, 4:00 pm
- Monday, October 17: 12:30, 1:30, 2:00, 3:00 pm
- Tuesday, October 18: 9:30, 10:30, 11:30 am

Innovation Education

Innovation is a hot topic at NECA 2022 Austin 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.

Highlights of the NECA Industry Innovation educational offerings include a deep dive through **Applying Innovation in Practice** with a focus on overdriving prefabrication, modular building, lean principles, market influence, and more.

The **Construction Lifecycle Playbook** will focus on the strategic playbook that helps every contractor move from project acquisition to construction and close-out. In this interactive workshop, attendees will map their company’s specific process for the lifecycle of a project to start understand and define standard operating procedures and ensure consistent quality across all areas of your business.



NECA SHOW: THE INDUSTRY SOLUTION CENTER

The NECA Show is the undisputed premier event for Power, Light, Energy and Communication Technology. As the largest show in North America, this is where you'll find the products and services you need. Talk face-to-face with manufacturers that will customize solutions for your jobsite, shop, and office.

- Talk with company execs from 300+ exhibitors (over 100,000 square feet of exhibits filled with thousands of products and services covering all aspects of the growing electrical construction industry)
- Attend any of the trade show education workshops: Leadership, Technology and Contractor Solutions
- Visit the Showstopper Showcase sponsored by Electrical Contractor magazine
- Place a bid on an item at the Silent Auction sponsored by 3M
- Watch a live episode of a NECA Innovation Overload Podcast
- Take a chance on a signed football by Emmitt Smith given away each day sponsored by Milwaukee Tool
- Enjoy tunes in the Songbird Café sponsored by Schneider Electric
- Catch up with friends in the NECA Sports Zone sponsored by Southwire
- Play with puppies in the Pause for Paws petting park sponsored by Graybar
- Chill out with a neck or foot massage in the Relaxation Station sponsored by Atkore
- Play to Win great prizes. Just visit the participating exhibitors.



NECA Show Hours:

- Sunday, October 16
11:30 am – 5:00 pm
- Monday, October 17
11:30 am – 4:00 pm
- Tuesday, October 18
9:00 am – 1:00 pm



NECA SHOWSTOPPER SHOWCASE



Advances in technology are forcing manufacturers to constantly innovate. We bring the newest products and services together in one place so you can find the solutions you need to compete in today's marketplace. Sponsored by ELECTRICAL CONTRACTOR magazine, the Showstopper Showcase and Awards are the electrical construction industry's most distinguished manufacturer acknowledgment. The Showcase features over 200 entries so make it a "MUST SEE" part of your NECA Show experience. This area opens one hour before the NECA Show each day.



SCHEDULE-AT-A-GLANCE

FRIDAY, OCTOBER 14

7:30 am–5:00 pm
Registration ACC

6:30–9:30 pm
Student Chapter Welcome Dinner Punch Bowl Social

SATURDAY, OCTOBER 15

7:00 am–5:00 pm
Registration ACC

7:00 am–8:00 am
Board of Governors Breakfast ACC

8:30 am–12:00 pm
Board of Governors Meeting ACC

12:00 pm–1:00 pm
Board of Governors Luncheon ACC

1:15 pm–3:30 pm
3M Innovation Lab Tour
(advance registration required) 3M Austin Campus

1:30 pm–3:30 pm
ELECTRI International/NECA Electrical Contracting
Innovation Challenge (ECIC) ACC

6:00 pm–7:30 pm
NECA Innovation Institute Reception
(invitation only) ACL Moody Theater

7:00 pm–7:30 pm
NECAPAC Reception (invitation only) ACL Moody Theater

7:30 pm–9:30 pm
Opening Reception ACL Moody Theater

9:30 pm–10:30 pm
Opening Reception After Party
sponsored by Milwaukee Tool ACL Moody Theater

SUNDAY, OCTOBER 16

7:00 am–8:00 am
Connecting by Faith and Prayer
sponsored by Federated Insurance ACC

7:30 am–5:00 pm
Registration ACC

8:00 am–9:50 am
Construction Lifecycle Playbook [CL]—
Moderator: Jonathan Marsh ACC

8:00 am–9:50 am
Fleet Management Essentials [CL]—
Mike Starner ACC

8:00 am–9:50 am
Crafting a Roadmap for Unparalleled Operational Excellence
and Success [CL]—
Steve Rose, Noah Senitz ACC

8:00 am–9:50 am
Leading and Managing a Remote Workforce—
Stephane McShane ACC

8:00 am–9:50 am
Obtaining New Revenue Streams Through Service Work—
Sean Samson ACC

8:00 am–9:50 am
Federal Regulatory Update—David Warner ACC

8:00 am–9:50 am
Staying Cyber Safe—Moderator: Jeff Beavers ACC

8:00 am–9:50 am
How to Drive Involvement in Your JATC [CL]—
Moderator: Ian Andrews ACC

8:00 am–8:50 am
Electric Vehicle Charging Essentials—
Michael Johnston ACC

8:00 am–8:50 am
Succession Planning - Who Is Next In Your Seat—
R. David O'Brien ACC

8:00 am–10:00 am
Business Development Roundtable (invitation only) ACC

9:00 am–9:50 am
Electric Vehicle Charging Essentials—
Michael Johnston ACC

9:00 am–9:50 am
Succession Planning - Who Is Next In Your Seat—
R. David O'Brien ACC

10:15 am–11:30 am
Opening General Session—Travis Mills ACC

10:30 am–5:00 pm
Apprentice Appreciation Day ACC

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

Tracks:

- Business Best Practices ■ Business Development ■ Update
- Leadership & Communication ■ Standards, Safety & Regulations
- Recruiting & Retaining ■ Productivity ■ Project Management
- Financial Management ■ Technology

[EI] = based on ELECTRI International research [CL] = Contractor Led
ACC = Austin Convention Center

All times are Central Time and are subject to change.



11:30 am–5:00 pm
NECA Show ACC

11:30 am–2:00 pm
Student Chapter Summit..... ACC

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

12:00 pm–12:50 pm
Emotional LIQ: How to Create a Stronger You—
Ron Bailey Show Floor

12:00 pm–12:50 pm
Top 10 Trends Emerging in Construction—
Andy Lambert Show Floor

12:00 pm–12:50 pm
Simplifying Your Projects with Wireless Lighting Control—
Jeremy Fye Show Floor

1:00 pm–1:50 pm
Building a Culture of Buy-in For the Benefit of the Team—
Nate Tockerman Show Floor

1:00 pm–1:50 pm
Three Ways to Implement DfMA on Your Projects—
David Keane Show Floor

1:00 pm–1:50 pm
Digitize Your Prefab Shop in 30 Days—
Justin Schwaiger Show Floor

2:00 pm–2:50 pm
Starting and Managing a Remote-first Workplace—
Ryan Hanson Show Floor

2:00 pm–2:50 pm
Data Center of the Future: Powered By Electrical Contractors—
Joseph Reele Show Floor

2:00 pm–2:50 pm
Detecting Transmission Line Mechanical Failures [CL]—
Mark Thomas, Quintinus Henry Show Floor

3:00 pm–3:50 pm
Leading through Emotional Intelligence—
Parrish Owen Taylor Show Floor

3:00 pm–3:50 pm
How to Recognize and Capture Solar Projects—
Robert Eaton, Melinda Kershaw Show Floor

3:00 pm–3:50 pm
Taking Your First Step into Construction Tech—
Nic Bittle Show Floor

4:00 pm–4:50 pm
Creating Stellar Employee Engagement and Development
Processes—Stephane McShane Show Floor

4:00 pm–4:50 pm
Fall Protection and Ladders: How to Avoid Becoming a
Statistic—Ryan Tronovitch Show Floor

4:00 pm–4:50 pm
Your Centralized Back Office: The Backbone to a Better
Business—Steve Antill Show Floor

5:00 pm–7:00 pm
Academy Reception (*invitation only*) Austin Club

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

MONDAY, OCTOBER 17

7:30 am–4:00 pm
Registration ACC

8:00 am–10:00 am
ELECTRI Council Meeting ACC

8:00 am–9:50 am
Applying Innovation in Practice [CL]—
Moderator: Amanda Harbison ACC

8:00 am–9:50 am
Change Orders: Getting Paid for All the Work that You Do—
Tamara McNulty ACC

8:00 am–9:50 am
Leveling the Playing Field with Real Data [CL] [EI]—
Moderator: Josh Levy ACC

8:00 am–9:50 am
Leveraging Mentoring for Recruitment, Talent Development
and Retention [CL]—Kathy Jo Van, Stacey Felzer,
Jill Oller, Steven Stone ACC

8:00 am–9:50 am
Materials Management Best Practices Outside of the
Gate [CL] [EI]—Moderator: David Moeller ACC

8:00 am–8:50 am
Make Change Orders Work For You [CL] [EI]—
Moderator: Tim Speno ACC

8:00 am–9:50 am
Safety Roundtable—Moderator: Brett Brenner ACC

8:00 am–9:50 am
How to Recruit Into the Apprenticeship [CL]—
Moderator: Ron Bailey ACC

8:00 am–9:50 am
A Primer on Withdrawal Liability—James K. Estabrook ACC

8:00 am–8:50 am
Overcoming Performance Review Challenges—
M.J. Clark ACC

9:00 am–9:50 am
Make Change Orders Work For You [CL] [EI]—
Moderator: Tim Speno ACC

All times are Central Time and are subject to change.



SCHEDULE-AT-A-GLANCE

- 9:00 am–9:50 am
Overcoming Performance Review Challenges—
M.J. Clark..... ACC
- 10:15 am–11:30 am
Monday General Session—Emmitt Smith ACC
- 10:30 am–4:00 pm
Showstopper Showcase ACC
- 11:30 am–4:00 pm
NECA Show ACC
- 12:00 pm–2:00 pm
Lunch (requires ticket)..... ACC
- 12:00 pm–12:50 pm
The Art of Managing Workplace Conflict—
M.J. Clark Show Floor
- 12:00 pm–12:50 pm
Pull Cable With Less Manual Work—Jae Lee..... Show Floor
- 12:00 pm–12:50 pm
Designing for PoE Lighting and Automation—
Tyler Andrews, Joe Herbst, Luis Suau, Hannah Walker... Show Floor
- 1:00 pm–1:50 pm
Developing an Effective Employee Learning and
Development Program—Elizabeth Bradley Show Floor
- 1:00 pm–1:50 pm
Benefits of Digitalization Beyond Operations—
Dave Sterlace Show Floor
- 1:00 pm–1:50 pm
Health Care Facilities: NEC Article 517 & NFPA 99—
Vincent Della Croce Show Floor
- 2:00 pm–4:00 pm
Women in NECA (WIN)/Future Leaders Roundtable ACC
- 2:00 pm–2:50 pm
A Change is Gonna Come—Paula Simmons..... Show Floor
- 2:00 pm–2:50 pm
Attract New Talent and Improve Employee Retention with
Technology [CL]—Ric Fergurur, Kevin O'Donnell..... Show Floor
- 2:00 pm–2:50 pm
BIM Isn't Just for Design Teams—
Trevor Owen Show Floor

- 3:00 pm–3:50 pm
Real Strategies for Recruiting, Retaining and Developing Talent [CL]—
Kathy Jo Van, Stacey Felzer, Jill Oller, Steven Stone Show Floor
- 3:00 pm–3:50 pm
Digital Estimating—Melvin Newman..... Show Floor
- 3:00 pm–3:50 pm
Structured Cabling for Intelligent Buildings—
Glenn Collinge Show Floor
- 4:00 pm–5:00 pm
Future Leaders/WIN Reception (*invitation only*),
sponsored by Graybar ACC
- 4:00 pm–5:00 pm
Business Development Reception (*invitation only*)..... ACC
- 4:00 pm
Daily Prize Drawing..... Sports Zone, Show Floor
- 5:00 pm–6:30 pm
ELECTRI International Reception
(*invitation only*)Geraldine's

TUESDAY, OCTOBER 18

- 7:30 am–1:00 pm
Registration ACC
- 7:30 am–9:00 am
ELECTRI International Joint Committee Meeting..... ACC
- 7:30 am–8:45 am
Exhibitor Focus Group Meeting and Breakfast ACC
- 8:00 am–8:50 am
The Impact of Marijuana on Workplace Safety—
Elizabeth E. Manzo..... ACC
- 8:00 am–8:50 am
Improving the Culture of Contractors [EI]—
Chris Jaskiewicz..... ACC
- 8:00 am–8:50 am
Estate and Business Succession Planning During
Uncertain Times—Mitch McCuistian ACC
- 8:00 am–8:50 am
High Stakes Communication—Nic Bittle ACC
- 8:00 am–8:50 am
How You Can Protect Your Business—Larry Oxenham ACC
- 8:00 am–8:50 am
Inside Washington: The Intersection of Politics and Policy—
Marco Giamberardino, Jared Karbowski ACC
- 8:00 am–8:50 am
Invest Into Your Apprentices to Build Field Leaders [CL]—
Michael Reiser, Laura Waldo ACC

Tracks:

- Business Best Practices Business Development Update
- Leadership & Communication Standards, Safety & Regulations
- Recruiting & Retaining Productivity Project Management
- Financial Management Technology

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SCHEDULE-AT-A-GLANCE



- 8:00 am–8:50 am
Reimagine Your Workforce—Tara Dryer..... ACC
- 8:00 am–8:50 am
Why Don't You Think the Same Way I Do—
Maureen O'Brien ACC
- 8:00 am–1:00 pm
Showstopper Showcase ACC
- 9:00 am–1:00 pm
NECA Show ACC
- 9:30 am–10:20 am
Point of Light Leadership—Maureen O'Brien..... Show Floor
- 9:30 am–10:20 am
The Evolving EV Industry and the Electrical Infrastructure Needed
for Success—William Lammey, Andrew Taddoni Show Floor
- 9:30 am–10:20 am
Dumping the 8 Wastes Using Technology—
Bill Wagner..... Show Floor
- 10:30 am–11:20 am
Building Future Leaders to Replace You—
Ron Bailey Show Floor
- 10:30 am–11:20 am
A New Fueling Network: The Opportunity Ahead—
Adam Cook, Brian McKinnon Show Floor
- 10:30 am–11:20 am
Arc Flash Safety with Human Performance Improvement and
PPE Best Practices—Scott Francis Show Floor
- 11:30 am–12:20 pm
Developing The Leader Within—Nic Bittle..... Show Floor
- 11:30 am–12:20 pm
The Changing Needs of the Construction Workforce—
Rebecca Peredo Show Floor
- 11:30 am–12:20 pm
How to Accelerate Prefabrication Productivity and Win More
Business—Britton Langdon Show Floor

- 11:30 am–1:00 pm
Lunch (requires ticket)..... ACC
- 1:15 pm–2:30 pm
Closing General Session—Scott Pelley ACC
- 2:30 pm
Grand Prize Drawing Closing General Session
- 6:45 pm doors open; 7:35 pm show start
Closing Celebration—Carly Pearce
sponsored by ABB..... Palmer Events Center

All times are Central Time and are subject to change.

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 Austin restaurants to help you plan your time in the city!

For the most current updates about NECA 2022 Austin, friend us on Facebook and follow us on Twitter and Instagram:



www.facebook.com/NECAnet



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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 "NECA EVENTS" in iTunes and Google Play.



Photo: Visit Austin/Christopher W. Sherman

FEES AND INSTRUCTIONS

FEES

EARLY REGISTRATION (ON OR BEFORE AUGUST 3, 2022)

	REGISTRANT	SPOUSE	VIRTUAL ONLY
Member	\$1,350	\$750	\$200
Non-member	\$1,950	\$1,950	\$300

REGULAR REGISTRATION (BEGINNING AUGUST 4, 2022)

	REGISTRANT	SPOUSE	VIRTUAL ONLY
Member	\$1,550	\$950	\$300
Non-member	\$1,950	\$1,950	\$500

Full Convention registration includes: Opening Reception, Convention Education, Trade Show Education, NECA Show, lunch all three days of the NECA Show, daily prize, and 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

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 6–8), 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 or the Full Convention.

WEEKEND PACKAGE ONLY

Includes Saturday and Sunday events including Opening Reception, Opening General Session, Convention Education, NECA Show, Trade Show Education, Showstopper Showcase, lunch on the Show floor and Daily Prize Drawing Tickets. The Weekend Package is for NECA members only for **\$750**.



REGISTRATION, PAYMENT AND CANCELLATION INFORMATION

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

Course availability is based on number of registrants.

For registration support or assistance contact: **NECA Registration & Housing**
c/o Convention Management Resources
639 Isbell Road, Suite 330
Reno, NV 89509
1-800-368-6322 tel • 1-415-293-4745 fax
email: necasupport@cmrus.com

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

- Cancellations received on or before **August 3, 2022** will receive a full registration refund.
- All full meeting, weekend packages, and Convention Education registration (including individual guest registrations) cancellations received between **August 4 and September 28, 2022** 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, 2022** will be refunded minus \$50.00 processing fee.
- No refunds will be given for any Virtual Conference Only registration cancellations. However, you may upgrade to attend the meeting in person or you may transfer your registration to another person. Submit upgrade or substitution requests by **September 28, 2022** by sending us a message through the NECA Registration & Hotel Support Center (neca.cmrushelp.com/s/contactsupport).
- Cancellations received after **September 28, 2022** will not be refunded.

Cancellations must be made in writing via email to necasupport@cmrus.com.

Refunds: Check refunds will be issued six to eight weeks after the convention date. Refunds will **NOT** be issued for cancellations received after **September 28, 2022**. 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 28, 2022**.



EXHIBITOR LIST

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.

- 3M**
4 Degree Trailer
- ABB**
AboutTime Technologies
- Adrian Steel Company**
Advanced Electrical & Motor Controls, Inc.
AECInspire
AEMC Instruments
AGGREKO
AIDA Corporation
American Conduit
American Polywater Corporation
American Technical Publishers, Inc.
AnchoRock Inc
Appleton Group
- Arcoro**
A-Rent Test Equipment
Arlington Industries
Assignar
- Atkore**
ATX LED Consultants Inc
Austin Lane Technologies, Inc
Autodesk Construction Cloud
Banner Stakes
Basor Electric, Inc.
BD ELECTRICAL
Billd
- Border States**
Brady Corporation
BREX Lighting
Buckingham Mfg.
BuildOps
busybusy Mobile Time Tracking
CANDUIT
Cembre Inc
Cerro Wire LLC
Cert-In Software Systems, Inc.
Chalfant Manufacturing Company
- ChargePoint, Inc.**
City Electric Supply
CMiC
COINS
CompanyCam
Con.doit
Conest Software Systems
Construction Financial Management Association (CFMA)
Construction Labels
Construction Monkey
Contractors Choice Inc.
Corellian Software
Corpay
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