

# 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.

## **APPLICATION FEE:**

\$50 application fee per organization. Lapses in membership will require new application.



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

Updated 07.21.2022

# 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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## 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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## 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: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

### 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](mailto:bap@texas-ec.org) or call (512) 486-6211.

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_



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# 2021-2022 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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## 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 Bursleson 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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**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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