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Around the Industry

Fields Electrical Sales joins Forward Solutions in rep merger

Forward Solutions, Chicago, a provider of centralized growth services for independent manufacturers' reps in a broad array of market niches, announced a merger with Fields Electrical Sales, Lebanon, Ohio, its third independent manufacturers' rep in the electrical market. In Aug. 2024, the company announced mergers with RB Sales Corp., Hiawatha, IA, and ElectroRep, Irvine, CA. The company also merged with two utility reps that month: Madigan McCune & Associates, Orlando, and Upper Midwest Utility Sales, Maple Lake, MN.

Fields Electrical Sales has served customers in Ohio, West Virginia, Michigan, southwest Virginia and western Pennsylvania since 1934. The company represents electrical product manufacturers to distributors, contractors and engineers. Its key vertical markets include data centers, electric vehicles, factory automation and solar projects. The company has 37 team members (18 customer service experts and 19 sellers).

Skip Watson, CEO/owner of Field Electrical Sales, said in the press release, "We're excited to be welcomed by the talented team at Forward Solutions. Their expertise perfectly complements our existing offerings, and together, we'll be a force to be reckoned with in the industry."

Forward Solutions provides its rep firms with a team of business veterans with expertise in business strategy, business intelligence, human resources, IT, marketing, and

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Billions in Data Center Work Dwarfs Project Activity in Other Construction Verticals

In *EM's* database of large construction projects with at least $100 million in total contract value are 29 projects that either broke ground or entered the planning stage in 2Q 2024. Fourteen of the projects in the table on page 2 were data centers and 13 were hospitals.

The billion-dollar Norfolk International Airport in Norfolk, VA, that got started this month and the $1.2 billion Hollywood Burbank Airport that broke ground in Feb. 2024 were two other large projects in the always-active airport category.

We were also impressed with the size of several colossal renewable projects now underway, including the $11-billion 3.5-gigawatt (GW) Sun Zia wind farm with more than 900 turbines in New Mexico that will supply power to Phoenix and Southern California; the $5-billion, 3,500MW Chokecherry and Sierra Madre Wind Energy Project with approximately 600 wind turbines the Power Company of Wyoming is now building; and the $861-million South Brooklyn Marine Terminal that broke ground this month and will serve as a logistics hub for Equinor's 810MW offshore wind farm being built off the Long Island, NY, coast.

But it's the amount of data center construction right now that really amazed *EM's* editors. These facilities are loaded with electrical equipment, as well as backup power systems and huge amounts of VDV equipment. According to a post at *www.dgtlinfra.com,* the electrical systems in data centers account for 40% to 45% of a project's total development costs. On a square footage basis, *www.dgtlinfra.com* says electrical systems can cost between $280 per sq ft to $460 per sq ft.

Tech giants Meta (Facebook), Google, Amazon Web Services and Microsoft are currently responsible for most of the con-

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2024's Top 100 Electrical Distributors Opening New Branches at an Impressive Rate

While so much of the talk in the electrical market is about electrical distributors expanding through mergers and acquisitions, many of this year's Top 100 distributors are growing geographically by opening new branches, too. In the 2024 Top 100 survey, distributors told *EW* they opened or plan to launch at least 122 branches or regional warehouses in 2023 and 2024.

When it comes to opening new branches, at an impressive rate, look no further than City Electric Supply, Dallas. Over the past year the company opened approximately 40 branches in the United States and Canada, and over the past six years has opened at least 181 locations in North America.

Winsupply, Dayton, OH, has operations in a wide variety of construction- and infrastructure-oriented market alongside its electrical interests. It opened seven branches in 2023 and plans to open 15 more in 2024. Over the last two fiscal years, Winsupply opened eight pipeyards; a distribution center in Oklahoma and added 600,000 sq ft of distribution space through the Oklahoma expansion and a new facility in Phoenix.

Elliott Electric Supply, Nacogdoches, TX, was busy opening branches, too, and in 2023 it opened five locations: Bartlesville and Midwest City, OK; Mount Juliet, TN; Springfield, MO, and North Fort Worth, TX. In 2024, the company opened four additional locations in Laredo, TX; Yukon, OK; Doraville, GA; and Fort Collins, CO. It plans to open "many more by the end of the year."

The company also made headlines with its announcement that Stephen Paul was appointed company president as industry legend Bill Elliott steps back from day-to-day operations. He will continue to be

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50 Trophy Projects Underway or Planned in 2Q 2024

Contract Value ($ Millions)	Project	City	State	Project Type	Status	Source
16,000	Gateway rail tunnel under Hudson River between New York and New Jersey	New York/ North Bergen	NY-NJ	Public Works	Underway	www.nj.com
12,000	Brightline West's 218-mile high-speed rail line from Los Angeles to Las Vegas	Southern California-Las Vegas	CA/NV	Mass Transit	Broke ground April 2024	www.brightlinewest.com
11,000	3.5GW Sun Zia Wind Farm with more than 900 turbines	Lincoln, San Miguel and Torrance Counties	CA	Renewables-Wind	Underway	www.eenews.neet
11,000	Amazon Web Services campus	New Carlisle	IN	Data Center	Plans announced April 2024	www.datacenterdynamics.com
5,000	Power Company of Wyoming's Chokecherry and Sierra Madre Wind Energy Project	Carbon County	WY	Renewables-Wind	Underway	powercompanyofwyoming.com
4,000	TerraPower nuclear power plant	Kemerer	WY	Nuclear Power	Broke ground June 2024	www.pbs.org
3,700	UC David Medical Center	Sacramento	CA	Hospital	Broke ground in April 2024	Dodge Construction Network
3,000	Veridia mixed-development	Apex	NC	Mixed-Use	May break ground in late 2024	www.axios.com
2,000	Fourth & Central residential project	Los Angeles	CA	Residential	Proposal stage in 2Q 2024	www.courthousenews.com
2,000	Google data center	Fort Wayne	IN	Data Center	Plans announced April 2024	www.datacenterdynamics.com
1,800	Line Blue Hydrogen Plant	Beaumont	TX	Industrial-Petrochemical	Broke ground in April 2024	Dodge Construction Network
1,800	Redwood Materials Battery Recycling facility	Ridgeville	SC	Renewables	Broke ground February 2024	Dodge Construction Network
1,600	LG Chemical Battery Plant	Clarksville	TN	Renewables-EV Battery plant	Broke ground February 2024	Dodge Construction Network
1,600	CSF Benioff Children's Hospital Oakland	Oakland	CA	Hospital	Updated plans announced June 2024	www.siliconvalley.com
1,450	20 proposed projects in downtown Orlando	Orlando	FL	Mixed-Use	Proposal stage in 2Q 2024	www.wftv.com
1,300	Rady Children's Hospital Intensive Care Unit	San Diego	CA	Hospital	Broke ground March 2024	Dodge Construction Network
1,300	Prime Data Center	Caldwell County	TX	Data Center	Plans announced April 2024	www.datacenterknowledge.com
1,200	Hollywood Burbank Airport replacement project	Los Angeles	CA	Airport	Broke ground February 2024	Dodge Construction Network
1,200	Gateway South project	St. Louis	MO	Mixed-Use	Proposal stage in 2Q 2024	www.bizjournals.com
1,100	Bull Run Filtration Facility	Gresham	OR	Public Works	Boke ground February 2024	Dodge Construction Network
1,000	Scout Motors EV Plant	Blythewood	SC	EV Plant	Broke ground in April 2024	Dodge Construction Network
1,000	Convergent Technology Park	Remington	VA	Data Center	Plans announced April 2024	Dodge Construction Network
1,000	Eland Solar & Battery Storage facility	Mojave	CA	Renewables-Solar/ Battery Storage	Broke ground March 2024	Dodge Construction Network
1,000	270-mile oil pipeline	North Slope	AK	Industrial-Petrochemical	Broke ground February 2024	Dodge Construction Network
1,000	Norfolk International Airport concourse expansion, hotel and customs facility	Norfolk	VA	Airport	Broke ground June 2024	www.13newsnow.com
1,000	Google data center expansion in Loudoun and Prince William Counties	Loudon & Prince William Counties	VA	Data Center	Plans announced April 2024	www.datacenterdynamics.com
1,000	Microsoft data center in Radius Industrial Park	LaPorte	IN	Data Center	Plans announced June 2024	www.datacenterdynamics.com
1,000	Four Meta data centers in Catawba County	Catawba County	NC	Data Center	Broke ground in May 2024	www.datacenterdynamics.com
1,000	Allegheny General Hospital expansion	Pittsburgh	PA	Hospital	Plans announced April 2024	www.triblive.com
861	South Brooklyn Marine Terminal offshore wind logistics hub	Brooklyn	NY	Renewables-wind	Broke ground June 2024	www.equinor.com
800	Meta data center	Montgomery	AL	Data Center	Plans announced May 2024	montgomeryadvisor.com
650	Serrano Solar & Storage project	Pima & Pinal Counties	CA	Renewables-Solar/ Battery Storage	Broke ground March 2024	Dodge Construction Network
650	483,000-sq-ft Mercy hospital	Wentzville	MO	Hospital	Plans announced April 2024	www.spectrumlocalnews.com
630	Dulles Digital Data Center (Buildings 6 and 8)	Dulles	VA	Data Center	Plans announced April 2024	Dodge Construction Network
600	Google Data Center	The Dalles	OR	Data Center	Broke ground March 2024	Dodge Construction Network
548	BayCare Hospital Manatee	Parrish	FL	Hospital	Plans announced April 2024	www.bradenton.com
533	Flat Ridge Wind Farm	Harper & Kingman Counties	KS	Renewables-Wind	Broke ground in April 2024	Dodge Construction Network
532	Federal prison	Leavenworth	KS	Prison	Broke ground March 2024	Dodge Construction Network
500	Scatter Wash Battery Energy Storage System	Phoenix	AZ	Renewables-Battery Storage	Broke ground February 2024	Dodge Construction Network
500	400 Lake Shore Drive North Tower	Chicago	IL	Multi-Family	Broke ground February 2024	Dodge Construction Network
400	Alia at 888 Ala Moania	Honolulu	HI	Multi-Family	Broke ground February 2024	Dodge Construction Network
385	One Naples Ritz Carlton	Naples	FL	Multi-Family	Broke ground March 2024	Dodge Construction Network
348	Island Parkway Life Sciences Campus	Belmont	CA	Medical research	Entered planning stage February 2024	Dodge Construction Network
330	Google Red Hawk Data Center (Phase 2)	Mesa	AZ	Data Center	Entered planning stages April 2024	Dodge Construction Network
330	Madison Lifestyle District redevelopment project	South Bend	IN	Mixed-Use	Proposal stage in 2Q 2024	www.wsbt.com
304	New York Presbyterian Cancer Center	New York	NY	Hospital	Entered planning stage February 2024	Dodge Construction Network
300	1690 Revere Beach Parkway	Everett	MA	Multi-Family	Broke ground in April 2024	Dodge Construction Network
290	500,000-sq-ft office tower by Pacific Elm Properties	Dallas	TX	Office	Financing arranged April 2024	JL Capital Markets
285	UC Riverside's 424,000-sq-ft North District Student Housing Development	Riverside	CA	Schools & Universities	Broke ground in March 2024	schoolconstructionnews.com
277	Trident Health Hospital	Johns Island	SC	Hospital	Entered planning stages March 2024	Dodge Construction Network

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Legrand Bolsters Data Center Focus with Two Acquisitions in Europe

Legrand made two new acquisitions in the data center market, a segment that represented 15% of its revenue in 2023.

Davenham is an Irish specialist in low-voltage power distribution systems (protection, switching, metering and energy distribution) for data centers, including hyperscalers. Its business also includes product commissioning and aftermarket services.

Based in Dublin, the company employs 350 people and reports annual revenue of approximately $129 million), mostly in Europe and in the United States.

The release said VASS is the Australian leader in busbars, mostly for data centers. Based in Ingleburn, Australia and employing close to 40 people, VASS reports annual revenue approximately $10.7 million, mostly in Australia and the Asia-Pacific region.

Benoît Coquart, Legrand's CEO, said in the press release, "We are very pleased to announce these acquisitions that will significantly complement our offering in the 'white' space (servers' room) with solid positions in the 'grey' space (technical room), in the very promising data centers segment. With 10 acquisitions in that vertical over the past five years, Legrand confirms its growth acceleration strategy in a domain where we are a key player and very well positioned.

"With the three investments announced earlier this year (MSS, Enovation and Netrack), these acquisitions represent annual revenue of approximately $215 million."

City Electric Supply Leads Top 100 Distributors with 40 New Locations in the United States and Canada

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involved with the company as CEO.

Along with recently acquiring Dominion Electric, Arlington, VA and Sequel Electrical Supply, Meridian, MS, and launching its Engineering Services business unit with the acquisition of Winston Engineering, Border States Electric was busy expanding and refining its branch network. The company opened a new location in Lansing, MI, and closed the Grand Haven, MI, branch and consolidated it into the Lansing location. This location serves the utility market.

The company also opened a new location in Nampa, ID, to serve the construction, industrial and utility markets and in Missoula, MT to serve the construction market; opened a new branch in Maple Grove, MN, to serve the construction, industrial and utility markets; and moved its Chicago multi-location branch into a new location in the city in July 2023. This location serves the construction, industrial and utility markets.

In Utah, Border States moved from Orem, UT, to a new location in American Fork, UT, in December 2023 to serve the utility markets, including residential and commercial construction, institutional, utility and OEM applications. And in North Carolina, the company opened a new location in Garner, NC, to serve the fast-growing Raleigh metro.

Three other Texas-based distributors were actively opening branches. Wholesale Electric Supply, Texarkana, TX, opened locations in Austin, and Bridgeport and Leander, TX; Pittsburg, KS; Brownsville, TN; and Rolla, MO; and Coburn Supply Co., Beaumont, TX, opened three branches in Cleveland, Orange and Humble, TX.

Ranked #20 in *EW's* 2024 Top 100 listing, Lonestar Electric Supply, Houston, opened locations in Amarillo, Lubbock and Odessa, TX. You can expect these locations to fuel more impressive growth for this company, which has added well over $600 million in sales over the past six years and jumped from #62 in the 2018 Top 200 ranking to #20 in this year's ranking with $814 million in sales, an increase of +454%.

General Pacific, Fairview, OR, added a second location in Alaska and now has 10 locations operating on customer sites. Other facility expansion news includes the launch of new locations in Lexington and Louisville, KY, for CBT Co., Cincinnati, West Chester, PA-based OmniCable's new supercenters in Chicago, Dallas and Reno, NV; Dakota Supply Group's new locations in Mankato, MN, and Sioux City, IA; and Atlantic Coast Electric Supply's new branches in North Charleston, SC and Gastonia, NC.

Green Mountain Electric Supply, Colchester, VT, added two branches in Watertown, NY, and Franklin, NH, and acquired two distributors — Atlantic Electrical Distributor, Shrewsbury, MA, and ION Lighting, Springfield, MA.

— Jim Lucy

Around the Industry

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finance, so they can concentrate on driving sales expansion in their local markets.

BSE announces new operating model & leadership changes

Border States Electric's (BSE) new operating model places greater emphasis on providing a customer-centric, streamlined experience at branches across the country, and aligns with the company's commitment to supporting their customers' unstoppable businesses.

Jason Seger, president and CEO at Border States, said in the press release. "Our customers are relying on us more and more to help them solve their complex problems. With Border States' continued growth as a nationwide electrical distributor and the evolution of the industry as a whole, we see this new model as being key for supporting a unified experience for our customers and manufacturer partners. It will also allow us to be more agile and to better leverage the strength and capabilities of our branches and teams across the country."

The new model focuses on two key areas of Border States' business: growing and fulfilling customer relationships. With this shift, leadership at Border States also realigned to best support the needs of customers, vendors and employee-owners.

A key strategy to support the new operating model is the implementation of distribution centers to enhance Border States' network of more than 130 locations. Branches and distribution centers will work together to scale for optimization, while still allowing for customization and delivering cost-effective and unique experiences for customers. Border States will be adding multiple distribution centers to their supply network over the next several years with the first distribution center planned for early 2026. Distribution centers will be focused on optimizing total supply chain costs (facilities, transportation, inventory), while improving service to customers by providing greater access to inventory.

Office occupancy rates make gains in New York and Chicago

Peak office occupancy rose more than seven points to 61.3% occupancy on Tuesday, as many workers returned to the office after the Memorial Day holiday. According to the

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Industry Events

June 23-26, 2024
EASA 2024 Convention
Las Vegas, NV; EASA;
www.easa.com

Aug. 6-8, 2024
NAED Marketing Summit
Charlotte, NC; *www.naed.org*

Aug. 15-17, 2024
IES Annual Conference
New York; Illuminating Engineering Society; *www.ies.org*

Aug. 19-21, 2024
NAILD Annual Conference
St. Paul, MN; National Association of Independent Lighting Distributors;
www.naild.org

September 28-October 1 2024
NECA Convention & Trade Show
San Diego; NECA; *www.necanet.org*

October 7-9, 2024
NAED LEAD Conference
Kansas City, MO;
www.naed.org

October 16-19, 2024
NALMCO 2024 Annual Convention & Trade Show
Orlando; National Association of Lighting Management Companies (NALMCO)
www.nalmco.org

October 23-24, 2024
Electric Expo 2024
King of Prussia, PA; Electrical Association of Philadelphia
www.electricexpo.org

October 28-30, 2024
AD 2024 North American Meeting
Chicago; Affiliated Distributors (AD)
www.adhq.com

November 12-14, 2024
2024 NEMA Annual Meeting
Kiawah Island, SC; National Electrical Manufacturers Association (NEMA)
www.nema.org

February 2-5, 2025
2025 NEMRA Conference
Orlando; NEMRA;
www.nemra.org

Electrical Systems May Account for Up to 45% of the Construction Costs of Building a Data Center

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struction activity. The capex budgets these companies are devoting to data centers must be astounding. One report at *www.datacenterdynamics.com* said Meta's capital expenditures this year could hit $40 billion and that a big chunk of this spend is expected to be on data centers.

Another report at *datacenteredynamics.com* said Microsoft and OpenAI may build a $100 billion supercomputer campus called Stargate to help develop artificial intelligence models that would need up to 5GW of power.

EM editors also logged more than $10 billion in hospital spending led by the $3.7-billion UC Davis Medical Center in Sacramento, CA, and three billion-dollar projects (see chart on page 2). Subscribers can download our complete list of trophy jobs at *www.electricalmarketing.com.*

— Jim Lucy

NEMA's EBCI Indexes for May Point Toward Solid if Not Spectacular Business Climate

Following a six-month run of readings suggesting expansionary conditions, NEMA's Current Conditions component pulled back in April, dipping to 46.7 points. Boosted by a higher proportion of respondents who reported "better" conditions, the gauge of current conditions bounced back to reach the threshold score of 50 points, a result that suggested conditions remained essentially unchanged from the previous month's.

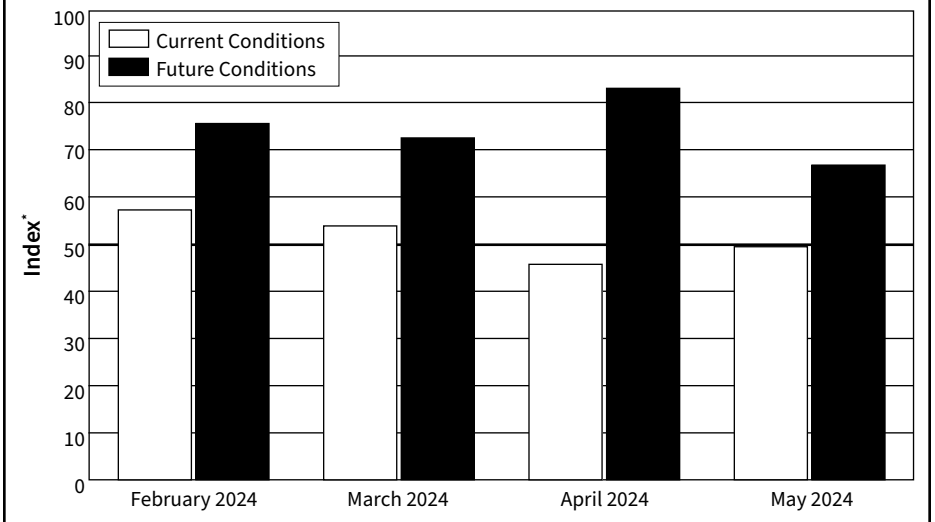
The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

Except for a three-month period of relatively robust readings near the start of the year, the current conditions barometer has mostly hovered in a region suggesting slow to flat growth for the last 12 months. Comments pointed to modest improvement in conditions mixed with the observation that, "Order rates have softened in the near term."

After reaching a high for 2024 in April at 83.3 points, the future conditions index in May eased to 67.9 points. This was still well above the threshold indicating an expansionary market and marked the 12th consecutive month of expected growth in the period six months ahead. Although few panel members indicated that they foresaw worse conditions ahead, half of the respondents reported anticipating that conditions will be unchanged in six months.

Comments were mixed with some expressing expectations of increased sales in the fourth quarter while others mentioned market uncertainty around elections, inflation, inventory drawdowns and tariffs.

Electroindustry Business Confidence Index: May 2024



**An index value greater than 50 indicates conditions favorable to growth*

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April Construction Spending Down Slightly Over March, But Still Up Double-Digits YOY

Construction spending during April 2024 was estimated at a seasonally adjusted annual rate of $2,099 billion, -0.1% below the revised March estimate of $2,101.5 billion. According to the latest U.S. Census Dept. data, the April figure is +10% above the April 2023 estimate of $1,907.8 billion. During the first four months of this year, construction spending amounted to $635.5 billion, +10.9% above the $573 billion for the same period in 2023.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,611.9 billion, -0.1% below the revised March estimate of $1,613.3 billion. Residential construction was at a seasonally adjusted annual rate of $890.4 billion in April, +0.1% above the revised March estimate of $889.5 billion. Nonresidential construction was at a seasonally adjusted annual rate of $721.5 billion in April, -0.3% below the revised March estimate of $723.8 billion.

Private construction of Computer/Electronic/Electrical factories had a smaller monthly increase of +2.8% to $131,727 million, but it's still up +23.4% YOY.

Public construction. In April, the estimated seasonally adjusted annual rate of public construction spending was $487.1 billion, -0.2% below the revised March estimate of $488.2 billion. Educational construction was at a seasonally adjusted annual rate of $103.5 billion, -0.2% below the revised March estimate of $103.6 billion. It's up +16.8% YOY.

Highway construction was at a seasonally adjusted annual rate of $149.6 billion, -0.5% below the revised March estimate of $150.4 billion.

Value Of New Construction Put In Place — April 2024

Value of Construction Put-in-Place ($ billions, seasonally adjusted annual rate)

	Apr. '24[1]	Mar. '24[2]	Mo. % Change	Apr. '23	YTY % Change
Total Construction	**2,099.0**	**2,101.5**	**-0.1**	**1,907.8**	**10**
Total Private Construction[1]	**1,611.9**	**1,613.3**	**-0.1**	**1,490.6**	**8.1**
Residential[2]	890.4	889.5	0.1	824.7	8
New single family	439.2	438.9	0.1	364.9	20.4
New multifamily	132.1	132.4	-0.3	129.0	2.3
Nonresidential	721.5	723.8	-0.3	665.9	8.3
Lodging	21.8	22.2	-1.6	22.6	-3.5
Office	86.0	85.7	0.4	82.4	4.4
Commercial	123.9	125.4	-1.1	123.9	0
Health care	52.9	54.5	-2.9	49.4	7.1
Educational	25.2	26.0	-3.1	22.2	13.8
Religious	3.9	4.1	-3.5	3.0	30.6
Amusement and recreation	16.9	17.1	-1	15.2	11.2
Transportation	20.0	19.9	0.5	19.0	5
Communication	24.9	25.0	-0.6	24.2	2.6
Power	114.0	113.8	0.1	106.1	7.4
Electric	94.4	94.2	0.2	86.9	8.6
Manufacturing	227.6	225.5	0.9	194.4	17.1
Total Public Construction[3]	**487.1**	**488.2**	**-0.2**	**417.2**	**16.7**
Residential	11.9	11.9	-0.3	10.0	18.5
Nonresidential	475.3	476.3	-0.2	407.2	16.7
Office	15.6	15.6	-0.2	14.1	10.6
Commercial	4.7	4.7	-0.1	4.9	-3.9
Health care	13.6	13.7	-0.5	12.7	6.9
Educational	103.5	103.6	-0.2	88.5	16.8
Public safety	17.6	17.6	-0.1	11.7	50.8
Amusement and recreation	19.2	19.2	-0.3	16.0	19.7
Transportation	46.4	46.2	0.5	43.8	6
Power	21.7	21.7	-0.1	12.1	79.3
Highway and street	149.6	150.4	-0.5	128.5	16.4
Sewage and waste disposal	40.6	40.8	-0.6	37.3	8.7
Water supply	29.5	29.3	0.5	24.4	20.8
Conservation and development	11.3	11.2	1	12.0	0

1–Preliminary; 2–Revised

Note: The U.S. Census department changed its construction categories beginning with its May 2003 statistics. With the changes in the project classifications, data now presented are not directly comparable with those data previously published in the regular-format press releases and tables. Direct comparisons can only be made at the total, total private, total state and local, total federal, and total public levels for annual and not seasonally adjusted monthly data. For more information, check out http://www.census.gov/const/www/c30index.html.

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Kastle Back to Work Barometer, New York and Chicago experienced peak record highs since the start of the pandemic, rising to 66.7% and 72% occupancy on June 4, respectively.

Average office occupancy also rebounded from the holiday. Occupancy rose more than three points to 51.6%, according to Kastle's 10-city Back to Work Barometer. All cities tracked saw an increase in occupancy of a full point or more following the holiday. Occupancy in Dallas and New York surged — rising 8.3 points to 57.1% and 4.3 points to 53.4%, respectively.

The Kastle Back to Work Barometer reflects the swipe of Kastle access controls in more than 2,600 buildings in the company's 10 largest metros for installations.

Dodge Momentum Index sees nice increase project planning in May

The Dodge Momentum Index (DMI), issued by Dodge Construction Network, increased +2.7% in May to 179 points (2000=100) from the revised April reading of 174.3 points. Over the month, commercial planning progressed +5.5% and institutional planning slowed by +3.4%.

The DMI is a monthly measure of the value of nonresidential building projects going into planning, shown to lead construction spending for nonresidential buildings by a full year.

"Owners and developers are gaining confidence in 2025 market conditions, alongside more stable and predictable interest rates — spurring stronger commercial activity over the month," said Sarah Martin, associate director of forecasting at Dodge Construction Network, said in the press release. "Conversely, after last year's growth, institutional planning is decelerating, as high material costs, labor shortages, and elevated interest rates seep into planning decisions. The overall DMI remains +40% higher than May 2019 levels, indicating a steady pipeline of construction projects that will be ready to break ground through mid-2025."

Data center planning supported growth on the commercial side of the index in May, alongside a steady acceleration in retail planning over the last six months. In May, the DMI was 7% lower than year-ago levels, following an abnormally strong May 2023. The commercial segment was up 8% from year-ago levels, while the institutional segment was down 32% over the same period.

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People

Standard Electric Supply (Milwaukee, WI): **Mike Harvey,** VP of Sales and Marketing, will be retiring after 44 years of service on June 28. He began his career with the company in 1980 and was promoted to his current position in 1992.

Under his leadership, the company expanded its market share and experienced solid growth year-after-year. During his tenure as VP, Standard Electric Supply added 15 new locations throughout Wisconsin, Illinois and Indiana.

Larry Stern, company president, said in the press release, "Mike's entrepreneurial spirit has driven much of our innovation and growth. He possesses a unique blend of vision and leadership and has built strong partnerships with our supplier partners and customers. His wealth of knowledge and experience will be difficult to replace, and his dedication, leadership and personal friendship will be missed."

Succeeding Harvey will be **Dan Knapp,** the company's senior sales director. He has been with the company 12 years. Matt Stern, the company's COO, said in the press release, "Dan has demonstrated exceptional leadership skills, strategic thinking and a deep understanding of our industry. I have no doubt that he will continue building on the strong foundation Mike established and take our company to even greater heights."

Border States Electric (Fargo, ND): Along with its new operating model (see page 1) the company announced a restructuring of its leadership team. As previously announced, **Jason Seger** is now president and CEO following the retirement of **David White,** former CEO. The company's senior leadership team now includes:

People and Technology: **Kelly Dawson** — VP-HR, Employee Relations and Total Rewards; and **Jason Stein** — Chief Information Officer.

Finance, Legal and Compliance: **Jeremy Welsand** — CFO and **Nick Vaughn** — VP, General Counsel

Supply Chain: **James Sipe** — Executive VP– Supply Chain and **Shane McMenamy** — VP-Distribution; **Zack Kincaid,** VP-Distribution; **Wiley Taylor** — VP-Distribution; **Tony Serati** — VP-Supply Chain Strategy and Optimization; and **Richelle Bishoff** — VP-Procurement.

Demand Generation: **Don Masters** — Executive VP–Sales and Marketing; **Megan Friedrich** — VP-Revenue Operations; **Geoff Murphy** — VP-Vendor Relations; **Matt Eddleman** — Executive VP-Construction; **Steve Freiburger** — senior VP-Industrial; **Jeff Stauffer** — senior VP-Utility; **Ryan Evans** — VP-Construction Solutions; **Shane Kerska** — VP-Industrial Solutions; and **Patrick Novak** — VP-Utility Sales Leaders.

*MaxLite (Pine Brook, NJ): T*he company's board of advisors has appointed **Lance Hollner** as president & CEO. A lighting industry veteran, Hollner brings over two decades of lighting expertise and knowledge to MaxLite, along with a strong track record of delivering results, driving continuous improvement and developing talent. Much of his career has been spent at manufacturers including Acuity, Lutron, Encelium Technologies and Avion Controls, holding various general management sales leadership and product management roles.

Before joining MaxLite, Hollner spent the last five years as executive VP at Diversified Group, a rep firm serving eastern Pennsylvania, Delaware, New Jersey and New York City. In that role, he helped guide territory expansion into New Jersey and New York while building a controls and services team. He brings experience with turnkey renovation lighting and EV infrastructure sales and has substantial experience working with international suppliers and contract manufacturers. He has an engineering degree from Georgia Tech.

IMARK Electrical (Oxon Hill, MD): **Steve Ruane** will be retiring at the end of the year. A 43-year veteran of the electrical industry and one of the market's true gentlemen, Ruane has served as IMARK Electrical's VP of Marketing for the past 23 years. His retirement is effective on Dec. 31, 2024.

Bob Smith, IMARK's president and CEO, said in the press release, "Steve has been an integral and valued member of our executive team for many years. We have benefitted from his perspectives, his insights and his leadership. We'll miss him."

Obituary

Dirk Van Dongen, one of the true giants in the wholesale-distribution industry during his 41-years leading the National Association of Wholesaler-Distributors (NAW), passed away on June 8. Van Dongen was one of Washington's power players in the business lobbying community and was widely respected during his tenure for building NAW into one of the premier lobbying associations in DC and for pushing pro-business policies on Capitol Hill.

Eric Hoplin, the current CEO of NAW, said on *www.naw.org,* "I often told Dirk Van Dongen that he was a living legend. Throughout his four-decade tenure, he transformed NAW into a powerhouse in Washington. Dirk mentored generations of trade association leaders, including myself. He played a pivotal role in electing hundreds of members of Congress, all while advising them on the importance of free enterprise."

Dirk was never too busy at NAW annual meetings to chat with *EW* editors in attendance and to welcome them to the event. We will miss him, and send our regards to his wife, Maryann, and daughters, Rachel and Marissa.

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