



NECA 2017 Business Development Conference:
Terranea Resort
100 Terranea Way, Rancho Palos Verdes, CA 90275

Tuesday, January 23, 2018

Room: Marineland 3

- 02:00 PM **Opening Remarks and Introductions** - Mir M. Mustafa, Executive Director, Business Development
- 02:15 PM **Welcome to Terranea** – Jim Willson, Chapter Manager, NECA Los Angeles Chapter and Marvin Kropke Business Manager Local 11
- 02:45 PM **NECA Business Development Update** - Mir M. Mustafa, Executive Director, Business Development
- 03:00 PM **IBEW Business Development Update** – Clif Davis, International Rep, Business Development
- 03:30 PM **Coffee Break**
- 03:45 PM **NECA ECAP Technology & Partner Update** - Ramsay Stevens, NECA ECAP
- 04:00 PM **NECA ECAP Case Studies**- Chris Smith, California LMCC
- 04:30 PM **Community Choice Aggregation** – Joe Sullivan
- 05:00 PM **Meeting Concludes**
- 06:00 PM **Welcome Reception (Dinner on own) – Rocky Pointe Terrace, Terranea Resort**

Wednesday, January 24, 2018

Room: Crystal Cove

- 09:00 AM **Society of Marketing Professionals Services Training** – Michael Buell, CCI Mechanical, Inc
- 10:30 AM **Coffee Break**
- 10:45 AM **Society of Marketing Professionals Services Training (Continued)**
- 12:00 PM **Break for Lunch** – Abalone Cove 1
- 01:00 PM **Prefabricated Modular Construction** – Alex Lantsberg
- 01:30 PM **NECA 2018 Philadelphia** – Ken MacDougall
- 02:00 PM **Individual and Local Briefings** - All attendees invited to address the audience and discuss programs of local and/or national significance.
- 03:00 PM **Coffee Break**
- 03:15 PM **Individual and Local Briefings** – Continued.
- 05:00 PM **Meeting Concludes**
- 06:30 PM **Group Dinner** – Nelson's

Thursday, January 25, 2018

Room: Crystal Cove

- 09:00 AM **IoT, PoE and Data at the South Eastern Michigan JATC Training** – Jennifer Mefford
- 09:30 AM **Columbus Smart Cities Initiative** – Kelly Waters
- 10:00 AM **Open Forum**
- 12:00 PM **Meeting Concludes**