



## NECA Staff Associates Program

### NECA's Vision

*A dynamic national organization serving the management interests of the entire electrical contracting industry.*

### NECA and How It Works

The NECA community is composed of a national headquarters in Bethesda, MD, four regional offices and 119 independently chartered local chapters across the country. Together, NECA, its Foundation

(ELECTRI International), regional offices and the chapters support electrical contractors in the full range of their business and operational needs, including labor relations and negotiations, advocacy, business and corporate development, executive training, education, research and standards development.

NECA chapters are separately chartered and directed by their separate Board and by-laws. For the electrical contractor company, membership starts at the local chapter level and simultaneously includes membership in NECA National. Founded primarily to facilitate local labor negotiations, NECA now provides each member company access to the broad array of services areas indicated above, either directly or through NECA's four Regional offices and their Field Representatives.

Drawing on NECA National's resources directly and through its Regional offices, each Chapter Board oversees strategies for negotiating local labor agreements, the development of local marketing and membership initiatives as well as advocating for the industry and its member companies with local and state government as well as industry partners and other interest groups.

### NECA Staff Associates Program

As with any service activity, NECA, its four regions and separate chapters, can be only as effective as the support and dedication of its members and the



"The NECA Staff Associate program was an amazing experience. The program taught me the inner workings of NECA and the electrical contracting industry we represent. I gained valuable information that I am using as an Assistant Chapter Manager today."

—Kevin P. Moran, Assistant Manager  
American Line Builders Chapter, NECA

professionalism of its staff. With chapters located across the country, often in locations with limited professional association pools to draw on, NECA has been assisting chapters to identify and attract leadership staff for more than forty years. Through its NECA Staff Associates Program, NECA has been a reliable source of professional staff to serve in regional offices with a view to assignment with NECA chapters and eventual permanent placement on staff at one of NECA's 119 chapters.

The Staff Associates program provides basic education and training in association management at NECA headquarters with further training and development on assignment at the region and chapter level. Working closely with one of NECA's four Regional Directors, Associates also receive hands-on-training by a Field Representative as they service Chapter needs.

Staff Associates will receive training in the basics of association management including Board Governance, membership development, policy development and outreach, as well as the role staff plays in the dynamics and day-to-day operations of a trade association. NECA Staff Associates will also develop a solid understanding of labor relations and negotiation support, as well as receive a broad grounding in the world and business of electrical contracting.

The successful NECA Staff Associate can look forward to serving as a Chapter Executive or Assistant Chapter Executive in as little as one year after joining the program.

## **An Association Career**

While the industry served by NECA is electrical contracting, the career track of a NECA Staff Associate is association management. This is not to preclude a person starting out with NECA or with a NECA Chapter from entering the industry itself. It is to say that associations by intention and design are different from corporations.

The purpose of a trade association is to help its members to be more commercially successful. An association is a venue for members to share information and experience as well as to promote the



**While in the Staff Associate Program, Kevin had the opportunity to attend the NECA Legislative Conference and learn about NECA members' legislative priorities with Government Affairs Director Marco Giamberardino and Political Leadership Council National Chairman Tom Wolden.**

general interests of an industry, both commercially and with government policy makers and regulators. Associations also fund and direct industry-wide research, as well as develop and promote a clearer sense of how an industry promotes the general welfare of the economy and the nation.

With more than 300 positions at the national, regional and chapter level, the NECA community has a continuing need to develop association professionals to serve at all levels and across its full range of services. Over the years, those entering the NECA Associates program have risen to leadership positions at the chapter, regional and national level, including that of NECA's CEO. The common denominators marking success of those entering the program have been dedication and hard work and, most importantly, a high degree of fulfillment from group achievement.

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