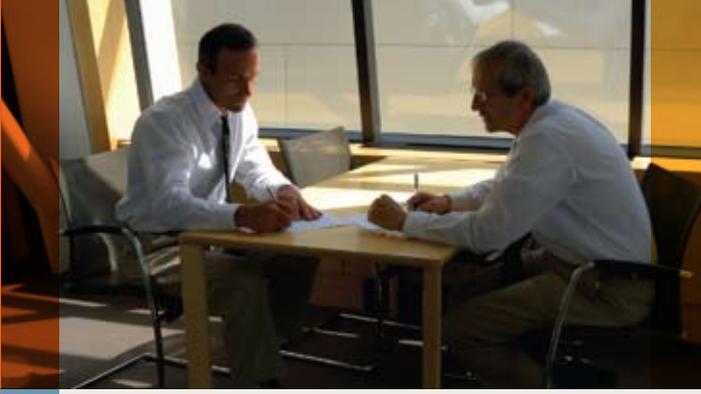




National Electrical  
Contractors Association

# 2008 Annual Report

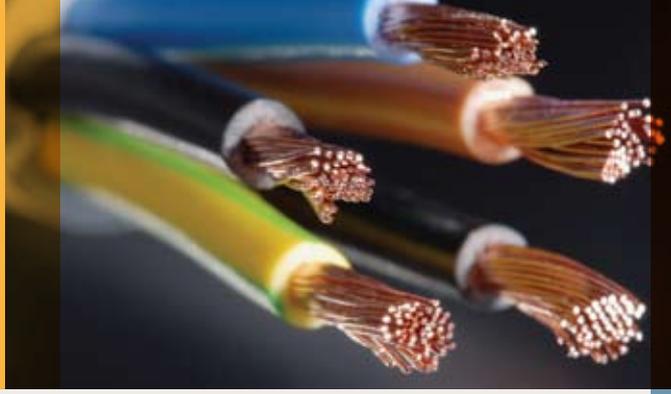




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## Letters from the President and CEO

### A Message from NECA President Rex Ferry

The 2008 NECA Annual Report marks my first official communication with you as NECA President. It's a great opportunity to look at the past year's accomplishments, as well as what we still have to look forward to.

Of course, many electrical contractors are facing down the barrel of extremely unsettling economic times. The full force of shifting fortunes may not have hit our industry yet, but we know it's coming.

The advantage that NECA offers its members have in uncertain times is something I come back to, whenever I talk to people in allied industries. NECA members come together in good times and tough times. We've distinguished ourselves as being able to work together for a better business environment, even as we compete for jobs. Our chapters and the national NECA staff are constantly fighting for more flexibility so we can do our jobs better and faster.

I'm especially pleased by the progress NECA has recently made with regard to the CW/CE classification, the Family Medical Care Plan, and the Code of Excellence. These programs mark real changes in our relationship with the IBEW and real solutions to the challenges NECA members are facing in the market today.

I'm grateful for the leadership that Milner Irvin has provided as NECA's president for the past three years, and I welcome the challenge to build on what we've accomplished so far. Great things are still on the horizon for NECA and our industry, even as we prepare to weather an economic storm.

I appreciate your support, your honesty, and your commitment to making our industry and association the best they can be.

### A Message from NECA CEO John Grau

Much of 2008 has passed in a whirlwind of news and forecasts of the troubled U.S. economy and the threat it now presents for business owners like NECA members. In November American voters turned up at the polls, and decided that it was time for some things to change.

At NECA we started the process of change much earlier in the year. And the result is that, basically, there isn't a single program, practice or policy that we haven't reexamined, tweaked, refined, scrapped or started anew.

I've never believed that change solely for the sake of change is a good or wise thing. Slapping a *NEW!* sticker on a product is something done just to get a customer's attention. It doesn't say anything about the value the product offers.

I think the key to NECA's success is that we haven't walked around slapping *NEW!* stickers on everything. We were founded on the principles of fair competition and building an industry—a sustainable mission that continues to guide everything we do as an association.

But we have kept moving forward as an association, changing and adapting as our industry continues to evolve. And as a result, I can confidently say that we are ready to actively improve our industry and the business prospects for NECA members. That's really what we're all about.

Please take a moment to check out NECA's 2008 Annual Report to learn about some of the programs and people working to meet these challenges and make things better for all of us.



## Labor Relations

NECA's labor relations activities are continually recognized as a vital member service. In 2008, we persevered in several key labor negotiations, and we will continue to fight for the interests of our NECA contractors.

### Council on Industrial Relations

The 2008 CIR caseload is in line with the numbers seen over the last two years, and well below the above-average level reported in 2003–2005. The interim meeting process is continuing to work well, with nearly 60 percent of filed cases being solved at home. Since last year, 89 percent of the requests for submission forms were received online through [www.thecir.org](http://www.thecir.org)

### Market Recovery and Organizing

Recovery efforts through “Initiative” and other “small works” type agreements are being instituted in many areas of the country, including Florida, Georgia, the Carolinas, Pennsylvania, Maryland-DC-Virginia, New York, and Western Michigan. An aggressive effort must be maintained on all levels if we are going to regain market share. The effective use of Labor Management Cooperation Committees and Partnering Programs can contribute significantly to these efforts.

### Labor Relations Conferences and Seminars

Over 350 members, chapter, and national staff attended the Labor Relations Conference, Mar. 26–28, 2008, in New Orleans. The conference addressed the issues faced by most labor-management and negotiation committee members. Featured presenters Richard Barnes and Mark Breslin created a program that focused on becoming a better negotiator and getting better results. A conference devoted to trust fund issues is scheduled for October 2009.

### Labor Agreement Information Online

The Labor Relations portion of the NECA website continues to be improved. When inside agreements

are sent for review, as required by the national By-laws, Section 6.3(g), pertinent wages and conditions are posted on [www.necanet.org/members/job/labor-relations/wage-database/](http://www.necanet.org/members/job/labor-relations/wage-database/) by Chapter Managers for members' convenience.

### Employment Benefits Conference

This joint IBEW-NECA conference was held Jan. 31–Feb. 1, 2008. The conference is designed to keep trust fund administrators and trustees informed on current information that might possibly affect them. The next conference is planned for January 29–30, 2009, in Bonita Springs, Fla.

### Employment Statistics

In 2008, NECA and the IBEW distributed a new “market evaluation” study for 2004, 2005, and 2006 to all chapters and local unions. This study provides the same information as Inside Construction Trends, but it also considers the county jurisdiction of each chapter, the duplication of worker reporting, and the difference of work performed to where work was reported. The resulting “employment share” and “wage share” are not exact market share numbers, but may be used to track the trends in a market jurisdiction. The reception of this data has been overwhelmingly positive and provides both parties with a realistic basis of share for their jurisdiction.



## Government Affairs

2008 has been a year of transition for NECA's Government Affairs team. Lake Coulson took over the role of Executive Director of Government Relations in January following Bob White's retirement and is actively strengthening the three critical components of NECA's Government Affairs program: advocacy, ECPAC, and constituent action.

### Advocacy

Election years are typically a challenging period for passage of any comprehensive legislation, as party leaders on both sides are reluctant to give the other side any perceived or real victories. Terry Hatch and Blair Hood joined NECA's national staff as Directors, Legislative Action, in 2008. Together, they work with legislators on both sides of the aisle interested in advancing NECA's advocacy agenda.

Energy and multiemployer defined-benefit pension relief rose to the top of NECA's legislative priorities. NECA advocated for extension of certain renewable and commercial building tax incentives that were set to expire at the end of 2008. The "extenders" package, which included incentives for solar and wind; "smart" meters; commercial building and leasehold improvements, was included in the Economic Stabilization package that was signed into law late in the year. NECA member Randy Rema testified before a congressional oversight committee in support of incentives and Green Building. Toward the end of the 110th Congress, NECA is working to secure relief for defined-benefit pension plans, including flexible funding options and extra time to meet payment obligations under the Pension Protection Act of 2006.

NECA continued to work for repeal of the 3% withholding provision that will impact contractors performing government services. Legislation has been introduced in the House and Senate (H.R. 1023/S. 777) that would repeal the measure. The House legislation includes the support of 258 co-sponsors raising the prospects that the legislation will be considered in the upcoming Congress.

The 111th Congress will present new challenges, but with those challenges an array of new opportunities

will arise for NECA. From lobbying for multiemployer pension reform to a comprehensive energy bill, our positions on the issues must be heard on Capitol Hill.

### ECPAC and the Political Leadership Council

NECA has exceeded the \$1 million-plus threshold for ECPAC annually since 2004, making ECPAC not only the largest specialty contractor PAC in existence but also among the top 50 largest political action committees. As of December 1, 2008, contributions total \$738,778. This amount, plus \$760,571 received in contributions in 2007, puts NECA at \$1.5 million for this election cycle.

Perhaps the key driver to ECPAC's success has been the Political Leadership Council (PLC). In September, NECA's fifth annual Summit was attended by nearly 40 PLC members. Senator John Ensign (R-NV), a leader in advocating for increased use of solar technologies, spoke to compliment NECA's advocacy for renewable technologies; Rep. Wally Herger (R-CA) spoke to the group regarding his legislation to repeal the 3% withholding requirement. PLC Chairman Jerry Nixon presented the Legislator of the Year award to Rep. Nydia Velazquez (D-NY), Chair of the House Committee on Small Business.

Currently, NECA has 69 contractor members and 20 NECA chapter members on the PLC.

### Constituent Action

It is critical for our members to be involved in contacting legislators in support of or against a particular legislative measure. Recognizing this, NECA initiated its Key Contact program whereby members engage directly with legislators on issues. The annual legislative "fly-in" is a key part of this constituent action program. NECA's Key Contacts have grown to nearly 200 members.



## Standards and Safety

NECA's standards and safety programs help improve NECA members' businesses by raising the level of construction quality, maximizing safety and productivity on jobsites, and controlling costs associated with OSHA compliance, insurance, and bonding.

NECA's focus is on more specific services and information related to worker safety and assisting electrical contractors establish and maintaining quality and effective electrical safety programs.

### NECA's Role in Code and Standards Development

The role NECA plays in the standards development process is vital to the electrical industry. NECA is the voice of installers and maintainers at the NEC hearings and is a vital part of developing Code rules that are understandable, practical, and enforceable. NECA has the most chairmen appointed for the 2011 NEC cycle, holding six of the 19 NEC panel chair positions.

The 2008 NEC is being adopted by jurisdictions across the country as over 500 proposals for the 2011 NEC were submitted to NFPA. Work is already underway on developing new rules for medium and high voltage installations. It is anticipated that AFCI protection for dwelling units will be expanded in the 2011 cycle to include all 125 volt 15- and 20-ampere branch circuits. This was the original objective of the CPSC proposal in the 1999 NEC cycle. More proposed revisions related to selective coordination are anticipated. New rules related to solar photovoltaic systems are anticipated.

### National Electrical Installation Standards (NEIS)

The *National Electrical Installation Standards (NEIS)* have helped NECA define what constitutes good electrical contracting and provide a clear benchmark of quality and standards in work that reach beyond the average level. The third *NEIS Yearbook (2007)* on CD-ROM was released in 2008. *NEIS* are available in print,

CD-ROM, and as downloadable PDFs from [www.necanet.org](http://www.necanet.org).

### NECA Safety Products

In 2008, NECA's safety publications included *Arc-Flash Energy Tables*, a booklet that assists electrical contractors and workers in complying with the NFPA 70E safety standards; *PPE Selector Software and Booklet*; and the *LOCKOUT/TAGOUT Guide*. NECA also hosted a safety webinar on LOTO in 2008.

### OSHA Transmission & Distribution Strategic Partnership

This industry-wide partnership to improve power-line safety has been in operation for over four years. NECA, IBEW, and several major NECA line constructors are members. The Partnership was renewed in 2008, and OSHA received NECA's 2008 Industry Partner Award in recognition of this work.



## Marketing and Membership

The past year was an exciting time for our industry. Economic, environmental, and geopolitical forces have combined to create a perfect storm —where rising energy costs and mounting concerns about energy security and climate change are changing the industry at a rate unparalleled in recent history.

### Marketing

#### Business Development

Beginning with NECA Marketing Committee meeting in April 2008, NECA's business development efforts have focused on creating an enthusiasm for green building and energy solutions. NECA convened an Energy Solutions Summit July 25–26 at the Electrical Training Institute in Los Angeles. The meeting addressed how the electrical construction industry will respond to the rapidly growing demand for more efficient energy systems and alternative energy sources. The recommendations generated by summit participants have been used to develop a game plan and prioritize what resources will best help NECA members respond to the evolving needs and technology of the green construction market.

A policy statement on “energy independence” was adopted at this year’s Board of Governors meeting. The statement emphasizes NECA’s continued need to work within the legislative and regulatory arenas and with other relevant entities to help improve electric reliability and infrastructure investment, maintain the diversity of all available fuel resources including nuclear energy, enhance energy efficiency, and increase use of renewable energy, including solar, wind, and geothermal sources.

#### Communications

NECA’s strategic communication efforts has yielded several new well-received programs, including a new NECA website with several new features, including our first online video news broadcast; ramped-up media relations activities; and “NECA Transmissions,” a blog by NECA CEO John Grau. Member response

and comments have been very positive. NECA will continue to open up communication channels between the national office, chapters and members and provide more public information about the importance of our industry.

### Membership

As of December 1, 2008, NECA membership stands at 4,365. With 180 members joining during the current year, NECA has experienced three consecutive years of growth.

#### Membership Recruitment Materials

We developed a number of membership tools, including two brochures, a customizable Power-Point presentation, and a promotional DVD entitled, “NECA. It’s Where You Belong,” which won a Telly Award for Video Production in 2008.

The *Membership ALERT* has been instrumental in keeping NECA chapter executives, presidents, and governors up-to-date with membership recruitment progress. It also gives them a way to share ideas and success stories with their peers. In 2009, we intend to make the *Membership ALERT* available electronically, so issues can be archived and more easily shared with a larger audience.



# Management Education Institute

NECA supports a thriving management education program in order to help our members build on their technical expertise with the strategic management skills necessary to operate a profitable electrical contracting business.

## The Management Education Institute (MEI)

In 2008, Gregory Mankevich, formerly Director of Education Services for MEI, was promoted to Executive Director, MEI, replacing Stuart Binstock who left the organization in June. Diane VanBuskirk, formerly NECA Marketing Projects Manager, was promoted to the new position of Director of Marketing Outreach and Chapter Relations for ELECTRI International and MEI. Laura Capuco, formerly the Operations Manager for ELECTRI International, was promoted to Director of Operations for ELECTRI International and NECA-MEI. Bitia Silverman, formerly the Director of Public Relations and Projects for ELECTRI International, is also part of the combined ELECTRI International and NECA-MEI team as the Director of Projects.

## ELECTRI International

The recent reorganization has combined the strengths of ELECTRI and NECA-MEI staff, and it is intended to advance the efforts of both organizations. The Foundation has always played a critical role in the development of the MEI curriculum, but the new structure will increase the volume of MEI seminars derived directly from Foundation-funded research. ELECTRI International also supports the Wendt Scholarship, which awards grants to host management training at chapters. In 2008, the Wendt Scholarship provided grants to 21 chapters, totaling \$37,800.

## Relationship with Chapters

In 2008, MEI continued its work with chapter managers to provide world-class education and training addressing the specific needs of the staff responsible for managing chapter operations. The Chapter Executives Institute (CEI) serves as supplemental training

to the current Staff Executives Training School (SETS) and Chapter Administrative Training School (CATS) that NECA currently offers twice a year. CEI was held Nov. 5–7 in Scottsdale, Arizona and covered management administration, event planning, marketing/public relations, and labor relations.

## MEI Seminars

The MEI curriculum consists of 82 courses, which includes 15 new seminars covering productivity, value engineering, pre-fabrication, and marketing. More than 4,200 students participated in MEI courses during 2008.

## Future Leaders

NECA held the Future Leaders Conference April 24–26 in San Diego. The conference included the largest attendance of future leaders since the program's inception.

## Student Chapters

MEI is working closely with ELECTRI International on the Foundation's Talent Initiative, an effort dedicated to attracting college students majoring in construction management and engineering to careers in the electrical construction industry through the NECA Student Chapter Program. MEI facilitates the development of new student chapters across the country and works with ELECTRI to create innovative new activities and opportunities for the students involved. MEI hosted a NECA Student Chapter Summit at NECA 2008 Chicago. The new Talent Initiative step-by-step guide will also assist NECA chapters in the development and management of new NECA student chapters.



## Meetings and Events

Meetings and events allow NECA contractors to make the most of their membership, bringing together the industry's full range of insight and experience. Throughout the year, NECA offers important networking opportunities for industry leaders to meet, access resources, exchange ideas and plan for the future.

### NECA Convention and Trade Show

NECA 2008 Chicago broke all previous attendance records for NECA's largest annual event. Nearly 10,000 electrical contracting professionals took in management seminars, product-and-services exhibits, general sessions and special entertainment over three days at the convention and trade show October 4–7.

With double the number of technical workshops offered at the NECA Show and more pre-convention workshops than ever before, NECA 2008 Chicago was dedicated to putting electrical contractors in touch with the information and the contacts they need to make their businesses more productive.

NECA 2008 Chicago marked the first time NECA has partnered with the U.S. Green Building Council (USGBC) to produce "LEED for New Construction Technical Review," a full-day program for contractors and project managers. Other well-attended workshops on LED lighting and business opportunities in solar photovoltaic installations affirmed NECA's decision to expand to two full days of educational programs prior to the convention.

The NECA Show featured over 300 exhibitors from across the electrical construction industry and included the Green Alley, a section devoted to all things sustainable. The Green Alley got considerable traffic, thanks in part to a solar panel installation demo set up by IBEW Local 11 from the Los Angeles area.

Plans are already underway for NECA's next convention and trade show which will be held in Seattle, September 12–15, 2009. Preliminary meeting information for NECA 2009 Seattle attendees and exhibitors, plus highlights from NECA 2008 Chicago, can be found on [www.necaconvention.org](http://www.necaconvention.org).

### Professional Meetings

With 119 chapters around the country, NECA contractors have a forum to address their specific concerns. Local chapter meetings are held on a regular basis and focus on the issues that interest their members, including management practices, collective bargaining agreements, industry forecasts and marketing.

Two national NECA events held in 2008 included the Labor Relations Conference held March 26–28 in New Orleans and the NECA Legislative Issues Conference held April 28–May 1 in Washington, D.C. The Labor Relations Conference featured leaders from management and labor in the electrical construction industry discussing successful strategies for workforce development, worksite safety, and future market developments.

NECA's first national legislative conference gave member contractors the opportunity to put constituents' faces on the issues affecting their businesses and communities for members of Congress and other legislative leaders.

### Regional and District Meetings

Each year, NECA's regional offices hold Regional Conventions for their members. These conventions offer members the opportunity to network with their local peers in a unique and attractive setting. Presentations at regional conventions focus on the market concerns of the participating members.



## Publications and Resources

Electrical contractors throughout the industry rely on NECA for the most current information on the innovations, techniques, products and management strategies. In 2008, NECA continued to update and expand our printed publications and online resources.

### ELECTRICAL CONTRACTOR Magazine

2008 marked another year of continuing, increased industry leadership, visibility and recognition for ELECTRICAL CONTRACTOR magazine. We are the only magazine to reach over 85,300 electrical contractors working in over 69,000 individual locations serving over 90% of the entire industry. Our editorial content is by far the most complete, comprehensive, most respected and best read over all others. It continues to be the industry standard by which all others are measured. Our advertising page count and concurrent revenue are at least double any competitor.

Our exclusive market research efforts define, lead and educate all participants in the industry in terms of electrical contractor activity. Electronically, our reader friendly website [www.ecmag.com](http://www.ecmag.com) offers the most broad menu of information beyond the magazine content available. Contractor usage of the site is at an all-time high and continues to grow each month.

### Security + Life Safety Systems

S+LSS is the leading information resource for over 60,000 electrical contractors actively engaged in all phases of low voltage system design, installation, integration and maintenance. Editorial content offers a broad menu of solutions across six different vertical markets most targeted by end users and electrical contractors. S+LSS is published 6 times a year as a supplement to ELECTRICAL CONTRACTOR.

### NECA Web sites

NECA maintains an active online presence through [www.necanet.org](http://www.necanet.org) and its auxiliary sites for ELECTRICAL CONTRACTOR magazine, the NECA Convention, NEIS, and ELECTRI International. More than 4,000

unique postings and content additions were made to NECA's websites in 2008—double the amount of content posted in 2007.

A complete site redesign and upgrade for [www.necanet.org](http://www.necanet.org) was completed in 2008. Some of the new features include streaming video players, an interactive news feature, and “Rate/Share/Print” features on most pages. New RSS feeds deliver updated web content directly to readers and members can subscribe to e-newsletters from their member profiles. Password-protected content available only to NECA members is indicated by a key symbol in the navigation and search results.

An online help desk was added to connect users with live help during business hours via instant messenger. NECA Connection, [www.necaconnection.com](http://www.necaconnection.com), our online search of member electrical contractors, was also redesigned to include more customer-oriented information and better search capabilities.

### Electrical Design Library

The *Electrical Design Library* is primarily an online publication designed to educate the customers of electrical contractors. Full-length EDLs are featured at [www.electricaldesignlibrary.org](http://www.electricaldesignlibrary.org) as downloadable PDFs. Summaries for new EDLs are published in leading industry magazines, including *Building Manager* and *ENR*, directing readers to the website to view the full document.

### MEI Publications

In 2008, the *Tool & Equipment Rental Schedule* was updated. Items to be updated in 2009 include the *NECA Manual of Labor Units, Officer and Overhead Personnel Compensation Report* and the *Financial Performance Report*. The *2008/2009 MEI Catalog of Courses* was distributed at the NECA Convention.



## Awards

Four members of the National Electrical Contractors Association (NECA), along with a NECA chapter executive and the Occupational Safety and Health Administration, were recognized as winners of the association's 2008 national awards at a special ceremony during NECA's annual convention in Chicago, Oct. 4-7.

### L.K. Comstock Award



*Jerrold H. Nixon, Chairman of Maron Electric and the Maron Network, Skokie, Ill.*

The Comstock Award is NECA's highest honor recognizing contributions in the complex field of labor relations. The 2008 award is given to Jerry Nixon, a man who has throughout his long career, evinced the foresight to recognize the need, the strength to seek the goal, and the leadership qualities needed to achieve meaningful and lasting benefits in the realm of labor-management partnering.

Nixon's contributions as chair of the Labor Management Cooperation Committee of Chicago include his instrumental role in founding the Drug-Free Alliance, and establishing the Architecture, Construction and Engineering Technical Charter School (ACE Tech) to provide specialized secondary education. He was also the driving force behind many other progressive joint programs that recruited new talent to the industry and new customers to the benefits of working with NECA and the IBEW. Nixon is commended for providing the inspiration that sparked such positive activities and the leadership that continues to propel their success.

### James H. McGraw Award



*Larry Cogburn, Co-owner, Cogburn Brothers Electric, Jacksonville, Fla.*

The McGraw Award is given to an individual who has contributed a new or useful idea to the electrical contracting industry or has

performed an industry service over and above normal responsibility.

Cogburn has been a member of the NECA Codes and Standards Committee for five years, where he has been charged with reviewing and refining proposals and guiding the revision process to keep the NEC technically updated and workable. He has carried out this work as a highly respected participant on the Code-making Panel (CMP) 4 for the National Fire Protection Association, the sponsor of the NEC. Cogburn's dedication to safety through self-regulation, as well as his service as a member of NECA's Political Leadership Council and the Foundation's ELECTRI Council, earned him this honor.

### Allan Coggeshall Award



*Greg Stewart, CEO/Owner, Superior Group: A Division of Electrical Specialists, Columbus, Oh.*

The Coggeshall Award honors a NECA member who has made an outstanding contribution to the progress of the electrical contracting industry in the technical and training area.

Stewart's work on the Advisory Committee of the National Training Institute (NTI) helped steer the NTI in a new, broader direction. NTI has expanded far beyond its original purpose of providing continuing education for electrical industry trainers to become a reliable source of technical training for electrical workers and business-development education for contractors. Stewart also serves on NECA's Workforce Development Committee, is a member of the association's Political Leadership Council, and is a strong advocate



for industry research through his service on the ELECTRI Council's Program Review Committee.

### NECA Association Executive Distinguished Service Award



*Glenn W. Kingsbury, Executive Chapter Manager, Boston Chapter, NECA*

The NECA Association Executive Distinguished Service Award recognizes a NECA staff executive or chapter manager who has made the greatest contribution to NECA's

advancement.

Throughout his long and highly productive career with the association, Kingsbury has worked not only to benefit his chapter, but to move the entire organization forward. His accomplishments have earned him the respect of contractors and union officials alike. Kingsbury chairs the board of directors for the New England Electrical Benefit Fund and is a trustee for the health and welfare and pension funds for IBEW Locals 103 and 490. He negotiated a five-year contract and a highly successful market recovery program with Local 103 that brought long-term stability to the Boston area, as well as a mandatory foreman training program with the union. In addition, he negotiated commercial market recovery agreements with Local 490 in New Hampshire and Locals 567 and 1253 in Maine.

### NECA Industry Partner Award



NECA's Industry Partner Award recognizes those organizations or individuals that, though not members of the National Electrical Contractors Association, contribute to the electrical contracting industry's suc-

cess through their decisions, actions, or cooperation with NECA.

OSHA, the federal agency that develops and enforces measures that protect workers, earned this honor in part to spearheading the OSHA Electric Transmission & Distribution Strategic Safety Partnership between the agency, NECA, the International Brotherhood of Electrical Workers, the Edison Electric Institute, and the leading electrical transmission and distribution construction contractors who together employ more than 80 percent of all workers in America's T&D industry. Assistance Secretary of Labor Edwin Foulke accepted the award on behalf of OSHA at the Industry Leadership Luncheon.

### 2008 Wendt Award



*Robert J. Bruce, Chairman/CEO, Bruce & Merrilees Electric, New Castle, Penn.*

The Wendt Award is the highest honor bestowed annually by ELECTRI International-The Foundation for Electrical Construction, Inc. to recognize exemplary leadership and service to the electrical industry.

Bruce is the 2007-08 Chair of the ELECTRI Council and has represented the Western Pennsylvania Chapter, NECA, on the Council ever since the chapter committed initial funding at the Founder (\$100,000) level in 1993. He recently led his chapter to upgrade its commitment to the Regent (\$250,000) level in support of the Foundation's Talent Initiative, a program that works through NECA chapters and educational institutions to attract the "best and brightest" construction management interns and graduates to electrical construction. Bruce has been active on several Foundation research task forces over the years. He received NECA's Comstock Award last year.



# Officers

## President

Rex A. Ferry  
Valley Electric  
Girard, OH

## Chief Executive Officer

John M. Grau  
NECA  
Bethesda, MD

## Secretary-Treasurer

J. Michael Thompson  
NECA  
Bethesda, MD

## Vice-President/COO

Daniel G. Walter  
NECA  
Bethesda, MD

## Vice-Presidents

### District 1

David R. MacKay  
Edward G. Sawyer Co., Inc.  
Weymouth, MA

### District 5

John M. Gueldner  
Gueldner Electric Company  
San Antonio, TX

### District 9

Richard Nogleberg  
Placer Electric, Inc.  
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### District 2

Dennis Quebe  
Chapel Electric Co. LLC  
Dayton, OH

### District 6

Mel Buttrum  
Service Electric Company, Inc  
Snohomish, WA

### District 10

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The L.E. Myers Company  
Rural Hall, NC

### District 3

Frank Russell  
Bagby & Russell Electric Company  
Mobile, AL

### District 7

John Negro  
Nelson Electric Company  
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John R. Colson  
Quanta Services, Inc.  
Houston, TX

### District 4

David A. Hardt  
Hardt Electric Company  
Chicago, IL

### District 8

Raymond K. Friend  
Electric Service & Contracting  
Company, Inc.  
Boise, ID

## Regional Offices

### Eastern Region

36 South County Commons Way, Unit C7  
South Kingstown, RI 02879  
(401) 782-9229  
Richard A. Parenti, *Executive Director*

### Southern Region

5001 Highway 190, Suite D6  
Covington, LA 70433  
(985) 893-2920  
David Roberts, *Executive Director*

### Midwestern Region

5205 N. Ironwood Road, Suite 202  
Glendale, WI 53217  
(414) 906-9175  
R. Drew Gibson, *Executive Director*

### Western Region

7250 Redwood Boulevard, Suite 360  
Novato, CA 94945  
(415) 209-6001  
William F. Kuhr, *Executive Director*



National Electrical Contractors Association  
3 Bethesda Metro Center, Suite 1100  
Bethesda, MD 20814  
tel 301-657-3110 ▪ fax 301-215-4500  
[www.necanet.org](http://www.necanet.org)