



NECA EMERGE 2024: A Specialty Work & Emerging Opportunities Conference

**April 15–17, 2024
MGM Grand • Las Vegas, NV**

INTRODUCING THE ULTIMATE NECA EXPERIENCE: **NECA EMERGE 2024!**



This groundbreaking conference consolidates specialized contractor areas and key business trends, streamlining travel and driving efficiencies for NECA contractors and stakeholders.

NECA EMERGE unites several industry-favorite meetings—including Service & Maintenance and Business Development, and low voltage and systems integration disciplines from the NECA-BICSI Summit—merging them into one power-packed three-day conference.

Attendees can customize their experience, choosing from diverse tracks on Service & Maintenance, Green Energy Initiatives, Low Voltage & Systems Integration, Business Development and Emerging Opportunities.

WHO SHOULD ATTEND NECA EMERGE?



Individuals in a wide variety of roles across NECA member companies, chapters and other related groups who interact with business development, innovation, service & maintenance, low voltage, and other emerging areas of work.



WHY SHOULD YOU ATTEND?



Attend this conference for a comprehensive opportunity to grow your business across high-demand sectors in the coming years. Explore the five tracks at EMERGE to expand your business' services, and don't miss the chance to discover innovative products at the trade show!



Herman “Herm” Edwards

Football analyst, former college and NFL head coach



Herm Edwards appears across a variety of ESPN shows including SportsCenter, Get Up and numerous radio programs. Edwards also co-hosts Monday Blitz, which airs every Monday during football season. He will be speaking to the NECA audience on mindset.

Edwards, the former head coach at Arizona State University, led the Sun Devils to three bowl games in his first four seasons in Tempe. While at ASU, he also served as a Professor of Practice in the Walter Cronkite School of Journalism and Mass Communication, where he was a guest lecturer and held periodic discussions around the intersection of sports and media.

As an NFL head coach, Edwards led both the New York Jets and Kansas City Chiefs to the postseason in his inaugural season with each team.

Edwards played as a defensive back with the Philadelphia Eagles from 1977 to 1985. He never missed a game in his nine seasons with the Eagles, remaining active with the team for 135 consecutive regular season games. Edwards started in Super Bowl XV and his 33 career interceptions remains tied for second most in franchise history.

Edwards is a consummate team member, always charity-minded and an ambassador for the game of football. Past recognitions of Edwards' efforts have included being named the Walter Camp Foundation Man of the Year and Team ESPN Commentator of the Year.

General Session
Tuesday, April 16
8:00 – 9:30 a.m.



Julia Polak

General Session • Tuesday, April 16 • 3:30 – 4:30 p.m.

Julia Pollak is the chief economist for ZipRecruiter who is moving the needle behind the scenes with forward-looking, integrated approaches to economics and the future of work. As the leading economic voice at one of the world's top online employment enterprises, she leverages exclusive data to gauge the health of the labor market, identify hiring trends, and help organizations and individuals succeed in today's ever-evolving economic landscape.

Paul Zikopoulos

General Session • Wednesday, April 17 • 8:30 – 9:30 a.m.

Paul is an award-winning tech thought leader and writer who has shared his expertise on AI and big data on the popular TV show, 60 Minutes, as well as in publications such as Technopedia and Analytics Week. He has published 21 books, including Cloud Without Compromise, The AI Ladder, and three 'For Dummies' titles, and more than 360 articles during his, as he calls it, accidental 28-year career as a data nerd—which he began with no prior coding experience. Among the leading voices in tech and big data, Paul has been named in dozens of global "Experts to Follow" & "Influencers" lists, including Analytics Insight's "Top 100 Global AI & Big Data Influencers" and SAP's "50 Big Data Twitter Influencers." Currently, he is writing an O'Reilly book on Hybrid Cloud. An expert in harnessing the power of big data, Paul brings real world experience from his at time managing more than 1,400 professionals to help groups build influence and affect change in their organization.





Tim Tebow

*Two-time national champion, Heisman Trophy winner
and first-round NFL draft pick*

Tim Tebow is a two-time national champion, Football Hall of Fame Inductee, Heisman Trophy winner, first-round NFL draft pick, and former professional baseball player. Following an exceptional college football career with the Florida Gators, Tebow played three seasons as an NFL quarterback, leading a promising playoff run with the Denver Broncos.

Tebow's work ethic and dedication made him widely known for his character as much as his athletic accomplishments. From igniting passion and living with purpose to discovering one's true identity, Tebow shares his fundamental, personal beliefs about success, entrepreneurship, hard work and perseverance.

The five-time New York Times best-selling author, speaker, and football analyst is most passionate about his work with the Tim Tebow Foundation, whose mission is to bring faith, hope and love to those needing a brighter day in their darkest hour.

The Tim Tebow Foundation advocates for people who can't fight for themselves in more than 70 countries. The Foundation strives to fight for the Most Vulnerable People in the world—the MVP—through four main focuses in Anti-Human Trafficking and Child Exploitation, Orphan Care + Prevention, Profound Medical Needs, and Special Needs Ministry.

Tim is married to Demi-Leigh Tebow, a speaker, influencer, entrepreneur, and Miss Universe 2017. Tim and Demi live in Jacksonville, Florida, with their three dogs, Chunk, Kobe, and Paris.

General Session

Wednesday, April 17

3:30 – 5:00 p.m.

PROGRAM

MONDAY, APRIL 15, 2024					
7:00 a.m. – 5:00 p.m.	Pre-Conference Session (Additional Registration Fee) Field Leadership Essentials Train-the-Trainer				
12:00 – 4:00 p.m.	Business Development Task Force Meeting (Invitation Only)				
1:00 – 4:00 p.m.	Pre-Conference Session (Additional Registration Fee) Fault Managed Power Systems for Electrical Contractors				
3:00 – 6:30 p.m.	Registration				
5:00 – 6:45 p.m.	Opening Reception				
TUESDAY, APRIL 16, 2024					
7:00 – 8:00 a.m.	Breakfast				
8:00 – 9:30 a.m.	General Session: Mindset with Herm Edwards				
9:30 – 9:45 a.m.	Break				
9:45 – 10:45 a.m.	Business Development Introductions and Market Updates	Building Your Service and Maintenance Business	How to Get Started in Green Energy Work	Scaling Your Business for New Opportunities	The Convergence of the Electrical and Systems Integration Industries
10:45 – 11:00 a.m.	Break				
11:00 a.m. – 12:00 p.m.	Defining Business Development	Service and Maintenance Business Models	Capturing Solar Opportunities	You're Already Doing Prefab	Fault Managed Power Systems

Tracks:

Business Development
Emerging Opportunities

Service & Maintenance
Low Voltage & Systems Integration

Green Energy Initiatives

**Schedule subject to change*

12:00 – 1:00 p.m.	Lunch				
1:00 – 2:00 p.m.	Maintaining and Developing Business Development Relationships	Service and Maintenance Technology	Green Energy Tax Credit Opportunities	Mapping Your Process to Gain Efficiencies	PoE Lighting and Automation
2:00 – 2:15 p.m.	Break				
2:15 – 3:15 p.m.	Going Beyond the Number: Update Your Value Proposition	Service and Maintenance Roundtable Discussion	Electric Vehicle Opportunities	Evaluating Your Technology	The Future of DC Powered Buildings
3:15 – 3:30 p.m.	Break				
3:30 – 4:30 p.m.	General Session: What the Economy is Telling Us Today with Julia Pollak				
4:30 – 6:30 p.m.	Opening Reception and Tradeshow				
WEDNESDAY, APRIL 17, 2024					
7:30 – 8:30 a.m.	Breakfast				
8:30 – 9:30 a.m.	General Session: Future Tech Trends with Paul Zikopoulos				
9:30 – 9:45 a.m.	Break				
9:45 – 10:45 a.m.	Track Where New Work Is	Introduction to Selling Multi-Year Service Agreements	Wind Opportunities	Data Centers: Navigating the Changing Landscape	New Opportunities with Systems Integration
10:45 – 11:00 a.m.	Break				

Tracks: Business Development
Emerging Opportunities

Service & Maintenance
Low Voltage & Systems Integration

Green Energy Initiatives

11:00 a.m. – 12:00 p.m.	How to Leverage Industry Relationships	Best Practices for Service and Maintenance Billing	Making Buildings Smarter	Unveiling the Potential: Digital Twins in Construction	Using Systems Integration to Create a Service Mindset
12:00 – 1:00 p.m.	Lunch				
1:00 – 2:00 p.m.	Benefits of NECA Contractors Working Together	Scaling for Success Roundtable	Green Energy Roundtable	Decoding Success: Harnessing Data and KPIs for Strategic Advancements	Why Does Project Management Fail for Contractors
2:00 – 2:15 p.m.	Break				
2:15 – 3:15 p.m.	The Future of Electrical Contracting	Service and Maintenance Best Practices	Energy Storage Best Practices	How to Determine the Financials on Pursuing New Work	Cybersecurity for Connected Buildings
3:15 – 3:30 p.m.	Break				
3:30 – 5:00 p.m.	General Session: Success Versus Significance with Tim Tebow				
5:00 – 6:45 p.m.	Closing Reception and Tradeshow				

**Schedule subject to change*



PRE-CONFERENCE WORKSHOPS



Field Leadership Essentials Train-the-Trainer

Monday, April 15 • 7:00 a.m. – 5:00 p.m. • \$200

Field leaders are on the frontline of every electrical contractor's success, and the success of our industry, and to enhance the leadership skills of new and up-and-coming field leaders NECA has developed the one day Field Leadership Essentials course. This program can be delivered locally by NECA chapters and contractors, and to facilitate this we are holding this train-the-trainer program. Field Leadership Essentials provides the “must know” topics for field leaders in the electrical contracting industry and upon completion of the train the trainer program, participants will possess the confidence and competence to deliver the program locally.

Learn more about NECA's Field Leadership Essentials Program at www.necanet.org/FieldLeadership

This pre-conference session will be delivered by seasoned NECA Field Representatives and Education staff is available for an additional registration fee of \$200.



Fault Managed Power Systems for Electrical Contractors

Monday, April 15 • 1:00 – 4:00 p.m. • \$125

This specialized course is designed for electrical industry professionals seeking knowledge of Fault-Managed Power Systems. This revolutionary intelligent power technology plays a vital role for safe and reliable power distribution. This course will provide you with the expertise needed to propose, sell and manage the next generation of Fault Managed Power Systems.

Participants should have basic knowledge of electrical systems, safety protocols, the NEC and relevant TIA standards.

Course Outline:

- Introduction to Class 4 Fault-Managed Power
- NEC Article 726 Requirements
- System Components and Design
- Estimating FMP
- Selling FMP Solutions

This pre-conference session is available for an additional registration fee of \$125.



The five tracks offered at NECA EMERGE will help to expand on the services or skillsets you already have.

Business Development Track Sponsored by Southwire:

Learn to develop strategic business opportunities by cultivating partnerships and identifying new markets.

Green Energy Initiatives Track Sponsored by Day & Night Solar:

Discover the capacity needed for starting green energy work or elevating current services and the financial benefits included.

Emerging Opportunities Track Sponsored by Atkore:

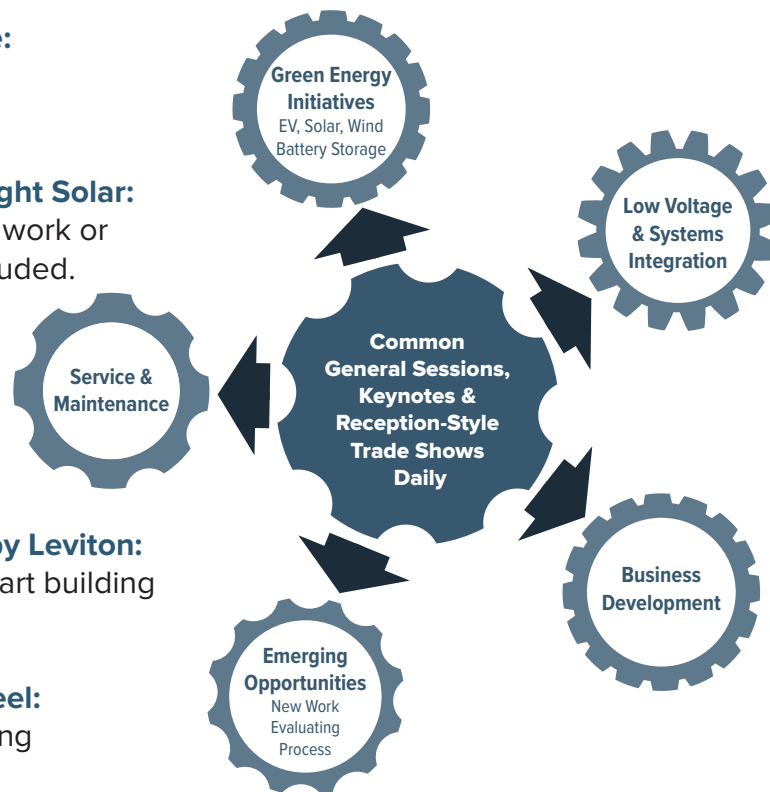
Diversify your options to ensure a successful future by observing trends and evaluating your technology and data.

Low Voltage & Systems Integration Track Sponsored by Leviton:

Become an expert in the new frontier of PoE and IoT smart building technology, wireless solutions, and cybersecurity.

Service & Maintenance Track Sponsored by Adrian Steel:

Learn about best financial and billing practices, expanding services, effective selling techniques and maximizing profitability.



EXHIBITOR LIST

Exhibitor list as of February 9, 2024

Visit www.necaemerge.org for the latest exhibitor list

Be sure to visit our exhibit hall where the industry's top service providers and manufacturers will showcase their latest products and solutions. Featured exhibitors include:

ABB	Great Service Forums
Adrian Steel	Leviton
Arlington Industries	Maddox Industrial Transformer
Atkore	Milwaukee Tool
breezEV	Monterra
BuildOps	Schneider Electric
Day & Night Solar	ServiceTitan
ECP Solutions	Sinclair Digital
electrical training Alliance	Siteline
Field Materials	Southwire
Graybar	VoltServer



REGISTRATION INFORMATION

Register online at www.necaemerge.org

Member Registration

Registration (through March 12, 2024): \$900

Late Registration (after March 13, 2024): \$1,100

Pre-Conference sessions available at an additional cost.

Cancellation Fees

Cancel with full refund: March 15th, 2024

Cancel minus \$100 fee: April 8th, 2024

No refund for cancellations: April 9th, 2024

Cancellations must be received in writing.

Contact Information

For housing and registration, email

NECA meetings: meetings@necanet.org

Dress Code

Business Casual



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Track Sponsors



REGISTER BY MARCH 13 FOR EARLY BIRD RATES!



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