

Winner of TWO 2016 NECA Awards



The National Electrical Contractor's Association's (NECA) Recognition of Safety Achievement program is an elite safety recognition focused on recognizing thriving companies that excel in multiple areas of their safety and health programs. Awards are given to member companies that consistently have OSHA recordable injury and fatality rates at levels lower than the industry standard, and implement internal company safety practices above and beyond basic compliance.

**NECA Safety Excellence Award**

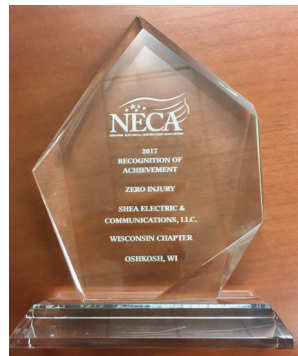


The Safety Excellence Recognition is NECA's premier recognition program, and acknowledges member-contractors safety performance. Winners are selected based on their comparison to Bureau of Labor Statistics data and electrical contractors.

“At Shea Electric, we recognize that safety isn't an “add-on” to a project or task. Instead, it is deep-rooted in our company culture and in the way we go about implementing our jobs. A huge Thank You goes out to our entire team for their persistent efforts while producing these results.”

Dan Shea, CEO, Shea Electric & Communications LLC

**NECA Zero Injuries Award**



The Zero-Injury Recognition recognizes those member-companies that have worked a full calendar year without recordable incidents. Shea Electric is in the 25,001 - 50,000 man-hours category.

**More About NECA**

The National Electrical Contractors Association (NECA) is the voice of the \$130 billion industry responsible for bringing electrical power, lighting, and communications to buildings and communities across the United States. It's members are electrical contractors who perform specialized construction work related to the design, installation, and maintenance of electrical systems. Whether high-voltage power transmission or low-voltage lighting, electrical contractors ensure these systems work in a safe, effective, and environmentally-sound manner.

NECA represents electrical contractors from firms of all sizes performing a range of services. While most NECA contractors qualify as small businesses, many large, multinational companies are also members of the association. NECA traces its origins to the birth of modern electricity in 1901. Today, NECA builds on a legacy of protecting the public and making innovation possible. NECA's national office in Bethesda, Md., four regional offices, and 119 local chapters across the country support the electrical contracting industry through advocacy, education, research, and standards development.

# BRINGING LIGHT TO BUSINESS



**S**hea Electric & Communications, LLC is not your typical electrical contractor or small business. Shea Electric focuses on people first, educating their customers, and giving back to the community. They have seen 450%+ growth since the company's inception in 2006. This is what has made them the recipient of the Oshkosh Chamber of Commerce 2016 Small Business of the Year Award.

Like many small businesses, Shea Electric & Communications, LLC, started in the basement of their home. It began in 2006 at the start of the great recession. Since its inception the company has significantly changed. They have grown from their original basement office to a 2500 square foot office on South Washburn Street in Oshkosh. They have currently maximized their current footprint and have plans to expand by adding another 1000 square feet in the 4th quarter of 2017. Even with their rapid growth, the company continues to stay true to their structure and beliefs.

Dan Shea, Co-Founder of Shea Electric & Communications, has been an electrician for over 30 years. Dan began an apprenticeship right out of high school and fell in love with his work. He has dedicated his time to learning the trade. With no formal training in business, Shea found a mentor and joined a couple networking groups, including TEC Midwest, to learn the business side of the electrical contracting industry. Shea explained, it was the best approach to realizing, “you don't know what you don't know.” He was able to expand his knowledge and helped grow his company even more. This process helped reposition the business to better suit the needs of



his customers and give them the best value. He held onto his foundation of faith, character and knowledge for his customers but shifted approach to a solution-oriented partner to his customers. He believed this change would bring results and it did. Shea has been able to create employee longevity and morale within the workplace, as well as sales. With Shea Electric and Communications continuous growth, it is safe to say that Shea's path is working. Their focus shifted to become a relationship based contractor. Shea explained, "We spend as much time as needed educating our customers on best practices, return-on-investment, decreasing the operating expenses, value and much, much more."

Shea Electric and Communication has great customer loyalty. Shea explained that their offer to a customer may not always be the least expensive option but they will provide the best quality service and value to each customer. They focus on not just the project at hand, but the bigger picture because they are asking all the right questions up front to drive the best value in the long run for their customers.

### A Different Approach to Electrical Contracting

Shea Electric and Communications, LLC is a true full-service contractor that works throughout the Fox Valley and beyond. They cater to unique industries including industrial and manufacturing, education, healthcare such as hospitals and nursing homes, retail and office buildings, food processing and service, and many more. They do electric work including service and specialize in low voltage services. Some of these low voltage services include: voice/data cabling, fiber optics, access control, cameras, paging, fire alarms and nurse call. The diversity keeps the business growing and Shea Electric specializes in low-voltage contract work because it allows them to offer unique services to their customers, while as Shea stated, they focus on value first.

Shea Electric and Communications is dedicated to growing their knowledge in the industry. Education and safety are key components to being in the business. All products are tested prior to being considered for use for a customer. Shea understands that most of the time there is a problem at hand for his customers and they are coming to Shea Electric to be a solution. Sometimes that means bringing on a new product or service. Shea Electric and Communications is dedicated to growing their abilities and services for their customers' needs.

### In the People Business

Shea prides himself on building the business with a "pay it forward" culture. When Shea is asked what he does, his response is, "we are in the people development business, we just happen to be an electrical contractor. We build accountable teams that have a shared destiny." The focus of the business is sharing a common cause, purpose and belief.

Shea continues to acknowledge a talent shortage in the skill-trade industry and this is why Shea Electric is involved with Wisconsin's Youth Apprenticeship program. This program allows a student to join the Shea Electric team and get hands on experience in the field. This program gives students the ability to see the industry first hand and give them a better knowledge of careers in the trades.

### Community Engagement

Community service has become part of Shea Electric's "why" business style and "pay it forward" culture. Shea is honored to support local businesses, organizations, and non-profits. They donate a portion of the profits back into each of the communities they do work in. Some of these organizations include: Boys & Girls Club, Day by Day Warming Shelter, Christine Ann Center, Oshkosh and Fond du Lac Youth Basketball and Youth Soccer and Fond du Lac's Hospice Hope, just to name a few. To Shea the most important element of community partnerships is "giving back when it matters most."

"WE ARE IN THE PEOPLE DEVELOPMENT BUSINESS, WE JUST HAPPEN TO BE AN ELECTRICAL CONTRACTOR."

DAN SHEA  
CO-OWNER



Photo Above taken by Weston Imaging: Shea Electric's Roger Martel and Shane Wall work in a telecom closet (IDF)

In addition to the business giving back to communities, Shea encourages his employees to do so as well. Shea Electric pays each member of its company for eight hours a year to donate to their favorite charity. Besides allowing them time off to give back, Shea Electric employees have engaged in both Leadership Oshkosh and Leadership Fond du Lac programs. These programs allow participants to learn the history of their city, engage with other leaders in the community, and builds connection to the place they work and/or live. They have had five graduates between the two programs.

As Shea Electric and Communications continues to focus on people first, they are bound to see continuous growth. While they have experience in

the electrical contracting industry, they continue to educate themselves and their team to learn best practices and new techniques. They continue to focus on the customer first and the importance of giving them the best value possible. These factors

and their desire to give back to their community, is what makes their business succeed. By investing into their people, their customers, and their community, Shea Electric and

Communications, LLC shows a prime example of what a small business of today is.



**The Oshkosh Chamber of Commerce is pleased to name Shea Electric and Communications, LLC the 2016 Small Business of the Year.**