

#1 EVENT
FOR ELECTRICAL
PROFESSIONALS



NECA
PHILADELPHIA
SEPT 29-OCT 2, 2023

PENNSYLVANIA
CONVENTION CENTER

THE OFFICIAL NECA
2023 PHILADELPHIA
SHOW GUIDE





ENTERING THE MARKET AS A “PRIME” RISK MITIGATION

- ⚡ Design
- ⚡ Estimating
- ⚡ Engineering
- ⚡ Labor
- ⚡ Manage 3rd party subs
(ie: steel canopies)
- ⚡ Monitoring
- ⚡ O&M
- ⚡ Purchasing
- ⚡ Manage Paperwork
Federal / Utility / State
- ⚡ Identify/Capture
IRA Funds

HOW DO YOU MANAGE CONSTRUCTION RISK?

- ⚡ Does your supplier take risk on the steel portion of your project?
- ⚡ Turn estimating into a project expense
- ⚡ Estimate labor hours and evaluate with contractor.
- ⚡ Manage all disciplines of Engineering to ensure full scope is covered.
- ⚡ Execution strategy that creates minimal customer disruption.

SUMMING IT ALL UP!

DO YOUR SUPPLIERS TAKE CONTRACT RISK WITH YOU?

No Fee	DNS	CED	Graybar	Rexel	Sonepar	Wesco	Werner
Marketing	✓						
In Person Sales	✓						
Design	✓						
Labor Estimating	✓						
Material	✓						
Accepts Contract Risk	✓						
Good Service	✓						





HOW DOES SALES BECOME A JOB EXPENSE?

- ⚡ Does your supplier provide boots on the streets sales team?
- ⚡ **Can you identify markets to secure IRA bonus funds?**
- ⚡ Do you have sales assistance to elevate your success?
- ⚡ Does your team provide a turnkey solution?
- ⚡ Can your team outline the financial incentives for the project?

"Day & Night Solar designed, engineered and procured all the equipment for our Solar Roof Top Canopy including the contracts for the structural steel. They were heavily involved with the actual construction adaptation of our new roof top canopy to the existing structure while holding a guaranteed price. When it was all said and done, the team was successful in receiving approvals on all associated permits, field inspections from the City of San Francisco, San Francisco's Fire Department and Pacific, Gas & Electric (PG&E), our utility company."

- Wayne Huie - President / CEO



WHAT DOES YOUR SUPPLIER OFFER YOU?

618.344.4001



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WELCOME TO NECA 2023 PHILADELPHIA!



The National Electrical Contractors Association is proud to host NECA 2023 Philadelphia, the electrical construction industry's largest convention and trade show. In addition to the hundreds of exhibitors sharing the latest products and services on the trade show floor, there will be more educational sessions and networking opportunities offered than ever before.

The NECA Convention and Trade Show unites thousands of contractors and exhibitors to not only build long-term relationships but to promote professional development. The more solutions our exhibitors can introduce to our contractors, the more we uplift our industry.

I'd like to thank our 12 Premier Partner companies for their quality, consistent offerings to our membership and support in this year's convention. I'd also like to thank the Ambassador- and Affiliate-level sponsors of the NECA Industry Alliance Network for expanding our array of solutions with increased access and attention to our contractors. Live product demonstrations and trade show education further prove their commitment to our industry through their presence at NECA events and is critical for a beneficial, successful convention experience.

I cannot wait to see you all at NECA 2023 Philadelphia, the City of Brotherly Love. Read more to see all the incredible things we have in store for you over these unforgettable days.


David Long
CEO, NECA



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- ▶ **Automatic Labor Factoring** allows automatic labor adjustments based on job conditions
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THE FUTURE IS ON®

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OPENING GENERAL SESSION

JAY WRIGHT

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

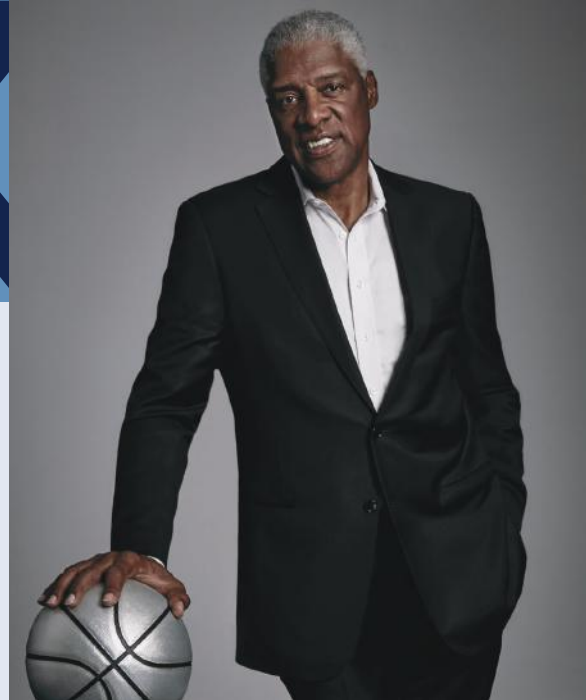
Two-time Naismith Coach of the Year, National Championship winning coach and member of the Naismith Memorial Basketball Hall of Fame Jay Wright will join NECA 2023 Philadelphia to talk about how motivation and leadership can help lead you to success. Wright, who retired from Villanova in 2022 after 21 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—Dr. J—is considered one of the most talented players in the history of the NBA and one of the game’s best dunkers. His talent, hard work and determination took him from the public housing projects to the Philadelphia 76ers, where he played his entire career. He was an 11-time All-Star, the 1981 NBA MVP and, in 1983, he led the 76ers to an NBA title. He is one of very few professional players in history to score more than 30,000 points in his career. 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 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.”

SNAP²IT[®] STEEL CONNECTORS

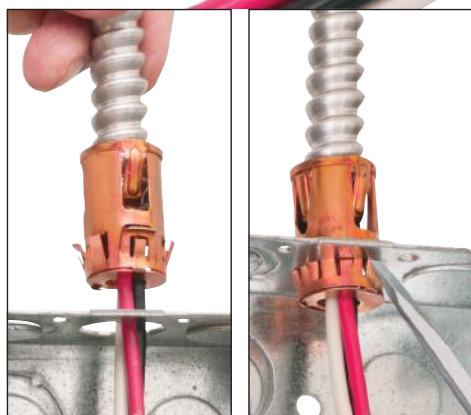
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NEW!
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TINTED 40STS

38STS



**Easy Snap-in
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**Easy Screwdriver
Removal
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TOOL**



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Available in 3/8" trade size, both connectors install into a 1/2" knockout, and are Listed for steel and aluminum AC, HCF, MCI and MCI-A cable.

The tinted 40STS has more room inside for easier cable insertion.

In Canada both connectors are Listed for use with AC90 and ACG90 cable.

- Tested to UL 514B and Listed to meet UL ground fault requirements
- **Removable** Unscrew the connector counterclockwise to remove it *from the cable*. Remove the connector *from the box* using a flat blade screw driver. Release the snap tangs from the inside of the box while pulling the connector out of the knockout.



- Packed in heavy-duty, 200 piece boxes

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NUMBER**

CABLE RANGES STEEL Snap2It[®] connectors

38STS

AC, HCF, MCI, MCI-A 14/2 w ground, 14/3, 14/2
12/2 w ground, 12/3, 12/2 • 10/2 w ground, 10/3, 10/2
.405" Dia. Minimum to .605" Dia. Maximum

40STS

Tinted

AC, HCF, MCI, MCI-A 12/2 w ground, 12/3, 12/2 • 10/2 w ground, 10/3, 10/2
.480" Dia. Minimum to .605" Dia. Maximum

Patented. Other patents pending.

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OPENING RECEPTION

FRIDAY NIGHT LIGHTS!

Friday, September 29 • 7:30 pm–9:30 pm

Milwaukee Tool Afterparty • 9:30 pm–10:30 pm

The 2023 NECA Opening Reception gets home-field advantage at the Philadelphia Eagles' Lincoln Financial Field! Make a 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!



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 jump-started the rock movement in the Midwest. "Hi Infidelity," released in 1980—with hits "Keep On Loving You" and "Take It On the Run"—spent 15 weeks at No. 1, and earned the RIAA's 10X Diamond Award for U.S. sales of more than 10 million units. Cronin and bandmates Bruce Hall (bass), Dave Amato (guitar) and Bryan Hitt (drums) are still electrifying audiences in concert. *Sponsored by ABB*



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1 piece & w/cable output



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Computer control - wireless



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INDUSTRY INNOVATION



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.

Innovation Zone

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

Innovation Overload Podcast

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. 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 that will help you gain the knowledge and tools necessary to enhance your business practices and stay competitive in a rapidly evolving industry. This year, there are multiple education opportunities; see the schedule for topics and times.



Electrical Solutions for Your Facility

Appleton™ Electrical and Lighting Products, and SolaHD™ Power Quality Products by Emerson decrease maintenance needs across your facility while keeping safety at the forefront.

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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 ECIC, which focuses on innovation and creativity, stimulates them to think about problem-solving in inventive ways. This year's finalists are from Iowa State University, University of Wisconsin–Madison and Wayne State University.

This year, each student team worked with its faculty advisor and 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 electrical contractors and performed various tasks related to constructing the project assigned to them. Students used a scope-of-work letter as a guide to prepare their proposal. The 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 2022 winning team from Iowa State University

The NECA Project Excellence Awards

Sunday, October 1 • 10:00 am–11:30 am

The annual NECA Project Excellence Awards acknowledge the extraordinary work performed throughout the year by NECA contractors in 13 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.



Women in NECA and Future Leaders Forum

Sunday, October 1 • 2 pm–4 pm

The Women in NECA + Future Leaders forum is a valuable and empowering experience for people who are looking to develop their leadership skills, network with like-minded individuals and gain insights into the challenges and opportunities in our industry. Join us to hear from industry leaders and to learn from your peers through panel discussions. No matter your professional role, the WIN+FL forum has something valuable to offer!



2023 NECA ATV GIVEAWAY

Visit us at Booth #1205 and enter for a
chance to win **A BRAND NEW 2023 ATV!**

NO PURCHASE NECESSARY. Legal residents (48 US and D.C.), 18+, and who are electrical trade professionals. NOT OPEN TO THE GENERAL PUBLIC. Sweepstakes ends 10/2/2023. For entry and Official Rules visit atkore.com/atvgiveaway

CONVENTION EDUCATION

SATURDAY, SEPTEMBER 30

8:00 am–9:50 am, Room 126A

Cybersecurity Concerns for Electrical Contractors

Nick Espinosa, *Security Fanatics*

There is an increasing threat of cyberattacks, 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.

8:00 am–9:50 am, Room 119B

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 of clear performance criteria. Learn how to avoid common pitfalls and establish a plan to fit your firm's values and culture.

8:00 am–9:50 am, Room 123

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, Room 119A

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.

8:00 am–9:50 am, Room 122A

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. This presentation provides attendees with a thorough review of the most significant changes in the 2020 *NEC*.

8:00 am–9:50 am, Room 120AB

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 before. A leader who cannot cultivate connection with colleagues, referral sources or clients/customers will lose an opportunity for success. Learn research-proven techniques to feel more at ease at receptions, networking events, and other work-related functions.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 120C

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 will help you prioritize which programs and services will have the most immediate effect on your business.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 121C

Dealing with Delay and Impact: From Contract Negotiations to Claims

J.T. Gallagher Hendrick, *Phillips, Saltzman & 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.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 124

Practical Approaches to Worker Impairment: Cannabis Legalization & Beyond

Lauren Rayner Davis, *Rottenberg Lipman Rich, P.C.*

This presentation will shed light on how to approach worker impairment on the job to keep your job sites safe and drug-free. The construction industry faces unique challenges with the legalization of cannabis in multiple states and more prevalent accessibility of other substances that can affect worker impairment. This session will cover optimal approaches for contractors to effectively respond to impaired workers on the job.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 125

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 options for successfully passing on your business. This session will discuss the various options for owners. Learn the return details and professional help required for private equity and competitor acquisition, an employee stock option plan, leveraged buyout and estate planning.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 121A

Know your Rights: Management Rights

Ryan Courtney, *NECA*

The management tight clause appearing in all NECA/IBEW construction agreements has existed for decades. It provides employers the freedom and ability to direct their jobs as they see fit. This session will discuss your rights as a contractor in the collective bargaining agreement.

SUNDAY, OCTOBER 1

8:00 am–9:50 am, Room 125

IT Software & Hardware Vendor Selection: How to Find a Partner Not a Vendor

Matt Lamb, *Rosendin Electric Inc.*

This breakout session is a journey through three vital steps. First, learn to identify the genuine problem beyond surface data and anticipate future needs. Next, find an authentic vendor partner, distinguish salespeople from collaborators, and validate through hands-on experience. Finally, navigate the realm of real solutions versus vaporware by conducting demos and practical trials.

8:00 am–9:50 am, Room 126A

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 to 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, Room 123

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, Room 124

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, Room 121C

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. The discussion will be around leading safety differently with a focus on human performance and situational awareness.

8:00 am–9:50 am, Room 122A

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. 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, 120AB

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. As important as 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 • 9:00 am–9:50 am, Room 119A

Crisis! Are You Ready?

Anthony Huey, *Reputation Management Associates*

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 a reputation-saving crisis response framework. Learn how to control social media and win in the court of public opinion.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 120C

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.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 119B

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 job site. 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.

MONDAY, OCTOBER 2

8:00 am–8:50 am, Room 119A

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.

8:00 am–8:50 am, 121A

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.

8:00 am–8:50 am, Room 119B

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.

8:00 am–8:50 am, Room 120AB

Strategic Planning for your Organization

Ronald Bailey, *NECA*

Planning for your company's future is a critical 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.

8:00 am–8:50 am, Room 126A

How Lighting Controls Can Revolutionize Service and Maintenance

Collin Weiner, *CalEnergy Corp.*

In the era of smart buildings and advanced technology, lighting control systems have emerged as a game-changer in the realm of facility management. This session offers a deep dive into the transformative capabilities of lighting control systems.

8:00 am–8:50 am, Room 123

Labor Relations: Learn by Doing

Ryan Courtney, *NECA*

Labor Relations is a vast topic to learn and master. The laws, interpretations and contracts number in the thousands and substantially impact this ever-evolving field. This session will work through some real-world labor-relations challenges with subject matter experts.

TRADE SHOW EDUCATION: LEADERSHIP

SATURDAY, SEPTEMBER 30

12:00 pm–12:50 pm, Show Floor, Booth 133

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. 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, Show Floor, Booth 133

Keep the Conversation Going

Debra Fine

Harnessing the art of conversation is an ability that will solidify business deals and connections and gain visibility for your company through networking opportunities. Learn the tools for “active” listening, body language awareness, approaching new people, making positive first impressions and mingling skills that will help build relationships.

2:00 pm–2:50 pm, Show Floor, Booth 133

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 attract the best candidates in a workforce shortage and keep them until retirement. Learn how to outline effective onboarding and training methodologies to create continuous employee improvement, career path mapping and more.

3:00 pm–3:50 pm, Show Floor, Booth 133

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. 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, Show Floor, Booth 133

Servant Leadership

Paula Simmons, *Southwire*

A servant-leader focuses primarily on the growth and well-being of people and their communities. 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 help people develop and perform as highly as possible.

SUNDAY, OCTOBER 1

12:00 pm–12:50 pm, Show Floor, Booth 133

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 common and detrimental to business concentration. This session will help participants identify the signs of burnout and the cumulative effects they have on mental health. This session will introduce intentional and consistent practices that promote wellness and reduce stress and anxiety.



Congratulations!



NECA Boston Congratulates
Alan Scharfe

On receiving **The Comstock Award**
and being named to the Academy
in Philadelphia!

His leadership and accomplishments in advancing the electrical industry on behalf of NECA Boston, as well as the entire electrical industry, are exemplary.



Congratulations, Chuck!

The Central Indiana Chapter is
honored to congratulate Chuck
Fairchild on his induction to the
**NECA Academy of Electrical
Contracting! Well deserved, Chuck!**



1:00 pm–1:50 pm, Show Floor, Booth 133

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. 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 it with those you value the most.

2:00 pm–2:50 pm, Show Floor, Booth 133

The Path to World Class: Servant Leadership in the Apprenticeship

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

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, Show Floor, Booth 133

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 and learn how to make a connection with anyone.

MONDAY, OCTOBER 2

9:30 am–10:20 am, Show Floor, Booth 133

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 it is important.

10:30 am–11:20 am, Show Floor, Booth 133

Internship Best Practices

Moderated by Joelle Salerno, *Western PA Chapter NECA*

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.

11:30 am–12:20 pm, Show Floor, Booth 133

The Veteran's Electrical Entry Program

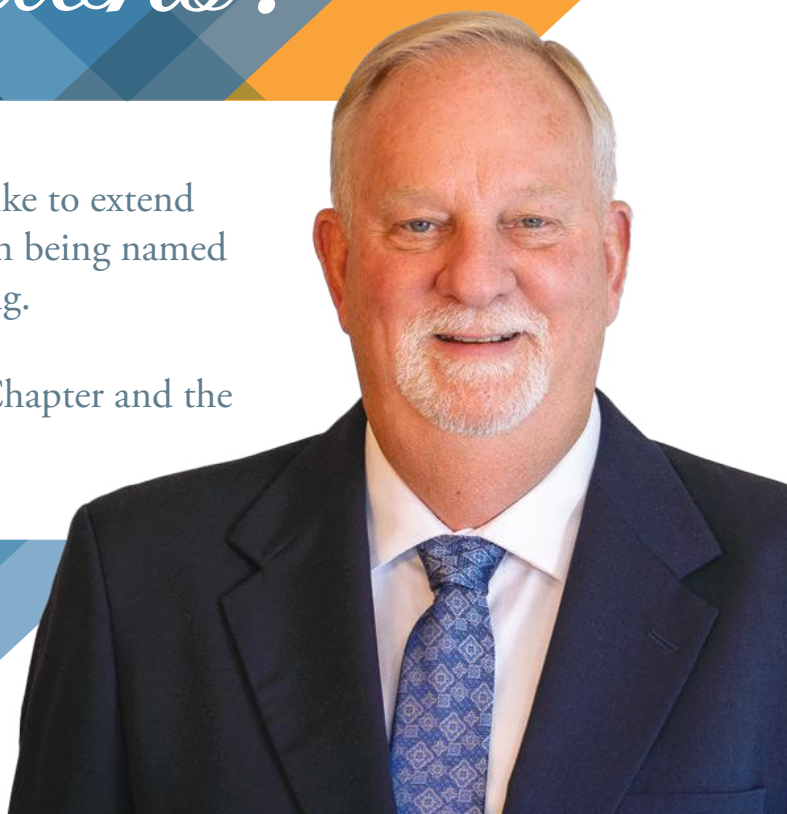
Ron Bailey, *NECA*; Mike Kufchak, *IBEW Local 11*

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.

Congratulations!

The Eastern Illinois Chapter of NECA would like to extend our sincerest congratulations to Greg Outsen on being named to the NECA Academy of Electrical Contracting.

We thank you for your years of service to our Chapter and the electrical industry. This honor is well deserved!



TRADE SHOW EDUCATION: CONTRACTOR SOLUTIONS

SATURDAY, SEPTEMBER 30

12:00 pm–12:50 pm, Show Floor, Booth 139

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 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, Show Floor, Booth 139

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, Show Floor, Booth 139

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.

3:00 pm–3:50 pm, Show Floor, Booth 139

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, Show Floor, Booth 139

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 a 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.

SUNDAY, OCTOBER 1

12:00 pm–12:50 pm, Show Floor, Booth 139

Improving and Tracking Labor Productivity with Material Management Matt McDaniel, *Remarcable Inc.*; Dave Gralike, *Guarantee Electrical Co.*

Establishing processes that provide early measurement of material and labor costs is important to the bottom line. Learn how an EC 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.



Congratulations, Ricky!

The Georgia Chapter of NECA would like to congratulate you on your induction into the 2023 NECA Academy of Electrical Contracting. We wish to express our gratitude for your dedication and contribution to the Chapter and the industry.



Ricky Ellington
President/Governor
Georgia Chapter of NECA



1:00 pm–1:50 pm, Show Floor, Booth 139

Leaning On Your Distributor for Construction Technology

Mike Carroll, *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, Show Floor, Booth 139

Eliminating Diesel Generators in Commercial High-Rise Buildings

Matt Conger, *Sinclair Digital Services, Inc.*

In cases where the generator is used rarely, 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 applications to replace a diesel generator.

3:00 pm–3:50 pm, Show Floor, Booth 139

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 ECs, and some contractors are changing how they approach roles and duties. This session will evaluate the second largest commercial office building in the United States, 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.

MONDAY, OCTOBER 2

9:30 am–10:20 am, Show Floor, Booth 139

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.

10:30 am–11:20 am, Show Floor, Booth 139

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 about PoE lighting systems.

11:30 am–12:20 pm, Show Floor, Booth 139

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 job-site safety.



NORTHERN CALIFORNIA CHAPTER, NECA
congratulates
GREG E. ARMSTRONG



On his selection as the Robert L. Higgins Association Executive Distinguished Service Award recipient and induction in to the Academy of Electrical Contracting!
Greg consistently demonstrates a passion to promote and advocate for the NECA contractors he represents and focuses on improving procedures and implementing new programs to aid NECA contractors in their businesses. Greg is respected by all who work with him. He works with each Chapter member to determine their needs and how NECA can best support their unique business.

SATURDAY, SEPTEMBER 30

12:00 pm–12:50 pm, Show Floor, Booth 129

Staying Cyber Secure

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

The opportunity for cyberattacks has increased as ECs grow more dependent on technology for 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.

1:00 pm–1:50 pm, Show Floor, Booth 129

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.

2:00 pm–2:50 pm, Show Floor, Booth 129

Testing? Why?

Gary E. Walls, *Utilities Instrumentation Service*

New projects and existing clients are impacted by industry change in the increased clarifications from codes with adjustments coming from the NEC, NFPA 70E/B, ANSI and NETA. This session will discuss two case studies to understand why testing and commissioning is more prevalent today.

3:00 pm–3:50 pm, Show Floor, Booth 129

New Sensing Technology To Address Medium-Voltage Power Quality Issues

Pruthvish Shah, *3M*

What if the grid could alert you to a problem before you knew there was one? 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, Show Floor, Booth 129

Cybersecurity Concerns in Building Automation

Nick Espinosa, *Security Fanatics*

There is an evolving landscape of cyber threats that face ECs. 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 more.

SUNDAY, OCTOBER 1

12:00 pm–12:50 pm, Show Floor, Booth 129

Making Daily Data Informed Decisions

Mark Lotspeich, *Dynalistic-Oregon*; Carrie Struss, *Milwaukee Tool*

Using data to make well-informed decisions can impact an organization's success. Learn techniques to gather data, the difference between data-driven and data-informed decisions and making a personal action plan.

Congratulations, Tony!

The Northeastern Illinois Chapter, NECA commends **Anthony B. Mulizio** for being inducted into the fellows of the Academy of Electrical Contracting!

Thank you for the many years of service to our industry!



1:00 pm–1:50 pm, Show Floor, Booth 129

Understanding the Changing Landscape of Fluorescent Lighting

Tom Shearer, *Lutron*

The ever-evolving regulatory landscape of fluorescent and LED lamps is challenging and impacts decisions on projects with installed lighting and lighting control systems. This session will discuss changes in legislation affecting fluorescent lamps, the landscape surrounding legislative decisions and how it effects your upcoming projects and customers.

2:00 pm–2:50 pm, Show Floor, Booth 129

BIM Tips to Maximize Project Success

Sarvesh Kekatpure, Naman Patwari, Niladri Samadder *Pinnacle Infotech*

Pick the brain of industry experts and your professional peers when it comes to sharing BIM best practices. 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, Show Floor, Booth 129

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 can transform installation. 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, Show Floor, Booth 129

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. This session will discuss how the connection between personnel and technology can create a strong workforce and empower people.

10:30 am–11:20 am, Show Floor, Booth 129

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.

11:30 am–12:20 pm, Show Floor, Booth 129

Evaluating Emerging Technologies

Jonathan Marsh, *Steel Toe Consulting LLC*

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.

Congratulations, Marco!



The National Electrical Contractors Association extends congratulations to Marco Giamberardino for his Abraham Lincoln Leadership Award and for being inducted into the Academy of Electrical Contracting. We honor Marco for his years of service to the association!



SCHEDULE-AT-A-GLANCE

THURSDAY, SEPTEMBER 28

7:00 am — 5:00 pm
Registration Broad Street Atrium

8:00 am — 5:00 pm
Advanced Management Skills—Mark Federle 123

8:00 am — 5:00 pm
Business Structure, Succession and Estate Planning—
R. David O'Brien 125

8:00 am — 12:00 pm
Creating and Maintaining an Effective Employer Safety Program
for Construction—Wes Wheeler 121C

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, Tauhira Ali, Ryan Wetzell, Mike Russell, Lou La Brie...115A

8:00 am — 5:00 pm
Field Leadership Essentials Train-the-Trainer (Day 1 of 2)—
Jay Jones, David Woodard, Emily Huesman 115C

9:30 am — 5:00 pm
NECA-NAED Electric Vehicle Symposium122B

1:00 pm — 5:00 pm
Employee Engagement: From Safety Leadership and
Communication to Understanding Total Worker Health—
Keith Wheeler 121C

FRIDAY, SEPTEMBER 29

7:00 am — 5:00 pm
Registration Broad Street Atrium

7:30 am — 8:30 am
Board of Governors Breakfast Terrace Ballroom

8:00 am — 5:00 pm
Field Leadership Essentials Train-the-Trainer (Day 2 of 2)—
Jay Jones, David Woodard, Emily Huesman 115C

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, Tauhira Ali, Ryan Wetzell, Mike Russell, Lou La Brie...115A

Tracks:

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

[EI] = based on ELECTRI International research

[CL] = Contractor Led

PCC = Pennsylvania Convention Center

All times are Eastern Time and are subject to change.

8:00 am — 12:00 pm
2023 NEC Changes that Impact Electrical Contractors—
Jim Dollard 121C

8:00 am — 5:00 pm
Project Financials That Every Project Manager Needs to Know—
Stephane McShane 125

8:00 am — 5:00 pm
Construction Suicide Prevention Outreach and Mental Health
Program Train-the-Trainer—Alex Yannacone 123

8:30 am — 12:00 pm
Board of Governors Meeting..... Terrace Ballroom

1:00 pm — 5:00 pm
Effectively Applying Codes and Standards to Installations and
Workplace Scenarios—Kyle Krueger 121C

1:30 pm — 3:30 pm
ELECTRI International
Electrical Contracting Innovation Challenge..... 126A

6:00 pm — 7:00 pm
NECA Innovation Institute Reception
(invitation only) Lincoln Financial Field

7:00 pm — 7:30 pm
NECAPAC Reception (invitation only) Lincoln Financial Field

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 Broad Street Atrium

8:00 am — 8:50 am
● ● Successful Succession Planning [CL]—Roy Cohen, Shane
Snyder, Rob Bresnahan, Michael Wojtowicz 125

8:00 am — 8:50 am
● ● Dealing with Delay and Impact: From Contract Negotiations
to Claims—J.T. Gallagher 121C

8:00 am — 9:50 am
● Cybersecurity Concerns for Electrical Contractors [EI]—
Nick Espinosa 126A

8:00 am — 9:50 am
● ● Top 20 2023 NEC Changes that Impact Electrical
Contractors—Mark Earley 122A

8:00 am — 8:50 am
● Practical Approaches to Worker Impairment: Cannabis
Legalization & Beyond—Lauren Rayner Davis 124

New



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SCHEDULE-AT-A-GLANCE

8:00 am — 9:50 am

● ● Project Financial Controls Processes to Drive Project Transparency—Stephane McShane 123

8:00 am — 8:50 am

● Are You Getting the Most Out of NECA?—David Roberts, Dave Orman, Ted Uppole, Jonathan Mandl 120C

8:00 am — 8:50 am

● Know your Rights: Management Rights—Ryan Courtney 121A

8:00 am — 9:50 am

● ● Ownership Transition: Build Bridges For Future Success—Bill Mandel, Laura Howard 119B

8:00 am — 9:50 am

● Building Business Relationships and Making the Most of Networking Opportunities: One Conversation at a Time—Debra Fine 120AB

8:00 am — 9:50 am

● ● R&D Case Studies [CL]—Jason Thurner, Mod. 119A

9:00 am — 9:50 am

● Are You Getting the Most Out of NECA?—David Roberts, Dave Orman, Ted Uppole, Jonathan Mandl 120C

8:00 am — 8:50 am

● Know Your Rights: Management Rights—Ryan Courtney 121A

9:00 am — 9:50 am

● ● Dealing with Delay and Impact: From Contract Negotiations to Claims—J.T. Gallagher 121C

9:00 am — 9:50 am

● Practical Approaches to Worker Impairment: Cannabis Legalization & Beyond—Lauren Rayner Davis 124

9:00 am — 9:50 am

● ● Successful Succession Planning [CL]—Roy Cohen, Shane Snyder, Rob Bresnahan, Jr., Michael Wojtowicz 125

10:00 am — 11:30 am

Opening General Session—Jay Wright Terrace Ballroom

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, Booth 129

12:00 pm — 12:50 pm

● ● Field Labor Productivity: Your Key to an Early Warning System—Stephane McShane Show Floor, Booth 139

12:00 pm — 12:50 pm

● Managing Change—Morgan Traynor... .. Show Floor, Booth 133

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, Booth 129

1:00 pm — 1:50 pm

● ● EV Grid to Charger: How Electrical Contractors Can Capitalize on The EV Mega-Trend—Matthew Young Show Floor, Booth 139

1:00 pm — 1:50 pm

● Keep the Conversation Going—Debra Fine Show Floor, Booth 133

2:00 pm — 2:50 pm

● Retaining Talent—Stephane McShane.... Show Floor, Booth 133

2:00 pm — 2:50 pm

● Testing? Why?—Gary E. Walls Show Floor, Booth 129

2:00 pm — 2:50 pm

● Negotiating Construction Contract Terms—Adam Handfinger Show Floor, Booth 139

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, Booth 133

3:00 pm — 3:50 pm

● Productivity Reboot: 6 Ways to Up Your Game—Andy Lambert Show Floor, Booth 139

3:00 pm — 3:50 pm

● ● New Sensing Technology To Address Medium Voltage Power Quality Issues—Pruthvish Shah Show Floor, Booth 129

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, Booth 139

4:00 pm — 4:50 pm

● Servant Leadership—Paula Simmons Show Floor, Booth 133

4:00 pm — 5:00 pm

● Cybersecurity Concerns in Building Automation [EI]—Nick Espinosa Show Floor, Booth 129

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SCHEDULE-AT-A-GLANCE

4:00 pm — 6:00 pm
DEI&B Reception (invitation only).....117

5:00 pm — 7:00 pm
Academy Reception (invitation only).....Bellevue Hotel

SUNDAY, OCTOBER 1

7:00 am — 8:00 am
Connecting by Faith and Prayer
Sponsored by Federated Insurance115A

7:00 am — 4:00 pm
Registration..... Broad Street Atrium

7:30 am — 10:00 am
Business Development Round Table..... 115C

8:00 am — 8:50 am
● The Incredible Power of Empathy—Nic Bittle119B

8:00 am — 8:50 am
● Estate and Business Succession Planning—Stewart Van Duzer, Landon Long..... 120C

8:00 am — 9:50 am
● IT Software & Hardware Vendor Selection – How to Find a Partner not a Vendor—Matt Lamb..... 125

8:00 am — 9:50 am
● Breaking the Silence About Mental Health—
Dr. Keith Dempsey.....120AB

8:00 am — 9:50 am
● Technology's Impact on Electrical Codes and Standards [CL]—Moderated by Kyle Krueger..... 122A

8:00 am — 9:50 am
● Safety Roundtable [CL]—Moderated by Wesley Wheeler and Michael Starner 121C

8:00 am — 8:50 am
● Crisis! Are You Ready?—Anthony Huey.....119A

8:00 am — 9:50 am
● Innovation in Practice [CL]—Moderated by Tauhira Ali..... 124

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 123

8:00 am — 9:50 am
● Contract Killer Instinct: Identifying Key Clauses to Mitigate Construction Risk—Jacob Perskie, Ronald Williams 126A

8:30 am — 4:00 pm
Showstopper Showcase..... Show Floor, PCC

9:00 am — 9:50 am
● The Incredible Power of Empathy—Nic Bittle119B

9:00 am — 9:50 am
● Estate and Business Succession Planning—Stewart Van Duzer, Landon Long..... 120C

9:00 am — 9:50 am
● Crisis! Are You Ready?—Anthony Huey.....119A

9:45 am — 1:00 pm
Apprentice Appreciation Day..... Ballroom AB

10:00 am — 11:30 am
Sunday General Session—Julius “Dr. J” Erving.....Terrace Ballroom

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, Booth 133

12:00 pm — 12:50 pm
● Improving and Tracking Labor Productivity with Material Management [CL]—
Matt McDaniel, Dave Gralike.....Show Floor, Booth 139

12:00 pm — 12:50 pm
● Making Daily Data Informed Decisions [CL]—
Carrie Struss, Mark LotspeichShow Floor, Booth 129

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—
Mike Carroll.....Show Floor, Booth 139

1:00 pm — 1:50 pm
● A Leaders Guide To Building Trust—
Nic Bittle.....Show Floor, Booth 133

1:00 pm — 1:50 pm
● Understanding the Changing Landscape of Fluorescent Lighting—Tom Shearer.....Show Floor, Booth 129

2:00 pm — 4:00 pm
Women in NECA and Future Leaders Forum..... 118ABC

● 2:00 pm — 2:50 pm
BIM Tips to Maximize Project Success—Sarvesh Kekatpure, Naman Patwari, Niladri Samadder.....Show Floor, Booth 129

2:00 pm — 2:50 pm
● Eliminating Diesel Generators in Commercial High- Rise Buildings—Matt Conger.....Show Floor, Booth 139

2:00 pm — 2:50 pm
● The Path to World Class: Servant Leadership in the Apprenticeship—David Nott, Steven RoseShow Floor, Booth 133

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 CappetaShow Floor, Booth 129

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SCHEDULE-AT-A-GLANCE

3:00 pm — 3:50 pm

● Talk Like a Leader—Anthony Huey Show Floor, Booth 133

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, Booth 139

4:00 pm — 5:00 pm

Women in NECA (WIN) & Future Leaders Reception 117

4:00 pm — 5:00 pm

Business Development Reception (invitation only) 116

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 Broad Street Atrium

7:00 am — 8:00 am

2023 Rocky Run Water Works

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 Karbowski 119B

8:00 am — 8:50 am

● Navigating the Transition to an Energy Efficient World [CL]—Moderated by Jeff Beavers 121A

8:00 am — 8:50 am

● What is a Digital Twin and Why Should I Care [EI] [CL]—Moderated by Amanda Harbison 119A

8:00 am — 8:50 am

● Strategic Planning for your Organization—Ronald Bailey 120AB

8:00 am — 8:50 am

● How Lighting Controls Can Revolutionize Service and Maintenance [CL]—Collin Weiner 126A

8:00 am — 8:50 am

● Labor Relations: Learn by Doing [CL]—Moderated by Ryan Courtney 123

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, Booth 133

9:30 am — 10:20 am

● Understanding Your Technology Workforce—Jonathan Marsh Show Floor, Booth 129

9:30 am — 10:20 am

● Means and Methods: The Gray Area of BIM—Trevor Owen Show Floor, Booth 139

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, Booth 139

10:30 am — 11:20 am

● NFPA 70B Standard for Electrical Equipment Maintenance—Vince Della Croce Show Floor, Booth 129

10:30 am — 11:20 am

● Internship Best Practices [EI]—Moderated by Joelle Salerno Show Floor, Booth 133

11:30 am — 12:20 pm

● Evaluating Emerging Technologies—Jonathan Marsh Show Floor, Booth 129

11:30 am — 12:20 pm

● Design, Fabrication, Installation: Lean & Productivity Savings Methodologies—Bill McNamara Show Floor, Booth 139

11:30 am — 12:20 pm

● The Veteran's Electrical Entry Program—Ronald Bailey, Mike Kufchak Show Floor, Booth 133

1:15 pm — 2:30 pm

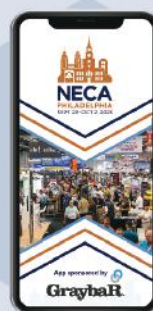
Closing General Session—Robyn Benincasa Terrace Ballroom

7:00 pm — 9:30 pm

(Doors open at 7, music starts at 8:15)

Closing Celebration—REO Speedwagon Fillmore Philadelphia

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Sponsored by ELECTRICAL CONTRACTOR, the NECA Showstopper Showcase features more than 200 entries representing the latest solutions on the market. Here is a selection of the products; all the Showstoppers will be on display in Booth 2400 at NECA 2023 Philadelphia. The winners will be profiled in the January 2024 issue of ELECTRICAL CONTRACTOR magazine.

ABB

Cable Protection Systems Selection Tool:

Quickly find the right cable protection solutions with UL Ingress Ratings to match industrial enclosures and application requirements.

ARLINGTON INDUSTRIES

Snap2It Steel Connectors: Arlington's new one-piece Snap2It STEEL connectors deliver easy, snap in installation in a 1/2-in. knockout.

BRADY CORP.

MSII Label Printer: Print bigger, clearer messages, any way you choose—on a phone, tablet or PC.

CHARGEPOINT INC.

CP 6000: Prepare for the future of electric mobility with a modular, field-serviceable, connected charging solution.

COINS

Expenses Software: Control spending, reduce errors and automate mobile expense management from submission through reimbursement.

DEWALT

Square Drive Right Angle Attachments: FLEXTOROQ 1/4-in. and 3/8-in. square drive modular right-angle attachments

EATON

EV Charging Busway: EV Charging Busway is an innovative overhead, scalable EV charging solution for fleet and last-mile delivery services.

ECM INDUSTRIES

Dino Dies: Set of 3 dies used for crimping up to 1,000 kcmil Cu/Al connectors

FOUNDATION SOFTWARE

WorkMax Insights: WorkMax INSIGHT delivers real-time, accurate productivity and project cost management.

GRIPPLE INC.

UniGrip 6 Hanger: The only single-channel cable fastener/hanger capable of accommodating 1/4-in. cable, and with an 800-lb. SWL.

HARGER LIGHTNING & GROUNDING

Hammer Head: Harger's HammerHead ground rod clamps are designed to provide a low-resistance, permanent connection with quick and simple installation.

HILTI

PLT 400: Easier-to-use self-leveling and self-calibrating 2-in. construction layout tool for faster stake out on the job site.

HUBBELL INC.

THHN / XHHW All-in-One End Strip Kit: Variable bushings and drill-adaptable tool to end strip the insulation off #1-400MCM THHN / XHHW cable. Bushings available up to 750MCM.

IDEAL ELECTRICAL

Pole Mount Kit: The IDEAL line of auger bits provides an efficient wood-cutting solution for electricians.

ITOOOLCO

Mega Bolt: Pulling those remote overhead runs is easy with iTOOLco's pole mounted puller kit, compatible with all 3K and 6K models.

JAMESON, LLC

Portable Reel Buck: The Portable Reel Buck is a quick and easy way to set up strand

and cable reels up to 54 in. diameter.

KLEIN TOOLS INC.

Electrician's Combination Square, 12-Inch: Combo square with stainless steel ruler, magnetic quick adjust and panel layout guide

KNIPEX TOOLS LP

Angled Electricians' Shears: The 45 angled shears provide a more comfortable working position, better sight lines and a nonslip cut.

LAKELAND INDUSTRIES

High Performance Printed Knit Button Down Shirt: New High Performance Diamond Print button down shirt features 16 cal protection, permanent moisture wicking technology, odor and bacteria control and enhanced UPF protection.

LEVITON MFG. CO. INC.

Decora Combination Sensor with Fan Switch: Decora Combination Sensor with Fan Switch replaces a single pole switch for control of a ventilation fan or fan/light combination, or a combination switch for separate control of fan and lighting.

LIGHT EFFICIENT DESIGN

Level 2 48A EV Charger: Simply plug and charge. No internet connection or software required. Selectable 24A-48A charging power.

LIND EQUIPMENT

Jobsite 360: Handles the entire scope of planning and material delivery of temporary power and lighting throughout your project.

NECA
PUGET SOUND
CHAPTER

Congratulations!

The Puget Sound Chapter of the National Electrical Contractors Association is honored to congratulate Michael J. Holmes for being inducted into the Academy of Electrical Contracting.

Mike has been an instrumental leader of the Electrical Contracting Industry for 37 years, a dedicated advisor with ELECTRI International, and a long serving member of the Construction Industry Advisory Council with the University of Washington. Mike has tirelessly served on the Puget Sound Chapter Board for 20+ years. His consistent guidance and support have helped NECA and Contractors through numerous industry challenges.

The entire construction and electrical industries have benefited from the time and energy that you dedicated. Congratulations, Mike, from all of the Contractor Members and Staff at Puget Sound Chapter, NECA!



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LUTRON ELECTRONICS

Line Powered Pico: Line-powered keypad to provide a battery-free keypad solution for Vive Wireless Lighting Control System.

MILWAUKEE TOOL

Comfort Grip Lineman's Plier: Provides best leverage for tough cuts and long cut life with smoothest open and close.

MIRO INDUSTRIES INC.

M-Hex Conduit Pipe Support: Lightweight PVC conduit pipe support with integrated strut and pipe saddle. This innovative support product boasts a unique design that provides three different options for use.

MORRIS PRODUCTS INC.

SmarToggle Old-Work Boxes: Morris' SmarToggle Old-Work Boxes—the only Stud/No-Stud Solution that saves electrical contractors time, money, and labor.

NATIONAL SAFETY APPAREL

DRIFIRE FR Phoenix Tee: Stand proud and stand out with the DRIFIRE FR Phoenix Tee featuring our exclusive red, white and blue phoenix graphic. This lightweight t-shirt is built to keep you comfortable when things heat up.

NSI INDUSTRIES

DURO DYNE DYNA-TITE: Able lock suspension system for suspending static loads; including lighting, cable trays, signage and more.

NVENT CADDY

J-Hook with Versa-Mount Technology: J-Hook with Versa-Mount Technology has an innovative attachment design that provides multiple structural and installation methods for wall, ceiling and threaded rod mounting applications.

ORBIT INDUSTRIES INC.

SPECIALTY LIGHTING CONTROL RELAY ENCLOSURE: NEMA 1 enclosure with special KO configuration for lighting control relay systems

PANDUIT CORP.

Nylon Cloth Die-Cut and Marker Plates: Discover PXE Cassettes: Elevate wire and component organization with nylon cloth die-cuts and marker plates.

PRODUCTION PRODUCTS INC.

Strut Pro Automated Strut Fabricating Machine: Produce strut at a lower cost per foot than you can purchase from a supplier.

PSP PRODUCTS

EV Load Management Device: Safely allows the addition of EV charger (up to 60A) to undersized electrical services.

RACK-A-TIERS MFG. INC.

Skybender: The first ever EMT bender to be mounted on a lift.

REMARCABLE

Remarcable: Remarcable is a cloud based application that streamlines procurement and asset management.

RVE

DCC-9-BOX6 | EV Energy Management System: Industrial controller for EV energy management in a space-saving 6 splitter box format. Designed for MUD EV-readiness.

SCHNEIDER ELECTRIC

Energy Monitor (QO Smart Panel Solution): Schneider Energy Monitor and SquareD Control Relays give smart functionality simply, inexpensively to QO panels.

SNAKE TRAY

Snake-Loc Cable Hanger: All-weather double pocket cable hanger with squeeze lock securely latches onto the messenger wire.

SOUTHWIRE

Re3 Concentric Neutral Calculator: Online calculator created by Southwire's CableTechSupport Services is accessible on Southwire.com.

SP PRODUCTS

PVC SLIP to Liquidite Conduit Transition Coupling: Transition from PVC SCH40/80 to Liquidite Conduit without reaming PVC conduit out.

VARIABLEGRID ADAPTIVE POWER INC.

Varian EVEMS: Variablegrid designs and sells Electric Vehicle Energy Management Systems (EVEMS) which allocate power to tenant EVs in multi-unit and single-family residential buildings.

WHEATLAND TUBE, A DIVISION OF ZEKELMAN INDUSTRIES

Zi-Strut: Introducing Zi-Strut—a newly expanded line of domestically made strut and accessories.

WIHA TOOLS

6 Piece Insulated SlimLine PocketMax Multi-Driver: The SlimLine PocketMax Multi-Driver is the ultimate pocket-sized companion for electricians and professionals working with live circuits.

Congratulations!

Ryan Landon
McCoy Electric Co., Inc



**The Oregon Columbia Chapter, NECA
would like to congratulate
Ryan Landon on being inducted into
the Academy of Electrical Contracting!**

Well deserved, Ryan!

HOME CHARGING MADE EASY

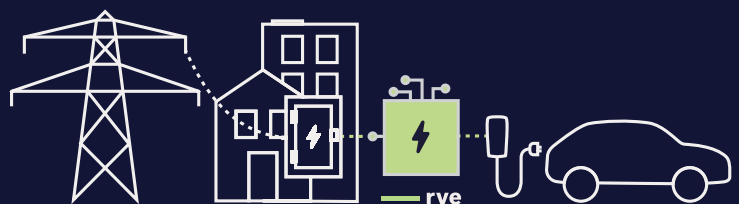
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- ✓ Simplifies your electricity bill
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NECA Gives Back

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 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.

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2023 Rocky Run 5K

Monday, October 2 • 7:00 am

The 2023 Rocky Run 5K, hosted by NECA's Penn-Del-Jersey Chapter, will be held on Monday, Oct. 2 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 as soon as you can!



Congratulations

CHASE PENDERGRAFT



The Tennessee Chapter, NECA
congratulates their Executive Director on
his induction to NECA's Academy of
Electrical Contracting.





Congratulations!

The Northeastern Line Constructors Chapter
congratulates Michael Parkes on being the recipient of
the 2023 McGraw Award and his induction into the
Academy of Electrical Contractors!



EXHIBITOR LIST

Exhibitors are subject to change. Check the NECA Events app for the most recent list.

3Dream Team Inc.	CompTIA	FOTRIC	Light Brigade
3M	Condoit	Foundation Software	Lind Equipment
4 Degree Trailer	Conest Software Systems	Freedom Merchants	Lindsay Precast
ABB	Construction Labels	FSR, Inc.	Littelfuse Inc
AboutTime Technologies	Construction Monkey	Functional Devices, Inc.	Little Giant Ladder Systems
Adrian Steel Company	Contractors Choice Inc.	GAN Human Resources	Livingston Energy Group
Advanced Test Equipment Corp.	Cooper Lighting Solutions	Ginkgo Lighting Corp.	Loop Global
AECInspire	Corpay	GlenGuard	LPB - A Division of ReCon
AEMC Instruments	Creek Plastics	Global-View.Net	LS Cable & System U.S.A., Inc.
AGGREKO	Crescent Electric Supply	GORE-TEX Professional	LSI Industries
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Allied BIM	Cumby, Spencer & Associates	Greenlee Tools, Inc.	Lyncole XIT Grounding
Altec Industries	Financial Group	Greentech Renewables	Maddox Industrial Transformer, LLC
American Conduit	Current Tools, Inc.	Gripple Inc.	Mag Daddy LLC
American Polywater Corporation	DADO	Group CBS - Advanced Electrical and Motor Controls	Manufacture by ViZZ Technologies
American Technical Publishers, Inc.	Day & Night Solar	GTP Services, LLC	Material Management Software, Inc.
Appleton Engraving	DeWalt	Hammond Power Solutions	MAX USA Corp.
Appleton Group	Directional Systems	Harger Lightning & Grounding	MB Cable Co.
Arcoro	Dispatch	Heavy Metal Summer Experience	MB Metal Technologies LLC
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Arlington Industries	Eagle Tool US	Hendrix	McCormick Systems, Inc. - A Foundation Software Company
Atkore	Eastern Controls, Inc.	High to Low Voltage	MERSEN USA EP Corp.
Austin Lane Technologies, Inc	Eaton	High Voltage Inc.	Milspec Industries
Autodesk Construction Cloud	EC&M Magazine	High Voltage Maintenance	Milwaukee Tool
Avetta	ECI Software Solutions	Hikvision USA Inc.	Miro Industries Inc
Basor Electric, Inc.	ECM Industries	Hilti	Monterra
BD ELECTRICAL	EGALVANIC, LLC	Hindsight Rated	Morris Products, Inc
Benner-Nawman, Inc.	ELECTRI International	Hotel Engine	motive
Bethlehem Precast, Inc.	Electrical Contractor Magazine	Hubbell Incorporated	Mount Vernon Mills
Bidding Enterprise	Electrical Products & Solutions	IBEW Local 98	NASCO Industries, Inc.
Blackout Tees	Electrical Safety Foundation Intl. (ESFI)	ICM Controls	National Safety Apparel
Blu Banyan	Electrical Training Alliance formerly the NJATC	Ideal Electrical	NECA Member Services
Border States	Electri-Flex Company	Infrapection Institute	NECA Claws for Cause
Brady Corporation	Electronic Power Design (EPD)	IntelliShift	NECA Trade Show Education
breezeEV Charging Solutions by Light Efficient Design	ELEDLights	International Association of Electrical Inspectors (IAEI)	NECA Exhibit Show Office
Bridgit	ELEGRP	IRISS.Inc.	NECA Innovation Studio
Buckingham Mfg.	Elmex Electric Pvt. Ltd.	IR-TEC America, Inc.	NECA Pause for Paws
BuildOps	Emergent Safety Supply	iTOOLco	NECA Penn-Del-Jersey Chapter
busybusy Mobile Time Tracking	Empire Level	iWallet	NECA Showstoppers
CAB (Cambria County Association for the Blind and Handicapped)	Encore Wire Corporation	Jackson Technologies	NECA SPORTS ZONE
Canon U.S.A., Inc.	Energy Light Inc.	Jameson, LLC	NECA Survey
Carhartt Company Gear	Enerlites, Inc.	Janitza LP	NECAPAC
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THE WESTERN PA CHAPTER OF NECA IS
HONORED TO CONGRATULATE

James J. Ferry II



FERRY ELECTRIC COMPANY



ON HIS INDUCTION INTO THE
2023 ACADEMY OF ELECTRICAL CONTRACTING

JIM FERRY EXEMPLIFIES THE CONTRIBUTION & LEADERSHIP THAT THIS HONOR IS INTENDED TO RECOGNIZE. THE ACADEMY OF ELECTRICAL CONTRACTING LIFTS UP OUTSTANDING LEADERS IN THE ELECTRICAL CONTRACTING INDUSTRY, AND IT PRESERVES AND UTILIZES THEIR WEALTH OF EXPERIENCE AND KNOWLEDGE FOR THE BENEFIT OF THE INDUSTRY.

JIM HAS CONTRIBUTED EXCEPTIONAL SERVICE TO THE INDUSTRY AND THE NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION FOR OVER 30 YEARS AND THAT SERVICE IS CONTINUED AND ENHANCED THROUGH HIS FELLOWSHIP IN THE ACADEMY.

HIS KNOWLEDGE, INNOVATION AND HARD WORK HAVE BEEN INVALUABLE TO OUR WPANECA CHAPTER AND THE ENTIRE NECA MEMBERSHIP NATIONWIDE.



PLEASE JOIN US IN CONGRATULATING JIM FERRY
ON THIS WELL-DESERVED HONOR

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Patabid	RVE	Supplyhouse.com	Voltec Power & Lighting
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Phoenix Support Systems	Sanveo Inc	Tejgy Inc	Zekelman Industries
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Production Products, Inc	SJS Electric VDC Inc	Trimble	Z-Band Technologies
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PROMINOX USA	Snake Tray	Turtle	ZSi-Foster
Protec Equipment Resources	Softing Inc.	TUV Rheinland	Zuma Payroll
PSP Products	Sonepar USA	Tyndale Company	
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RAB Lighting	Southwire	UCL Swift	
Rack-A-Tiers Mfg. Inc.	SP Products	Ugly's Electrical References	
Radix Wire Company	Space Age Electronics	U-Mark, Inc.	
Raken	Specialty Software Group LLC	Underground Devices Inc.	
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Retrofit Panel, Inc.	Strategic Tax Planning	Variablegrid Adaptive Power Inc.	

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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, oxytocin. This year, we are building on the success of Pause for Paws to also 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.

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