

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.

TEC Business Alliance Program Benefits

- 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 or contact us at (512) 486-6212 or bap@texas-ec.org.

Updated 03.07.2023



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



Texas Electric Cooperatives

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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 or call (512) 486-6211.

SIGNATURE _____

DATE _____



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2022–2023 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

Adtran

901 Explorer Blvd.
Huntsville, AL 35806
(256) 963-4766

Alamon

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

Allegiant Utility Services

14319 Gregg Manor Road, Ste. 101
Manor, TX 78653
1-866-922-8522

Altec Industries

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

Alterman

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

Aluma-Form

3625 Old Getwell Road
Memphis, TN 38118
(901) 566-6488

American FR & Safety

910 Industrial Blvd.
Sugar Land, TX 77478
(409) 750-0543

ANB Systems

2700 Post Oak Blvd., 21st Floor
Houston, TX 77056
(281) 217-7611

Apogee Interactive

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

ARCOS

8800 Lyra Drive, Ste. 200
Columbus, OH 43240
(614) 396-5500

Axis Power

4B Bayoubrandt Drive
Beaumont, TX 77706
(409) 790-9742

BEC Technologies

3301 Matrix Drive, Ste. 200
Richardson, TX 75082
(972) 422-0877, ext. 1670

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

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

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

Conexon

2001 Grand Blvd., Ste. 700
Kansas City, MO 64108
(202) 798-3884

Constellation ClearSight

1716 Lawrence Drive
De Pere, WI 54115
1-800-794-9537

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

Cross Discipline Engineering

63 Truman Road, Ste. 100
Marshfield, MO 65706
(417) 859-4441

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

Electrical Consultants

5113 Southwest Parkway, Ste. 115
Austin, TX 78735
(512) 284-9380

Elgin B. Robertson

4426 Mint Way
Dallas, TX 75236
(214) 333-2341

Emerald Transformer

7850 Collin McKinney Parkway,
Ste. 200
McKinney, TX 75070
1-800-908-8800

EMPACT Engineering

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

Energy Reqs

6080 S. Hulen St. 360, PMB 301
Fort Worth, TX 76132
(817) 378-4585

EnerVision

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

Ervin Cable Construction

450 Pryor Blvd.
Sturgis, KY 42459
(270) 952-4631

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



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2022–2023 Business Alliance Program Members

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

FiberRise

8000 Rideout Road SW, Ste. 250
Huntsville, AL 35808
(256) 269-4700

Fibrebond Corp.

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

FSI

13389 Lakefront Drive
Earth City, MO 63045
(314) 344-3331

Gardner Metal Recycling

8410 S. Congress Ave.
Austin, TX 78745
(512) 845-2303

GDS Associates

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

Genics

27717 Acheson Road
Acheson, Alberta, Canada T7X 6B1
(780) 962-1000

Guernsey

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

HDR Engineering

710 Hesters Crossing, Ste. 150
Round Rock, TX 78681
(512) 531-5961

Heart of Texas Utility Design

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

HomeServe USA

601 Merritt 7, Sixth Floor
Norwalk, CT 06851
(203) 952-2074

Honeywell

444 Deveraux Drive
Wilmington, NC 28412
(919) 368-3724

Innovative Systems

100 Innovative Drive
Mitchell, SD 57301
(605) 995-6120

Irby Utilities

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

J J Kane Auctioneers

P.O. Box 202767
Arlington, TX 76006
(972) 937-0900

J.H. Davidson & Associates

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

Jones Power Products

P.O. Box 220
Wayne, OK 73095
(405) 485-2019

Juniper Networks

1133 Innovation Way
Sunnyvale, CA 94089
(314) 616-3568

KCI Technologies

7205 Gilpin Way, Ste. 160
Denver, CO 80229
(919) 265-8649

KD Johnson

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

Keasler Associates

2530 W. White Ave., Ste. 300
McKinney, TX 75071
(972) 439-3565

Kiewit

13119 Old Denton Road
Fort Worth, TX 76117
(816) 381-0632

Knight Engineering & Construction

P.O. Box 202541
Arlington, TX 76006
(817) 247-1833

Lamar Technical Services

2002 Windy Terrace
Cedar Park, TX 78613
(512) 996-8630

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

LineWise

700 Research Ave.
Waco, TX 76705
(254) 757-1177

Lonestar Prestress Manufacturing

8892 Hwy. 159 E.
Bellville, TX 77418
(713) 896-0994

M&S Engineering

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

MacLean Power Systems

481 Munn Road, Ste. 300
Fort Mill, SC 29715
(803) 628-4300

McCord Engineering

916 Southwest Parkway E.
College Station, TX 77840
(979) 764-8356

McGinnis Lochridge

1111 W. 6th St., Bldg. B, Ste. 400
Austin, TX 78703
(512) 495-6110

MDF HR Consulting

5550 Overlook Circle
Winston-Salem, NC 27105
(336) 406-4075

Mears Group

5051 Westheimer Road, Ste. 1650
Houston, TX 77056
(989) 259-4658

Meridian Cooperative

100 Ashford Center N., Ste. 500
Atlanta, GA 30338
(770) 414-8400, ext. 2643

Milsoft Utility Solutions

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

MinMax Technologies

15950 Dallas Parkway
Dallas, TX 75248
(972) 529-4868

Morgan Stanley, Public Finance

1585 Broadway
New York, NY 10036
(212) 762-8285

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 Telecommunications Co-op

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

National Rural Utilities Cooperative Finance Corporation (CFC)

20701 Cooperative Way
Dulles, VA 20166
(703) 709-6700

National Salvage & Service Corp.

6755 Old State Road 37 S.
Bloomington, IN 47401
(812) 339-9000

New Venture Telecommunication Services

4266 E. 43rd St.
North Little Rock, AR 72117
(501) 771-2269



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2022–2023 Business Alliance Program Members

NextEra Energy Marketing

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

Nextlink Internet and Phone

95 Parker Oaks Lane
Hudson Oaks, TX 76087
(855) 698-5465

Northeast Texas Power

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

Oberlender & Associates

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

OFS Optics

2000 Northeast Expressway
Norcross, GA 30071
(770) 798-2729

ONLINE Utility Exchange

P.O. Box 1489
Winterville, NC 27858
(252) 754-1606

Osmost Utilities Services

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

Parish and Wright

823 Congress Ave., Ste. 300
Austin, TX 78701
(512) 766-1589

Perceptive Power Infrastructure

3401 W. 132nd St.
Leawood, KS 66209
(913) 953-7314

Pike Electric

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

Power & Tel

200 Keough Drive
Piperton, TN 38017
(901) 866-3064

POWER Engineering

4100 International Plaza, Ste. 320
Fort Worth, TX 76109
(817) 249-1547

Power-Equip Sales Reps

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

PowerLine Hardware

7485 Fullerton St.
Jacksonville, FL 32256
(904) 695-9880

PSS

2444 Baldwin Road
Cleveland, OH 44104
(216) 403-0898

Purple Wave Auction

825 Levee Drive
Manhattan, KS 66502
1-866-608-9283

REI Utility Services

710 Lucas Drive
Athens, TX 75751
(903) 675-2227

Resiliency Consulting Services

P.O. Box 516
Blanco, TX 78606
(512) 496-5765

Saber Power Services

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

Scarborough, Medlin & Associates

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

Schneider Engineering

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

SeeKing HR

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

Service Wire

10803 W. Lake Houston Parkway
Houston, TX 77044
1-800-231-9473

SGS Engineering

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

Shell Energy North America

1000 Main St.
Houston, TX 77002
(713) 230-3522

SkyHelm Technology

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

Slingco America

130 Celtic Blvd.
Tyrone, GA 30290
(888) 685-9478

Smith Industries

P.O. Box 870
Midland, TX 79702
(432) 683-9722

Southeast Power Corp.

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

Spiradrill

112 FM 153
Smithville, TX 78957
(512) 237-4140

Sunbelt Equipment Marketing

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

Sunbelt Solomon Solutions

1922 S. MLK Drive
Temple, TX 76504
1-800-830-0251

SynchroGrid

3704 Park Oak Drive
Bryan, TX 77802
(979) 716-9406

Systrends

2115 West Shawnee Drive
Chandler, AZ 85224
(480) 756-6777

Techline

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

TechServ Consulting & Training

12078 Hwy. 64 W.
Tyler, TX 75704
1-800-903-8183

Terex Utilities

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

Texas Meter & Device

300 S. Eighth St.
Waco, TX 76701
(254) 799-0261

Texas Utility Engineering

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

TextPower

27134-A Paseo Espada, Ste. 324
San Juan Capistrano, CA 92675
1-888-818-1808

The Nitsche Group

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

The Okonite Company

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

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

Toth and Associates

1550 E. Republic Road
Springfield, MO 65804
(417) 888-0645

TWN Communications

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

TUF Industrial

12703 Stafford Road
Stafford, TX 77477
(832) 731-6531

TVC Communications

800 Airport Road
Annville, PA 17003
(913) 375-1107



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2022–2023 Business Alliance Program Members

Ulteig Engineers

12357-B Riata Trace Parkway
Austin, TX 78727
1-888-858-3441

Ultimate Tool and Safety

2300 E. Arbrook Blvd.
Arlington, TX 76014
(817) 246-2048

Utility Agency & Import

2417 FM 917
Mansfield, TX 76063
(615) 202-0933

Utility Restoration Services

335 Hunters Creek Drive
New Braunfels, TX 78132
(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

850 N. Dorothy Drive, Ste. 510
Richardson, TX 75081
(972) 234-2954

Vantage Point

2211 Minnesota St.
Mitchell, SD 57301
(605) 995-1777

VoltaGrid

409 Brookside Road
Waxahachie, TX 75167
(504) 388-6508

Walker and Associates

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

Wartsila North America

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



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