

The logo features the NECA acronym with a stylized wave and stars above it, followed by the text "North Florida Chapter" and "CONNECTION" in large, bold, white capital letters. The background is a dark blue with a glowing circuit board pattern.

# NECA North Florida Chapter CONNECTION

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## Upcoming Course Offerings

### Coaching for Improved Work Performance

Learn how to develop an Action Plan for constructive change in any employee. Learn techniques for elevating the trust and confidence of the people you supervise. Use the Performance Discrepancy Analysis Model to achieve peak performance.

[RSVP Here!](#)

**Thursday, March 24th, 2022.**

**8:00 a.m. - 4:00 p.m.**

***Will be held at the North Florida NECA office***

**Masks Required per Instructor's Request**

### Creating A Customer-Focused Organization

Interaction with customers is critical to your organization's success and this contact occurs with employees at every level. Not all of your employees feel comfortable with or understand how important their role is in building and maintaining customer relationships. By developing specific skills in this area, your staff can more effectively represent your association and help you reach your defined objectives.

Learn what works and what doesn't with customer service to make sure everyone on your staff is contributing to positive experiences for your customers and members. Attendees to include senior project managers, project executives, group/branch executives, corporate executives, owners.

**Monday, April 4th, 2022.**

9:00 a.m. - 11:00 a.m.  
*Virtual Class*

## **Build the Ultimate Brand: How to Communicate and Sell**

In today's ever-changing business climate, we must develop new ways of standing out from the crowd. Once we know the strengths of our identity, we can set about building a comprehensive way to sell our unique brand to customers. Learn how to use your personal brand to gain commitment, strengthen communication skills and develop solid networking habits.

**Monday, April 11th, 2022.**

**8:00 a.m. - 4:00 p.m.**

***Will be held at the North Florida NECA office***

**Masks Required per instructor's request**

## **Transformational Leadership: Creating High Performance Work Teams**

Companies invest millions of dollars in technology, equipment and technical training for improved performance and productivity, with little to no investment in the human interaction side of leadership. Well-intentioned managers, supervisors and foremen create barriers to success, never realizing the negative impact they may have on subordinates, bosses or peers. This program is designed to identify and eliminate potential blind spots to those behaviors which could be sabotaging performance and create dysfunctional cultures impacting safety, quality and productivity.

**Monday, May 2nd, 2022.**

**8:00 a.m. - 12:00 p.m.**

***Will be held at the North Florida NECA office***

## **Advanced Estimating of Electrical Construction**

Developed to discuss all phases of the estimating process, this course covers all phases of preparing a competitive bid. Key topics include identifying desirable bid opportunities, analyzing the company's capabilities to insure profitable results, the estimator's role at various stages of the project, writing an effective scope letter and identifying often hidden costs in the bid documents

**Monday, June 6th - Tuesday, June 7th.**

**8:00 a.m. - 4:00 p.m.**

***Will be held at the North Florida NECA office***

## **Leadership Dynamics**

This course is a management platform to give participants the skills they need to develop leadership power, transform resistance into support, master best practices for influencing others and delegate effectively

**Monday, August 22nd, 2022.**

**8:00 a.m. - 4:00 p.m.**

***Will be held at the North Florida NECA office***

**Masks Required per Instructor's Request**

## **Change Order Management (Part 1)**

Effective change order management can dramatically reduce a subcontractor's risk and increase profitability. This four-hour interactive course explores the change order process from a subcontractor's view point and provides participants with hands on training in recognizing, scoping, pricing, and negotiating change orders. This course culminates in a mock negotiation where participants can immediately practice the skills that they have learned. Attendees to include field leaders, project administrators, project engineers, project managers, project executives, group/branch executives, financial managers, owners.

**Monday, August 29th, 2022.**

**9:00 a.m. - 12:00 p.m.**

***Virtual Class***

## Building The Case to Win- Claims and Change Orders (Part 2)

In this session, the group will discuss contract risk management and preservation of rights in order to increase the chances of financial recovery during project execution. Since the most valued information for contract conflict resolution come from those closest to the work, the basics of preparing that documentation and effectively translating the information will be discussed. The group will gain understanding and review examples of risky contract clauses, the process of claims management, the legalities of change order control, and preparation for lawsuits. Attendees to include field leaders, project administrators, project engineers, project managers, project executives, group/branch executives, financial managers, owners.

**Tuesday, August 30th, 2022.**

**9:00 a.m. - 12:00 p.m.**

***Virtual Class***

## The Art of Clear Communication: Get What You Want, When You Want It

True success in the workplace is the ability to achieve desired results through positive interaction and the willing cooperation of others. Learn how to develop synergy, build strengths, and enhance interpersonal skills by focusing on communication techniques to foster teamwork and get results.

**Monday, September 19th, 2022.**

**8:00 a.m. - 4:00 p.m.**

***Will be held at the North Florida NECA office***

**Masks Required per instructor's request**

## Technology Trends That Drive Success

By 2020 Internet-connected devices will grow from 400 million today to 50 billion and smart phones will have the capability of storing and accessing as much information as IBM's supercomputers. Technology will be even more critical in gaining new customers and recruiting key employees as everyone (employees, clients and competitors) will have hand-held access to the biggest, smartest, fastest computers in existence today and the workforce you hire has never lived without technology. Successful contractors understand the positive impact that technology has on business processes, the ability to respond to change, cost savings, efficiency and the bottom line. Attendees to include field leaders, project administrators, project engineers, project managers, project executives, group/branch executives, financial managers, owners.

**Wednesday, November 9th, 2022.**

**9:00 a.m. - 11:00 a.m.**

***Virtual Class***

## Human Performance - Its Role in Electrical Operations and Safety Excellence

Studies show that the likelihood of a serious event being linked to human performance is 90 - 95% versus equipment failure 5 - 10%. Opportunities exist to significantly raise awareness in employees leading to behavior change. This program is designed to raise awareness to those behaviors that put our employees, operations and the public at risk.

**Wednesday, November 16th, 2022.**

**8:00 a.m. - 12:00 p.m.**

***Will be held at the North Florida NECA office***

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## Membership Meeting

**The North Florida Chapter NECA Membership Meeting will be held on Tuesday, March 22nd, 2022 at 11:00 a.m. This meeting will be held at the North Florida NECA office in the upstairs training room, 4951 Richard St. Jacksonville, FL 32207.**

**[RSVP Here!](#)**

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# Construction Career Days!

North Florida Chapter NECA was excited to once again partner with *Miller Electric Company* and the *Electrical Training Alliance of Jacksonville* at the *Northeast Florida Construction Career Days!* *Construction Career Days* is an educational outreach program designed to introduce students to a wide range of construction industry career opportunities in a hands-on environment. Thank you to *Miller Electric*, *ETAJ*, and thank you to all the schools that came out this week and gave us the opportunity to talk about the benefits of Electrical Apprenticeship.



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## JATC Apprenticeship Report

### Jacksonville JATC

To the members of the North Florida Chapter of N.E.C.A. -

March brings us closer to the beginning of interviews for the Fall 2022 school year . Interviews for our program will begin in April. To date new applications are continuing to come in at a higher rate than last year. The deadline for application submission is May19, 2022 so if you know anyone that would like to apply please let them know the deadline is fast approaching.

We are currently wrapping up the journeyman level classes of EVITP and Solar Photovoltaic Certification. We had 10 journeyman in the EVITP Class and 7 journeyman in the Solar Photovoltaic Certification Class. We have an OSHA 30 class that was completed at the end of February. OSHA 10 and an EPS Level 1 classes are currently in progress. There will be an EPS Level 2 class starting March 15th.

If you know anyone who may be interested in any of these classes, please have them give the ETA a call at 904-737-7533. They can also visit our website at- [etajax.org](http://etajax.org) for more information.

Electrical Training Alliance staff have been busy attending career fairs, making program presentations in area high schools and at community events, such as Construction Career Days that began this week. Since Covid restrictions have been lifted, we here at the ETA are doing everything we can to make our presence known throughout northeast Florida.

As always, if you have any questions or if we can be of service in any way please do not hesitate to give us a call.

*Daniel Van Sickle*  
*Apprenticeship and Training Director*

*Daniel McEachern*  
*Assistant Training Director*

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## Electri Research Report

# The Electrical Contractor's Practical Guide to Microgrid Development

In January 2021, ELECTRI International commissioned a research project from ProtoGen on microgrid development. A microgrid is a group of interconnected loads and DER within clearly defined electrical boundaries. It acts as a single controllable entity with respect to the grid and can operate in both grid-connected and island-modes. The North American market for microgrid-related DER is projected to grow at 15% CAGR to \$8+ billion annually by 2029. Market growth is being driven by a range of well-understood megatrends including climate change adaptation, increasing threats of physical and cyberattack on public electrical infrastructure, demand for renewable energy and increased resilience, and the electrification of transportation and buildings. PV and energy storage are projected to be the clear leaders among DER technologies deployed within microgrids.

Microgrids and, more broadly, electrification represent enormous growth potential for electrical contractors (ECs), whose existing relationships, fundamental grasp of electricity and electrical construction, and commitment to quality and safety represent competitive advantages. The opportunity is too big and too important to cede to other industries. ECs can build on these advantages to identify, develop, and implement projects that lead to increased customer satisfaction and retention and greater profitability. First, they must better understand the marketplace and how to approach it.

This Guidebook is intended 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. The Guidebook was developed using data and insights gathered from surveys and interviews, site visits, active project development, academic and industry white paper review, peer review, and input from educational experts. The content is divided into digestible pieces written in a simple and concise voice. This approach makes the guide appropriate for varied audiences including business developers, project managers, electricians, business owners and others.

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## Looking Forward

- **March 22nd, 2022-** *Membership Meeting*
  - **March 24th, 2022-** *Coaching for Improved Work Performance*
  - **April 4th, 2022-** *Creating a Customer Focused Organization (Virtual)*
  - **April 11th, 2022-** *Build the Ultimate Brand: How to Communicate and Sell*
  - **May 2nd, 2022-** *Transformational Leadership: Building High Performance Work Teams*
  - **June 6th-7th, 2022-** *Advanced Estimating of Electrical Construction*
  - **August 22nd, 2022-** *Leadership Dynamics*
  - **August 29th & 30th, 2022-** *Change Order Management Parts 1 & 2 (Virtual)*
  - **September 19th, 2022-** *The Art of Clear Communication: Get What You Want When You Want It*
  - **November 9th, 2022-** *Technology Trends That Drive Success (Virtual)*
  - **November 16th, 2022-** *Human Performance and Its Role in Operational and Safety Excellence*
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