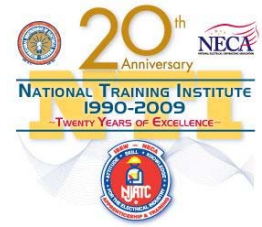


EC Group Tentative Schedule



Sunday August 2, 2009

- 8:00 a.m. to Noon Registration – Indoor Track Building – South Campus
- 8:30 a.m. to Noon Trade Show – Indoor Track Building – South Campus
- Noon to 1:00 p.m. Lunch – Michigan League (Choice of Rooms: Ballroom, Michigan, Vandenburg, Koessler, Kalamazoo, Henderson, Hussey and Room D)
- 1:00 p.m. to 2:30 p.m.

Sunday “C”, “SC”, “EC” and “M” Group Opening Session – Rackham Building - Auditorium

Welcoming Remarks – Michael Callanan, Executive Director
NTI and the University of Michigan: The Next 20 Years
Panel: Rick Hecklinger, Facilitator

- 2:30 p.m. to 3:00 p.m. Break

Sunday “EC” Afternoon Session – Rackham Building – Assembly Hall

- 3:00 p.m. to 4:45 p.m.

Going Green- Opportunities for Electrical Contractors” Part 1 - Todd Stafford - Chair

Included in the Green Building area(s) of concern for electrical contractors is Renewable/Sustainable Energy sources. Renewable Energy sources do provide unique challenges for an electrical contractor including market opportunities, procurement, labor, and financial issues are to name a few. This section will provide the contractor with key input to develop an alternative energy/renewable energy portfolio for utilization.

Energy Audit - TBD
Solar – Solar World
Wind – South West Wind Power

- 5:30 p.m. **Group Photograph** – Hill Auditorium
- 5:45 p.m. **Opening of the 2009 National Training Institute** – Welcome and Special Introductions
Hill Auditorium
- Immediately Following **Reception** Ingalls Mall (outside Hill Auditorium)

Monday August 3, 2009

Monday “EC” Morning Sessions – Alumni Center

- 8:30 a.m. to 10:00 a.m.

“Solutions for Today’s EC” - Jim Simpson – Chair

The current economic conditions present many challenges to the Electrical Contractor. These challenges require the Electrical Contractor to look for new ways to do business and take advantage of resources available. These resources include training, new products or innovations to existing products, special programs provided to Electrical Contractors

from manufacturers etc. NJATC Training Partners provide these resources along with many others and continue to support the needs of the NECA Electrical Contractor.

This presentation will bring NJATC Training Partners together to discuss opportunities that are available to NECA Contractors. Training Partners participating include:

Milwaukee Tool	Klein Tools
Cooper Bussmann	Ideal Industries
Pass & Seymour	Thomas & Betts

10:00 a.m. to 10:30 a.m. Break

Monday “EC” Morning Sessions – Alumni Center (Continued)

10:30 a.m. to Noon

“Going Green- Opportunities for Electrical Contractors” Part 2 - Marty Riesberg - Chair

This session will focus on the “in building” aspect of the Green Revolution as opposed to the renewable aspect. This would include the use of new and emerging technologies to increase a building’s efficiency. Topics to be discussed include more efficient implementation of products and systems that Electrical Contractors already install. Given the current push toward “Green” these are projects that are more likely to receive the necessary funding to move forward toward completion. Specifically this includes, light sources, lighting control, and building control systems.

Panelists include:

Thomas Hamilton	Byron Benton
Philips Color Kinetics	Training Director
Tom Degnan	Alameda County JATC
Marketing Manger	Greg Stewart
Leviton	CEO
	The Superior Group

Noon to 1:15 p.m. Lunch – Michigan League (Choice of Rooms: Ballroom, Michigan, Vandenburg, Koessler, Kalamazoo, Henderson, Hussey and Room D)

Monday “EC” Afternoon Session – Alumni Center

1:15 p.m. to 3:00 p.m.

“Have You Thought About this Line of Work?” - Steve Anderson and Ken Haden - Co-Chairs

This presentation will be conducted in a panel format and will discuss opportunities that every contractor should consider for expanding his or her business. Panelists will discuss capitalizing on business segments which have the potential for returning high profit margins within a range of entry investments to fit every contractor’s business plan. Learn what tools are available to help you develop and market these new business segments.

Panelists include:

Mark Harger – Harger Lightning & Grounding – Lightning Protection
Brian Inberg - 3M – Cable Splicing
Tom Degnan - Leviton – Automation and Energy Management
Bill Moroski - IMSA – Traffic Signals
Larry Wilson - Fluke – Energy Audits, Power Quality Analysis Correction
Steve Abbott - Stark Safety Consultants
Chet Davis - EasyPower – Arc Flash Labeling

3:00 p.m. to 3:15 p.m. Break

Monday “EC” Afternoon Sessions – Alumni Center (Continued)

3:15 p.m. to 4:45 p.m.

“Have You Thought About this Line of Work?” Continued

7:00 p.m. to 10:00 p.m. **Special Presentations** – Dennison Building (To be Announced)

Tuesday August 4, 2009

Tuesday “EC” Morning Session – Alumni Center

8:30 a.m. to 9:00 a.m.

Opening Comments – Michael Callanan

9:00 a.m. to 11:30 a.m. - **Michael Callanan - Chair**

“Controlling Construction Costs: Getting the Most Bang for Your Buck”

Greg Mankevich, NECA MEI

Ted Garrison, Industry Expert and Construction Business Visionary will then give a highly energized and informative presentation designed to provide practical approaches and solutions on how those in the construction industry can improve performance and profitability, and control costs. Ted will then participate in a panel discussion along with two Electrical Contractors (one large and one small) that will focus on cost cutting and implementing strategies to successfully compete in a tight market. The panel discussion will be facilitated by Gregory Mankevich and is designed to be free-flowing and highly interactive

10:00.a.m. to 10:15 a.m. Break

11:30 a.m. to Noon

Closing Comments and Wrap up – Michael Callanan