

TEC BUSINESS ALLIANCE PROGRAM

'Business Alliance Program membership allows us to meet the people at Texas co-ops who buy insurance. That means we can build and strengthen relationships with potential and existing customers. And for The Nitsche Group, strong relationships mean success selling our products.'

Patty Brown, vice president, The Nitsche Group

To meet the ongoing business needs of our members, Texas Electric Cooperatives offers organizations such as yours the opportunity to connect with electric cooperative decision-makers through membership in the TEC Business Alliance Program.

Members of the TEC Business Alliance Program can interact face-to-face with decision-makers from electric cooperatives across Texas by attending, exhibiting or sponsoring association conferences and events throughout the year. There is no better way to showcase your products and services than at gatherings of motivated co-op industry professionals focused on specific areas such as engineering, human resources, accounting, member services and loss control.

BENEFITS INCLUDE:

- Exclusive opportunities to attend, sponsor and underwrite events at the TEC Annual Meeting
- Opportunities to attend all TEC conferences and participate in exhibit shows at the Loss Control, Engineering, Accounting and Information Technology conferences

- Member-discounted registration fees for all TEC conferences, workshops, webinars and Loss Control schools
- Recognition as a Business Alliance Program member at all TEC conferences, including on screen during breaks for the calendar year of membership
- Recognition in a tabbed section in the annual TEC Directory of members and on the TEC website
- Discounted advertising in the annual TEC Directory
- Free copy of the annual TEC Directory
- Free subscriptions to *Texas Co-op Power*, *TEC Report* and *TEC Loss Control Safety Watch*

MEMBERSHIP DUES:

\$700 annually per organization. Dues for the following year are payable by June 1. Benefits begin immediately,



Texas Electric Cooperatives

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For more information on the TEC Business Alliance Program, please visit texas-ec.org or contact us at (512) 486-6212 or bap@texas-ec.org.

Updated 12.07.2020

TEC BUSINESS ALLIANCE PROGRAM

Throughout the year, TEC provides a variety of networking and marketing opportunities for Business Alliance Program members. Key among them is the ability to register and attend, exhibit at or sponsor our membership conferences. All TEC conferences tailor specific programming to meet the needs of individual groups of co-op staff. Participation in these conferences allows your organization to easily reach your target audience. We understand that every business must make the most of its marketing budget, and our scalable marketing opportunities mean that you can participate at the level that makes the most sense for you.

ANNUAL TEC CONFERENCES

Directors Conference

The Directors Conference brings together co-op leaders from across the state once a year to share best practices and network. This hard-to-reach group works to develop their co-ops' roles in the community. Attendees have the opportunity to advance their board leadership certifications with pre-conference workshops.

Attendees: Directors

Length: 2 days

Size: 150-200

Opportunities: Sponsorship only

Loss Control Conference & Exhibit Show

The Loss Control Conference and Exhibit Show educates and informs employees on safe practices to incorporate both in and out of the workplace. Sessions typically include real-world examples of how employees can perform highly dangerous work safely. Networking opportunities include a two-day exhibit show and golf tournament for attendees.

Attendees: Operation managers, safety managers, crew supervisors, linemen/journeymen

Length: 3 days

Size: 375-450

Opportunities: Exhibit show, sponsorship

Accounting Conference & Exhibit Show

The Accounting Conference and Exhibit Show informs CFOs, accountants and financial services employees about best practices on challenging financial issues and new outlooks on complying with numerous fiscal policies, especially those impacting cooperatives.

Attendees: CFOs, senior accountants, budget managers, accounting clerks

Length: 2 days

Size: 100-150

Opportunities: Exhibit show, sponsorship

Human Resources Conference

The Human Resource Conference provides a blend of learning and networking opportunities to enhance the skills of human resources employees. A typical conference agenda will include sessions on federal and state guidelines involving employees, employee engagement plans and sharing best practices.

Attendees: HR managers, HR supervisors/coordinators, administrative managers

Length: 1½ days

Size: 40-60

Opportunities: Sponsorship

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Updated 12.17.2019

TEC BUSINESS ALLIANCE PROGRAM

ANNUAL TEC CONFERENCES CONTINUED

Administrative Professionals Conference

The Administrative Professionals Conference brings together employees who oversee a broad range of responsibilities, including management and support of the office of the CEO, handling the details of their board of directors and, in many cases, influencing buying decisions inside the co-op office.

Attendees: Executive assistants, administrative assistants, office managers

Length: 1½ days

Size: 40-60

Opportunities: Sponsorship

Information Technology Conference & Exhibit Show

The Information Technology Conference and Exhibit Show includes open discussions about securing networks, new technologies updates and upcoming software innovations—all to ensure IT managers are prepared to navigate the future while dealing with today's challenges.

Attendees: IT managers, IT specialists, IT superintendents, senior consultants

Length: 2 days

Size: 45-65

Opportunities: Exhibit show, sponsorship

Youth Tour

Washington, D.C.

Influenced and initiated by LBJ, the Youth Tour has been ongoing for more than 50 years with cooperatives supporting high school students by sending them to Washington D.C. on the trip of a lifetime.

Attendees: 150 high school students, sponsored in part by their local cooperatives

Opportunities: Sponsorship

TEC Annual Meeting

The Annual Meeting is the largest and most elaborate conference of the year. Attendees include cooperative leaders involved in strategic planning as well as day-to-day operations.

Attendees: CEOs, CFOs, CIOs, general managers, directors

Length: 3½ days

Size: 800

Opportunities: Exhibit show (every five years), sponsorship

Special Note: Registration restricted to co-op members and Business Alliance Program members only. Special BAP appreciation reception.

Engineering/Materials Management/Environmental Conferences & Exhibit Show

These three conference allow the attendees to share and learn what's new in these ever-changing industries. These are information-filled conferences with a two-day exhibit show and several networking opportunities including a golf tournament.

Attendees: Project managers, operations managers, system engineers, electrical engineers, inventory management, purchasing agents, warehouse managers, environmental engineers, compliance coordinators

Length: 3½ days

Size: 250-300

Opportunities: Exhibit show, sponsorship

Member Services & Communications Conference

The Member Services and Communications Conference covers a broad range of member-facing topics such as social media, customer service, communications of all types and marketing and relationship building. There are several networking opportunities including a golf tournament and social outings.

Attendees: Member service managers, communication managers, customer service managers,

Length: 3½ days

Size: 100-150

Opportunities: Exhibit show, sponsorship



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TEC BUSINESS ALLIANCE PROGRAM

MEMBERSHIP APPLICATION

Date: _____

Company Name: _____

Contact: _____ Title: _____

Address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ Cell: _____

Email: _____ Fax: _____

Website: _____

BILLING ADDRESS FOR INVOICE (IF DIFFERENT FROM ABOVE):

Company Name: _____ Contact: _____

Address: _____

City: _____ State: _____ ZIP: _____

DESCRIBE YOUR ORGANIZATION:

ANNUAL MEMBERSHIP DUES: \$700

All memberships run June 1–May 31.

Texas Electric Cooperatives is a private organization, and membership in TEC’s Business Alliance Program is at the discretion of the association. **Membership will automatically renew June 1 of each year.** TEC will invoice your company for membership dues annually in April (due June 1). If at any time you wish to cancel your membership, please email bap@texas-ec.org or call (512) 486-6211.

SIGNATURE _____

DATE _____



Texas Electric Cooperatives

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Email completed membership application to bap@texas-ec.org or fax to **(512) 763-3378**.

Updated 12.07.2020

TEC 2020-2021 BUSINESS ALLIANCE PROGRAM MEMBERS

A&J Steel Reinforcing Services

4047 W. I-30
Caddo Mills, TX 75135
(903) 454-2096

ACES

4140 W. 99th St.
Carmel, IN 46032
(317) 344-7000

AgWorkers Insurance

P.O. Box 88
Fort Worth, TX 76101
1-800-772-7424

Alamon

1620 N. I-35, Ste. 309
Carrollton, TX 75006
1-800-252-8838

Altec Industries

2713 Albany Drive
McKinney, TX 75070
(214) 679-6264

Alterman

14703 Jones Maltsberger Road
San Antonio, TX 78247
(210) 496-6888

AMP Utility Company

518 S. Enterprize Pkwy., Ste. B
Corpus Christi, TX 78405
(361) 652-4523

Apogee Interactive

100 Crescent Centre Pkwy., Ste. 450
Tucker, GA 30084
(678) 684-6801

Asplundh Tree Expert Co.

621 Diamond Cut Drive
Corpus Christi, TX 78409
(361) 289-0052

Bell & McCoy Power Solutions

7210 N. Loop E.
Houston, TX 77028
(979) 229-9173

Bird Electric

8787 I-20
Eastland, TX 76448
(254) 631-0567

BMK Corporation

590 Benjamin's Way
Lewisville, TX 75057
(314) 344-3330

Bolinger, Segars, Gilbert & Moss

8215 Nashville Ave.
Lubbock, TX 79423
(806) 747-3806

Burns & McDonnell Engineering

100 Energy Way, Ste. 1900
Fort Worth, TX 76102
(806) 392-0383

Canyon Power Solutions

7570 FM 417 W.
Center, TX 75935
(936) 488-9001

Chain Electric Company

13081/2 W. Pine St.
Hattiesburg, MS 39401
(601) 545-3800

CiA Machinery

P.O. Box 763670
Dallas, TX 75376
(972) 224-5501

CME Wire & Cable

495 Horizon Drive, Ste. 100
Suwanee, GA 30024
(770) 623-0001

CoBank

4801 Plaza on the Lake
Austin, TX 78746
(512) 330-9162

Commonwealth Associates

2700 W. Argyle St.
Jackson, MI 49202
(517) 788-3000

Computer Transition Services

3223 S. Loop 289, Ste. 556
Lubbock, TX 79423
1-800-687-2874

Cooperative Building Solutions

77 Westport Plaza, Ste. 250
St. Louis, MO 63146
(636) 561-9583

Cooperative Care Planning Services

1324 S. Beckham Ave., Ste. 243
Tyler, TX 75701
(703) 467-1450

Cooperative Home Services Program

5 Morganti Court
Ridgefield, CT 06877
(305) 342-2753

Cooperative Response Center

2000 Eighth St. NW
Austin, MN 55912
(507) 437-2400

Corning

800 17th St. NW
Hickory, NC 28601
(512) 296-4069

Cotton Electric Services

226 N. Broadway St.
Walters, OK 73572
(580) 875-4260

Denton Municipal Electric

1701-C Spencer Road
Denton, TX 76205
(940) 349-7507

Digital Boundary Group

13760 Noel Road, Ste. 327
Dallas, TX 75240
1-800-747-3557

Duff & Phelps

919 Congress Ave., Ste. 1450
Austin, TX 78701
(512) 671-5510

EHV Solutions

P.O. Box 271284
Flower Mound, TX 75027
(214) 770-1334

Electric Power Engineers

13001 Highway 71, Ste. 201
Austin, TX 78738
(512) 382-6700

Electrical Consultants

12000 Aerospace Ave., Ste. 100
Houston, TX 77034
(832) 767-1190

EMPACT Engineering

3032 Barron Road, Ste. 200
College Station, TX 77845
(979) 777-6585

Energy Reps

6080 S. Hulen St. 360, PMB 302
Fort Worth, TX 76132
(817) 378-4585

Enervision

4170 Ashford Dunwoody Road,
Ste. 550
Atlanta, GA 30319
(770) 270-7470

Ervin Cable Construction

265 Runnymede Drive
St. Louis, MO 63141
(314) 422-8559

ETI (Equipment Technology)

341 NW 122nd St.
Oklahoma City, OK 73114
(405) 748-3841

Evluma

3600 Lind Ave. SW, Ste. 140
Renton, WA 98057
(425) 336-5800

EZ-Spot-UR

803 25th St. N.
 Fargo, ND 58102
1-877-433-5733

FAPCo

P.O. Box 312040
New Braunfels, TX 78131
(830) 629-0813

Federated Rural Electric

Insurance Exchange
P.O. Box 15147
Lenexa, KS 66285
1-800-356-8360

FiberLight

3000 Summit Place, Ste. 200
Alpharetta, GA 30009
(844) 509-0775

FiberRise

4000 Market St.
Huntsville, AL 35808
(256) 269-4700

Fibrebond Corporation

1300 Davenport Drive
Minden, LA 71055
(318) 377-1030

Foresite Group

1999 Bryan St., Ste. 890
Dallas, TX 75201
(214) 939-7123

GDS Associates

919 Congress Ave., Ste. 1110
Austin, TX 78701
(512) 494-0369

Generac Power Systems

S45W29290 Highway 59
Waukesha, WI 53189
(580) 370-6269



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TEC 2020-2021 BUSINESS ALLIANCE PROGRAM MEMBERS

Genics

53016 Highway 60
#561 Acheson Road
Acheson, Alberta, Canada T7X 5A7
(780) 962-1000

Guernsey

5555 N. Grand Blvd.
Oklahoma City, OK 73112
(405) 416-8316

Heart of Texas Utility Design

15349 Summit Park Drive, Ste. 102
Montgomery, TX 77356
(936) 597-7288

Hi-Line Engineering—

A GDS Company
1826 Opelika Road
Auburn, AL 36830
(334) 887-3297

HMI Utilities

515 Huffines Blvd.
Lewisville, TX 75056
(972) 512-2968

HomeServe USA

601 Merritt 7, Sixth Floor
Norwalk, CT 06851
(203) 840-8227

Honeywell

201 S. Rogers Lane
Raleigh, NC 27610
(919) 368-3724

Howard Lighting Products

580 Eastview Drive
Laurel, MS 39443
(601) 422-1653

Infratech Corporation

2036 Baker Court
Kennesaw, GA 30144
1-800-574-6372

Irby Utilities

7125 Belton St.
Fort Worth, TX 76118
1-800-776-0491

J.H. Davidson & Associates

7707 E. 111th St., Ste. 102
Tulsa, OK 74133
(918) 369-6171

Jones Power Products

P.O. Box 70
Blanchard, OK 73010
1-800-892-6108

Juniper Networks

1133 Innovation Way
Sunnyvale, CA 94089
1-888-298-6428

KD Johnson

P.O. Box 1387
Leonard, TX 75452
1-800-215-4955

Key Safety

1274 Blake Road, Ste. B
Conroe, TX 77304
(832) 793-8005

Koppers

P.O. Box 1124
Orangeburg, SC 29116
(803) 534-7467

Lamar Technical Services

2000 Windy Terrace, Bldg. 3A
Cedar Park, TX 78613
(512) 636-8016

Laminated Wood Systems

1327 285th St.
Seward, NE 68434
1-800-949-3526

Landis+Gyr

709 Truman Road
Lantana, TX 76226
(765) 404-9517

Landpoint

5486 Airline Drive
Bossier City, LA 71111
(318) 226-0100

LightSpeed Technologies

94 Winding Creek Place
The Woodlands, TX 77381
(972) 839-2641

Linetec Services

P.O. Box 13650
Alexandria, LA 71315
(318) 704-6135

Lonestar Prestress Manufacturing

9316 Reid Lake Drive
Houston, TX 77064
(713) 896-0994

M&S Engineering

P.O. Box 970
Spring Branch, TX 78070
(830) 228-5446

Magellan Advisors

999 18th St., Ste. 3000
Denver, CO 80202
(888) 960-5299

McCord Engineering

916 Southwest Pkwy.
College Station, TX 77840
(797) 764-8356

McGinnis Lochridge

600 Congress Ave., Ste. 2100
Austin, TX 78701
(512) 495-6110

MGS

2101 Airway Ave.
Fort Collins, CO 80524
(970) 219-2097

Milsoft Utility Solutions

4400 Buffalo Gap Road, Ste. 5150
Abilene, TX 79606
(325) 695-1642

Milwaukee Tool

13135 W. Lisbon Road
Brookfield, WI 53005
(713) 907-7904

NASCO Industries

3 NE 21st St.
Washington, IN 47501
1-800-767-4288

National Information Solutions Cooperative (NISC)

One Innovation Circle
Lake St. Louis, MO 63367
1-866-999-6472

National Rural Utilities Cooperative Finance Corporation (CFC)

274 Ranch Ridge Drive
Dripping Springs, TX 78620
(571) 232-7118

Navistar

2701 Navistar Drive
Lisle, IL 60532
(318) 245-8822

NextEra Energy Marketing

700 Universe Blvd.
Juno Beach, FL 33408
(561) 304-6043

The Nitsche Group

143 E. Austin St.
Giddings, TX 78942
(979) 540-2293

Northeast Texas Power

P.O. Box 557
Cumby, TX 75433
(903) 994-4200

NRTC

2121 Cooperative Way, Ste. 600
Herndon, VA 20171
(703) 787-0874

Oberlender & Associates

10421 Sanden Drive
Dallas, TX 75238
(214) 729-7657

OFS

2000 Northeast Expressway
Norcross, GA 30071
(214) 559-0616

The Okonite Company

2220 San Jacinto Blvd., Ste. 125
Denton, TX 76205
(940) 383-1967

ONLINE Utility Exchange

P.O. Box 1489
Winterville, NC 27858
(252) 754-0605

Osmose Utilities Services

1394 Thomaston River Road
Cuero, TX 77954
(361) 550-3914

Pike Electric

P.O. Box 868, 100 Pike Way
Mount Airy, NC 27030
(336) 789-2171

Pike Engineering

6800 Burlleson Road
Austin, TX 78744
(512) 369-1660

Plastic Dip Moldings/Insulboot

37 Appletree Lane
Plumsteadville, PA 18949
(215) 766-2020

Power & Tel

2673 Yale Ave.
Memphis, TN 38112
(901) 866-3064

POWER Engineers

4100 International Plaza, Ste. 320
Fort Worth, TX 76109
(817) 882-1900



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Updated 12.07.2020

TEC 2020-2021 BUSINESS ALLIANCE PROGRAM MEMBERS

Power-Equip Sales Reps

209 Camille Court
Pflugerville, TX 78660
(281) 393-0300

Purple Wave Auction

825 Levee Drive
Manhattan, KS 66502
(866) 608-9283

Quality Pole Inspection & Maintenance

P.O. Box 947
Edna, TX 77957
(361) 573-0517

Roadside

2038 Lee Road 137
Auburn, AL 36832
(334) 887-1373

Saber Power Services

9841 Saber Power Lane
Rosharon, TX 77583
(713) 222-9102

Scarborough, Medlin & Associates

5700 Granite Pkwy., Ste. 500
Plano, TX 75024
(214) 423-3333

Schneider Engineering

191 Menger Springs Pkwy.
Boerne, TX 78006
(830) 249-3887

SEDC

100 Ashford Center N., Ste. 500
Atlanta, GA 30338
(770) 414-8400

Seeking HR

P.O. Box 201616
San Antonio, TX 78220
(210) 679-4879

SGS Engineering

401 50th St.
Lubbock, TX 79404
(806) 795-6827

SkyHelm Technology

8505 Technology Forest Place,
Ste. 803
Spring, TX 77381
(405) 673-5591

Southeast Power Corporation

1192 Highway 304
Bastrop, TX 78602
(512) 772-5050

Spitfire Aerial Services

P.O. Box 131226
Spring, TX 77382
(281) 994-9925

Stanley Consultants

6836 Austin Center Blvd., Ste. 350
Austin, TX 78731
(512) 427-3659

Sterling

501 E. 151st St.
Phoenix, IL 60426
(708) 388-2223

Sunbelt Equipment Marketing

500 Davenport Drive
College Station, TX 77845
1-800-524-2591

Sunbelt-Solomon Solutions

P.O. Box 245
Solomon, KS 67480
1-800-234-2867

Systrends

1001 E. Warner Road, Ste. 102
Tempe, AZ 85284
(480) 756-6777

Tech Safety Lines

3350 Wiley Post Road
Carrollton, TX 75006
(214) 649-0405

Techline

9609 Beck Circle
Austin, TX 78758
(512) 833-5401

Techserv Consulting & Training

3320 SW Loop 323
Tyler, TX 75701
1-800-903-8183

Terex Utilities

500 Oakwood Road
Watertown, SD 57201
(605) 882-4000

Texas Utility Engineering

2119 San Pedro Ave.
San Antonio, TX 78212
(210) 248-9031

Titan Utility Services

P.O. Box 745
Albany, LA 70711
(985) 507-0237

TOP Engineers Plus

8191 Pittman Road
Adkins, TX 78101
(210) 944-8670

TransWorld Network

255 Pine Ave. N.
Oldsmar, FL 34677
1-800-253-0665

TRC Companies

700 Highlander Blvd., Ste. 210
Arlington, TX 76015
(817) 819-4443

Trend Offset Printing

2323 McDaniel Drive
Carrollton, TX 75006
(972) 243-3556

Ulteig Engineers

5575 DTC Parkway, Ste. 200
Greenwood Village, CO 80111
(720) 873-5762

Ultimate Tool and Safety

635 S. Cherry Lane
Fort Worth, TX 76108
(817) 246-2048

Utility Restoration Services

664 N. Highway 123 Bypass, Ste. 3
Seguin, TX 78155
(919) 920-8972

Utility Sales Agents of North Texas

400 E. Royal Lane, Ste. 100
Irving, TX 75039
(972) 243-0977

Valmont-Newmark

P.O. Box 640
Bellville, TX 77418
(402) 359-2201

Valquest Systems

401 S. Sherman Road, Ste. 303
Richardson, TX 75081
(972) 234-2954

Vantage Point

1305 W. Desert Hills Drive
Phoenix, AZ 85086
(605) 995-1777

VOLT Inspections

8512 Rolling Acres Trail
Fair Oaks Ranch, TX 78015
(531) 333-2750

Volt Power

655 Langham Road, Ste. 14
Beaumont, TX 77706
(409) 347-1555

Walker and Associates

7129 Old Highway 52
Welcome, NC 27374
(336) 731-5270

Wartsila North America

11710 N. Gessner Road, Ste. A
Houston, TX 77064
(281) 233-6209

Zachry Underground & Utility Services

306 W. North Loop Road
San Antonio, TX 78216
(210) 971-3979



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