



# NECA MEMBER & INDUSTRY SERVICES

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## NECA'S VISION:

# Empowering Lives and Communities



## NECA'S MISSION:

- Deliver exceptional value for our members through relentless focus on their success
- Attract, develop and retain the best talent
- Collaborate with world-class partners to advance our industry
- Foster members relationships



## NECA'S CORE VALUES:

- **Customer Focused:** Our customers are our members
- **Leadership:** To be the driving force to shape our industry
- **Partnership:** NECA and its Chapters will collaborate to deliver optimal value for our members
- **Accountability:** We measure what we do with a commitment to continuous improvement, transparency and integrity
- **Excellence:** The standard by which individual and team performance is measured and rewarded





## NECA'S CORE VALUES:

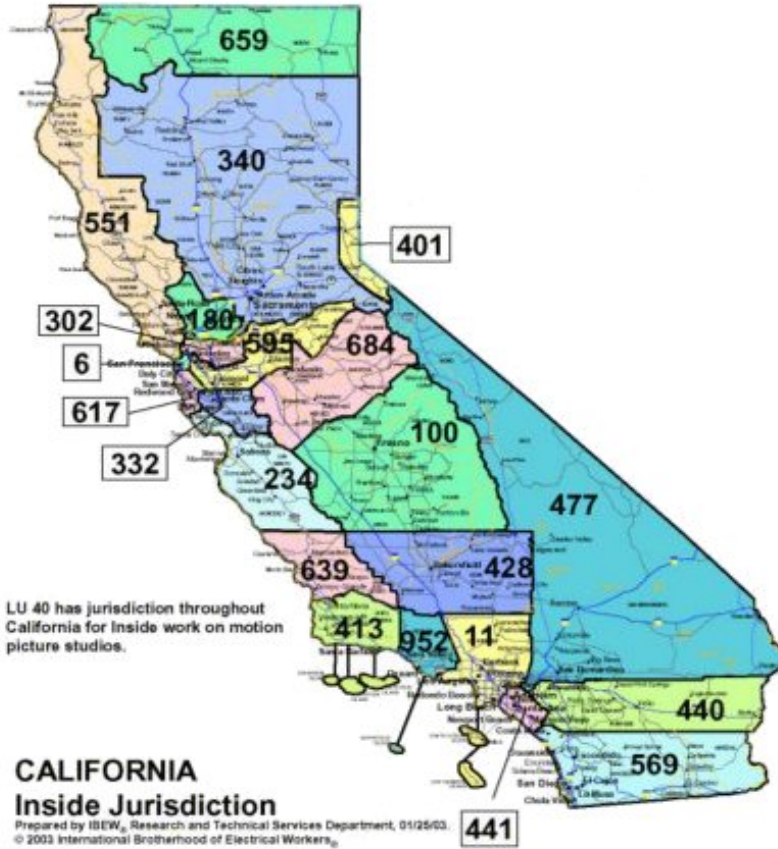
- **Innovative:** A declaration to be more effective through delivering creative solutions
- **Stewardship:** Invest in our people and industry to leave our world a safer and better place for future generations
- **Community:** To share experiences, ideas and have fun



# WHAT IS NECA?

*The Conduit That Gives Our Members a Voice*

- 111 Domestic Inside Chapters
- 7 Line Chapters
- 13 International Chapters
- 31 Student Chapters
- Over 80 National Staff to Support The Chapters, It's Members & The Industry
- 3,800 Contractor Members







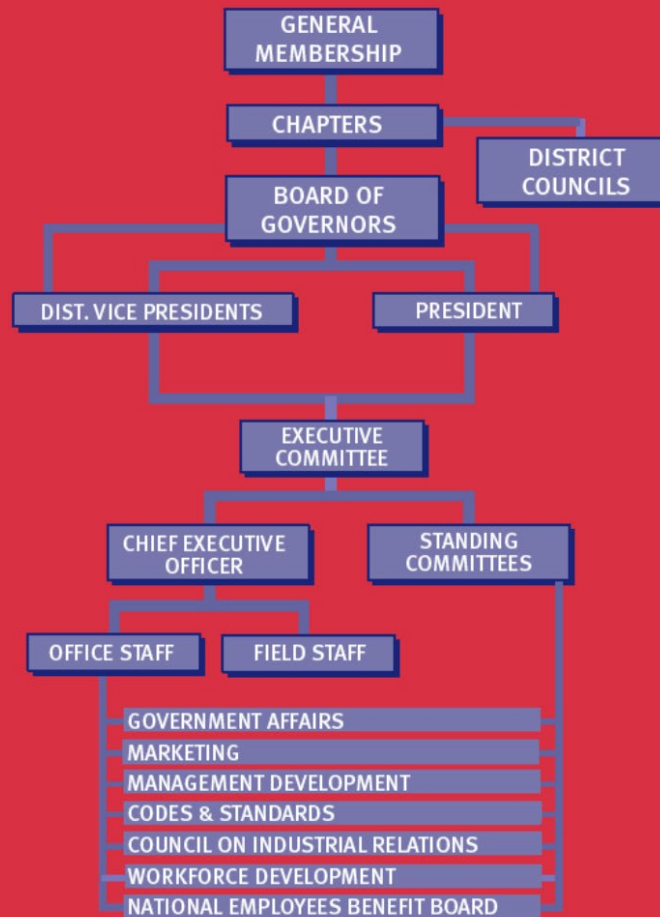
## **NECA International Chapters:**

- \* ACEN NECA Monterrey Chapter***
- \* Bermuda Electrical Contractors Association (BECA)***
- \* Canadian Electrical Contractors Association Inc.***
- \* CECA Pacific***
- \* Corporation of Master Electricians of Quebec***
- \* Electrical Contractors Association of Ontario***
- \* Greater Toronto ECA***
- \* Korea Electrical Contractors Association (KECA)***
- \* MEA (Master Electricians Australia)***
- \* NECA (Australia) - Western Chapter***
- \* NECA (Australia)- National Office***
- \* NECA ACOEO (Guadalajara, Mexico)***
- \* NECA Americ (Mexico) National Office***





## Outline of NECA's Organization





# PROGRAMS & SERVICES THAT BENEFIT NECA MEMBERS

- LABOR RELATIONS
- EDUCATION
- BUSINESS & MARKET DEVELOPMENT
- STANDARDS & SAFETY
- NETWORKING
- GOVERNMENT AFFAIRS
- PUBLICATIONS & RESEARCH



## LABOR RELATIONS

- Working to increase the value added by labor
- Promoting standardized contract language
- Helping to resolve labor issues/disputes
- Negotiating competitive terms in National Agreements
- Collecting current information on labor and market share trends



## LABOR RELATIONS (con't)

- Working with the NJATC (***Electrical Training Alliance***) and local JATC's to improve employee skills
- Serving as a Partner on Council on Industrial Relations helping to settle local labor disputes without job interruption
- Working to foster positive local labor relations between signatory contractors and their IBEW Local Unions





## INSTRUCTOR LED EDUCATION

- Business Management
- Executive Management
- Labor Relations
- Project Management
- Technical Management

*Visit [necanet.org/education](http://necanet.org/education) to find upcoming courses in your local area!*



## ONLINE COURSES

- The Contract and the Project Manager
- Introduction to Change Orders
- The Role of the Electrical Project Manager
- Introduction to Preplanning
- Job Kickoff Meetings
- The Project Manager's Role in Safety



## SPECIALIZED TRAINING

- ELECTRIC VEHICLE INFRASTRUCTURE TRAINING PROGRAM
- ELECTRICAL PROJECT SUPERVISION (EPS)
- CONSTRUCTION WIREMAN/CONSTRUCTION ELECTRICIAN (CW/CE)



## BUSINESS & MARKET DEVELOPMENT

- **NECA National & Chapter Business Development Staff**
- **Business Development Task Force** (Sharing info with all Chapters)
- **Electric Vehicle Infrastructure Needs & Development** (NECANET)
- **Wind & Solar Projects** (Electric TV, ECMAG & NECANET)
- **NECAWORKS: Energy Auditing** (<http://necaworks.necanet.org>)
- **E-CAP: Energy Conservation and Performance Platform**  
[https://www.necanet.org/joining-neca/member-benefits-services/tools-resources/neca-energy-conservation-and-performance-platform-\(e-cap\)](https://www.necanet.org/joining-neca/member-benefits-services/tools-resources/neca-energy-conservation-and-performance-platform-(e-cap))
- **Smart Grid & Microgrid Systems**





## What Local Business Development Programs are Doing:

- Exploring New Business & Partnerships: *Finding New Customers & Expand Existing Ones*
- Providing Policy Input to our Elected Leaders (Education & Positioning): *Help...Don't Hurt*
- Marketing/PR Efforts – Outreach & Positioning: *Winning Hearts & Minds*
- *Working Jointly With the IBEW*



NECAWORKS, the project screening tool that allows contractors to quickly and accurately screen energy efficiency projects to determine payback period, benefit/cost ratios, as well as lifetime financial and energy savings, is ***NOW FREE*** for all NECA contractors.

NECAWORKS is an online web application that enables contractors to input a client's raw energy usage data and low-level financial metrics. The contractor then applies the preliminary project schematics, which include estimated cost (labor, materials, system) and energy savings projections.

NECAWORKS screens projects so contractors can determine whether or not a project is viable. If the project is not viable, NECAWORKS saves contractors a lot of time and money that could be wasted trying to sell, bid and design a project that doesn't make dollars and sense.

If the project is viable, NECAWORKS also provides strong documentation to present to clients establishing the many benefits

NECAWORKS also serves as the perfect first step of National NECA's popular Energy Conservation and Performance Program (ECAP).

<http://necaworks.necanet.org/>



# NECA E-CAP

PROJECT FINANCING

## THE NECA E-CAP PLATFORM



NECA MEMBER

Project Opportunity



Insured Energy Savings  
Performance Based Financing



IMPLEMENTED  
PROJECT

## WHY THE E-CAP PLATFORM?

Visit [necanet.org/ECAP](http://necanet.org/ECAP) to learn more

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## E-CAP Steps

- Identify and Engage Project
- Generate Project Proposal
- Underwrite Project Financing
- Underwrite Project for Performance Insurance
- Select Project Funding Structure
- Fund and Install Project
- Operate and Monitor Project





## E-CAP Provides

- Streamlined Customer Engagement & Project Development
- Standardized Project Documentation & Underwriting
- Best in Project Proposal Generation
- Turnkey Project Measurement & Verification
- Insured Investment Grade Performance Guarantees
- Conventional, Performance Based & PACE Financing



# STANDARDS

[www.neca-neis.org](http://www.neca-neis.org)



*National  
Electrical  
Installation  
Standards™*

National Electrical Installation Standards (NEIS) are the only ANSI-approved performance and workmanship industry standards for electrical construction.

NEIS are used by owners, specifiers and contractors to clearly illustrate the performance and workmanship standards essential for different types of electrical construction. NEIS are also referenced throughout the National Electrical Code (NEC).



## EXAMPLES OF AVAILABLE STANDARDS

- Standard for Installing Indoor Lighting Systems
- Standard for Installing Industrial Lighting Systems
- Standard for Installing Steel Conduits
- Standard for Installing Nonmetallic Raceways
- Standard for Fire Alarm System Job Practices
- Standard for Installing and Maintaining Electric Vehicle Supply Equipment

*OVER 40 TOTAL INDUSTRY STANDARDS*

*<http://www.neca-neis.org/>*



## 2018 NECA 70E PPE Selector App



# SAFETY

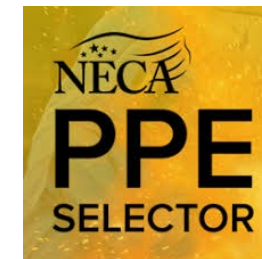
- NECA Safety Professionals Conference, presented by Westex Inc.  
[www.necasafetyconference.com](http://www.necasafetyconference.com)
- Safety Excellence & Zero Injury Awards
- NECA eSafetyline Software (A complete Safety Program)
- Safety App: 2018 70E PPE Selector App
- Safety App : Safety Meeting App
- <http://www.necanet.org/neca-store/publications> & Click Safety





## SAFETY (Other Resources)

- Electrical Construction Employee Safety Handbook
- Energized vs. De-energized Work
- Hazard Communication Handbook
- NFPA 70E Lockout/Tagout Guide
- NFPA 70E Personal Protective Equipment Selector & NEW Mobile App
- Supervisors Guide to Jobsite Safety
- Toolbox Talks





## NECA Participates!

A NECA Committee, made up of 38 member company representatives, participate in the following code & safety panels:

- 19 Code Making Panels (CMPs) for the NEC
- Chairs 6 NEC Panels and the TCC
- NFPA 70E
- National Electrical Safety Code (NESC)
- Other NFPA Codes (90A, 99, 79)
- NFPA 72, National Fire Alarm and Signaling Code

Continued



## NECA Participates!

- ANSI C2/NESC, National Electrical Safety Code (IEEE)
- Z10 series, Guideline for Addressing Occupational Hazards and Risk in Design and Redesign Processes (ASSE)
- A.10 series, Construction and Demolition Operations (ASSE)

Contact: Michael J. Johnston – Executive Director Standards & Safety  
Phone: 301-215-4521      [michael.johnston@necanet.org](mailto:michael.johnston@necanet.org)



## Student Chapters (Currently 31)

- The purpose of a NECA student chapter is to encourage students to pursue a career in the electrical contracting industry.
- Any college or university that currently has a construction management or related program and that encourages students to pursue a career in the electrical contracting industry is eligible to apply for affiliation as a NECA Student Chapter.
- Electrical construction offers a solid, rewarding career path. To help build interest in the electrical construction industry, NECA, NECA Chapters and ELECTRI International work closely together on the Talent Initiative with educational institutions to attract the best and brightest to the industry from among college Construction Management students and graduates.
- Student Chapter News: <https://www.necanet.org/about-us/member-groups/student-chapters>
- CA Institutions: Cal Poly State University – San Luis Obispo, Cal State University – Chico, Cal State University – Long Beach, Cal State University – Sacramento





## NETWORKING

- NECA Annual Convention and Trade Show – the largest in the industry <http://www.necashow.org>
- Local NECA Chapter meetings and regional conferences
- Women In NECA, Future Leaders, Academy, Student Chapters, and national committees.
- *Convention and conferences allow NECA members to interact and learn from contractors from all over the country*



## GOVERNMENT AFFAIRS

<http://www.necanet.org/Advocacy/>

- Supporting the interests of electrical contractors before legislative bodies
- Monitoring, reporting, and acting on regulatory initiatives
- Assisting contractors in cutting through government red tape



**NECA works to keep you informed of current issues, and maintain communication lines with your state legislature**



## GOVERNMENT AFFAIRS (con't)

- Supporting PLA's and Davis-Bacon
- Promoting investment in our Nation's infrastructure.
- Supporting a comprehensive national energy strategy.
- Provide relief for multiemployer Defined Benefit Pension Plans.





## Advocacy Action Center + App Keeps You Engaged

Tell Your Representative to Support H.R. 3489



### Actions

- 4 advocacy campaigns
- 1 scorecard

### Find Legislation

View and search for legislation.

Enter Keywords

[View spotlight legislation](#)

### Find Officials

Look up and contact your officials.

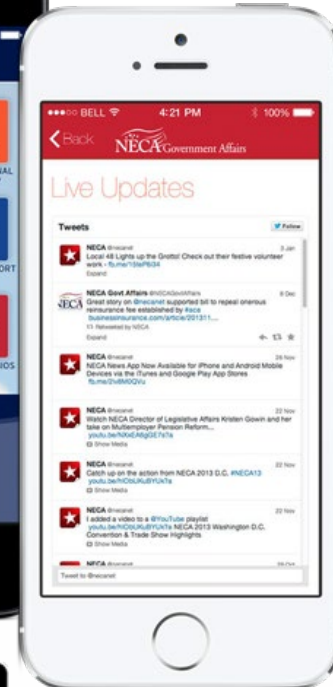
ZIP Code

### Quick Sign Up

Use the form below to sign up for alerts.

Enter Email

ZIP Code



NECA MEMBER & INDUSTRY SERVICES





## PUBLICATIONS & RESOURCES

- Electrical Contractor Magazine  
<http://www.ecmag.com/subscription>
- National Electrical Installation Standards  
<http://www.neca-neis.org/>
- ELECTRI International  
<http://www.electri.org/>
- NECA NEWS (Email & App)

### Other Publications:

- Webinars
- Safety
- Management
- Marketing
- Advocacy

Find them all here:

<http://www.necanet.org/neca-store/publications>



## NECANET

[www.necanet.org](http://www.necanet.org)

Mobile Friendly, with mouse over navigation and Google mini search – the NECA website makes it easy to find tools and information about:

- Membership
- Professional Development
- Advocacy
- Contractor Resources
- Events
- NECA Community
- Find a Contractor
- Bookstore
- News & About



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# The Best (NEW) Way to Stay Up-To-Date with NECA

Free to download - Sort news, updates and events by category, including: advocacy, code and regulations, safety, and more!

Customize the topics fed to your homepage. You can also filter articles or stories by topic to quickly browse through industry news



Visit [necanet.org/neca-news-app](http://necanet.org/neca-news-app)

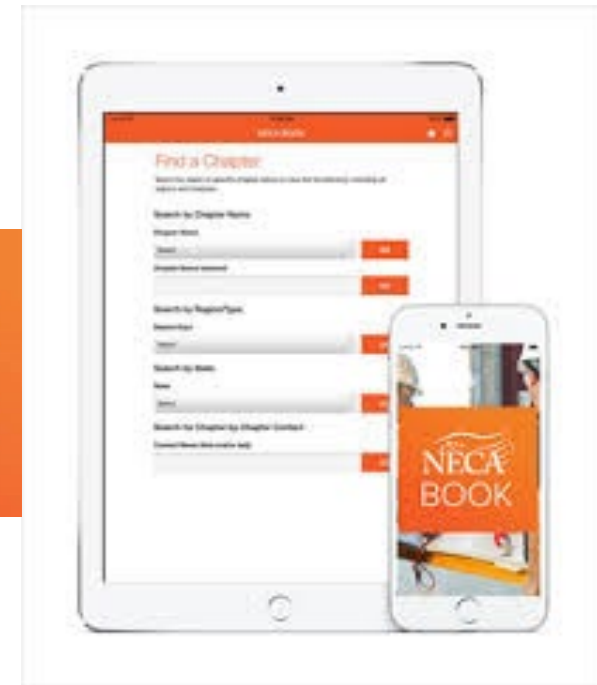
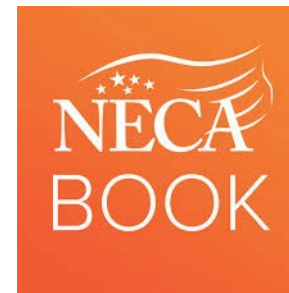
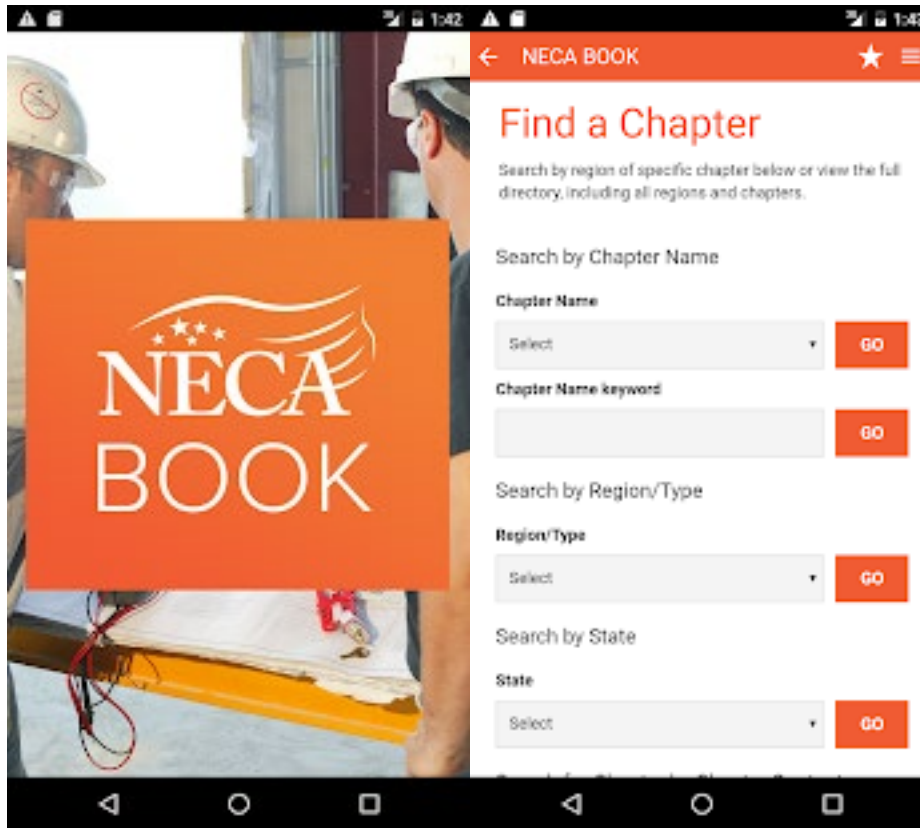


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## NECA BOOK MOBILE APP



NECA MEMBER & INDUSTRY SERVICES





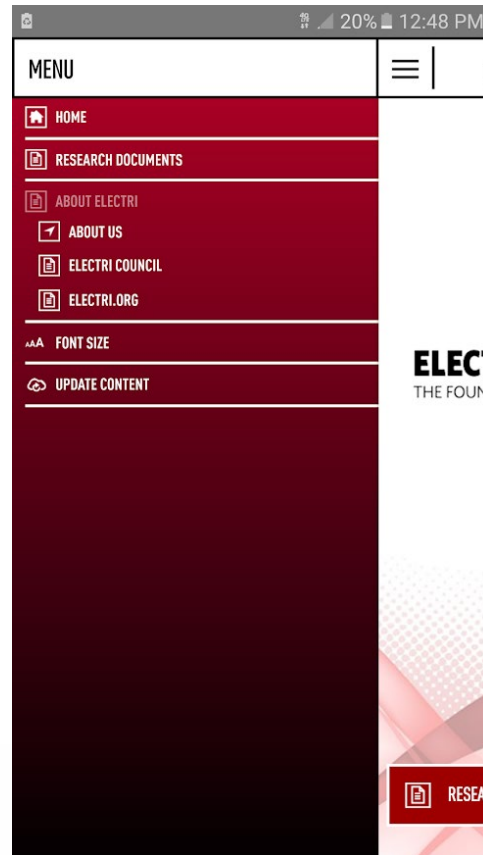
# RESEARCH – ELECTRI INTERNATIONAL

[www.electri.org](http://www.electri.org)

- Early Warning Signs of Project Distress For EC's
- Best Practices: Prefabrication for EC's
- Emerging Green Markets
- Impact of Overtime on Electrical Labor Productivity
- Tool & Material Control Systems
- What To Do Guide for Schedule Acceleration & Compression



## ELECTRI INTERNATIONAL MOBILE APP





# Local Chapter Services

- POLITICO – CA Legislative Advocate
- Statewide JATC
- Statewide LMCC
- Business & Legislative contacts on the local level
- Local-based Labor Relations Efforts
- CAL-NECA Health Plan



# SUMMARY

- The list of NECA Services is extensive and well suited to support member contractors of all sizes.
- NECA Services are geared for use as contractors grow, face new challenges and opportunities.
- Assistance and support are just a phone call or click away to help with sales, marketing safety, management, software etc.





## QUESTIONS?

Contact: Executive Director Kern  
County Chapter Cody Brooks at  
(661) 325-5937

