

ELECTRI 2022 The Year in Review

2022 has been a very productive and rewarding year for ELECTRI International. We expanded our team and can now offer more resources than ever before for the electrical contracting industry. We are pleased to present a summary of the tools available to the ELECTRI Council and the industry at large. We hope you find these initiatives valuable. We encourage you to continue to call on our ELECTRI team as a resource as we work together to advance the electrical contracting industry.

ELECTRI Resources

The Electrical Contractors Innovation Challenge. The 2022 ECIC was a great success, with eight NECA Student Chapter teams from universities across North America competing in the challenge. Our thanks to ELECTRI's Talent Initiative Committee and volunteer judges for their extensive involvement in this program. This year's ECIC included both estimating and Takeoff classes for the student teams.

[ACCESS FREE CLASSES](#)

Industry Connect Events. This year, ELECTRI found a new way to connect high school and college students with our electrical contractors by focusing on construction technology. Our first two Industry Connect events (Atlanta and Pittsburgh) brought together local students and contractors to gain hands-on experience with Robotic Total Stations (RTS), X7 Point Cloud Scanners, XR10 Hololens, and an OpenSpace 360 Camera. ELECTRI will host more Industry Connect events in 2023 to ensure more students have the direct opportunity to get involved with the electrical contracting industry.

[INDUSTRY CONNECT FAQs](#)

Internship Best Practices Toolkit. Electrical contractors need access to a pipeline of talent to sustain and grow their businesses. Because the road to success often begins with an internship, ELECTRI has created an Internship Toolkit and Guide to support contractors as they develop and manage their internship programs. The guide includes a full overview of internship programs, things to consider, and sample documents and templates to get a company started with its internship efforts.

TOOLKIT COMING JANUARY 2023

Council Room Sessions. Every month, ELECTRI Council Room sessions cover a wide variety of topics. Each hour-long zoom session offers the opportunity for members of the ELECTRI Council to share their insights and expertise or ask for help on a particular industry issue. We invite you to revisit each Council Room session and to share these recordings with other members of your team.

[ACCESS COUNCIL ROOM RECORDINGS](#)

ELECTRI INTERNATIONAL

Research and Education for the Electrical Construction Industry

ConTech & Coffee and ITea & Coffee Sessions. To meet your IT and Construction Technology needs, ELECTRI offered alternating monthly gatherings. ITea & Coffee zoom sessions are led by Matt Lamb, Chief Information Officer at Rosendin. ConTech & Coffee sessions are presented with ELECTRI's Director of Construction Technology, Jared Christman.

[ACCESS RECORDINGS](#)

SIGN UP FOR FUTURE SESSIONS

[ITea & Coffee](#)

[ConTech & Coffee](#)

Prefab 101 Classes. ELECTRI has produced a series of educational videos on Prefabrication. This resource can be shared with your company employees or with NECA Chapter members.

[ACCESS VIDEOS](#)

Think Like a Leader Interviews. We continue to learn from key industry leaders on the ELECTRI Council through our *Think Like a Leader* conversations with the best of the best. Contact ELECTRI if you would like to recommend an industry leader whose experiences should be shared.

[WATCH INTERVIEWS](#)

Education at the NECA Convention. Here are the links to the learning sessions conducted by ELECTRI or presented by ELECTRI Council Representatives. Many of the presentations are based on the findings and recommendations of ELECTRI's 2022 research projects.

- [Make Change Orders Work For You](#)
- [Materials Management Best Practices Outside the Gate](#)
- [Leveling the Playing Field with Real Data](#)
- [Improving the Culture of Contractors](#)
- [Staying Cyber Safe](#)
- [Leveraging Mentoring for Recruitment, Talent Development and Retention](#)
- [Construction Lifecycle Playbook](#)

ELECTRI Research

The Electrical Contractor's Practical Guide to Microgrid Development. Microgrids are as old as the power grid itself. This ELECTRI research takes a fresh look at this emerging market. This Guidebook is intended to help ECs build organizational capacity on the topic of microgrids and to empower them to engage and bring along their customers. It is envisioned as a tool for active use by ECs who wish to explore or begin to develop microgrid projects. [DOWNLOAD REPORT](#)

Latent Side-Effects of Electrical Safety Interventions Among T&D Line Workers. The construction industry is one of the dynamic risky environments with many potential hazards that cause injuries to workers. This is especially true in the electrical sector, where T&D line workers perform tasks on high elevations, close to high-voltage energized lines. Despite increased safety interventions to help curb the number of injuries occurring in the EC industry, this sector still experiences one of the highest fatality rates. This research investigates the latent side-effects of electrical safety interventions among T&D line workers. [DOWNLOAD REPORT](#)

Key Performance Indicators: Increasing Margins and Reducing Risk. A Key Performance Indicator (KPI) is a quantifiable measure used to evaluate the success of an organization, employee, etc. in meeting performance objectives. KPIs are critical both for determining a contractor's success and for making necessary adjustments for optimal success and profitability. This research study provides a practical guide for contractors to use KPIs in their companies. This report also includes a KPI Evaluation Tool to measure how your company compares to your EC industry peers. [DOWNLOAD REPORT](#)

Updated Change Order Guidelines. Electrical contractors are routinely asked to prepare change order proposals on their construction projects. The single most common area of dispute in the change order process is cost. Items related to recoverable direct cost, overhead-profit %, and impact factors resulting in consequential costs constitute a vast majority of the disagreements. The purpose of these Change Order Guidelines is to provide a fair and reasonable process for the costing and pricing of change orders. [DOWNLOAD REPORT](#)

Contracting Benchmarks & Analytics. Document Crunch partnered with ELECTRI International, the John R Gentile Foundation (MCAA), and the New Horizons Foundation (SMACNA) for this important research initiative. The first objective was to begin assessing members' contracts from each trade organization. Through numerous discussions with key stakeholders in the participating groups, we determined the riskiest contract provisions that impact trade contractors. Check out the report to find the top ten issues – with a quick overview for each individual issue. [DOWNLOAD REPORT](#)

Handbook of Production Improvement Methods for Trade Contractors. This research report is designed as a user guide with practical resources, lessons learned by others, examples, and guidance to allow trade contractors and specialty construction firms to adopt lean principles and reap the workforce and business benefits that follow more readily. To enable adoption company-wide, the emphasis in this handbook is on identifying and using methods to enable your craft workforce and colleagues across the firm to support the key tasks with which your firm adds value to your projects. The handbook takes identified techniques from the lean community and links them to the common tasks and waste that trade contractors regularly encounter on projects. [DOWNLOAD REPORT](#)

CMMC 2.0. Don't miss the 2022 Cybersecurity Maturity Model Certification (CMMC) updates. Nick Espinosa has produced videos that break down the updates to CMMC and reports on what to keep an eye out for in 2023. The U.S. Department of Defense (DoD) has created the new CMMC standard that will soon be required for corporations and entities that want to bid as a contractor or act as a subcontractor for DoD projects. [DOWNLOAD REPORT & ACCESS VIDEOS](#)

Improving Company Culture. Creating a company where people like coming to work does not mean 'easy.' It is an environment that respects people while taking on challenging problems. It's working with a group of people who know they are doing something bigger than just increasing the bottom line by a few percentage points. Profit is not only very important, but also essential to sustainability. This research focuses on ways to help you increase your profit by creating a company where people want to work and that customers want to hire. You may find that having a strong company culture increases your profit and allows you to do more for your team, your families, and your customers. *COMING SOON*

Electrical Contracting Industry Career-Mapping Tool. The electrical industry must replenish and grow its workforce both short- and long-term to ensure there is sufficient capacity to meet the needs of the country. To accomplish this, we must raise awareness of electrical construction and attract qualified candidates to the industry by supporting recruitment efforts at all levels. In short, it is critically important that the industry attracts and retains new talent for both field and management career positions. ELECTRI is working to support recruitment through increased awareness and has identified career mapping as an important tool for facilitating this critical objective. *COMING SOON*

Materials Management Best Practices Outside of the Gate. For electrical contractors, people are becoming a scarce resource, materials are becoming more challenging to plan and acquire, the materials cost ratio is increasing to 50% of construction costs, and scheduling is becoming more critical. Project Managers, Superintendents, and Foremen spend significant time "in the project" instead of "over the project" managing it. They report approximately 40% of their time is spent on materials. ELECTRI International partnered with Graybar and Hala Nassereddine on this ELECTRI research project focused on material management process improvements. Take the survey [here](#) and download the OUTGAM3E tool. *REPORT COMING SOON*

View all of ELECTRI's past research and perform a detailed key word search (powered by DADO) in ELECTRI's on-line Research Library. [VIEW RESEARCH LIBRARY](#)

ELECTRI **INTERNATIONAL**

Research and Education for the Electrical Construction Industry

Commitment Highlights for 2022

New Founder Level Council Members in 2022

- Atkore International
- BreezEV/Light Efficient Design
- CED Houston
- Crawford Electric Supply
- Day and Night Solar
- East Central California Chapter NECA
- ECSI System Integrators
- Florida West Coast Chapter NECA
- Inglett & Stubbs Electrical Construction
- Kojo Technologies
- Northline Utilities
- Task Electric LLC
- Western Ohio Chapter NECA

Increased Commitments in 2022

- Arizona Chapter NECA - \$50,000
- Border States Electric - \$100,000
- Central Indiana Chapter NECA- \$50,000
- IB Abel, Inc. - \$5,000
- Milwaukee Chapter NECA - \$100,000
- Greater Sacramento Chapter NECA - \$50,000
- Schneider Electric - \$50,000
- Anonymous - \$100,000

Wendt Scholarship. 44 NECA Chapters will each receive a \$5,000 Wendt Scholarship credit from ELECTRI to use for a NECA education course for their members during 2023. This represents a 37% increase in the number of chapters that applied for a Wendt Scholarship – including nine first-time recipients.

2023 Wendt Scholarship Recipients

- Arizona Chapter NECA
- Atlanta Chapter, NECA
- Atlantic Coast Chapter NECA
- California Central Coast Chapter NECA
- Central Florida Chapter NECA
- Central Indiana Chapter NECA
- Chicago and Cook County Chapter NECA
- Dakotas Chapter NECA
- East Central California Chapter NECA
- Long Island Chapter NECA
- Louisville Chapter NECA
- Maryland Chapter NECA
- Memphis Chapter NECA
- Minneapolis Chapter NECA
- Monterey Bay Chapter NECA
- Northeast Louisiana Chapter NECA
- North Florida Chapter NECA
- North Central Ohio Chapter NECA
- Northern New York Chapter NECA
- San Diego County Chapter NEA
- South Louisiana Chapter NECA
- Southeast Texas Chapter NECA
- Southeastern Michigan Chapter NECA
- Southern Arizona Chapter NECA
- Southern Colorado Chapter NECA
- Southern Indiana Chapter NECA
- Southern Nevada Chapter NECA
- Southern Sierras Chapter NECA
- Southern Tier Chapter NECA
- Southwest Louisiana Chapter NECA
- St. Paul Chapter NECA
- Twin Ports-Arrowhead Chapter, NECA
- West Virginia-Ohio Valley Chapter NECA
- Electrical Contractors Association of Ontario, Canada
- Finger Lakes New York Chapter NECA
- Florida West Coast Chapter NECA
- Greater Cleveland Chapter NECA
- Gulf Coast Chapter NECA
- Idaho Chapter NECA
- Inland Empire Chapter NECA
- Kern County Chapter NECA
- Western New York State Chapter NECA
- Western Ohio Chapter NECA
- Wisconsin Chapter NECA