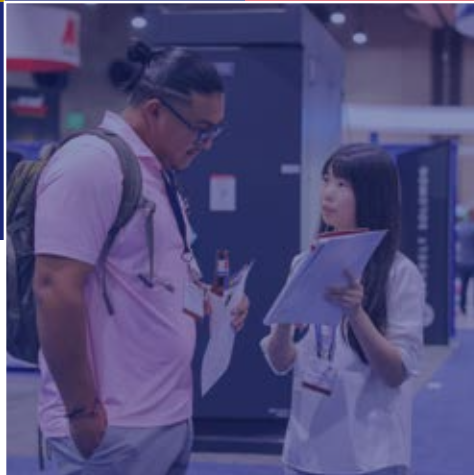




CHAPTER OUTREACH PROGRAM



About the Chapter Outreach Program

The NECA Chapter Outreach Program was designed to assist Chapters in offering additional educational opportunities to its members at no cost to Chapters. The program offers over 80 courses put together by our Premier Partners and Ambassador Sponsors in the areas of leadership, safety, best practices, technology and more.

- Participation in this outreach is voluntary for Premier Partners and Ambassadors.
- This is an opt-in benefit for NECA Chapters and members. Chapter Executives have full discretion as to when, how, or if Premier Partners and/or Ambassadors are invited to interact with their members.
- Chapter Executives, Premier Partner, and Ambassadors acknowledge that Sponsors will pay no additional rights fees or other sponsorship fees to the Chapters in exchange for participation. However, Chapters may request that participating Sponsors help financially support the cost of breakfasts, lunches, cocktails, etc., which may be provided in conjunction with these events. NECA National will not be involved in these discussions.
- Chapters, Premier Partner, and Ambassadors acknowledge that the program may be altered or cancelled at NECA's discretion.
- This program will not interfere with or limit any Chapter's Associate Member Program or sponsorship efforts.
- Chapter Executives, Premier Partner, and Ambassadors acknowledge that participation in this program is provided to NECA Premier Partners and Ambassador Sponsors who are operating under a current contract with NECA.
- NECA will continuously evaluate the value of the program to members and the engagement of the Premier Partners and Ambassador Sponsors.

Scheduling a Course

- NECA National will provide Premier Partner and Ambassador Sponsors contact information. Chapter Executives will then contact the Sponsors regarding topics that are of interest to their members and arrange the details of the content delivery. NECA National will not be involved in negotiating or managing these presentations.
- Should Chapters have trouble connecting with the Sponsors, please contact the Partnerships team.
- For questions, contact Wanessa Alves at 202.991.6231 or wanessa.alves@necanet.org

Premier Partner Courses



About 3M

3M Electrical provides you with innovative electrical construction and management solutions you can rely on.

3M Construction Services

3M Discusses the challenges of Major Construction Projects. We will walk you through the process of using 3M to help you identify the proper Medium Voltage Cable Accessory, create custom kits with everything needed for installation, and provide onsite training to make sure the job is done right. A value-added service designed to save time and money and satisfy your client!

Fire Protection of Critical Circuitry

Local building codes typically require distributed antenna systems and fire pumps within a building to be protected for 2 hours. This ensures that all of these systems will maintain their integrity in the event of a fire. These codes protect electrical systems that supply power for distributed antenna systems, fire pumps and other critical electrically powered assets. 3M will provide information on various solutions for meeting the IBC, NFPA and NEC codes.

Cable Theory and Failure Analysis

Failures in the field can be very costly and require replacement, rapidly. Understanding basic Cable Theory and the common reasons for product failures can help your installers deliver a quality installation every time.



About ABB

ABB's Electrification is a global leader in electrical products and solutions, with employees are dedicated to delivering safe, smart, and sustainable electrification.

Self-Serve Offerings

ABB Webinar Resource Center

Visit the ABB webinar center anytime and take advantage of the many options to stay current by accessing our wide variety of topics available online and for download. Expand your expertise and learn more about topics ranging from arc flash, codes and standards updates, safety, product and solutions offerings, digital productivity tools and much more.

Simu-live or Live Presentations

Grid to Charger: How electrical contractors can win in the EV space

Learn what's driving EV adoption, why this trend is accelerating, how EV charging will transform the electrical market, and where to look for revenue opportunities. We'll explore these topics as well as what to consider for the right electrical equipment and safely connecting it to the grid.

Supporting Global Megatrends with Energy Storage

Global megatrends are shifting towards decarbonization, decentralization and digitalization. These exciting trends are leading to increases in renewable generation, new loads from electric vehicles and an array of distributed assets along the distribution grid. In order to support these trends, energy storage solutions (ESS) will be a critical component within the grid of the future. Explore how an ESS is designed and how ESS applications are supporting today's global megatrends. Alternate Version available: UTILITY-SCALE Energy Storage- for improved efficiency and avoided costs.

Food & Beverage

Food safety will most likely continue to remain the top market trend as government agencies become more involved to ensure consumer consumption safety. Globally, food and beverage grows at 4-5 percent annually, the population is projected to grow to 8 billion by 2025, and F&B companies are expanding to keep up. The F&B market is projected to grow a minimum of 70 percent by 2050. All of this produces MRO, OEM and construction business opportunities. We'll provide an understanding of the F&B market issues and the electrical solutions that Thomas & Betts provides.

Power Connections

What makes a connection agency listed? What does the temperature rating mean and how does it affect the current rating? What is the difference in conductor classifications? When does the application dictate which type of conductor is to be used? What three types of connections are made? Review the NEC code requirement for torqueing mechanical lugs and mounting hardware. Review agency standards use to ensure that the products safely meet customer demands. How the lugs we produce must comply with NEC requirements.

Motor Connections

When connecting motors, facility maintenance managers must have confidence in the termination. When motors are down, the production efficiencies are lower. If a motor requires to be removed for maintenance, quickly restoring the motor improves productivity. When changing motors, the method of taping back-to-back lugs can take a long time. The taping method is also inconsistent among installers. Motor Lead Disconnects (MLD) are a better way of terminating motors. This session will cover how MLDs are more efficient, consistent and safe.



About Altec

Keeping crews safe on the job is important to us. For nearly 20 years, Altec Sentry® has helped employers train and certify Altec equipment operators on safe and proper operation. We are committed to your safety and believe that industry-leading equipment deserves industry-leading training. That's exactly what Altec Sentry provides.

Operator Training

Altec Sentry's training programs equip operators with the skills and knowledge needed to proficiently operate aerial devices, digger derricks, and cranes, ensuring safe and efficient handling in various work environments. Sentry's operator training and train-the-trainer programs provide the OSHA- and ANSI-compliant General Training that each operator is required to complete before using aerial units or digger derricks.

Maintenance Training

Altec Service offers specialized maintenance training programs that focus on empowering technicians with the expertise required for the optimal care and upkeep of equipment, promoting longevity and minimizing downtime through effective maintenance practices.

CPR/AED/1st Aid Training

Altec Sentry is a certified CPR, AED, and 1st aid training organization through the American Red Cross. Altec trainers instruct participants on life-saving skills including proper CPR techniques and how to use an automated external defibrillator.

Crane Certification

Altec Sentry facilitates crane certification through the National Commission for the Certification of Crane Operators and provides rigorous training to prepare operators for the written and practical tests. Sentry trainers are authorized proctors and can conduct the training and examinations at your location with your equipment.



Introduction to PVC Coated Conduit

This PVC Coated Conduit course is designed to equip you with comprehensive knowledge of PVC coated conduit. PVC Coated Conduit is specifically engineered for environments that are prone to high corrosion. This course will delve into the different types of corrosion, their impact on electrical conduit systems, and how PVC Coated Conduit stands as a reliable solution by offering superior resistance to highly corrosive environments. Learn more about our Certified Installer Training for your upcoming projects.

Introduction to Fiberglass Conduit

Deep dive into the world of Fiberglass Conduit covering its fundamental composition, key properties, typical applications, manufacturing processes and the advantages it offers compared to other materials. Additionally, you will gain essential knowledge regarding Fiberglass Conduit compliance and quality control procedures to ensure your projects meet industry standards and achieve successful outcomes. Learn more about our Certified Installer Training for your upcoming projects.

Premier Partner Courses

Introduction to Stainless Steel Conduit Systems

This comprehensive course covers the fundamental aspects of Stainless-Steel Conduit Systems, exploring its composition, key properties like corrosion, and the various types of stainless steel available to empower you to make the right stainless-steel selection for your upcoming project. more about our Certified Installer Training for your upcoming projects.

NEC Changes in 2023

Learn the 2023 Changes to the US National Electrical Code (NEC) that governs the safe installation of electrical wiring and equipment in the US. Additionally, this course will delve into the best practices for electrical installations, ensuring a thorough understanding of current safety and compliance guidelines.

90°C Rating for PVC Conduit

As 90°C Rating for PVC Conduit is the standard in the US for PVC Conduit Manufacturers, this course dives deep into the proper identification of 90°C Conduit, compliance, certifications, common applications, safe installations processes and how to differentiate it from normal PVC piping.

Do you want to keep learning more about Conduit? We offer an Overall Conduit Training that is a set of short-beginner courses that will cover the fundamentals of 10 different types of conduits: Steel, Stainless Steel, Aluminum Rigid, PVC, PVC Coated, Fiberglass, Flexible Metal, liquid tight Flexible Metal, Flexible non-metallic and HDPE. Each of these courses will touch on key properties, applications, manufacturing processes and the advantages that each type of conduit offers.



About Buckingham Manufacturing

Buckingham's mission is to manufacture high-quality, reliable and innovative products that make linemen, arborists, and workers in the many industries that we serve more efficient, more effective, and most importantly, SAFER.

Fall Protection in High Voltage Work Locations

Learn about the various options for fall protection in high and low voltage work locations, along with the standards that govern those options.

New Fall Protection Products, Ideas, and Customized Solutions for Your Needs

Buckingham releases new and innovative fall protection products at a very high rate. These product ideas are generally given to us from those working in the field. Whether you are the world's largest electric utility or an electrician at a two-man shop, the best ideas come from those in the field, not a conference room. We pride ourselves in learning and working together to present customized solutions that provide answers to the challenges you face.

Maintenance, Care and Inspection

Your personal protective equipment and fall protection equipment are some of the most important aspects to going home safely to your family at the end of each day. Maintenance, Care, and Inspection of those products plays an enormous role in safety and those at Buckingham, including our engineers, are here to help run you through proper inspection, care and maintenance of those products.

Leadership at Buckingham – Why Mistakes Are OK

Buckingham Manufacturing is the world's leading manufacturer of fall protection equipment for those working at height. Through its 125 years, the company, under the leadership of President Andy Batty and General Manager, Tim Batty, Buckingham has developed a unique and proprietary system of feedback for those working in the factory. We'll explore topics like exponential feedback decay and why punishing mistakes is one of the worst things that a leader can do in manufacturing.

Future Challenges & Opportunities for Fall Protection

With the world changing at a rapid rate and advancement coming faster than it ever has in the history of our nation and world, this will provide not only many challenges to NECA contractors, but many opportunities as well. Buckingham is happy to present our views on what this industry may look like in the next decade or next decade and work together with the NECA contractors to turn these challenges into opportunities to become more efficient and more importantly safer.



About Day & Night Solar

Day & Night Solar is positioned to empower electrical contractors with direct market advantages in design, estimating, procurement, and installation.

Solar Policy and Incentives

Understand solar policy at the federal, state, utility and governing body level. As solar is more widely adopted, there are daily changes made across the US. Educating your client on these changes before, during, and after project installation makes you a valuable resource.

Latest in Solar Technology

With this ever-changing industry you must stay up to date on all products available along with how to integrate the products when needed. DNS realizes to be effective and successful in driving large volumes of "profitable" projects to our contractors; we must arm contractors and ourselves with every market advantage. DNS will deliver a turnkey solution while managing as much or as little as the contractor may need. DNS will provide labor hours by tasks for the contractor that has never done a solar project or enter into a design build complex microgrid for the contractor that need that support.

How to Recognize and Capture Solar Opportunities

Maximizing financial incentives for your current clients will set you apart from your competitors. The combination of attractive incentives, rising power costs, and the maturity in the institutional financial markets has made going green financially advantageous.

Inflation Reduction Act (IRA)

The inflation reduction act is providing maximum targeted incentives over the next 10 years to drive investment and create opportunity in communities across the country. The IRA is also encouraging strong labor standards that will benefit contractors throughout the renewable energy industry. What does this mean for you?

Energy Storage/Microgrids

This is the direction the energy sector is moving. Every electrical contractor should be aware of the industry's progression to storage.



About Federated Insurance

Federated is mutual insurance company that has proudly partnered with NECA since 2009 for its members insurance and risk management programs.

A Lasting Legacy

Planning for a time when you're no longer running your business can be overwhelming. Join us for a business succession and estate planning conversation. We will discuss how you can avoid frustration, taxation, and litigation when the time comes to exit your business.

Risk Managing Your Fleet

Automotive crashes continue to be a large exposure for all types of businesses. With more drivers – and their mobile devices – on the road every day, the potential for behind-the-wheel distractions increases, and so does your business's exposure to this risk. This presentation will address leadership strategies to impact employee driving behavior and ideas for implementing a mobile device/driving policy. It will also introduce you to technology tools to aid in restricting mobile phone use in vehicles – such as the Federated DriveSAFESM telematics app. Be prepared to discuss actions that can make a positive difference to your business and your employees.

Insurance Claims & Coverages

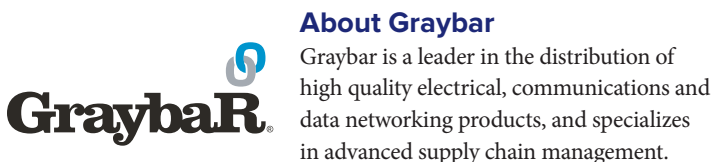
Insurance is complex and can be confusing. Attendees will leave with a better understanding of how they can take more control of their insurance and risk management programs, which in turn should help reduce future costs.

Managing Workers Compensation

On-the-job injuries affect not only the injured employee, but the business and the employee's family as well. This session provides a condensed view of the complex and frustrating aspects of workers compensation, with a goal sharing our experience on delivering workers compensation managed care with effective results.

Surety Made Simple

We'll discuss the keys to an effective relationship with your surety. The characteristics of successful contractors to help you benchmark your own business will be examined and we'll also share how to negotiate with your surety to best position your business in this arena. We'll make surety simple. Create a culture of risk management in your business with our Risk Management AcademySM seminars tailored to the unique needs of individual industries. Learn more at <https://www.federatedinsurance.com/services/risk-mgmt-academy>.



About Graybar

Graybar is a leader in the distribution of high quality electrical, communications and data networking products, and specializes in advanced supply chain management.

Market Outlook and Economic Outlook

We will assemble a local & regional that starts with our forecasting tools and analytics. We will comment on the macro economic outlook, construction spending and segment trends, product category trends and then address questions.

Continuous Improvement & Innovation

The Graybar Service team is certified in Opportunity Waste Walks to identify areas of waste and improvement in a contractor or contractor/supply chain process. We describe the process utilized and typical results when completed with a contractor. This leads to Q&A regarding innovation as well.

Emerging Technology Opportunities

We will highlight technology spaces for electrical contractors to enter including 4G/5G wireless, Public Safety Communications, Security, and data networks. The focus will be on the market opportunity and business development aspects of the market.

Physical & Digital Services Impact on Contractor Productivity

Contractors can improve back office, job site, and prefab shop by employing a thoughtful process that includes both physical and digital services from the distributors. We will discuss common services, and the process to identify what will drive impact to the contractor. We can provide examples and demonstrate services as well.

Helping Contractors Win More EVSE Projects and Making Them More Profitable

This class will focus on helping contractors understand all the important pieces to the EVSE puzzle. It will point out key things to look for, strategies to employ, and pitfalls to avoid. The presentation will help you take first steps on getting started and preparation to build a profitable business around EV.



About Greenlee

Whether it's new technology, professional grade materials or innovative design, trade professionals depend on Greenlee tools to deliver customer-focused innovation and job site efficiency every time. Some ways Greenlee can assist NECA Chapter Executives:

- On-site product training and best practices for NECA members
- Providing content for Chapter newsletters and social media posts
- Guest speakers for podcasts, meetings and other events

Optimizing Cable Operations: Enhancing Safety, Ergonomics and Efficiency

Unlock the secrets to safe and efficient cable pulling and fishing in this comprehensive session. Gain valuable insights on selecting the optimal cable pulling tools for each task, focusing on delivering the best results while prioritizing ergonomics and incident prevention. Learn how strategic tool selection can save valuable time and discover the specific benefits of different tools tailored to enhance the success of each cable pull.

Mastering Conduit Bending Efficiency

Unlock the mastery of conduit bending as a true art form in this in-depth session. Explore the invaluable role of different benders and their impact on the conduit bending workflow. Learn the practical value of each feature and its applications, and witness the seamless integration of the BIM process, providing insights into how it can enhance communication with and the skills of the bender operator.

Premier Partner Courses

Optimizing Panel Box Hole Creation: Tools, Punch Types and Efficiency

Discover the optimal approach to crafting holes in panel boxes for maximum efficiency and durability in this insightful session. Explore a range of tools and punch types that excel in enhancing the hole-making process. Gain a thorough understanding of the unique benefits associated with each punch type and uncover how different tools can contribute to improved ergonomics and efficiency.

Underground Cable Locating and Circuit Tracing

Learn the skill of locating underground lines and circuit tracing with precision using a variety of different receivers and transmitters. Learn how circuit seekers operate on energized and de-energized lines to be able to trace and locate with confidence.

Ergonomics on the Utility Jobsite

Ergonomic considerations can enhance employee health and safety efforts by showing how the impact of tool selection and other practices in the field can make a big impact. These enhancements can help improve productivity, decrease injuries and save money over time. Learn how Greenlee uses quantitative biometric data to aid in tool design to optimize tool topography and balance.

Working Safely in an Energized Environment When Terminating Cable

The importance of using the right tools combined with best-practice work standards from the industry will be key factors in driving improved safety outcomes. When working on or near live circuits in high or low-voltage areas, the use of remote cutting and crimping tools or insulated manual hand tools is often required. In tight or enclosed workspaces, exerting the force necessary to operate manual hand tools can be challenging and dangerous. Join us to learn how the use of remote or battery-operated cutting and crimping tools can help improve precision and safety in these hazardous and confined work conditions.



About Leviton Manufacturing

At Leviton, we are committed to helping the contractor Learn, Do, and Sell More.

We build what's next to light, power, and connect everyday spaces, encompassing electrical, lighting, controls, data networks, and energy management. With a rich history spanning over 115 years, Leviton develops thoughtful solutions that streamline processes, elevate safety standards, increase efficiency, and enhance productivity. We are committed to our people as their innovation, ingenuity, and dedication to safety and quality are fundamental to the success of every product we deliver to our customers. Our goal is to empower the contractor.

Thoughtful Product Innovation

Does it Really Matter?: Thoughtful product innovation can enhance the human experience. Join us as we explore design's role in reducing risks, boosting profits, and providing lasting solutions in construction. Learn how innovative products enhance productivity and safety, benefiting contractors and facility owners. Additionally, uncover profitability hotspots, navigate operational goals, and explore risk mitigation strategies.

Unlocking Revenue Opportunities

Navigating the NFPA 70B Update: The NFPA 70B, Standard for Electrical Equipment Maintenance, underwent a major update in 2023, going from a recommended practice to a Standard. Whether you're seeking guidance on compliance or exploring new revenue avenues, this presentation will be a key resource. Understand the significance of the 2023 changes and the critical aspects of Chapter 9, focusing on required maintenance intervals. Discover how staying informed about these intervals enhances equipment performance, prevents safety hazards, and boosts overall operational efficiency. And most importantly, uncover how you as an electrical contractor can use this as a revenue opportunity.

Upskilling for a Diverse and Agile Electrical Industry

The electrical construction industry and other trades are unique in that we employ highly educated and skilled professionals, promoting them from the field into positions requiring new, unique, and varied skillsets that are not taught in our schoolhouses. Likewise, the industry and marketplace are seeing dramatic leaps in technology, human capital, and economic changes. The development of a company culture with a "growth mindset" and the development of a training program focusing on "upskilling" will deliver the agility a construction business needs to continue successfully.

Best Practices for a Multi-Generational Workplace

Bridge generational gaps! Gain insights into the common communication styles and processes of generations currently in the workspace. Learn practical tools, techniques, and tactics to foster meaningful and effective communications, ensuring a collaborative work environment.

Core Skills for the Electrical Contractor Business Development Professional

As economic pressures continue to mount; we find ourselves reliving cyclical trends of slowing new commercial and residential construction spending. Even so, spending hasn't slowed, the opportunities have just shifted to other market segments. Without the glut of work to bid, contractors are now trying to reestablish their sales and business development teams, most of whom had neglected or eliminated these groups over the past decade. This presentation discusses some of the essential and core skills a Business Development Professional will need to employ to secure new customer bases, find new opportunities, and ultimately win project opportunities in a competitive position.



About Milwaukee Tool

Milwaukee Tool® is a dedicated partner in making electrical contractors more productive every day, with a shared vision to increase jobsite efficiency, overall safety, and grow the workforce.

Unlocking Operational Excellence

Mobilizing your team to drive innovation is critical to the long-term health of your business, but can also be daunting on top of your daily workload. In this session, we will reveal how to foster a culture of innovation that not only leverages technology but also embraces continuous improvement to deliver enhancements in productivity, safety, & quality. Leave with a toolkit of practical solutions to drive immediate impact and long-term success.

Building a Winning Workplace Culture

Creating a thriving workplace culture is paramount for your business's success. In this session we will delve into some core aspects of building a positive culture that not only attracts top talent but also retains it. Explore effective strategies for recruitment and retention that address common challenges faced by businesses. We will discuss different strategies and insights to overcome these challenges and foster a workplace environment where your team can thrive. Discover the keys to attracting and keeping the best in the industry.

Elevating Jobsite Safety through Innovation

Safety is paramount in the electrical industry, and innovation plays a crucial role in addressing common jobsite injuries. During this session we will highlight innovative solutions for a safer workplace. We'll discuss prevalent jobsite injuries, innovative health and safety practices, and how these align with the Safety Hierarchy of Controls. Walk away with actionable ideas to enhance safety and protect your workforce.

Optimizing Efficiency through Advanced Asset Management

This session will dive into the intricacies of tool management and provide actionable solutions for your workforce. Explore how the integration of cutting-edge connected tools can revolutionize your operations. We'll showcase real-world examples of contractors harnessing technology to enhance project efficiency, reduce losses, and gather critical data for improved project performance. Join us to discover the keys to success that can transform your business.

Embracing Technology in the Ever-Changing Electrical Industry

In a rapidly evolving industry, staying ahead means embracing innovation & technology. During this session we will explore the latest innovations and technologies shaping the construction field. Learn how to apply these advancements to improve safety and productivity on your projects. Gain valuable insights into industry trends, leaving you well-equipped to navigate the dynamic construction environment.

PROCORE® About Procore

Procore is a leading provider of construction management software. Their platform connects every project stakeholder to solutions they've built specifically for the construction industry.

How Culture Drives Business Success - Key Learnings from the Procore Story

Learn from a gifted orator and talented facilitator about the ways culture drives the business flywheel - elevating and improving the capabilities of your workforce. You will be guided through how culture can work at your organization and how you might work to create it for the long haul. Learn meaningful language to use to describe your ideal culture with a clear understanding that language drives culture and culture drives business performance. Take culture to an elevation in your organization that does more than just describe your ideal workplace to become your business's competitive advantage. Hear tips, tricks, and meaningful applications of this information in your organization now.

Get Construction Talking Campaign

The Get Construction Talking campaign is an initiative aimed at addressing and improving mental health awareness within the construction industry. This session will delve into the various aspects of the campaign, highlighting its significance, objectives, and the collaborative efforts that make it a success.

Combating the Labor Shortage with Construction Workforce Management

Over 90% of specialty contractors report that some of their projects are negatively affected by a shortage of skilled labor. With 33% of the workforce retiring in the next five years, specialty contractors must explore new and innovative ways to better manage and optimize their labor resources for current and future projects. Learn about the new wave of digitization with construction workforce management and get the most out of your workforce without burning them out with tools that can help you uncover actionable insights to improve schedule predictability, field productivity, and profits.

Decisions Fueled by Data - The Road to Artificial Intelligence Integration

The world of Artificial Intelligence has taken industries by storm, and now construction is leaning into the tech. How does data play a part of where our industry can really go with Artificial Intelligence? We will take a look at what it means to have a good data strategy, data maturity, and data integrity to help fuel next generation insights with Artificial Intelligence. We will also leave you with action items that you can start with in your own business to get the most out of data, and AI.



About Schneider Electric

Schneider Electric is a global specialist in energy management that offers integrated solutions

across all market segments to enhance your workforce safety and save time and money during installation and operation.

Grow Residential Business in the New Electric World

Power outages continue to rise in frequency. At the same time, more people are working, learning, and aging at home — meaning power reliability is increasingly vital. How can electrical contractors help homeowners keep the power on? Learn how to meet new customer needs and grow your business with connected home solutions.

Boost Your Revenue by Expanding Services

What makes up 68 percent of the construction industry's revenue? No, it's not new construction. Maintenance, modernization, and other services are the largest sources of income for contractors. In this session, we explore why and how to grow your business with service offers.

The Evolution of Electrical Distribution

In this guided virtual tour of the Schneider Electric Innovation Experience Lab, you'll get a firsthand look at the future of electrical distribution systems. Explore cutting-edge technologies integrating connected equipment, edge software, apps, analytics, services, and more.

Premier Partner Courses

Changing Times Require Changing Strategies. Connect Your Teams with the Latest Digital Training Resources.

Recent events have shown us that change is now the new normal. We can help you stay competitive in this evolving landscape. Access exclusive tools and training to understand emerging trends and build stronger relationships with your customers. Follow this link to start your journey: <https://www.se.com/us/en/partners/channels/electrical-contractors/>.



Southwire®

service solutions to help create a safer and more efficient way for union contractors to install wire and cable.

SIMPull Wire Pulling

Southwire will focus on setting up and performing a safe, efficient cable pull. Attendees will also learn how to set up and use the cable puller, rope, triggers, etc. We will also include branch & feeder wire pulls showing the advantages of our SIMpull CoilPAK™ Wire Payoff, SIMpull™ CoilPAK™ Cart & XD1 Circuit Puller.

Calculating Wire Pulls

This program reviews the NEC requirements and manufacturer recommended limits for installing wire in conduit and/or cable tray. Review of all variables including equipment that causes problems and solves problems.

Proper VFD Installation - Why it matters

Learn about proper VFD cable termination through guidelines that emphasize correct shield bonding, low-impedance connections, and appropriate handling of drain and ground wires to maximize system performance and reduce risks to equipment.

Guidelines for Wire & Cable Handling And Storage

Southwire will provide training on the top 25 comprehensive guidelines for the proper handling and storage of wire and cable products to ensure their quality, protect against environmental damage, and maintain their reliability and service life.

Accelerating Infrastructure Projects with Southwire's Engineering Calculators

Southwire will provide instruction on how to best utilize a range of online calculators, such as the building wire selector, voltage drop, and conduit fill calculators, designed to streamline and accelerate infrastructure projects by providing accurate, efficient solutions for engineers & contractors.

About Southwire

Southwire Company, LLC is North America's leading wire and cable manufacturer, devoted to developing innovative product and



About United Rentals

As North America's largest provider of commercial and industrial rental equipment, United Rentals is also an industry leader in jobsite safety and compliance.

United Academy classroom and blended learning training can be completed onsite at your location or one of our hundreds of participating locations throughout U.S. and Canada. Courses are also available online, providing convenient 24/7 access to training when and where you need it, without conflicting with the work day. Many courses are available in Spanish and French in addition to English.

Equipment Operator Training

Equipment operator certification courses are offered online or in a classroom setting in English, Spanish and French. Both require a live practical evaluation that can be done at one of our many participating branches or your jobsite.

OSHA Training

Need the courses to satisfy your OSHA training requirements? Our course library has them including OSHA 10 and OSHA 30 for the construction worker in both online and classroom formats.

Trench & Excavation Training

Excavation Safety Training for Competent Persons is offered in English and Spanish and are available online, onsite, or at select United Rentals locations. For additional classes, blended and virtual safety training options, please visit www.unitedacademy.ur.com

3M

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About Adrian Steel

Adrian Steel is a cargo management solution for commercial vehicles. Their

commitment is to take the time to understand customer's businesses and day-to-day challenges, then develop an upfit solution that provides a return on their investment.

How to Get the Most Out of Your Cargo Van Upfit

Your van upfit can produce a return on your investment, in this session learn how increase your bottom line by choosing the right van upfit.

- Safety: Keeping your people safe with the right van upfit
- Efficiency: How to increase your billable hours with the right van upfit
- Industry incentives on Cargo Vans and Electric Vehicles



About Autodesk

Autodesk Construction Cloud connects workflows, teams and data at every stage of construction to reduce risk, maximize efficiency, and increase profits.

Building a Construction Technology Stack

This presentation will provide an overview of the current state of technology in construction and how one goes about developing a technology strategy for one's business. The presentation includes survey data from hundreds of contractors and industry experts on implementation best-practices that apply to any technology your company hopes to adopt.

Leveraging Software and Data for Better Business Outcomes

With construction projects getting more complex and opportunities for more work increasing globally, electrical contractors need to streamline workflows and scale with ease in order to succeed. By harnessing software, electrical contractors may produce higher-quality work, communicate better with their teams, and deliver ahead of or right on time.

How Bidding Technology Can Help Subs Navigate a New Construction World

Successful subcontractors are quickly adopting new preconstruction processes and technological solutions. Learn why centralized bidding software is becoming a requirement for subcontractors over manual excel files to create efficiency and win more bids.



About BuildOps

BuildOps is the only platform purpose-built for commercial

electrical contractors, bringing sales, service, and project management together in one place. From lead generation to invoicing, BuildOps gives contractors total control over their business, helping them move faster, increase profitability, and scale smarter.

Early Warning Signs You're on a Bad Job—And What to Do About It

Bad jobs don't just happen—they build up over time. Contractors who catch the warning signs early can protect their margins and avoid costly overruns. This session breaks down the biggest red flags: outstanding change orders, overdue RFIs, and schedule compression that drives up labor costs. See how top contractors track risk, stay ahead of issues, and use technology to maintain control before problems spiral.

Turning Standards into Service: How Regulations Can Grow Your Business

Industry standards like NFPA 70B aren't just compliance checkboxes—they're a blueprint for securing recurring revenue. This session covers how electrical contractors are using standards to lock in long-term service agreements, minimize downtime for customers, and build predictable revenue streams. See how to position compliance as a business advantage and turn industry mandates into profitable service opportunities.

AI for Electrical Contractors: The Competitive Edge You Can't Ignore

From smarter scheduling and automated paperwork to spotting hidden revenue in service agreements, AI is helping contractors get more done—without making work harder. This session cuts through the noise to show exactly how AI is helping contractors lower costs, run jobs more smoothly, and make more money. Whether you're just starting with AI or looking for the next edge, see how it can impact your bottom line today.



About ChargePoint

ChargePoint is creating a new fueling network to move people and goods on electricity. Since 2007, ChargePoint

has been committed to making it easy for businesses and drivers to go electric with one of the largest EV charging networks and a comprehensive portfolio of charging solutions. The ChargePoint Platform turn-key and custom options serve every charging scenario no matter what hardware brand you use. Our software serves customers in the auto, workplace, transit and fleet, parking, retail, multifamily home, and hospitality spaces. Today, one ChargePoint account provides access to hundreds of thousands of places to charge in North America and Europe.

Growing Demand in an Expanding Market

As the popularity of electric vehicles continues to rise, more homeowners, businesses, and municipalities are looking to install EV charging stations. Electrical contractors can offer installation services to tap into this growing market and secure more projects.

New Revenue Streams

Installing EV chargers can provide contractors with a new revenue stream. With the increasing number of EVs on the road, the demand for residential and commercial charging stations is expected to grow, creating more opportunities for contractors to diversify their service offerings.

Sustainability and Green Energy

By installing EV chargers, contractors can become advocates for green technology and sustainability. Many customers prioritize energy-efficient, eco-friendly options for their homes and businesses, and offering EV charging solutions aligns well with these values.



About Eaton

Eaton is an intelligent power management company dedicated to improving the quality of life and protecting the environment for

people everywhere. We are guided by our commitment to do business right, to operate sustainably and to help our customers manage power – today and well into the future. By capitalizing on the global growth trends of electrification and digitalization, we're accelerating the planet's transition to renewable energy and helping to solve the world's most urgent power management challenges.

Recommended Practices for Electrical Wiring and Equipment in Hazardous Locations and General Knowledge of Hazardous Locations

This program is offered to ensure an understanding of baseline quality and workmanship for installing electrical products and systems in hazardous locations. Based on the NEIS™, National Electrical Installation Standards, the topic is presented in combination with basic principles of hazardous areas, using in person instruction, videos, and hands on product.

Electrical System Maintenance - Often Missing Ingredient of NFPA 70E

NFPA 70B just became a standard. This program will help electrical contractors recognize the important role that must be filled in our electrical industry to address a need that is often not met. The electrical worker must be able to identify the condition of maintenance to properly apply the rules found in NFPA 70E whether they are establishing an electrically safe work condition or performing justified energized work. This session will help the attendee understand and navigate NFPA 70B to build an electrical maintenance program.

Productivity Solutions for Electrical and Mechanical Infrastructure Projects

In today's market, engineers, specifiers, and contractors are being asked to do more with less. Eaton understands these challenges and provides innovative solutions to streamline your project from pre-bid to installation and site inspection. This program will introduce contractors to:

- Innovative & integrated products – quick installs that reduce both complexity and waste.
- Engineering services - help ensure the right products to meet code and compliances.
- Helpful resources – 2D/3D drawings, specifications, design, technical guides and more.

Additional Eaton training offerings from free, on-line fundamentals of electrical systems and products to paid, in-person, electrical worker training offerings including safety programs, power quality analysis, arc flash safety, overcurrent protection, and more can be accessed from the following web address: <https://www.eaton.com/br/en-us/support/training.html>



About Fluke

The leading global manufacturer of test and measurement tools for 75 years.

EV Charging Infrastructure Trends & Opportunities

With the industry requirements expanding in EV, being equipped with the right information, training and tools is essential. Learn from Fluke about the essential tools and resources for EV customers solutions in this thriving market.

Troubleshooting Methods & Solutions for the Solar Professional

As the solar market continues to grow at a rapid pace, knowing the latest test solutions for solar applications is essential to meeting customer needs. Learn about the new and existing tools Fluke is offering for solar applications.

Networking & Automation: Current Solutions, Trends, and Future Outlook

Fiber Optic, data, controls and more. Learn about Fluke's Network tools, solutions, and certifications to keep you current and ready with the latest applications.

About Hilti



Hilti is committed to building a better future for their local communities and for the people with whom they work.

They want to help their customers build faster, safer and more sustainably, while being mindful of the legacy they leave behind.

Ergonomics – Repetitive Task, Right Tools for the Job

Having the right tools for the job can greatly increase a worker's comfortability and productivity. The wrong tools can introduce higher levels of fatigue and decrease productivity. We will discuss how a worker's productivity decreases due to fatigue and what solutions are available to assist.

BIM Design Services: Here Today, More Tomorrow!

High-tech construction methods aren't a passing trend – they're here to stay. Hilti has a dedicated BIM team ready to collaborate from design through construction and we extend continuous support from the office to the jobsite.

Dropped Objects – Tethering

Dropped objects can present serious issues on a jobsite especially when dropped from heights or when it results in injuries or property damage. During this discussion we will talk about different ways to help ensure safety on your jobsites from dropped objects such as tools.

Information about the Hilti Academy can be found on our website: <https://www.hilti.com/content/hilti/W1/US/en/services/contractor-services/hilti-academy.html>

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About iToolco.

iTOOLco is a unique research and development company that has led the electrical tool industry with their groundbreaking designs since 2001. With real world experience as electrical contractors, they have a deep understanding of the kind of quality, time-saving tools electricians really need.

30/30 Advantage Program

The 30/30 program is all about ensuring members are cutting down on material and labor costs by keeping the materials their guys need within 30 feet or 30 seconds. By doing so they can cut down on lost productivity and increase their ROI on any products or services they are using within the industry. This is a recommendation we make no matter what products they are using and no matter what job site and is all about improving the processes the members are putting into place by making daily improvements to the way they work.



About Lutron

Lutron is a technology-centered and people-driven company, with a long history of significant growth and smart innovations. A leader in light control products that range from individual dimmers to total light management systems that control entire building complexes.

Simplifying Your Projects with Wireless Lighting Control

Over the last two years electrical contractors have had to reinvent their business models in the face of ongoing and unpredictable supply chain interruptions, a persistent labor shortage, rising prices, and significant code changes in many markets. Using wireless lighting control solutions can help contractors continue to build their business, add value to their customers, and stay competitive in the field. Wireless offers smart control that integrates with other building systems, and it can make jobs easier to bid, install, and service.



About Maddox

Maddox serves the commercial, industrial, utility, and renewables segments of the transformer market. Our customers value speed, transparency, and an easy buying experience. We sell, rent, repair and buy transformers.

How to better navigate transformer supply chain delays in 2024

The global supply chains have been struggling for years due to COVID-19, labor shortages, and economic fears. It may take years for supply chains to recover, and the transformer industry is not exempt from these challenges. Learn tips on how to better navigate our broken transformer supply chain.

Scrap, sell, or recycle your surplus transformers

Did you know surplus transformers are often worth much more than their scrap value in today's market? In this presentation, you can learn how to read your transformer nameplate, understand if your transformer is electrically OK, and whether you should scrap or sell your old transformer.

How to buy the right transformer for your project

When choosing a transformer, you'll need to consider phase type, kVA rating, input and output voltage, and a myriad of other factors. In this course, learn how to get the proper transformer for your project.



About RIVET Work

RIVET's Workforce Management platform is for electrical and self-perform contractors.

Better labor planning can significantly improve labor productivity and project profitability. With RIVET, commercial project teams have a centralized labor command center where they can build labor plans, monitor workforce capacity, schedule and manage their field force. The RIVET team is stacked with a growing roster of construction veterans, contractors and Workforce Management specialists who have guided thousands of contractors through successful business transformations that led to improved labor margins and a sustainable foundation for growth.

The importance of a disciplined, technology-enabled Labor Planning process

Labor Planning is hard, and most electrical contractors report they struggle to do it well. It's a delicate mix of getting project teams bought in and evolving teams into consistent standards. A strong Labor Planning and Workforce Management practice drives success at scale for the best electrical contractors. For contractors looking to expand their business, come learn how the best contractors marry people, process, and technology to drive profitable project outcomes; and learn how it can be applied to your business. Invite RIVET to present live with relevant NECA contractor panelists sharing their personal experiences.

The Blueprint for Workforce Management - Download the e-book

This book is the result of hundreds of mostly electrical contractors sharing their practices for Workforce Management. Learn how the symbiotic pillars of Forecasting, Rostering, Scheduling, Communications, Information and Productivity come together to create a sustainable Workforce Management business practice. The book is available by download or you can invite RIVET Workforce Management specialists to present the blueprint in a live presentation. Download the book at <https://www.rivet.work/specialty-ebook/>

Construction is Hard podcast, presented by RIVET

If you have too many overqualified workers, too many construction projects, and too much profit, this show is not for you. But if you have an inkling that improving your Workforce Management can improve your electrical contracting business, you're in the right place. In this podcast we cover the core principles of Workforce Management for contractors to

create better business outcomes through labor, the most volatile variable on any given construction project. Listen to the podcast on your favorite streaming platform or at www.constructionishard.com. RIVET's hosts are also available for live presentations.



ServiceTitan

About Service Titan

ServiceTitan is the operating system that powers the trades. Trusted by over 10,000 of the

most successful contractors in the industry, our end-to-end business management platform unifies service and construction operations in one place – from prospecting and bidding to building, maintenance, and everything in between. We empower commercial and residential contractors to simplify complex project management and streamline operations for long-term, profitable growth.

ServiceTitan's Commercial Contractor Playbook

Life in the trades is a journey. From starting before sunrise to middle-of-the-night calls, and from one person in a truck growing into a thriving operation — there's no end to the challenges, and no end to the rewards of a job well done. Through storms and pandemics, contractors deliver for their customers, each and every day. View our playbook online at servicetitan.com/neca-commercial-playbook.

At ServiceTitan, our goal is to help contractors succeed — because your success is our success. This contractor playbook is just one step along the way — sharing best practices from our team, as well as some of the top leaders in our industry. We have created it to take you from creating a company and a culture to making an impact with marketing, and from answering the phone to closing the books on another successful month. The Playbook will continue to evolve, because our journey — just like yours — never ends.

The Ultimate Guide to KPIs – Download E-Book

Our free e-book is a comprehensive educational guide that will help you: 1. Understand the benefit of KPIs in measuring success. 2. Introduce and implement new KPIs. 3. Customize KPIs for different job roles within your business. 4. Leverage ServiceTitan to establish and manage your KPI dashboards. View our e-book online at servicetitan.com/neca-kpi-guide.

Software Buyer's Guide for Commercial Contractors

Few things have a bigger impact than the software on which you operate. Selecting the right software can influence the trajectory of your commercial contracting business for years to come. That said, the decision doesn't have to be complicated or overwhelming. Evaluate your choices with confidence using our checklist of essential capabilities, including: 1. Real-time insights into profits, cost, and progress. 2. Cloud-based technology allowing for remote updates. 3. SaaS best practices for data safety and security. Visit ServiceTitan online at servicetitan.com/neca-commercial and view our guide at servicetitan.com/neca-buyers-guide.



About Sonepar USA

Sonepar USA is a business-to-business distributor of electrical, industrial, safety products and related solutions. With the rapid growth of technology,

Sonepar provides a network of specialists who have the training and expertise to develop solutions tailored to their customers' needs.

EV Charging

Sonepar will speak to the electrification of the transportation sector. Our experts will provide a high-level overview of EV charging and station options, incentives, rebates, and certifications.

Services & Solutions

Time is money. Sonepar will cover a range of distributor services that can help increase your productivity and profitability whether it's job planning, using an e-comm platform for real-time job oversight, job carts, tool rental, wire management, engineering support, and more.

Engaging and retaining the workforce of the future.

The trades can be a great place to spend a career. Get tips on how to help promote the industry, expand your hiring pool, and build a team that sticks together.

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About Trimble

Trimble is empowering stakeholders through planning, design, construction and the entire asset lifecycle. The company's innovative

and connected ecosystem of solutions improves coordination and collaboration between teams, phases and processes. Automating work and transforming workflows, Trimble is enabling teams to deliver with confidence at every turn.

Using Reality Capture for Progress Tracking & QA/QC in Electrical Construction

Reality capture technologies have revolutionized the way electrical contractors approach and execute projects. This session will explore recent advancements in reality capture, including scanning, 360° photos and video, and how reality capture can be used to create digital twins, ensure quality and document work as completed. Explore how reality capture technologies are becoming increasingly accessible across the construction industry and enabling wider adoption. Through expert insights, participants will gain a deeper understanding of best practices for implementing reality capture into their own projects, unlocking the potential for enhanced efficiency, accuracy, and cost savings.

The Impact of Artificial Intelligence on Electrical Estimating and Project Operations

The future of electrical construction is here! Discover how Artificial Intelligence (AI) is transforming the electrical construction industry, streamlining workflows, and boosting productivity – from the office to the field. We'll explore practical applications of AI and Machine Learning (ML) – in estimating and takeoff to project management and beyond – that are delivering real benefits today. With the ability to automate tedious tasks, such as data entry; simplify redundant work; efficiently gather data from job sites; and extract valuable insights from project data, AI is not about replacing human expertise but rather empowering your teams to work smarter (not harder). So, join us to learn how you can leverage AI to achieve greater efficiency and profitability in your organization.

Supply Chain 3.0: Unlocking productivity by unblocking the flow of material information

Friction in supply chain operations is driving up costs and driving down productivity for MEP contractors—who aren't alone—with nearly 92% of U.S. construction projects going over budget, over schedule or both. Specialty contractors are often forced to work without an easy and reliable way to access complete and up-to-date material information at the line-item level across their supply chain workflows, making it difficult to oversee and manage material and labor costs.

What is causing the roadblocks in material information flow across projects and how can you unblock it? In this session you will learn to identify where your product data is getting log jammed and tips for accessing synchronized, cloud-enabled product data between systems and with suppliers unlike ever before. This newly found increase in collaboration and visibility across material management operations will help electrical contractors experience unparalleled gains in productivity and profitability across their supply chain.

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