




Are You Getting the Most Out of NECA?

Tracy Landers, Tom Lipka,
David Manderson, & Dave Orman
NECA Field Representatives

CONVENTION EDUCATION


This session is eligible for 1 Continuing Education Hour.



For these hours to appear on your certificate, you must:

- Have your badge scanned at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session

CONVENTION EDUCATION



NECA's Vision, Mission & Core Values

VISION
Empowering Lives and Communities

MISSION

- Deliver exceptional value for our members through relentless focus on their success
- Attract, develop and retain the best talent
- Collaborate with world-class partners to advance our industry
- Foster member relationships

CORE VALUES

- **Customer Focused:** Our customers are our members
- **Leadership:** To be the driving force to shape our industry
- **Partnership:** NECA and its Chapters will collaborate to deliver optimal value for our members
- **Accountability:** We measure what we do with a commitment to continuous improvement, transparency and integrity
- **Excellence:** The standard by which individual and team performance measured and rewarded
- **Innovative:** A declaration to be more effective through delivering creative solutions
- **Stewardship:** Invest in our people and industry to leave our world a safer and better place for future generations
- **Community:** To share experiences, ideas and have fun


CONVENTION EDUCATION



NECA Services Are For Everyone At Your Company

- Anyone at your company can:
 - Create an online profile
 - Download free and purchase other publications
 - Register for online and in-person courses
 - Network and ask questions on the NECA Network online forum
 - Take advantage of MANY other membership opportunities

CONVENTION EDUCATION



Are You Getting the Most Out of NECA?

- Labor Relations & Field Services
- Government Affairs
- Industry Development
- Network Integration & Services
- Education & Innovation
- Business Development
- Codes & Standards
- Risk Management & Safety
- Industry Alliance Network
- Public Relations, Marketing & ELECTRICAL CONTRACTOR Magazine
- ELECTRI International
- NECA Meetings & Convention

CONVENTION EDUCATION



Labor Relations & Field Services

NECA is committed to progressive management practices and positive employee relationships. NECA is striving to make labor agreements more competitive and flexible for electrical contractors nationwide.

www.necanet.org/Labor

CONVENTION EDUCATION



Labor Relations & Field Services

- Working to reduce labor costs
- Promoting standardized contract language
- Helping to resolve labor issues/disputes
- Negotiating competitive terms in National Agreements
- Collecting current information on labor negotiations and market share trends
- Working with the electrical training ALLIANCE and local JATC's to improve employee skills
- Partnering on Council on Industrial Relations helping to settle local labor disputes and contracts without job interruption
- Serving jointly on industry funds such as FMCP, NEBF, and the NLMCC

CONVENTION EDUCATION



Labor Relations Online Resources

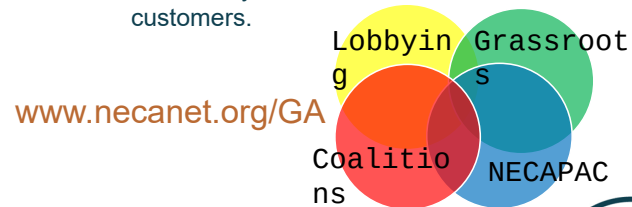
- Wage and Agreement Database – 250+
- Pattern Agreement Guide and National Agreements/language
- Market share data by each Local Union & NECA Chapter
- LR Bulletins and Best Practices
- Labored Thoughts podcast
- Powering America and grants
- LR Studies and Reports

CONVENTION EDUCATION



Government Affairs

Working For You – NECA is your voice on Capitol Hill. For more than 100 years, NECA has worked to advance legislation and regulatory policies that impact your opportunity and ability to operate efficiently, profitably and in the best interest of your electrical construction customers.



CONVENTION EDUCATION



Government Affairs

- Legislators and Regulators are making decisions every day that are impacting electrical contractors at the federal, state, and local level.
- NECA works for you by:
 - Advocating for the electrical contracting industry before Congress and the Administration.
 - Unifying the voice of the industry through action alerts, lobby days, and NECAPAC
 - Lobbying on tax reform, infrastructure, pension reform, healthcare, labor and workforce issues, contracting reform, etc.

CONVENTION EDUCATION



Government Affairs: NECA Priorities

- Infrastructure and Energy Investment
- Refine Tax Policy
- Preserve Davis-Bacon and PLAs
- Growing our Apprenticeship Programs
- Contracting Reform
- Pension Reform
- Healthcare policy

CONVENTION EDUCATION



Industry Development

- Future Leaders and Women in NECA programming
- Providing resources to NECA members and chapters on leadership development, strategic planning and DEI&B best practices
- Furthering industry-wide recruiting of veterans (VEEP) and disadvantaged/underserved groups
- Helping give back to communities via NECA Gives Back and Adopt-a-School
- CALS – CEO Advanced Leadership Seminar: June 8-15, 2025

CONVENTION EDUCATION



Network Integration & Services

- Low voltage & systems integration resources and awareness
- Building awareness of opportunities and solutions for NECA contractors
- Educating and raising awareness of electrification opportunities and challenges with the apprenticeship, AHJs and the industry overall

CONVENTION EDUCATION



Education

NECA's provides practice-oriented education and publications to help members keep current with market trends, best practices and customer demands. NECA offers training for all stages of an electrical contractor's career—from foremen to project managers to executives.

www.necanet.org/Education

CONVENTION EDUCATION



Education

- Classes:
 - More than 100 courses a year with NECA Chapters across the country
 - Field Leadership Essentials Training
 - NECA's Educational Institutes
- Publications:
 - NECA Manual of Labor Units
 - Tool and Equipment Rental Guide
 - Officer and Overhead Personnel Compensation Report
 - Financial Benchmarker
- Online:
 - Regular Virtual Classrooms & Webinars
 - More than 300 on-demand online training courses

CONVENTION EDUCATION



Educational Institutes

- Executive Management Institute
 - Helping Current and Future Business Leaders Develop Management Skills, Enhance Vision, and Achieve Excellence
 - November 19-23, 2024—Washington, DC
- Innovation Institute
 - Positioning the Next Generation of Electrical Construction Innovators to Outperform Their Personal Best
 - Nominations Now Open for April 2025 and August 2025 Cohorts
- NECA Safety Professionals Institute
 - Empowering New Safety Professionals to Proactively Identify & Mitigate Risks & Create a Culture of Safety
 - November 12-14, 2024—Washington, DC

CONVENTION EDUCATION



www.NECALearningCenter.org

- State-approved Code classes
- Harassment prevention training
- Foreman Training: Field Leadership Essentials & Line Foremanship Fundamentals
- Personal and business development courses
- NECA's online project management program
- Virtual Classrooms
- Webinars

CONVENTION EDUCATION



Industry Innovation



The Mission of NECA's Industry Innovation team is to empower NECA member contractors to increase market share through strategic application of industry trends and emerging technologies. We position contractors eliminate today's challenges and explore tomorrow's opportunities

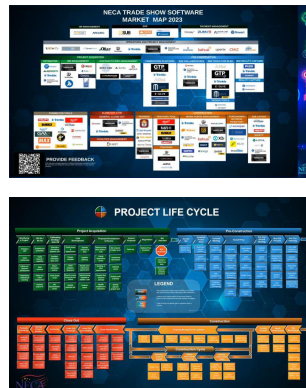
www.necanet.org/Innovation

CONVENTION EDUCATION



Industry Innovation

- Exhibitor Solutions Market Map
 - A one-stop map to services offered by each exhibitor on the NECA Trade Show floor
- NECA Project Life Cycle
 - A foundational playbook that details the Phases, Processes, and Sub-Processes of a standard construction project.
- NECA Innovator of the Year
 - Industry pioneer who champions innovation and continuous improvement across their company and the entire NECA community



CONVENTION EDUCATION



Business Development

NECA Business Development is focused on maintaining and growing market share for NECA members by providing the knowledge, tools, resources, and conditions for their success.

www.necanet.org/BD

CONVENTION EDUCATION



Project Excellence Awards



- Showcase the Exceptional Work Performed by Our Members
- Awards Recognize Firms for their Outstanding Commitment, Professionalism and Ingenuity
- 13 Different Market Sector Categories
- Online Applications, Picture Galleries, and Judging

CONVENTION EDUCATION



Codes and Standards

- The NECA Codes and Standards Committee members represent NECA's interests in the development of national codes and standards such as the NEC®, NESC®, NFPA 70E, & NFPA 70B
- NECA's NEIS Standards Program – Development and Maintenance
 - Performance and quality standards for electrical construction
 - Positions NECA members as expert, professional contractors
- NECA sets the standard while maintaining and gaining market share
 - Development of new NEIS is based on industry trends/identified needs
 - Development of codes- and standards-based training resources

www.necanet.org/Codes

CONVENTION EDUCATION



Code Question of the Day - CQD

- The CQD provides daily Electrical Code Q & A to over 6500 subscribers.
- Complete 26-year archive Codes and Standards website.
- Sign up today:



CONVENTION EDUCATION



Safety and Risk Management

- Chapter and Contractor Support (safety events, guidance, presentations)
- Participates with DOL/OSHA and industry associations including ET&D Partnership, EEI, NSC, and ASSP
- NECA Safety Resources – Apps, Videos and Publications
 - NECA eSafetyline Online Service by INTEC
 - NECA Employee Safety Handbooks
 - NECA Safety Talks for Inside Electrical and Outside Line
 - NECA NFPA 70E Education, Guides and Resource Kits
 - NECA Safety Guides for Forklifts, ATVs, Job Briefings, Incident Investigations
 - NECA Electrical Contractor Safety Program

www.necanet.org/Safety

CONVENTION EDUCATION



Recognition of Safety Program

- NECA Recognition of Safety Excellence
- NECA Recognition of Zero Injury
- NECA Safety Ambassadors Metal



CONVENTION EDUCATION



Industry Alliance Network

- Connects NECA members to products and services designed to support your success and provide solutions with increased access and attention within our industry.
- Three levels:
 - Premier Partner
 - Ambassador Sponsor
 - Affiliate Sponsor



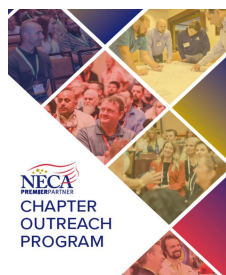
www.necanet.org/IAN

CONVENTION EDUCATION



Chapter Outreach Program

- Offers additional educational opportunities to members at no cost.
- Offers over 85 courses put together by our Premier Partners and Ambassador Sponsors in the areas of leadership, safety, best practices, technology and more.
- Members may request presentations to their respective Chapters.



<https://www.necanet.org/ChapterOutreach>

CONVENTION EDUCATION



Value Added Services

- NECA's Value Added Services (VAS) helps connect NECA members and chapters solution providers offering products and services that support their businesses by providing:
 - Exclusive member-only discounts at a significant savings
 - Discounts are with leading manufacturers and service providers
- Participating companies include:
 - Lenovo, Office Depot and UPS
 - Avis/Budget Car Rentals
 - Commerce Payments and Heartland
 - Continental Tire and Fleet

<https://www.necanet.org/vas>

CONVENTION EDUCATION



Public Relations

Subscribe to NECA's weekly e-newsletter NECA This Week (NTW) on NECANet.org or on LinkedIn to stay up to date on industry news, events, legislative updates, breaking news, and more.

E-newsletters:

- NECA This Week (NTW) is distributed every Monday to all subscribers



NECA Podcast Network

- Designed with the NECA contractor in mind, featuring regular content across a range of critical industry issues.



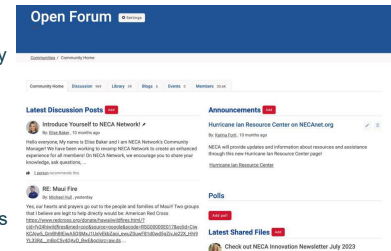
CONVENTION EDUCATION



Public Relations

Get involved with NECA Network! NECA Network is an exclusive member benefit designed to offer an online discussion forum for NECA Members.

- Your login is the same as NECANet.org
- NECA Network **Open Forum** is the largest community group within NECA Network (30.6K)
- All members are automatically added
- Posts are meant to be thought-provoking and provide continuous discussion
- Popular posts include software recommendations, training resources and job postings



CONVENTION EDUCATION



Public Relations

Follow NECA on social media to join the EC community online. NECA social media offers real-time updates about industry news, new NECA initiatives, member benefit insights and more!

- Member highlights
- Project features
- Local industry events
- NECA initiatives & resources
- Industry-specific updates (OSHA, ELECTRI, industry partners, etc.)
- NECA hashtag: **#WeAreNECA**



CONVENTION EDUCATION



ELECTRICAL CONTRACTOR Media Group



- **Electrical Contractor Magazine**
 - Latest industry trends and new products
- **Line Contractor magazine**
 - Outside electrical industry and those working in transmission, distribution and more
- **Safety Leader magazine**
 - Tackling safety from all angles
- Free to electrical contractors
- Available in print, digitally and through app
- E-Newsletters, and web-exclusive online content
- Subscribe at www.ecmag.com



CONVENTION EDUCATION



ELECTRI International- The Foundation for Electrical Construction

- Electrical Contractors have questions. ELECTRI has answers.
 - Over 30 years of research
 - Student Chapter Challenge and Training Classes
 - Project Management Apprenticeship Program
 - Electrical Construction Career Map
 - Business Coaching from electrical contractors

www.ELECTRI.org



CONVENTION EDUCATION



NECA Meetings & Conferences

- MEP Innovation Conference
 - January 27-30, 2025—Los Angeles, CA
- Future Leaders Conference
 - February 19-21, 2025—Nashville, TN
- District 10 Council Meeting
 - March 9-12, 2025—Hawaii
- NECA NOW
 - April 7-9, 2025—Hollywood, FL
- Legislative Conference
 - April 28-30, 2025—Washington, DC

CONVENTION EDUCATION



NECA Meetings & Conferences

- NECA Safety Professionals Conference
 - May 19-21—Des Moines, IA
- NECA 2025 Chicago
 - September 12-15, 2025—Chicago, IL
- District Council Meetings

CONVENTION EDUCATION



Complete the Online Evaluation



<https://www.surveymonkey.com/r/NECA2024SanDiegoConvention>

CONVENTION EDUCATION

