



NECA
PHILADELPHIA
SEPT 29-OCT 2, 2023

NECA CONVENTION AND TRADE SHOW

PENNSYLVANIA CONVENTION CENTER



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



OPENING GENERAL SESSION

JAY WRIGHT

*Former Villanova Head Basketball Coach,
CBS Sports College Basketball Analyst*
Saturday, September 30 • 10:00 am–11:30 am

Two-time Naismith Coach of the Year, National Championship winning coach, and member of the Naismith Memorial Basketball Hall of Fame Jay Wright will join NECA 2023 Philadelphia to talk about how motivation and leadership can help lead you to success. Wright, who retired from Villanova in 2022 after 21 years as the head coach of a team that achieved 14 NCAA Tournament appearances and two national titles, is widely regarded as one of the best to ever coach college basketball.

SUNDAY GENERAL SESSION

JULIUS “DR. J” ERVING

Legendary Professional Basketball Player
Sunday, October 1 • 10:00 am–11:30 am

Julius Erving, better known as Dr. J, is considered one of the most talented players in the history of the NBA as well as one of the game’s best dunkers. His talent, hard work and determination took him from the public housing projects to the NBA, where he played his entire career for the Philadelphia 76ers. He was an 11-time All-Star and the 1981 NBA MVP and, in 1983, he led the 76ers to an NBA title. He is one of only three players in history to score a career total of over 30,000 points in professional play. In 1993 he was inducted into the Basketball Hall of Fame and was named to the NBA’s 50th Anniversary All-Time team. In 1994, Erving was named by Sports Illustrated as one of the 40 most important athletes of all time.



CLOSING GENERAL SESSION

ROBYN BENINCASA

*World Champion Eco-Challenge Adventure Racer,
New York Times Best-Selling Author*
Monday, October 2 • 1:15 pm–2:30 pm

When the challenges are steep and the competition fierce, Robyn Benincasa will inspire you to grab life with one hand, grab your teammates with the other, and to achieve audacious goals that you could never accomplish alone. Benincasa is a 20+ year veteran San Diego firefighter, a World Champion Adventure Racer, a 2014 CNN Hero, a Guinness World Record Endurance Kayaker, a best-selling author, and founder of The Project Athena Foundation—she definitely knows a thing or two about creating Human Synergy, or as she puts it, “That magic that allows groups of ordinary people to accomplish extraordinary things together.”

OPENING RECEPTION

FRIDAY NIGHT LIGHTS!

Friday, September 29 • 7:30 pm–9:30 pm
Milwaukee Tool Afterparty • 9:30 pm–10:30 pm

Lincoln Financial Field—home of the Philadelphia Eagles and one of the premier sports and entertainment facilities in the United States—gives home field advantage to the 2023 NECA Opening Reception! Set your game plan to enjoy the concourse, find action on the sidelines, or run your route through awesome experiences in the stadium's premium club spaces—and don't miss a behind-the-scenes look at the Post-Game Press Conference and Home Team Locker Rooms!

Many thanks to these fine sponsors:

- Club LII Lounge *sponsored by Greenlee*
- FanDuel Lounge *sponsored by Graybar*
- Field Games *sponsored by Schneider Electric*
- Home Team Locker Room *sponsored by Southwire*
- Concourse Club *sponsored by Atkore*
- Home Team Run on the Field Experience *sponsored by 3M*



CLOSING RECEPTION

REO SPEEDWAGON

Monday, October 2 • 7:00 pm–9:30 pm

Formed in 1967 and fronted by iconic vocalist Kevin Cronin since 1972, REO Speedwagon's unrelenting drive, non-stop touring and recording jump-started the rock movement in the Midwest. *Hi Infidelity*, released in 1980, contained the massive hits "Keep On Loving You" and "Take It On the Run," spent 15 weeks in the No. 1 slot, and earned the RIAA's 10X Diamond Award for sales of more than 10 million units in the United States. Cronin and bandmates Bruce Hall (bass), Dave Amato (guitar), and Bryan Hitt (drums) are still electrifying audiences in concert with hits such as "Ridin' The Storm Out," "Can't Fight This Feeling," "Roll With The Changes" and many more.

Sponsored by ABB



THIRD ANNUAL

Electrical Contracting Innovation Challenge

Friday, September 29 • 1:30 pm–3:30 pm

The Electrical Contracting Innovation Challenge (ECIC) is ELECTRI International’s annual challenge for NECA Student Chapters. Student Chapter teams agree that the popular Challenge is stimulating because it makes them focus on problem solving by thinking in new, creative ways. This year’s student challenge focuses on innovation and student’s creativity.

This year each faculty advisor and student team worked with their local NECA chapters and contractors to deliver a proposal containing various project manager tasks for the Oglethorpe University Emerson Student Center. Students put themselves in the shoes of an electrical contractor and performed various tasks related to constructing the project that has been assigned to them. Students used a scope of work letter as a guide when preparing their proposal. Students used this as a guide when preparing their proposal. These student teams have tackled challenges that project managers face when completing a project. These challenges include creating a schedule of values, a detailed schedule, change orders, submittal logs, a handoff meeting agenda, prefab plans, and more.



The NECA Project Excellence Awards

Sunday, October 1 • 10:00 am–11:30 am

In 2022, 21 companies were recognized as winners of the fourth annual NECA Project Excellence Awards. These awards are an acknowledgment of the extraordinary work performed throughout the year by NECA contractors in 13 different project categories. Join us as we celebrate the 2023 recipients during Sunday’s General Session, and make sure to visit www.necapea.com to view all of the winners.



NECA Premier Partners



Sunday, October 1st, 2023

Join nearly 1,500 apprentices for the NECA Apprentice Appreciation Day at NECA 2023 Philadelphia! 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:

9:45 am – 12:00 pm **Agenda**

Kirk Davis, *NECA President*
Mark Lynch, Business Manager, *IBEW Union Local 98*
Brian Myers, Training Director, *IBEW Union Local 98*
Jeff Scarpello, Chapter Executive, *NECA Penn-Del-Jersey Chapter*
Todd Stafford, Executive Director, *electrical training ALLIANCE*
Steve Richman, Group President, *Milwaukee Tool*
Moderator: Pete Mastrococco, Senior Vice President, Education, Events and Partnerships, *NECA*

Keynote

Patrick J. Murphy

Closing Remarks

Lunch will be provided

Sponsored by



APPRENTICE APPRECIATION DAY SPEAKER

PATRICK J. MURPHY

Former Secretary of the Army

Leadership Lessons From Combat and The Pentagon

At age 19, Patrick joined the Army, launching a lifelong commitment to our nation's military and veterans. Patrick has served as a soldier, America's first Iraq War veteran elected to Congress, and the 32nd Under Secretary of the Army.

Secretary Patrick J. Murphy is a former prosecutor, vetpreneur, board chairman change agent as the Leading Voice of the 9/11 Generation. America's first Iraq War veteran elected to the U.S. Congress & the 32nd Under Secretary of the US Army, he is now a Wharton Business School lecturer, Emmy award-winning producer, and a senior managing director at Ankura, one of the top management consulting companies in the world.

Murphy is also the founder of an Emmy & CLIO award-winning strategic engagement & film production company, Taking the Hill LLC, specializing in gritty military & veteran projects of his 9/11 Generation.

ON THE NECA SHOW FLOOR



NECA Industry Innovation

NECA Industry Innovation is dedicated to driving innovation and technological advancements in the electrical construction industry. We collaborate with contractors, industry stakeholders, and technology providers to identify emerging trends and strategic opportunities. Our goal is to help NECA members stay at the forefront of industry advancements, enhance productivity, and deliver high-quality electrical services.

Innovation Zone

Welcome to the Innovation Zone where we will highlight the ever-changing landscape of construction technologies and showcase solutions and best practices that allow you to achieve your highest potential. Learn from industry leaders, specialized experts, and contractors at the cutting-edge of innovation..

Innovation Overload Podcast

We're back again! The Innovation Overload Podcast will be recording live on the NECA Show Floor. Check out stories and case studies from your own community and learn how innovation can make a difference in all areas of your business. Join us live at the times listed below as our expert guests share their best wisdom and strategic maneuvers:

- **Saturday, September 30:** 11:30 am, 1:00 pm, 2:30 pm, 4:00 pm
- **Sunday, October 1:** 11:30 am, 1:00 pm, 2:30 pm
- **Monday, October 2:** 9:00 am, 10:30 am

Innovation Education

Innovation is part of everything we do and there will be several education sessions focusing on the topic at NECA 2023 Philadelphia that will help you gain the knowledge and tools necessary to embrace innovation, enhance your business practices, and stay competitive in a rapidly evolving industry. This year, we are proud to deliver multiple education opportunities including highlights such as R&D Case Studies, Innovation in Practice, Understanding Your Technology Workforce, and Evaluating Emerging Technologies.



NECA Gives Back

The goal of the NECA Adopt-a-School program is supporting children, teachers and their communities. 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 Adopt-a-School will focus on the Mercy Career & Technical High School in Philadelphia. The Silent Auction will be back with sports memorabilia, exotic travel trips, fine wine and liquor packages, jewelry and more.

Sponsored by 3M


Pause for Paws & Claws for a Cause

It has been proven that petting an animal can lower stress. The social interaction between people and their pets increases levels of the feel-good hormone, cortisol. This year, we are building on the success of Pause for Paws to include cats and kittens in the Claws for a Cause Zone on the NECA Show Floor. Take a break and have a little fun with dogs and cats while helping a Philadelphia area animal rescue.

Sponsored by Graybar




NECA EDUCATION TRAIN FOR TODAY LEARN FOR TOMORROW



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



“I attend the NECA convention for the educational opportunities and networking with peers. The speakers provide motivation for your business and personal success and the Convention offers a relaxed place where NECA contractors can sit and discuss problem issues without the pressures of being at the office.”

—Steve Sauer
Erickson Electric Company, Inc.

PRECONVENTION WORKSHOPS

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!*

THURSDAY, SEPTEMBER 28

8:00 am–5:00 pm EST

(Two-day course continues Friday, 8:00 am–5:00 pm EST)

Electrical Contractor Essentials: Business and Field Operations

R. David O'Brien, *Mosley Glick O'Brien, Inc.*; James Fagan, *NECA*; Mike Carroll, *Graybar*; Mark Federle, *Marquette University*; Jared Christman, *ELECTRI International*; Patrick Cunningham, *Federated Insurance*

Fee: \$495

There are several key business and field operations elements that every electrical contractor needs to know. Designed to help contractors professionalize their business operations, this program will cover essential elements of finance, legal issues, insurance, bonding, risk management, material management, productivity, and construction technology.

8:00 am–5:00 pm EST

(Two-day course continues Friday, 8:00 am–5:00 pm EST)

Field Leadership Essentials Train-the-Trainer

Jay Jones, *NECA*; David Woodard, *NECA*; Emily Huesman, *NECA*

Fee: \$200

Field leaders are on the frontline of every electrical contractor's success, and the success of our industry, and to enhance the leadership skills of new and up-and-coming field leaders NECA has developed the one day Field Leadership Essentials course. This program can be delivered locally by NECA chapters and contractors, and to facilitate this we are holding this train-the-trainer program. Field Leadership Essentials provides the "must know" topics for field leaders in the electrical contracting industry and upon completion of the train the trainer program, participants will possess the confidence and competence to deliver the program locally.

8:00 am–5:00 pm EST

Business Structure, Succession and Estate Planning

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

Fee: \$350

Establishing the structure of your business entity has legal, financial, and tax implications for your business. This course will explain the various entity types, advantages and disadvantages of each, along with tax implications and impacts on succession planning. The course will also dive into planning strategies to develop a successful succession plan. Major steps, along with concerns and obstacles, will be discussed. Real life examples of plans that were successful and those that failed will be provided and discussed. A general overview of estate planning will also be included.

8:00 am–5:00 pm EST

Advanced Management Skills

Mark Federle, *Marquette University*

Fee: \$350

As managers make decisions that impact the organization and its projects there are key considerations they must take in to account. Designed for mid-level managers to company executives this course will discuss; initiating projects and developing a robust pre-planning process; identifying, evaluating and mitigating risks; and monitoring and controlling project costs and schedules.

8:00 am–12:00 pm EST

Creating and Maintaining an Effective Employer Safety Program for Construction

Wes Wheeler, *NECA*

Fee: \$89

An employer safety program determines the company's safety culture. This course will identify the key roles and responsibilities of the supervisors in charge and discuss the importance of a good safety record and the impacts that safety has on the overall health of a company, both the personnel and the organization. We will focus on the characteristics and habits of a safe employee and how employee buy-in affects the success of an employer safety program. How to create and evaluate the status of a company safety program including the understanding and retention of your company's safety training with employees and significant updates, including the latest OSHA activities that impact businesses and the construction industry, will also be discussed.

9:30 am–5:00 pm EST

NECA-NAED Electric Vehicle Symposium

Fee: \$175

The electric vehicle market poses many challenges and opportunities for electrical contractors. NECA and NAED have joined forces to address this changing market and how electrical contractors and manufacturers can succeed in this space. The scope of the market, products, customer expectations and how to get involved will be discussed at this joint-industry symposium.

1:00 pm–5:00 pm EST

Employee Engagement: From Safety Leadership and Communication to Understanding Total Worker Health

Keith Wheeler, *HR Resources of the Carolinas, LLC*
Fee: \$195

How do we ensure proper communication between supervisors and workers takes place on a construction site? From looking at the fundamentals of safety leadership and the attributes that it takes to be seen leading safety for an organization to managing day to day safety programs, a safety professional relies on the skills they have learned on the job and their training. This session will look at the verbal, written and non-verbal methods that are used currently and how we can improve interactions between personnel on the jobsite. This will ensure safety is communicated properly and supervision leads the charge in protecting workers.

FRIDAY, SEPTEMBER 29

8:00 am–5:00 pm EST

Project Financials That Every Project Manager Needs to Know

Stephane McShane, *Maxim Consulting Group*
Fee: \$195

Project financials are a weakness in many organizations, yet our success with our banking and bonding partners relies heavily on this data. Many are left uncertain when it comes to knowing the outcome of projects while they are occurring and experience significant fade or gain at the end of the job that was not predicted. Financial acumen can be the line in the sand between staff being project managers versus project witnesses. The solution to this is defined standard practices to set your team up to win. In this session, we will discuss the importance of managing cash flow and how to produce accurate project forecasts, best practices for producing a schedule of values, billing and collections standards to focus on getting the cash in the door timely, steps required to produce an accurate project forecast and the tremendous affect labor productivity tracking has on the quality of project financial projections.

8:00 am–5:00 pm EST

Construction Suicide Prevention Outreach and Mental Health Program Train-the-Trainer

Alex Yannacone, *Helen and Arthur E. Johnson Depression Center*
Fee: \$100

There is a critical need for suicide prevention in the construction industry. The VitalCog in Construction Train the Trainer is a program offered to assist in the training of employees at all levels of a construction organization. This training creates a forum for dialogue and critical thinking about mental health challenges, and by promotes help-seeking and help-giving behaviors. The goal of this program is to cultivate a construction community of employees who are aspiring to eliminate the devastating impact of suicide. By attending this training, participants will become VitalCog trainers and be supported in the implementation and facilitation of the VitalCog in Construction training.

8:00 am–5:00 pm EST

Safety Principles of Insulate, Isolate, and Personal Protective Grounding

Jim Vaughn, *Institute for Safety in Powerline Construction*
Fee: \$350

This course will introduce the participant to the OSHA and Consensus standards that regulate cover-up of exposed systems, isolation techniques that can be used by distribution workers, and the use of EPZ in grounding for employee protection. This presentation introduces the electrical elements of MAD and covers in practical language to make compliance and protection of workers more effective. We will address common applications of cover-up, when isolation is an effective alternative to cover-up, and the limitations of both for more effective tailboards and hazard analysis. Participants will also learn the principles of current flow in a grounded system, how in-equal potentials develop, and the risk to workers protected by improperly installed personal protective grounding. Participants will gain insight into planning PPG installations and the limits to the protective arrangements chosen to effectively conduct tailboards and hazard analysis.

8:00 am–12:00 pm EST

2023 NEC Changes that Impact Electrical Contractors

Jim Dollard, *Flintlock Technical Services*
Fee: \$195

The National Electrical Code the most widely recognized electrical Code in the world. Every three years it is updated to reflect the newest installation practices used by the electrical industry. This course provides an authoritative, thorough review of 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. Electrical installations, both in new construction and renovations are subject to compliance with NEC requirements. As jurisdictions adopt and enforce each new edition of the NEC, it is very important that electrical contractors, electrical workers, and electrical inspectors are in tune to the latest minimum requirements. This high-energy, interactive program provides electrical contractors and inspectors with information that helps them with continued success in the installation and compliance.

1:00 pm–5:00 pm EST

Effectively Applying Codes and Standards to Installations and Workplace Scenarios

Kyle Krueger, *NECA*
Fee: \$89

The National Electrical Code is an essential part of the electrical contracting business. It is the legally adopted rule book where that must be followed where construction takes place. Whether it is in the original bid documents, project management or change orders, properly applying the NEC can make all the difference. Often significant NEC requirements are encountered after the fact with significant expense. This class provides attendees with a look at some scenarios where properly applying the NEC rules before and during electrical construction projects makes the desired difference in the bottom line.

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.

SATURDAY, SEPTEMBER 30

8:00 am–9:50 am EST

Cybersecurity Concerns for Electrical Contractors

Nick Espinosa, *Security Fanatics*

There is an increasing threat of cyber-attacks, particularly ransomware, that can have an tremendous impact on small businesses. We will explore common entry points for cybercriminals, such as phishing emails and weak passwords, and discuss practical strategies to strengthen cybersecurity defenses. Attendees will gain valuable insights on risk assessment, employee training, data backup and incident response protocols, empowering them to proactively protect their small businesses from cyber threats and mitigate potential ransomware attacks.

8:00 am–9:50 am EST

Ownership Transition: Build Bridges For Future Success

Bill Mandel, *Fox Rothschild LLP*; Laura Howard, *Fox Rothschild LLP*

Early planning and a long-term transition plan are critical to success. This session will explain the process of creating an ownership transition plan, including the benefits clear performance criteria. Learn how to avoid common pitfalls and establish a plan to fits your firm's values and culture.

8:00 am–9:50 am EST

Project Financial Controls Processes to Drive Project Transparency

Stephane McShane, *Maxim Consulting Group*

The majority of construction firm revenue flows through the project operations team. This session will help project managers learn basic financial information to connect performance to the business. Learn about earned value management, the early warning signs for underperforming projects and proactive project management.

8:00 am–9:50 am EST

R&D Case Studies

Moderated by Jason Thurner, *NECA*

New technologies and processes can offer solutions to complex challenges and improve productivity. In this panel discussion, you'll hear from innovative electrical contractors who have applied cutting edge technologies and design methodologies in their business. How to champion change management and streamline processes to minimize rework and reduce waste will be discussed.

8:00 am–9:50 am EST

Top 20 2023 NEC Changes that Impact Electrical Contractors

Mark Earley, *Alumni Code Consulting*

Every three years the National Electrical Code® is updated to reflect the newest installation practices utilized by the electrical industry, bringing about hundreds of changes to the code. This presentation provides attendees with a thorough review of the most significant changes in the 2020 NEC Learn about new articles and revisions to existing requirements that have an impact on your daily business.

8:00 am–9:50 am EST

Building Business Relationships and Making the Most of Networking Opportunities: One Conversation at a Time

Debra Fine

In a competitive business world more emphasis is placed on developing personal business relationships than ever before. A leader who cannot cultivate connection with colleagues, referral sources or clients/customers will lose an opportunity for success. Leave this session with the ability to strike up conversations, develop rapport building skills, overcome communication barriers and awkward situations as well as how to exit conversations with grace. Learn research-proven techniques to feel more at ease at receptions, networking events, and other work-related functions.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

Are You Getting the Most Out of NECA?

David Roberts, Dave Orman, Ted Uppole and Jonathan Mandl, *NECA*

You're part of the premier association for electrical contractors and have access to invaluable content, programming and opportunities—but what should you focus on? This session, delivered by NECA Field Representatives, will help you prioritize which programs and services will have the most immediate effect on your business. Learn how NECA can help you with labor relations, business and market development, education, innovation, standards, safety, advocacy, networking and more.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

Dealing with Delay and Impact: From Contract Negotiations to Claims

J.T. Gallagher Hendrick, *Phillips, Salzman & Siegel P.C.*

Construction delays can result in substantial costs. This session will identify practical steps that a contractor can take at various stages of a project, from bid to close-out, that will increase the chance of successfully obtaining additional time and compensation. Key contract language related to delays and steps to document delay to support requests for additional time and money will be discussed.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

Practical Approaches to Worker Impairment: Cannabis Legalization & Beyond

Lauren Rayner Davis, *Peckar & Abramson, P.C.*

This presentation will shed light on how to approach worker impairment on the job to keep your jobsites safe and drug-free. The construction industry faces especially unique challenges with the legalization of cannabis in multiple states as well as more prevalent accessibility of other substances that can affect worker impairment. These issues are raising major safety concerns among contractors and may lead to increased risk of accidents and injuries. This session will cover optimal approaches for contractors to effectively respond to impaired workers on the job.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

Successful Succession Planning

Roy Cohen, *Cohen Seglias; Shane Snyder, Cannon & Wendt Electric; Rob Bresnahan, Jr., Kuharchik Construction, Inc.; Michael Wojtowicz, B.W. Electrical Services*

There are many options for successfully passing on your business. This session will discuss the various options for owners and how those options can be evaluated in terms of current market conditions. Learn the return details and professional help required for private equity and competitor acquisition, an employee stock option plan, leveraged buyout and estate planning.

SUNDAY, OCTOBER 1

8:00 am–9:50 am EST

Examining the Changing Workforce

Josh Bone, *ELECTRI International*

This session will explore the latest statistics and trends related to labor expectations and discuss the challenges and opportunities these changes present for contractors. Attendees will gain valuable insights to better understand the increasing value of flexibility in both hours and benefits.

8:00 am–9:50 am EST

Contract Killer Instinct: Identifying Key Clauses to Mitigate Construction Risk

Jacob Perskie and Ronald Williams, *Fox Rothschild LLP*

Construction contracts can contain clauses that pose a significant financial risk to contractors, and deserve careful scrutiny. This session will examine “killer clauses” and explain how to draft and negotiate to mitigate risk. Learn identify problematic terms and clearly communicate concerns to legal counsel, as well as negotiate contested clauses to reach agreement.

8:00 am–9:50 am EST

How to Fix a Broken Project: Habits and Practices of a Superstar Project Manager

Lori Wisniewski Azzara, Tony Byler and Dan Fierstein, *Cohen Seglias*

A good project manager can achieve a healthy bottom line, even in turbulent projects. This session for superstar project managers will explain how to identify early warning signs of problem projects, and understand the most important provisions in the contract. You’ll also learn the best practices for change order management and navigating supply chain challenges.

8:00 am–9:50 am EST

Innovation in Practice

Moderated by Tauhira Ali, *NECA*

We know innovation can streamline business, but how do you implement it? In this panel discussion, leading contractors will share their experiences using research, collaborative development, and pilot programs. How to evaluate and deploy productivity software, train and empower workers and grow your market share will be discussed.

8:00 am–9:50 am EST

Safety Roundtable

Moderated by Wesley Wheeler and Michael Starner, *NECA*

The 2023 NECA Safety Roundtable will include discussion on OSHA Leading Indicator Initiatives, Updates on Proposed OSHA Heat Regulations, and a preview of the topics for the NECA Safety Professionals Institute. With the assistance of members from both inside and outside contractors, Best Practices for Managing Safety Programs, and the discussion around Leading Safety Differently with a focus on Human Performance and Situational Awareness will also be discussed.

8:00 am–9:50 am EST

Technology’s Impact on Electrical Codes and Standards

Moderated by Kyle Krueger, *NECA*

The National Electrical Code contains rules that can be applied to today’s electrical installations and systems, and serves as the electrical contractor playbook. This session will provide a real-world look at how to apply the NEC to installations and systems. Learn more about electric vehicle charging, Power over Ethernet utilization equipment and expanding deployment of energy management systems.

8:00 am–9:50 am EST

Breaking the Silence about Mental Health

Dr. Keith Dempsey

For too long the stigma around mental health has hindered workplace productivity and morale, leading to poor job performance and low talent retention. Much like someone’s physical health, the brain is one of the body’s largest organs and needs to be prioritized as such. This session extends the topic of mental health as a core human concern. Explore how the lack of language and dialogue around mental health can be harmful and how to inspire participants to break the cycle of shame and begin to heal.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

Crisis! Are You Ready?

Anthony Huey, *Reputation Management*

You can never be sure when crisis will strike, but it could put your firm's hard-earned reputation on the line. This session will show you how to arm yourself with reputation-saving crisis response framework, including tips to survive any crisis. Learn how to control social media and win in the court of public opinion.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

Estate and Business Succession Planning

Landon Long, *Evans & Davis*; Stewart Van Duzer, *Federated Insurance*

Planning for a time when you're no longer running your business can be overwhelming. This session will discuss how you can avoid frustration, taxation and litigation when the time comes to exit your business. The need for business in estate planning, what happens when there is not a plan in place, and how to receive the most value will also be discussed.

8:00 am–8:50 am EST • 9:00 am–9:50 am EST

The Incredible Power of Empathy

Nic Bittle, *Work Force Pro*

We all share common emotions and personal problems, but these are often pushed aside on the jobsite. This session will discuss how leaders can show they care without sacrificing productivity. Learn to lead with empathy to increase influence and avoid costly pitfalls of going too deep.

MONDAY, OCTOBER 2

8:00 am–8:50 am EST

What is a Digital Twin and Why Should I Care

Moderated by Amanda Harbison, *ELECTRI International*

Digital twins, virtual replicas of physical assets and systems, can revolutionize the way electrical contractors design, construct, and maintain electrical infrastructure. This session will demystify digital twins, providing an understanding of their applications, including predictive maintenance, and improved project management, empowering contractors to harness this technology to drive efficiency, productivity and cost savings in operations.

8:00 am–8:50 am EST

Navigating the Transition to an Energy Efficient World

Moderated by Jeff Beavers, *NECA*

Sustainability technologies, such as Power over Ethernet, fault-managed power and DC microgrids, are rapidly evolving and gaining acceptance. This panel will address new technologies, first-hand experiences deploying and using them, and future applications. Learn about the value proposition, design and maintenance of emerging technologies.

8:00 am–8:50 am EST

Navigating Through a Divided Government

Marco Giamberardino and Jared Karbowsky, *NECA*

Republicans control the House of Representatives, while Democrats control the Senate and a Presidential race looms large. Learn how this divided Congress will work with the Administration on issues important to your business, including government funding, the debt ceiling and reauthorizations.

8:00 am–8:50 am EST

Strategic Planning for your Organization

Ronald Bailey, *NECA*

Planning for your company's future is a critical but monumental task. This session will discuss the process of developing a strategic plan, establishing business objectives and addressing any organizational gaps. The practical steps to tie the plan to your budget and the benefits of a strategic plan for your organization will be discussed.

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.

LEADERSHIP SATURDAY, SEPTEMBER 30

12:00 pm–12:50 pm EST

Managing Change

Morgan Traynor, *Procore*

Change is a constant factor in business, but how you deal with unexpected or overwhelming change can be the difference on whether or not your company survives. Learn what change management can bring to your organization through the Kubler Ross Change Curve and a pragmatic change management framework. This session will identify the stages of change while correlating challenges and remedies, as well as discuss how to implement a practical change management model built for buy-in and results.

1:00 pm–1:50 pm EST

Keep the Conversation Going

Debra Fine

Harnessing the art of conversation is an ability that will not only solidify business deals and connections, but also gain visibility for your company through networking opportunities. Learn the tools for “active” listening, body language awareness, approaching new people, making positive first impressions, mingling skills that will help build relationships. Turn every business meeting, conference and interaction into an opportunity for success with the data-driven techniques from this session.

2:00 pm–2:50 pm EST

Retaining Talent

Stephane McShane, *Maxim Consulting Group*

In this time of critical workforce shortages, it is imperative that we develop the skills necessary to attract and keep the best candidates. This session will provide tools to not only attract the best candidates in a workforce shortage, but how to keep them until retirement. Learn how to outline effective onboarding and training methodologies to create continuous employee improvement, career path mapping with defined skills for each position and how to increase buy in through engagement strategies.

3:00 pm–3:50 pm EST

Heavy Metal Summer Experience: How to Attract the Next Generation to Our Trades

Angie Simon, *Heavy Metal Summer Experience*

Predictions say that up to 40% of our industry will retire in the next five years, bringing recruitment efforts at the top of the list when addressing workforce development. Heavy Metal Summer Experience is an example of contractors taking on this challenge and developing a summer program to educate high school students about this industry. This session will touch on the challenge and share the story about this organization that is attempting to excite the next generation about the construction industry.

4:00 pm–4:50 pm EST

Servant Leadership

Paula Simmons, *Southwire*

A servant-leader focuses primarily on the growth and well-being of people and the communities to which they belong. While traditional leadership generally involves the accumulation and exercise of power by one at the “top of the pyramid,” servant-leaders share power, put the needs of others first and helps people develop and perform as highly as possible.

SUNDAY, OCTOBER 1

12:00 pm–12:50 pm EST

Coping with Burnout and Stress: Searching for mechanisms to preserve my mental wellness

Dr. Keith Dempsey

In today’s demanding and fast-paced work environment, burnout can be very common and detrimental to business concentration. This session will help participants identify the signs of burnout and the cumulative effect it has on mental health. This session will introduce intentional and consistent practices that promote wellness that aim to reduce stress and anxiety in a rapid profession.

1:00 pm–1:50 pm EST

A Leaders Guide To Building Trust

Nic Bittle, *Work Force Pro*

A solid relationship between workers and management is key when striving for maximum performance, and a large part of that relationship is built on trust. A leader who does not cultivate trust with their team will ultimately fail. In this session, become informed on how to bridge the gap between the field and the office with trust, how to build a leadership team who values trust and how to avoid destroying trust with those you value the most.

2:00 pm–2:50 pm EST

The Path to World Class: Servant Leadership in the Apprenticeship

Steven Rose and David Nott, *Electrical Training Institute of Southern California*

In order to grow an apprenticeship program, servant leadership is necessary to achieve world-class education, customer service and facilities. Learn why putting the needs and objectives of the team ahead of one’s own benefit will improve the organization. Attendees will gain tools to embrace servant leadership to drive greater engagement, accountability and morale.

3:00 pm–3:50 pm EST

Talk Like a Leader

Anthony Huey, Reputation Management Associates

Whether it be your team, business partners or potential customers, the ability to draw your audience in with the ‘it factor,’ is critical to a prosperous outcome. This session identifies the three traits of successful leaders and how to immediately implement those traits to gain personal or organizational magnetism. Discover the power of perception and first impressions, learn how to make a connection with anyone and how to overcome barriers to developing such charismatic influence.

MONDAY, OCTOBER 2

9:30 am–10:20 am EST

Be You Management

Sara Currie, Tice Electric

The best way to lead naturally and effectively is by being your authentic self, in a manner that garners respect and trust. Instead of mimicking other successful people, “Be You” Management teaches what’s wrong with trying to lead like someone else, what your natural leadership style is and why is it important. Come away with an understanding of how to be strong, confident in yourself in order to work through change and discomfort.

10:30 am–11:20 am EST

Internship Best Practices

Josh Bone, ELECTRI International

Developing a successful internship program can create future employees. This session will explore strategies and guidelines to optimize the internship experience within the electrical contracting industry. Effective recruitment and selection techniques to attract talented interns and the importance of setting clear expectations, providing mentorship, and fostering a supportive learning environment will be discussed. Attendees will gain valuable insights on structuring internships to maximize productivity, enhance skill development, and cultivate a pipeline of future electrical professionals.

11:30 am–12:20 pm EST

The Veteran’s Electrical Entry Program

Ron Bailey, NECA; Mike Kufchak

Amidst the current workforce shortage, the Veterans Electrical Entry Program (VEEP) can be a great resource. By bringing recently separated veterans into the electrical industry via VEEP, employers gain a work ethic, discipline and skillset that is unparalleled. Find out how this program can help obtain the manpower your business needs while preparing participants for an incredible career.

CONTRACTOR SOLUTIONS

SATURDAY, SEPTEMBER 30

12:00 pm–12:50 pm EST

Field Labor Productivity: Your Key to an Early Warning System

Stephane McShane, Maxim Consulting Group

Preserving and increasing profit can come down to your team’s ability to measure labor performance during the course of a project. This session will discuss the project setup and financial controls necessary to create real-time data for the project team. Learn the required reporting for a proactive project, how to use the data and apply principles to engage the project team.

1:00 pm–1:50 pm EST

EV Grid to Charger: How Electrical Contractors Can Capitalize on The EV Mega-Trend

Matthew Young, ABB

EV charging is transforming the electrical market, and contractors can position themselves to win. This session will explore EV market drivers, electrification opportunities and charge management. Learn how to prepare your business, where to look for revenue opportunities and details on certifications for installation and maintenance.

2:00 pm–2:50 pm EST

Negotiating Construction Contract Terms

Adam Handfinger, Document Crunch

Negotiating contract terms can be a daunting task, especially when faced with general contractors who hold significant leverage. This session will cover best practices for negotiating contract terms while minimizing the risk of disputes and litigation. Learn common negotiation pitfalls and the best way to secure favorable terms, as well as key components of subcontractor contracts.

3:00 pm–3:50 pm EST

Productivity Reboot: 6 Ways to Up Your Game

Andy Lambert, Milwaukee Tool

There is a perceived lack of evolution in construction industry productivity. This session will define productivity and its true impact. Learn steps to evolve past the stigma and make a big impact on your firm’s productivity.

4:00 pm–4:50 pm EST

How the Rural Broadband, 5G and Other Fiber Applications are Changing and Creating Jobs

Sean Kelly, Light Brigade

OSP fiber applications are creating a high demand for skilled workers and creating new way for companies to make revenue. In this session, attendees will learn about the Rural Broadband Initiative, 5G Rollout, Fiber Optic Sensing, Co-Ops, and Utilities specific requirements to each, and common threads to allow expanded business and labor opportunities.

SUNDAY, OCTOBER 1

12:00 pm–12:50 pm EST

Improving and Tracking Labor Productivity with Material Management

Matt McDaniel, *Remarcable Inc.*; Dave Gralike, *Guarantee Electrical Company*

Establishing processes that provide early measurement of material and labor costs is important to the bottom line, and many contractors have augmented cost reports to include material and labor reporting systems. Learn how an electrical contractor has integrated estimating software, ERP and purchasing software to create automated, real-time information that ensures material cost and quantities are consistent with the estimate quotes, while providing a more accurate assessment of labor units and completion.

1:00 pm–1:50 pm EST

Leaning On Your Distributor for Construction Technology

Alan Humbird, *Graybar*

There are key emerging technologies that can provide a better customer experience for electrical contractors when working with manufacturing partners. This session will discuss how these new technologies can provide great value and productivity improvements.

2:00 pm–2:50 pm EST

Eliminating Diesel Generators in Commercial High Rise Buildings

Matt Conger, *Sinclair Digital Services, Inc.*

In cases where the generator is used rarely, such as to provide code-required emergency power, it is possible to utilize a Battery Energy Storage System (ESS) for UL 924-compliant emergency egress power. This session will discuss the most common applications for ESS and available tax credits. Learn the applicable codes for using ESS for emergency egress power and the best applications to replace a diesel generator.

3:00 pm–3:50 pm EST

The Evolving Landscape of Contractors, Wireless Solutions Firms and Building Owners Working Together

Mark Parr, *Bandwidth Logic*; Sam Gilson, *Wesco*; Brendan Delaney, *Advanced Network Services*

New building wireless systems offer a problem-solving opportunity for electrical contractors, and some contractors are changing how they approach roles and duties. This session will evaluate the second largest commercial office building in the US, where firms worked together to solve problems for the building owners and managers. Learn more about Distributed Antenna Systems (DAS), the impact of 5G technology and how IoT networks are evolving, as well as the financial benefits of adopting this collaborative model.

MONDAY, OCTOBER 2

9:30 am–10:20 am EST

Means and Methods: The Gray Area of BIM

Trevor Owen, *Hilti*

Digitizing workflow from initial concept to operations is an opportunity to improve productivity. This session will cover digital project design for better planning and collaboration. With a look at the industry labor shortage, learn how standardization and prioritizing people and organizational structure can help achieve business excellence.

11:30 am–11:20 am EST

Presenting and Selling PoE Lighting and Automation

Tyler Andrews, *PoE Texas*

Power over Ethernet lighting is growing by 30% year over year and can help grow your revenue. This session will cover the value proposition and target markets for PoE. Learn how to speak to existing and prospective customers and communicate effectively with architects, owners and developers about PoE lighting systems.

11:30 am–12:20 pm EST

Design, Fabrication, Installation: Lean & Productivity Savings Methodologies

Bill McNamara, *DEWALT Anchors & Fasteners*

The lean fabrication process requires collaboration. This session will offer concrete examples of how to execute efficient, on-time, productive delivery of hangers and systems in a collaborative manner. Learn how lean processes and product solutions support overall jobsite safety, reduce liability and save on labor.

TECHNOLOGY

SATURDAY, SEPTEMBER 30

12:00 pm–12:50 pm EST

Staying Cyber Secure

Johnny Leiberman, *Worklyn Partners, NetXperts, Quadrant Information Security*; Tim Femister, *NetXperts*

The opportunity for malicious cyber-attacks has increased as electrical contractors grow more dependent on technology for both company information and customer data. In this session, IT and operational technology experts will discuss the five fundamental elements required to provide secure electrical contracting. Through case studies, learn how to reduce the risk of physical or economic attacks, increase customer confidence, and how to form a rapid recovery plan if attacked.

1:00 pm–1:50 pm EST

Optimize Your Execution: Tips for Driving Electrical Fabrication Success

Ron King, *Trimble*

A fabrication plan can help win jobs and improve customer satisfaction. In this session learn how technology can lead to successful fabrication by integrating project management, production and change order systems. Gain advice on how to keep track of established metrics which provide a basis for alignment across teams while ensuring resilient margins in the face of unexpected events. Understand a project's most critical KPIs and how to best leverage a common data environment to improve threat communication.

2:00 pm–2:50 pm EST

Testing? Why?

Gary E. Walls, *Utilities Instrumentation Service*

Your new projects and existing clients are impacted by industry change in the increased clarifications from various codes with adjustments coming from the NEC, NFPA 70E/B, ANSI, and NETA. But why is electrical testing and commissioning needed? This session will discuss two case studies to understand why testing and commissioning is more prevalent today and what's driving the changes.

3:00 pm–3:50 pm EST

New Sensing Technology To Address Medium Voltage Power Quality Issues

Ryland Marek, *3M*

What if the grid could alert you to a problem before you knew there was one? Grid life can be extended by retrofitting existing electrical infrastructure with digital sensors that give insights into problems before a failure occurs. In this session, learn about the end user power quality issues, the changes to the grid that are creating these challenges and solutions available to help solve these problems.

4:00 pm–4:50 pm EST

Cybersecurity Concerns in Building Automation

Nick Espinosa, *Security Fanatics*

There is an evolving landscape of cyber threats that face electrical contractors. This session will discuss the potential vulnerabilities in digital systems, such as building automation and control systems, and explore effective measures to mitigate these risks. Attendees will gain valuable insights on implementing robust cybersecurity practices, safeguarding sensitive data and ensuring the integrity and reliability of critical infrastructure in the face of growing cyber threats.

SUNDAY, OCTOBER 1

12:00 pm–12:50 pm EST

Making Daily Data Informed Decisions

Mark Lotspeich, *Dynalectric-Oregon*; Alan Gasvoda, *Milwaukee Tool*

Using data to make well-informed decisions can impact an organization's success. In addition to past experiences, opinions and situational knowledge, developing practical data-informed solutions can improve company output. Help your employees make informed decisions by leveraging no-code/low-code, low-cost options. Learn effective techniques to gather data, the difference between data-driven and data-informed decisions and how to easily develop personal action plans.

1:00 pm–1:50 pm EST

Discover Smart Lighting for Any Space

Jeremy Fye, *Lutron*

The future of the lighting landscape is here and it's smart lighting control solutions. This session will discuss how smart, wireless lighting control installs could save up to 70% more time than wired solutions while also being budget friendly, increasing the value of projects and minimizing risk. Gain the knowledge of system intelligence benefits for better building management and administering updates or additions, all without opening up walls or changing system wiring.

2:00 pm–2:50 pm EST

BIM Tips to Maximize Project Success

Travis Andrews, *Pinnacle Infotech*

Pick the brain of industry experts and your professional peers when it comes to sharing BIM best practices. Both executives and BIM team members can walk away from this session with a list of project management tips that can be easily implemented when you return to the office. Absorb BIM/CAD kickoff meeting best practices, software tricks to maximize detailers' time and ideas to increase spooling time and decrease errors.

3:00 pm–3:50 pm EST

Simplifying EV Charging Deployment Through Integrated EV Charging

Joseph Cappeta, *Eaton*

This session will explore ways to deploy EV charging through various forms that can reduce costs, streamline installation and satisfy customers. Learn how incorporating EV charging technology into power distribution systems such as panelboards, switchboards, and busways can transform installation. Better understand the commissioning process of EV chargers and how to plan and budget for this additional process.

MONDAY, OCTOBER 2

9:30 am–10:20 am EST

Understanding Your Technology Workforce

Jonathan Marsh, *Steel Toe Consulting LLC*

Today's workforce includes more than human labor; the role technology plays in business operations makes it a huge asset to company productivity. With the different systems and programs available, it is important to understand the technology implemented within your workforce. This session will discuss how the connection between personnel and technology can create a strong workforce and empower people to be a valuable part of technology adoption.

10:30 am–11:20 am EST

NFPA 70B Standard for Electrical Equipment Maintenance

Vince Della Croce, *Siemens*

Don't fall behind when it comes to overseeing electrical equipment maintenance. This session will discuss the specific NFPA 70B requirements, from definitions to the electrical maintenance program and testing to business opportunities for customer service and minimizing equipment maintenance down time. Learn the requirements for single line diagrams and system studies and the differences between commissioning, servicing and reconditioning equipment.

11:30 am–12:20 pm EST

Evaluating Emerging Technologies

Jonathan Marsh, *Steel Toe Consulting LLC*

One key to success is not only being on the cutting edge of emerging technologies, but also understanding it and implementing it properly into business operations. This session will examine new tools and systems entering the market and how they can provide an advantage to your business. Learn how to protect your company and what common missteps to avoid when working with young or emerging software.

THURSDAY, SEPTEMBER 28

- 7:00 am — 5:00 pm
Registration..... PCC
- 8:00 am — 5:00 pm
Advanced Management Skills—Mark Federle PCC
- 8:00 am — 5:00 pm
Business Structure, Succession and Estate Planning—
R. David O'Brien PCC
- 8:00 am — 12:00 pm
Creating and Maintaining an Effective Employer Safety Program
for Construction—Wes Wheeler PCC
- 8:00 am — 5:00 pm
Electrical Contractor Essentials: Business and Field Operations
(Day 1 of 2)—R. David O'Brien, James Fagan, Mike Carroll, Mark
Federle, Jared Christman..... PCC
- 8:00 am — 5:00 pm
Field Leadership Essentials Train-the-Trainer (Day 1 of 2)—
Jay Jones, David Woodard, Emily Huesman PCC
- 1:00 pm — 5:00 pm
Employee Engagement: From Safety Leadership and
Communication to Understanding Total Worker Health—
Keith Wheeler..... PCC

FRIDAY, SEPTEMBER 29

- 7:00 am — 5:00 pm
Registration..... PCC
- 7:30 am — 8:30 am
Board of Governors Breakfast..... PCC
- 8:00 am — 5:00 pm
Field Leadership Essentials Train-the-Trainer (Day 2 of 2)—
Jay Jones, David Woodard, Emily Huesman PCC
- 8:00 am — 5:00 pm
Electrical Contractor Essentials: Business and Field Operations
(Day 2 of 2)—R. David O'Brien, James Fagan, Mike Carroll, Mark
Federle, Jared Christman..... PCC
- 8:00 am — 12:00 pm
2023 NEC Changes that Impact Electrical Contractors—
Jim Dollard PCC
- 8:00 am — 5:00 pm
Safety Principles of Insulate, Isolate, and Personal Protective
Grounding—Mack Turner PCC

Tracks:

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

[EI] = based on ELECTRI International research **[CL]** = Contractor Led
PCC = Pennsylvania Convention Center

- 8:00 am — 5:00 pm
Project Financials That Every Project Manager Needs to Know—
Stephane McShane PCC
- 8:00 am — 5:00 pm
Construction Suicide Prevention Outreach and Mental Health
Program Train-the-Trainer—Alex Yannacone PCC
- 8:30 am — 12:00 pm
Board of Governors Meeting..... PCC
- 1:00 pm — 5:00 pm
Effectively Applying Codes and Standards to Installations and
Workplace Scenarios—Kyle Krueger..... PCC
- 1:30 pm — 3:30 pm
ELECTRI International
Electrical Contracting Innovation Challenge..... PCC
- 6:00 pm — 7:00 pm
NECA Innovation Institute Reception (invitation only)..... PCC
- 7:00 pm — 7:30 pm
NECAPAC Reception (invitation only) PCC
- 7:30 pm — 9:30 pm
Opening Reception—Friday Night Lights!.....Lincoln Financial Field
- 9:30 pm — 10:30 pm
Opening Reception After Party.....Lincoln Financial Field

SATURDAY, SEPTEMBER 30

- 7:00 am — 5:30 pm
Registration..... PCC
- 8:00 am — 8:50 am
● ● Successful Succession Planning **[CL]**—Roy Cohen, Shane
Snyder, Rob Bresnahan, Michael Wojtowicz PCC
- 8:00 am — 8:50 am
● ● Dealing with Delay and Impact: From Contract Negotiations
to Claims—J.T. Gallagher PCC
- 8:00 am — 9:50 am
● ● Cybersecurity Concerns for Electrical Contractors **[EI]**—
Nick Espinosa..... PCC
- 8:00 am — 9:50 am
● ● Top 20 2023 NEC Changes that Impact Electrical
Contractors—Mark Earley PCC
- 8:00 am — 8:50 am
● ● Practical Approaches to Worker Impairment: Cannabis
Legalization & Beyond—Lauren Rayner Davis PCC
- 8:00 am — 9:50 am
● ● Project Financial Controls Processes to Drive Project
Transparency—Stephane McShane PCC
- 8:00 am — 8:50 am
● ● Are You Getting the Most Out of NECA?—David Roberts, Dave
Orman, Ted Uppole, Jonathan Mandl..... PCC

All times are Eastern Time and are subject to change.

SCHEDULE-AT-A-GLANCE

8:00 am — 9:50 am

● ● Ownership Transition: Build Bridges For Future Success—
Bill Mandel, Laura Howard..... PCC

8:00 am — 9:50 am

● Building Business Relationships and Making the Most of
Networking Opportunities: One Conversation at a Time—
Debra Fine PCC

8:00 am — 9:50 am

● ● R&D Case Studies [CL]—Moderated by Jason Thurner PCC

9:00 am — 9:50 am

● Are You Getting the Most Out of NECA?—David Roberts, Dave
Orman, Ted Uppole, Jonathan Mandl..... PCC

9:00 am — 9:50 am

● ● Dealing with Delay and Impact: From Contract Negotiations
to Claims—J.T. Gallagher PCC

9:00 am — 9:50 am

● Practical Approaches to Worker Impairment: Cannabis
Legalization & Beyond—Lauren Rayner Davis PCC

9:00 am — 9:50 am

● ● Successful Succession Planning [CL]—Roy Cohen, Shane
Snyder, Rob Bresnahan, Jr., Michael Wojtowicz..... PCC

10:00 am — 11:30 am

Opening General Session—Jay Wright PCC

10:30 am — 5:00 pm

Showstopper Showcase..... PCC

11:30 am — 5:00 pm

NECA Show Show Floor, PCC

11:30 am — 12:15 pm

Innovation Overload..... Innovation Zone, Show Floor, PCC

12:00 pm — 12:50 pm

● ● Staying Cyber Secure—
Johnny Leiberman, Tim Femister..... Show Floor, PCC

12:00 pm — 12:50 pm

● ● Field Labor Productivity: Your Key to an Early Warning
System—Stephane McShane..... Show Floor, PCC

12:00 pm — 12:50 pm

● Managing Change—Morgan Traynor Show Floor, PCC

1:00 pm — 1:45 pm

Innovation Overload..... Innovation Zone, Show Floor, PCC

1:00 pm — 1:50 pm

● ● Optimize Your Execution: Tips for Driving Electrical
Fabrication Success—Ron King..... Show Floor, PCC

1:00 pm — 1:50 pm

● ● EV Grid to Charger: How Electrical Contractors Can Capitalize
on The EV Mega-Trend—Matthew Young..... Show Floor, PCC

1:00 pm — 1:50 pm

● Keep the Conversation Going—Debra Fine Show Floor, PCC

2:00 pm — 2:50 pm

● Retaining Talent—Stephane McShane..... Show Floor, PCC
2:00 pm — 2:50 pm

● Testing? Why?—Gary E. Walls..... Show Floor, PCC

2:00 pm — 2:50 pm

● Negotiating Construction Contract Terms—
Adam Handfinger Show Floor, PCC

2:30 pm — 3:15 pm

Innovation Overload..... Innovation Zone, Show Floor, PCC

3:00 pm — 3:50 pm

● Heavy Metal Summer Experience: How to Attract the Next
Generation to Our Trades—Angie Simon Show Floor, PCC

3:00 pm — 3:50 pm

● Productivity Reboot: 6 Ways to Up Your Game—
Andy Lambert..... Show Floor, PCC

3:00 pm — 3:50 pm

● ● New Sensing Technology To Address Medium Voltage Power
Quality Issues—Ryland Marek Show Floor, PCC

4:00 pm — 4:45 pm

Innovation Overload..... Innovation Zone, Show Floor, PCC

4:00 pm — 4:50 pm

● ● How the Rural Broadband, 5G and Other Fiber Applications
are Changing and Creating Jobs—Sean Kelly..... Show Floor, PCC

4:00 pm — 4:50 pm

● Servant Leadership—Paula Simmons Show Floor, PCC

4:00 pm — 5:00 pm

● Cybersecurity Concerns in Building Automation—
Nick Espinosa..... Show Floor, PCC

4:00 pm — 6:00 pm

DEI&B Reception PCC

5:00 pm — 7:00 pm

Academy Reception (invitation only)..... Bellevue Hotel

5:30 pm — 7:30 pm

ELECTRICAL CONTRACTOR magazine Customer Appreciation
Evening (invitation only)..... Continental Mid-Town

SUNDAY, OCTOBER 1

7:00 am — 8:00 am

Connecting by Faith and Prayer
Sponsored by Federated Insurance PCC

7:00 am — 4:00 pm

Registration..... PCC

8:00 am — 8:50 am

● The Incredible Power of Empathy—Nic Bittle PCC

8:00 am — 8:50 am

● ● Estate and Business Succession Planning—Stewart Van
Duzer, Landon Long..... PCC

8:00 am — 9:50 am

● Examining the Changing Workforce—Josh Bone PCC

- 8:00 am — 9:50 am
● Breaking the Silence About Mental Health—
 Dr. Keith Dempsey..... PCC
- 8:00 am — 9:50 am
● ● Technology’s Impact on Electrical Codes and
 Standards [CL]—Moderated by Kyle Krueger..... PCC
- 8:00 am — 9:50 am
● Safety Roundtable [CL]—Moderated by Wesley Wheeler and
 Michael Starner..... PCC
- 8:00 am — 8:50 am
● Crisis! Are You Ready?—Anthony Huey..... PCC
- 8:00 am — 9:50 am
● ● Innovation in Practice [CL]—Moderated by Tauhira Ali PCC
- 8:00 am — 9:50 am
● How to Fix a Broken Project: Habits and Practices of a
 Superstar Project Manager—Lori Wisniewski Azzara, Tony Byler,
 Dan Fierstein PCC
- 8:00 am — 9:50 am
● Contract Killer Instinct: Identifying Key Clauses to Mitigate
 Construction Risk—Jacob Perskie, Ronald Williams PCC
- 9:00 am — 9:50 am
● The Incredible Power of Empathy—Nic Bittle PCC
- 9:00 am — 9:50 am
● ● Estate and Business Succession Planning—Stewart Van
 Duzer, Landon Long..... PCC
- 9:00 am — 9:50 am
● Crisis! Are You Ready?—Anthony Huey..... PCC
- 9:45 am — 1:00 pm
 Apprentice Appreciation Day..... PCC
- 10:00 am — 11:30 am
 Sunday General Session—Julius “Dr. J” Erving..... PCC
- 10:30 am — 4:00 pm
 Showstopper Showcase..... Show Floor, PCC
- 11:30 am — 4:00 pm
 NECA Show Show Floor, PCC
- 11:30 am — 12:15 pm
 Innovation Overload..... Innovation Zone, Show Floor, PCC
- 12:00 pm — 12:50 pm
● Coping with Burnout and Stress: Searching for Mechanisms
 to Preserve My Mental Wellness—
 Dr. Keith Dempsey..... Show Floor, PCC
- 12:00 pm — 12:50 pm
● ● Improving and Tracking Labor Productivity with
 Material Management [CL]—
 Matt McDaniel, Dave Gralike..... Show Floor, PCC
- 12:00 pm — 12:50 pm
● Making Daily Data Informed Decisions [CL]—

- Alan Gasvoda, Mark Lotspeich..... Show Floor, PCC
- 1:00 pm — 1:45 pm
 Innovation Overload..... Innovation Zone, Show Floor, PCC
- 1:00 pm — 1:50 pm
● ● Leaning On Your Distributor for Construction Technology—
 Alan Humbird Show Floor, PCC
- 1:00 pm — 1:50 pm
● A Leaders Guide To Building Trust—Nic Bittle... Show Floor, PCC
- 1:00 pm — 1:50 pm
● ● Discover Smart Lighting for Any Space—
 Jeremy Fye Show Floor, PCC
- 2:00 pm — 4:00 pm
 Women in NECA and Future Leaders Forum..... PCC
- 2:00 pm — 4:00 pm
 Business Development Round Table PCC
- ● 2:00 pm — 2:50 pm
 BIM Tips to Maximize Project Success—
 Travis Andrews..... Show Floor, PCC
- 2:00 pm — 2:50 pm
● ● Eliminating Diesel Generators in Commercial High Rise
 Buildings—Matt Conger..... Show Floor, PCC
- 2:00 pm — 2:50 pm
● The Path to World Class: Servant Leadership in the
 Apprenticeship—David Nott, Steven Rose Show Floor, PCC
- 2:30 pm — 3:15 pm
 Innovation Overload..... Innovation Zone, Show Floor, PCC
- 3:00 pm — 3:50 pm
● ● Simplifying EV Charging Deployment Through Integrated EV
 Charging—Joseph Cappeta Show Floor, PCC
- 3:00 pm — 3:50 pm
● Talk Like a Leader—Anthony Huey..... Show Floor, PCC
- 3:00 pm — 3:50 pm
● ● The Evolving Landscape of Contractors, Wireless Solutions
 Firms and Building Owners Working Together [CL]—Mark Parr,
 Sam Gilson, Brendan Delaney Show Floor, PCC
- 4:00 pm — 5:00 pm
 Women in NECA (WIN) & Future Leaders Reception..... PCC
- 4:00 pm — 5:00 pm
 Business Development Reception (invitation only)..... PCC
- 5:30 pm — 7:00 pm
 ELECTRI International Reception
 (invitation only)..... Loews Hotel, 33rd Floor

MONDAY, OCTOBER 2

- 7:00 am — 1:00 pm
 Registration..... PCC
- 7:00 am — 8:00 am
 2023 Rocky Run..... PCC

All times are Eastern Time and are subject to change.

SCHEDULE-AT-A-GLANCE

- 7:30 am — 8:45 am
Exhibitor Focus Group Meeting and Breakfast PCC
- 8:00 am — 8:50 am
● Navigating Through a Divided Government—
Marco Giamberardino, Jared Karbowsky PCC
- 8:00 am — 8:50 am
●● Navigating the Transition to an Energy Efficient World—
Moderated by Jeff Beavers PCC
- 8:00 am — 8:50 am
● What is a Digital Twin and Why Should I Care— Moderated by
Amanda Harbison PCC
- 8:00 am — 8:50 am
●● Strategic Planning for your Organization—
Ronald Bailey PCC
- 8:00 am — 8:50 am
● Understanding the Health of your Retirement Funds [CL]—
Moderated by Ryan Courtney PCC
- 8:00 am — 1:00 pm
Showstopper Showcase Show Floor, PCC
- 9:00 am — 1:00 pm
NECA Show Show Floor, PCC
- 9:00 am — 9:45 pm
Innovation Overload Innovation Zone, Show Floor, PCC
- 9:30 am — 10:20 am
● Be You Management [CL]—Sara Currie Show Floor, PCC
- 9:30 am — 10:20 am
●● Understanding Your Technology Workforce—
Jonathan Marsh Show Floor, PCC
- 9:30 am — 10:20 am
●● Means and Methods: The Gray Area of BIM—
Trevor Owen Show Floor, PCC
- 10:30 am — 11:15 am
Innovation Overload Innovation Zone, Show Floor, PCC
- 10:30 am — 11:20 am
●● Presenting and Selling PoE Lighting and Automation—
Tyler Andrews Show Floor, PCC
- 10:30 am — 11:20 am
●● NFPA 70B Standard for Electrical Equipment Maintenance
—Vince Della Croce Show Floor, PCC
- 10:30 am — 11:20 am
● Internship Best Practices —Josh Bone Show Floor, PCC
- 4:00 pm — 4:50 pm
●● Evaluating Emerging Technologies—
Jonathan Marsh Show Floor, PCC
- 11:30 am — 12:20 pm
●● Design, Fabrication, Installation: Lean & Productivity Savings
Methodologies—Bill McNamara Show Floor, PCC

- 11:30 am — 12:20 pm
● The Veteran’s Electrical Entry Program—
Ronald Bailey, Mike Kufchak Show Floor, PCC
- 1:15 pm — 2:30 pm
Closing General Session—Robyn Benincasa PCC
- 7:00 pm — 9:30 pm
(Doors open at 7, music starts at 8:15)
Closing Celebration—REO Speedwagon Fillmore Philadelphia

Visit www.necaconvention.org for full course descriptions, instructor biographies and information about the General Sessions, Opening Reception and Closing Celebration.

For the most current updates about NECA 2023 Philadelphia, friend us on Facebook and follow us on Twitter and Instagram:



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! The app allows you to 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.



2023 Rocky Run

Monday, Oct 2 • 7:00 am

The 2023 Rocky Run, hosted by NECA's Penn-Del-Jersey Chapter, will be held on Monday, October 2nd at 7 am along the scenic Schuylkill Trail and conclude with a first-class breakfast at the Historic Philadelphia Water Works, catered by Cescaphe. This year's proceeds will support the Philadelphia Police Athletic League which helps underserved children in Philadelphia. The Rocky Run sold out in 2018, so make sure to grab your spot when you register for NECA 2023 Philadelphia!

All times are Eastern Time and are subject to change.

EXTRAORDINARY: The NECA Show

Still the undisputed leader in the electrical construction industry, the NECA Show continues to grow. The NECA Show puts you face-to-face with manufacturer execs so you can discuss your specific needs for the jobsite, shop, or office. Our goal is to provide the products and services electrical professionals need to stay competitive in the marketplace.

The NECA Show floor is an interactive classroom. This is the place to test new products and learn about solutions that will drive efficiencies and better results.

- Talk with companies from 300+ exhibitors showcasing thousands of products and services covering all aspects of the growing electrical construction industry.
- Attend any of the 36 trade show education workshops: Contractor Solutions, Technology and Leadership.
- Visit the Showstopper Showcase (newest products) *sponsored by ELECTRICAL CONTRACTOR magazine* to see what's been introduced in the market within the last 12 months.
- Your opinion counts. Stop by the NECA Survey booth and help us continue to improve your convention experience. Who knows? You might even win cash and prizes.
- Relax and listen to cool tunes in the Songbird Café *sponsored by Schneider Electric*.
- Stay on top of the games in the NECA Sports Zone *sponsored by Southwire*.
- Play with dogs and cats at Pause for Paws and Claws for a Cause *sponsored by Graybar*.



NECA Show Hours:

- **Saturday, September 30**
11:30 am – 5:00 pm
- **Sunday, October 1**
11:30 am – 4:00 pm
- **Monday, October 2**
9:00 am – 1:00 pm

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.



FEES

EARLY REGISTRATION

(ON OR BEFORE AUGUST 1, 2023)

	REGISTRANT	GUEST
Member	\$1,725	\$1,100
Non-member	\$2,500	\$2,500

REGULAR REGISTRATION

(BEGINNING ON AUGUST 2, 2023)

	REGISTRANT	GUEST
Member	\$1,975	\$1,300
Non-member	\$2,500	\$2,500

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.

Preconvention workshops are an add-on to your NECA Convention experience and require a separate registration. Pricing information can be found at www.necaconvention.org.

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	\$125
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, you can pay an early registration fee of **\$775**. This fee also entitles you to admission to the NECA Show all three days at no additional charge. Please note that General Sessions are not included.

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.



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
1-800-368-6322 tel • 1-415-293-4745 fax
necasupport@cmrus.com
<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 1, 2023** will receive a full registration refund.
- All Full Meeting, and Management Seminar/ Convention Education registration cancellations (including individual guest registrations) received between **August 2** and **September 12, 2023** will receive refund minus a \$100 processing fee.
- Paid Trade Show Only registration cancellations will receive refund minus \$50 processing fee.
- Cancellations or changes received after **September 12, 2023** will not receive any refund.
- Cancellations must be made in writing. Please submit your cancellation requests by sending us a message through the **NECA Registration & Hotel Support Center** or by 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 12, 2023**. 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 12, 2023**.



NECA
PHILADELPHIA
 SEPT 29-OCT 2, 2023

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. Directly examine products and technology, ask face-to-face questions and compare product performance. In addition, attendees can see what's new in the industry, keep abreast of market developments, develop new business contacts, and solve specific problems.

3Dream Team Inc.
3M
4 Degree Trailer
ABB
AboutTime Technologies
Adrian Steel Company
Advanced Test Equipment Corp.
AECInspire
AEMC Instruments
AGGREKO
AIDA Corporation
Altec Industries
American Conduit
American Polywater Corporation
American Technical Publishers, Inc.
Appleton Engraving
Appleton Group
Arcore
A-Rent Test Equipment
Arlington Industries
Atkore
Austin Lane Technologies, Inc
Autodesk Construction Cloud
Avetta
Basor Electric, Inc.
BD ELECTRICAL
Benner-Nawman, Inc.
Bethlehem Precast, Inc.
Bidding Enterprise
Blackout Tees
Blu Banyan
Border States
Brady Corporation
BREX Lighting
Bridgit
Buckingham Mfg.
BuildOps
busybusy Mobile Time Tracking
CAB (Cambria County Association for the Blind and Handicapped)
Canon U.S.A., Inc.
Carhart Company Gear
CBIONE
CED
Celo Fixing Usa
Cembre Inc
Cementex Products, Inc.
Cerro Wire LLC
Cert-In Software Systems, Inc.
Chalfant Manufacturing Company
Champion Fiberglass
ChargePoint, Inc.
Cleardedge3d
Clear-Vu Lighting
CMiC
CMS Logistics
Coast
COINS
CommercePayments
CompanyCam
CompTIA
Conduit
Conest Software Systems
Construction Labels
Contractors Choice Inc.
Cooper Lighting Solutions
Corellian Software
Corpay
Creek Plastics
Crescent Electric Supply
Cumby, Spencer & Associates
Financial Group
Current Tools, Inc.
DADO
Day & Night Solar
DEWALT
Directional Systems
Dispatch
Document Crunch
Eaton
EC&M Magazine

ECM Industries
EGALVANIC, LLC
ELECTRI International
Electrical Contractor magazine
Electrical Products & Solutions
Electrical Training Alliance
Electri-Flex Company
Electronic Power Design (EPD)
ELEDLights
ELEGRP
Elmex Electric Pvt. Ltd.
Emergent Safety Supply
Empire Level
Encore Wire Corporation
Energy Light Inc.
Enerlites, Inc.
EOS
Ericson Manufacturing Company
Erin Rope Corporation
ESA Fabrication
Estimating 101
eSUB Construction Software
EV Charge Solutions
eVolveMEP
Exertherm Limited
E-Z WELD
EZ-CRETE LLC
FAB Electrical Products
FARO Technologies Inc
Federated Insurance
Ferret Tools
Fiber Instrument Sales
Finvari
Fluke Corporation
FOTRIC
Foundation Software
FSR, Inc.
Functional Devices, Inc.
GAN Human Resources
Ginkgo Lighting Corp.
GlenGuard
Global-View.Net
GORE-TEX Professional
Graybar
Greenlee Tools, Inc.
Gripple Inc.
Group CBS - Advanced Electrical and Motor Controls
GTP Services, LLC
Hammond Power Solutions
Harger Lightning & Grounding
Heavy Metal Summer Experience
Helmets to Hardhats
Hendrix
High to Low Voltage
High Voltage Inc.
High Voltage Maintenance
Hikvision USA Inc.
Hilti
Hindsight Rated
Hinge Health
Hotel Engine
Hubbell Incorporated
IBEW Local 98
ICM Controls
Ideal Electrical
Infraspection Institute
Innovative Electrical Solutions, LLC
IntelliShift
IRISS.Inc.
IR-TEC America, Inc.
ITOOLco
Jackson Technologies
Jameson, LLC
Janitza LP
JCL Energy
Jiangmen Krealux Electrical Appliances Co.,Ltd
Johnson Kendall Johnson
Jonard Tools
Kahua, Inc

Keystone Technologies
Klein Tools, Inc.
KNIPEX Tools LP
Knowify
Kojo Technologies, Inc
Kolbi Identification Products
KOSTER American Corp
KPA
L.H. Dottie Company
Lakeland Industries
Legrand
Leviton Mfg. Co., Inc.
Light Brigade
Light Efficient Design
Lind Equipment
Littelfuse Inc
Livingston Energy Group
LPB - A Division of ReCon
LS Cable & System U.S.A., Inc.
LSI Industries
Lutron Electronics
Lyncole XIT Grounding
Maddox Industrial Transformer, LLC
Mag Daddy LLC
Manufacture by ViZZ Technologies
Marking Services, Inc
Material Management Software, Inc.
MAX USA Corp.
MB Metal Technologies LLC
MCA, Inc
McCormick Systems, Inc. - A Foundation Software Company
MERSEN USA Newburyport-MA, LLC.
Milspec Industries
Milwaukee Tool
Miro Industries Inc
Morris Products, Inc
motive
Mount Vernon Mills
NASCO Industries, Inc.
National Safety Apparel
NECA Penn-Del-Jersey Chapter
NECAPAC
NEPTCO Inc (A Chase Corporation Company)
NEST
Net Zero USA
NetConnex, LLC
NetXperts
NFPA
NICOR Lighting
Nitroset, LLC.
North Shore Safety
NOX Innovations
NSI Industries
nVent Caddy
OKT Lighting USA
Oman Systems, Inc.
OpenSpace
Operix
Orbit Industries, Inc.
Oswego Creative, Inc.
OTEX Protective
Panduut Corp.
Patabid
Patriot Industries
Paulson Manufacturing Corp.
Penn Aluminum International LLC
Phoenix Contact USA, Inc.
Phoenix Support Systems
Pinnacle Infotech Inc.
Plymouth Rubber Europa S.A.U.
PoE Texas
Pole Base
Predictive Solutions Group
Procore
Production Products, Inc
Professional Plastics
PROMINOX USA
Protec Equipment Resources
PSP Products

RAB Lighting
Rack-A-Tiers Mfg. Inc.
Raken
Recruit4Business
Remarcable
RESA Power
Rexel, Inc.
RIVET Work
Robbox Inc.
RVE
RYMCO USA
SafetyHQ - A Foundation Software Company
San Diego Convention Center Corporation
Sanveo Inc
Schaedler Yesco Distribution
Schneider Electric
ServiceTitan
ServiceTrade
Siemens Industry, Inc.
SILTEC USA, INC
Simprow Software
Sinclair Digital
SJS Electric VDC Inc
Snake Tray
Sonepar USA
Songbird Cafe
Southwire
SP Products
Specialty Software Group LLC
Specified Technologies, Inc.
Staple Pilot
Stark Tech
StructShare
Sunbelt - Solomon Solutions
Superior Equipment Rental
Superior Tray Systems
Supplyhouse.com
SWK Technologies
Syston Cable Technology
T & R Electric Supply
Tejy Inc
Tempo Communications
Tenna
Test Company
The Electrical Advertiser
TME US, LLC
ToolWatch Corp.
TracFlo
Tremar Corp Inc
Trimble
Trinity Subsurface LLC
TUV Rheinland
Tyndale Company
U.S. Electrical Services, Inc.
UCL Swift
Ugly's Electrical References
U-Mark, Inc.
Underground Devices Inc.
United Rentals
Utilities Instrumentation Services
Variablegrid Adaptive Power Inc.
VEC
Veto Pro Pac
VFC Lightning Protection
Vision InfoSoft
Wago Corporation
WESCO-Anixter
Western Tube
Wheatland Tube, a division of Zekelman Industries
Wiha Tools
Windsor Wire
Wolf Building Technology
Work Force Pro
XOi Technologies
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ZEF Energy
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REGISTER TODAY!

Early registration ends August 1, 2023

