

## Around the Industry

### LEDucation 2026 marks 20 years of impressive growth

LEDucation drew more than 10,000 attendees and 565 exhibitors to New York Hilton Midtown April 14–15. The 2026 conference also featured 25 in-person sessions and 14 virtual presentations, covering topics including design, technology, sustainability, controls and emerging trends.

LEDucation's founders and show organizers took some time during a busy few days in the Big Apple to reflect on how far the show has come in 20 years. Jamie Eck, LEDucation co-chair, said in the press release, "We are incredibly grateful to our manufacturers and their representatives for the unwavering support and commitment to making LEDucation a success year after year. Your partnership is the backbone of this event, and we thank you for your continued dedication to our program. As LEDucation continues to grow, creating a more intentional and focused experience for the design community became a clear priority. The positive feedback from manufacturers has reinforced Designer Hours as a key differentiator of the show."

To commemorate two decades of growth, the Designers Lighting Forum of New York (DLFNY) hosted a celebratory event on April 13, honoring past and present contributors who have helped shape LEDucation into what it is today. Burt Grant, LEDucation co-chair and co-founder, said at the event, "What started as a small, collaborative idea has grown into something truly meaningful for the lighting community. It's been incredible to see how LEDucation has evolved over the past

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## 10 States Account for More than 50% of Electrical Sales Potential in New EM Data

Although overall U.S. electrical sales potential does not seem to have grown much in early 2026, according to *Electrical Marketing's* latest electrical sales potential estimate some local market areas are off to a fast start (See tables on pages 2-6).

EM estimates overall sales of electrical products through electrical distributors at \$146.4 billion through Jan. 2026, a -0.3% decline through Jan. 2025. The five Metropolitan Statistical Areas (MSAs) with the largest estimated year-over-year (YOY) increases were New York-Newark-Jersey City, NY-NJ-PA (\$89.7 million); Riverside-San Bernardino-Ontario, CA (\$74.2 million); Los Angeles-Long Beach-Anaheim, CA (\$73.8 million); Phoenix-Mesa-Scottsdale, AZ (\$56.3 million); and Sacramento-Roseville-Arden-Arcade, CA (\$46.7 million).

On a percent base, some small and medium-sized metros had the largest YOY increases through January. They were Law-

ton, OK (+8.3%); Savannah, GA (+7.4%); Albuquerque, NM (+7.3%); Duluth, MN-WI (+7.1%); and Charleston, WV (+6.7%). The increase in electrical sales potential along Florida's southwest Gulf Coast was notable, as the Naples-Immokalee-Marco Island, FL and Cape Coral-Fort Myers, FL had a combined YOY increase in electrical sales potential of \$42.4 million, and YOY increases of +5.9% and +5.2% respectively.

As so often seems to be the case in the electrical market, a relative handful of geographies account for a surprisingly large share of the nation's total electrical sales potential. In fact, according to our calculations, 10 states with a combined total of \$75.4 billion in estimated electrical revenues account for 52% of all sales potential: California, Texas, Florida, New York, Ohio, Pennsylvania, North Carolina, Illinois, Georgia and Michigan.

— Jim Lucy

## Dodge Data Point to Construction Market's Sluggish Profile Outside of Data Centers

Dodge Construction Network's most recent report on construction activity highlighted the sluggish nature of the overall construction market but pointed to the overwhelming strength of the data center market.

Dodge said total construction starts rose +12.8% in March to a seasonally adjusted annual rate of \$1.2 trillion. Nonresidential building starts grew by +6.3%; residential starts improved +2.6%; and nonbuilding starts rebounded +37.9% over the month. However, it said on a year-to-date basis, total construction starts were down -0.5% through March. Nonresidential starts were down -0.2%; residential starts were down -7.2%; and nonbuilding starts improved by +6.4% over the same period. For the 12 months ending March 2026, total construction starts were up +5.4% from the 12 months ending March 2025. Residential starts were down -5.3%; nonresidential

starts were up +6.5%; and nonbuilding was up +15.8%.

"A few strong categories overcame slight weakness in all the others in March," said Eric Gaus, chief economist of Dodge Construction Network, in the press release. "The commercial segment shows the most strength with 12-month growth for all sub-categories except warehousing."

**Nonresidential.** Nonresidential building starts improved +6.3% in March to a seasonally adjusted annual rate of \$466 billion. Commercial starts were down -9.2%, mostly driven by the -16% m/m (month-to-month) pull back in offices and data centers. Warehouses (-6.6% m/m) also lost ground in March while, hotels (+19.3% m/m), stores (+5.6% m/m) and parking garages (0.8% m/m) made gains.

Institutional starts contracted -1.5% over the month, despite growth in educa-

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Area	1Q 2026 Sales Estimate	Total \$ Change YOY	Total % Change YOY	EC \$ Estimate	Industrial \$ Estimate	EC Employment	Industrial Employment
<b>UNITED STATES</b>	<b>146,357.7</b>	<b>-46.7</b>	<b>0.0</b>	<b>83,789.8</b>	<b>33,296.4</b>	<b>1,063,660</b>	<b>12,564,667</b>
<b>ALASKA</b>	<b>248.1</b>	<b>3.8</b>	<b>1.6</b>	<b>175.8</b>	<b>22.7</b>	<b>2,232</b>	<b>8,567</b>
Anchorage, AK	146.4	8.3	6.0	110.6	6.5	1,404	2,467
Fairbanks, AK	32.2	1.5	4.9	23.9	1.9	303	700
<b>ALABAMA</b>	<b>2,351.6</b>	<b>-47.7</b>	<b>-2.0</b>	<b>1,130.2</b>	<b>751.0</b>	<b>14,348</b>	<b>283,400</b>
Birmingham-Hoover, AL	530.3	-1.2	-0.2	318.1	106.1	4,039	40,033
Huntsville, AL	270.6	-12.6	-4.5	123.2	93.3	1,564	35,200
Mobile, AL	245.7	0.4	0.1	147.1	49.5	1,868	18,667
Montgomery, AL	168.5	-5.6	-3.2	81.6	53.2	1,036	20,067
Tuscaloosa, AL	159.1	-2.0	-1.2	75.4	51.9	958	19,567
Decatur, AL	109.9	2.5	2.3	47.8	40.1	607	15,133
<b>ARKANSAS</b>	<b>1,367.0</b>	<b>-0.3</b>	<b>0.0</b>	<b>673.8</b>	<b>419.8</b>	<b>8,554</b>	<b>158,400</b>
Little Rock-North Little Rock-Conway, AR	340.7	3.0	0.9	217.4	55.1	2,760	20,800
Fayetteville-Springdale-Rogers (AR-MO)	327.8	-4.4	-1.3	189.8	72.4	2,409	27,333
Fort Smith (AR-OK), AR	120.9	-0.1	-0.1	49.8	46.9	633	17,700
<b>ARIZONA</b>	<b>3,484.0</b>	<b>54.3</b>	<b>1.6</b>	<b>2,275.8</b>	<b>511.4</b>	<b>28,890</b>	<b>192,967</b>
Phoenix-Mesa-Scottsdale, AZ	2,763.7	56.3	2.1	1,818.4	392.6	23,084	148,133
Tucson, AZ	353.6	6.9	2.0	206.9	76.1	2,626	28,700
Lake Havasu City-Kingman, AZ	71.5	3.0	4.3	49.5	7.7	628	2,900
Yuma, AZ	61.0	-1.5	-2.4	41.6	7.2	529	2,700
Flagstaff, AZ	52.9	-0.9	-1.6	32.4	9.9	412	3,733
<b>CALIFORNIA</b>	<b>15,260.0</b>	<b>158.6</b>	<b>1.1</b>	<b>9,002.6</b>	<b>3,205.4</b>	<b>114,283</b>	<b>1,209,567</b>
Los Angeles-Long Beach-Anaheim, CA	4,615.5	73.8	1.6	2,505.2	1,187.2	31,802	448,000
San Francisco-Oakland-Hayward, CA	1,913.5	-12.8	-0.7	1,186.6	344.2	15,063	129,900
Riverside-San Bernardino-Ontario, CA	1,656.7	74.2	4.7	1,077.7	247.7	13,680	93,467
San Diego-Carlsbad, CA	1,473.8	36.4	2.5	888.2	290.8	11,275	109,733
San Jose-Sunnyvale-Santa Clara, CA	1,109.7	-22.1	-2.0	549.6	338.1	6,977	127,600
Sacramento-Roseville-Arden-Arcade, CA	1,039.2	46.7	4.7	728.5	102.9	9,247	38,833
Fresno, CA	404.5	6.7	1.7	248.5	75.1	3,155	28,333
Oxnard-Thousand Oaks-Ventura, CA	311.5	6.3	2.1	177.8	71.4	2,258	26,933
Santa Rosa, CA	267.4	0.2	0.1	161.8	52.1	2,054	19,667
Stockton-Lodi, CA	253.1	5.2	2.1	142.7	59.8	1,811	22,567
Bakersfield, CA	247.4	1.5	0.6	162.1	35.8	2,058	13,500
Modesto, CA	216.5	7.8	3.7	111.6	61.6	1,417	23,233
Vallejo-Fairfield, CA	178.0	-4.2	-2.3	113.3	29.1	1,439	10,967
Santa Maria-Santa Barbara, CA	167.8	6.0	3.7	101.7	32.5	1,291	12,267
San Luis Obispo-Paso Robles-Arroyo Grande, CA	136.1	4.9	3.7	87.7	21.1	1,114	7,967
Visalia-Porterville, CA	133.2	0.6	0.5	73.1	33.5	927	12,633
Salinas, CA	114.0	1.5	1.3	78.9	12.4	1,001	4,667
<b>COLORADO</b>	<b>2,831.4</b>	<b>0.7</b>	<b>0.0</b>	<b>1,882.9</b>	<b>382.2</b>	<b>23,903</b>	<b>144,233</b>
Denver-Aurora-Lakewood, CO	1,613.1	21.8	1.4	1,121.7	168.8	14,239	63,700
Greeley, CO	302.3	10.1	3.4	201.4	40.5	2,557	15,267
Colorado Springs, CO	260.7	8.6	3.4	178.2	30.4	2,262	11,467
Fort Collins, CO	191.2	0.2	0.1	115.0	37.9	1,460	14,300
Boulder, CO	131.6	3.1	2.4	52.2	53.1	663	20,033
<b>CONNECTICUT</b>	<b>1,316.9</b>	<b>-20.9</b>	<b>-1.6</b>	<b>651.0</b>	<b>402.5</b>	<b>63,567</b>	<b>151,900</b>
Hartford-West Hartford-East Hartford, CT	492.4	-9.6	-1.9	241.3	152.6	23,567	57,600
Bridgeport-Stamford-Norwalk, CT	267.6	1.0	0.4	142.0	72.1	13,867	27,200
New Haven-Milford, CT	197.5	-5.0	-2.5	106.8	51.2	10,433	19,333
Norwich-New London, CT	117.7	-3.4	-2.8	37.9	56.3	3,700	21,233
<b>DISTRICT OF COLUMBIA</b>	<b>184.2</b>	<b>-2.9</b>	<b>-1.5</b>	<b>144.7</b>	<b>2.7</b>	<b>1,837</b>	<b>1,000</b>
<b>DELAWARE</b>	<b>399.4</b>	<b>-2.7</b>	<b>-0.7</b>	<b>249.9</b>	<b>69.6</b>	<b>3,172</b>	<b>26,267</b>
Wilmington, DE-MD-NJ	293.0	-9.4	-3.1	190.8	43.5	2,422	16,433
Dover, DE	47.6	0.8	1.8	27.0	11.1	342	4,200

Area	1Q 2026 Sales Estimate	Total \$ Change YOY	Total % Change YOY	EC \$ Estimate	Industrial \$ Estimate	EC Employment	Industrial Employment
<b>FLORIDA</b>	<b>9,714.8</b>	<b>81.6</b>	<b>0.8</b>	<b>6,644.2</b>	<b>1,127.7</b>	<b>84,344</b>	<b>425,533</b>
Miami-Fort Lauderdale-West Palm Beach, FL	2,365.6	20.0	0.9	1,625.9	266.6	20,640	100,600
Tampa-St. Petersburg-Clearwater, FL	1,483.9	-17.9	-1.2	992.7	194.4	12,601	73,367
Orlando-Kissimmee-Sanford, FL	1,339.4	38.2	2.9	930.9	140.6	11,817	53,067
Miami-Miami Beach-Kendall,, FL	930.6	-4.2	-0.4	621.3	123.2	7,887	46,500
Jacksonville, FL	802.8	0.6	0.1	545.5	96.7	6,925	36,500
Fort Lauderdale-Pompano Beach-Deerfield Beach, FL	802.2	17.0	2.2	556.1	85.7	7,059	32,333
West Palm Beach-Boca Raton-Delray Beach, FL	632.8	7.2	1.1	448.5	57.7	5,694	21,767
Cape Coral-Fort Myers, FL	546.5	27.1	5.2	415.1	22.1	5,269	8,333
North Port-Sarasota-Bradenton, FL	482.0	-3.1	-0.6	338.3	47.3	4,294	17,867
Palm Bay-Melbourne-Titusville, FL	332.0	0.0	0.0	170.3	95.2	2,162	35,933
Lakeland-Winter Haven, FL	279.3	-1.3	-0.5	171.0	52.4	2,171	19,767
Naples-Immokalee-Marco Island, FL	274.3	15.3	5.9	205.2	14.3	2,604	5,400
Deltona-Daytona Beach-Ormond Beach, FL	231.5	4.3	1.9	152.2	32.9	1,933	12,433
Port St. Lucie, FL	226.0	2.3	1.0	159.1	21.7	2,019	8,200
Pensacola-Ferry Pass-Brent, FL	200.4	-0.6	-0.3	142.0	18.3	1,803	6,900
Ocala, FL	177.3	-5.3	-2.9	115.7	26.1	1,469	9,867
Tallahassee, FL	145.6	2.0	1.4	104.8	11.7	1,330	4,400
Crestview-Fort Walton Beach-Destin, FL	113.2	3.6	3.3	81.6	9.0	1,036	3,400
Panama City, FL	113.0	-1.8	-1.6	80.6	9.8	1,023	3,700
Gainesville, FL	111.9	0.4	0.4	75.1	14.4	953	5,433
<b>GEORGIA</b>	<b>4,422.7</b>	<b>-59.5</b>	<b>-1.3</b>	<b>2,410.3</b>	<b>1,127.8</b>	<b>30,598</b>	<b>425,600</b>
Atlanta-Sandy Springs-Roswell, GA	2,590.6	-56.0	-2.1	1,605.4	467.1	20,380	176,267
Augusta-Richmond County (GA-SC)	269.0	2.6	1.0	153.6	61.6	1,950	23,233
Savannah, GA	208.2	14.3	7.4	98.7	67.9	1,252	25,633
<b>HAWAII</b>	<b>565.8</b>	<b>-15.7</b>	<b>-2.7</b>	<b>418.2</b>	<b>34.5</b>	<b>5,308</b>	<b>13,000</b>
Urban Honolulu, HI	408.4	-10.0	-2.4	300.7	26.0	3,818	9,800
Kahului-Wailuku-Lahaina, HI	68.2	-2.6	-3.6	51.9	2.7	659	1,000
<b>IOWA</b>	<b>1,740.4</b>	<b>-11.4</b>	<b>-0.7</b>	<b>825.1</b>	<b>567.3</b>	<b>10,474</b>	<b>214,067</b>
Des Moines-West Des Moines, IA	388.2	-3.0	-0.8	252.3	58.3	3,202	22,000
Cedar Rapids, IA	177.3	-0.9	-0.5	89.4	52.4	1,135	19,767
<b>IDAHO</b>	<b>1,207.0</b>	<b>-38.6</b>	<b>-3.1</b>	<b>765.0</b>	<b>200.6</b>	<b>9,711</b>	<b>75,700</b>
Boise City, ID	592.6	-20.9	-3.4	392.6	81.5	4,983	30,767
Coeur d'Alene, ID	111.9	-1.6	-1.4	75.4	14.0	958	5,300
Idaho Falls, ID	107.9	-9.3	-7.9	72.0	14.3	914	5,400
<b>ILLINOIS</b>	<b>4,865.2</b>	<b>-98.8</b>	<b>-2.0</b>	<b>2,397.0</b>	<b>1,495.1</b>	<b>30,429</b>	<b>564,200</b>
Chicago-Naperville-Elgin (IL-IN-WI)	3,610.5	-50.4	-1.4	1,819.4	1,068.9	23,097	403,367
Lake County-Kenosha County (IL-WI)	332.7	-8.4	-2.5	134.8	131.4	1,712	49,567
Elgin, IL	332.6	-15.3	-4.4	165.2	100.9	2,097	38,067
Peoria, IL	191.2	-7.7	-3.9	91.5	61.5	1,161	23,200
Rockford, IL	159.9	-7.1	-4.3	64.9	63.1	823	23,800
<b>INDIANA</b>	<b>3,909.4</b>	<b>-61.9</b>	<b>-1.6</b>	<b>1,766.5</b>	<b>1,361.0</b>	<b>22,425</b>	<b>513,567</b>
Indianapolis-Carmel-Anderson, IN	1,197.1	-34.6	-2.8	705.9	251.8	8,961	95,000
Fort Wayne, IN	299.7	-2.4	-0.8	138.3	101.5	1,755	38,300
Elkhart-Goshen, IN	262.2	2.3	0.9	47.8	162.0	607	61,133
Evansville (IN-KY)	171.6	6.2	3.8	91.8	45.5	1,166	17,167
South Bend-Mishawaka (IN-MI)	131.6	-4.5	-3.3	66.2	39.0	841	14,733
Lafayette-West Lafayette, IN	130.4	-2.3	-1.7	48.8	55.5	620	20,933
<b>KANSAS</b>	<b>1,508.3</b>	<b>-35.2</b>	<b>-2.3</b>	<b>748.6</b>	<b>458.0</b>	<b>9,503</b>	<b>172,833</b>
Wichita, KS	405.2	-4.2	-1.0	184.7	139.5	2,344	52,633
Topeka, KS	111.0	-3.3	-2.9	64.5	24.3	819	9,167
<b>KENTUCKY</b>	<b>2,001.6</b>	<b>-21.0</b>	<b>-1.0</b>	<b>935.3</b>	<b>665.9</b>	<b>11,873</b>	<b>251,300</b>
Louisville/Jefferson County, KY-IN	715.4	7.3	1.0	354.7	217.7	4,502	82,133
Lexington-Fayette, KY	300.7	-3.6	-1.2	157.0	83.6	1,993	31,533
Bowling Green, KY	99.6	-3.8	-3.7	42.7	37.0	542	13,967
<b>LOUISIANA</b>	<b>2,246.2</b>	<b>10.9</b>	<b>0.5</b>	<b>1,421.4</b>	<b>375.5</b>	<b>18,044</b>	<b>141,700</b>
Baton Rouge, LA	732.6	22.7	3.2	502.8	83.3	6,383	31,433
New Orleans-Metairie, LA	397.1	-5.0	-1.3	248.5	69.2	3,155	26,100
Lafayette, LA	190.4	-7.1	-3.6	114.4	38.0	1,452	14,333
Lake Charles, LA	181.7	-5.5	-2.9	112.0	33.4	1,421	12,600
Shreveport-Bossier City, LA	149.4	0.3	0.2	92.8	26.7	1,179	10,067

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<b>MASSACHUSETTS</b>	<b>2,830.6</b>	<b>41.0</b>	<b>1.5</b>	<b>1,663.4</b>	<b>601.1</b>	<b>162,433</b>	<b>226,833</b>
Boston-Cambridge-Nashua (MA-NH)	2,041.3	41.3	2.1	1,202.6	430.4	117,433	162,433
Worcester (MA-CT)	326.8	-2.2	-0.7	170.7	90.7	16,667	34,233
Springfield (MA-CT)	161.3	-7.3	-4.3	85.0	44.1	8,300	16,633
<b>MARYLAND</b>	<b>2,521.4</b>	<b>-57.6</b>	<b>-2.2</b>	<b>1,724.2</b>	<b>292.9</b>	<b>21,888</b>	<b>110,533</b>
Baltimore-Columbia-Towson, MD	1,269.6	-44.6	-3.4	862.6	153.1	10,950	57,767
Hagerstown-Martinsburg (MD-WV)	99.6	-5.0	-4.8	52.2	27.5	663	10,367
<b>MAINE</b>	<b>620.0</b>	<b>-0.7</b>	<b>-0.1</b>	<b>360.1</b>	<b>135.9</b>	<b>4,572</b>	<b>51,267</b>
Portland-South Portland, ME	282.5	-0.3	-0.1	156.0	70.0	15,233.0	26,400
Bangor, ME	63.1	0.0	-0.1	42.7	7.8	4,167.0	2,933
Lewiston-Auburn, ME	60.7	-3.7	-5.7	35.5	13.1	3,467.0	4,933
<b>MICHIGAN</b>	<b>4,396.9</b>	<b>-51.6</b>	<b>-1.2</b>	<b>1,978.9</b>	<b>1,538.7</b>	<b>25,120</b>	<b>580,633</b>
Detroit-Warren-Dearborn, MI	1,882.2	-26.2	-1.4	879.7	626.1	11,167	236,267
Grand Rapids-Wyoming, MI	755.6	-13.6	-1.8	312.0	292.5	3,961	110,367
Lansing-East Lansing, MI	192.0	0.1	0.1	100.4	53.3	1,274	20,100
Kalamazoo-Portage, MI	153.6	0.5	0.3	65.9	57.0	836	21,500
Flint, MI	131.2	-6.4	-4.7	72.0	32.9	914	12,433
Ann Arbor, MI	100.6	-1.4	-1.3	50.5	29.9	641	11,300
<b>MINNESOTA</b>	<b>2,808.6</b>	<b>-92.8</b>	<b>-3.2</b>	<b>1,415.6</b>	<b>831.3</b>	<b>17,970</b>	<b>313,700</b>
Minneapolis-St. Paul-Bloomington (MN-WI)	1,808.3	-58.3	-3.1	929.5	517.1	11,800	195,133
St. Cloud, MN	153.0	-8.0	-5.0	83.6	38.8	1,062	14,633
Duluth (MN-WI)	139.6	9.2	7.1	87.7	23.9	1,114	9,033
<b>MISSOURI</b>	<b>2,883.5</b>	<b>-141.9</b>	<b>-4.7</b>	<b>1,572.6</b>	<b>734.1</b>	<b>19,964</b>	<b>277,033</b>
St. Louis(MO-IL), MO	1,431.6	-60.4	-4.1	834.3	311.0	10,591	117,367
Kansas City (MO-KS)	1,140.0	-71.2	-5.9	682.0	229.9	8,658	86,767
Springfield, MO	209.4	-2.2	-1.1	117.4	50.1	1,491	18,900
<b>MISSISSIPPI</b>	<b>1,142.3</b>	<b>-32.5</b>	<b>-2.8</b>	<b>547.2</b>	<b>366.7</b>	<b>6,946</b>	<b>138,367</b>
Jackson, MS	253.7	-0.6	-0.2	138.9	64.0	1,764	24,167
Gulfport-Biloxi-Pascagoula, MS	163.5	-1.3	-0.8	81.6	49.2	1,036	18,567
<b>MONTANA</b>	<b>524.0</b>	<b>-0.5</b>	<b>-0.1</b>	<b>364.6</b>	<b>54.6</b>	<b>4,628</b>	<b>20,600</b>
<b>NORTH CAROLINA</b>	<b>5,107.8</b>	<b>-157.3</b>	<b>-3.0</b>	<b>2,888.2</b>	<b>1,198.0</b>	<b>36,664</b>	<b>452,067</b>
Charlotte-Concord-Gastonia (NC-SC)	1,439.8	-64.3	-4.3	873.5	278.3	11,089	105,033
Raleigh, NC	814.1	-18.9	-2.3	558.1	93.2	7,085	35,167
Greensboro-High Point, NC	399.1	5.5	1.4	191.8	127.5	2,435	48,100
Winston-Salem, NC	290.1	-5.3	-1.8	142.7	89.4	1,811	33,733
Durham-Chapel Hill, NC	228.2	-9.6	-4.0	114.0	68.5	1,447	25,867
Wilmington, NC	219.1	-7.2	-3.2	151.9	23.4	1,928	8,833
Hickory-Lenoir-Morganton, NC	201.3	-4.7	-2.3	60.1	101.0	763	38,100
Asheville, NC	195.0	-3.0	-1.5	106.2	49.8	1,348	18,800
Fayetteville, NC	100.7	0.6	0.6	60.8	19.8	771	7,467
<b>NORTH DAKOTA</b>	<b>460.3</b>	<b>-9.8</b>	<b>-2.1</b>	<b>294.3</b>	<b>74.0</b>	<b>3,735</b>	<b>27,933</b>
Fargo (ND-MN)	165.4	2.5	1.6	100.0	32.3	1,270	12,200
Bismarck, ND	66.5	-0.8	-1.2	45.7	7.4	581	2,800
Grand Forks (ND-MN)	54.4	-1.6	-2.9	31.1	12.5	394	4,700
<b>NEBRASKA</b>	<b>1,164.8</b>	<b>-29.8</b>	<b>-2.5</b>	<b>661.6</b>	<b>270.3</b>	<b>8,398</b>	<b>102,000</b>
Omaha-Council Bluffs (NE-IA)	559.8	-25.5	-4.4	353.6	94.2	4,489	35,533
Lincoln, NE	187.2	-3.1	-1.6	111.3	38.5	1,413	14,533
<b>NEW HAMPSHIRE</b>	<b>630.9</b>	<b>-1.0</b>	<b>-0.2</b>	<b>326.7</b>	<b>178.0</b>	<b>31,900</b>	<b>67,167</b>
Manchester, NH	194.1			90.5	64.7	8,833	24,433
<b>NEW JERSEY</b>	<b>2,918.7</b>	<b>-24.0</b>	<b>-0.8</b>	<b>1,674.7</b>	<b>660.3</b>	<b>21,259</b>	<b>249,167</b>
Camden, NJ	424.1	-2.7	-0.6	234.5	104.8	2,977	39,533
Atlantic City, NJ	119.5	-1.6	-1.3	86.7	8.9	1,101	3,367
Trenton, NJ	110.2	-3.4	-3.0	61.1	27.0	776	10,200
<b>NEW MEXICO</b>	<b>772.1</b>	<b>17.1</b>	<b>2.3</b>	<b>544.1</b>	<b>73.6</b>	<b>6,907</b>	<b>27,767</b>
Albuquerque, NM	382.6	26.1	7.3	262.5	43.5	3,332	16,433
Las Cruces, NM	81.7	-7.6	-8.5	56.7	8.7	719	3,267
Santa Fe, NM	42.4	-2.5	-5.5	32.1	1.9	407	700

Area	1Q 2026 Sales Estimate	Total \$ Change YOY	Total % Change YOY	EC \$ Estimate	Industrial \$ Estimate	EC Employment	Industrial Employment
<b>NEVADA</b>	<b>1,648.7</b>	<b>-13.9</b>	<b>-0.8</b>	<b>1,138.4</b>	<b>180.6</b>	<b>14,452</b>	<b>68,133</b>
Las Vegas-Henderson-Paradise, NV	1,090.4	10.1	0.9	791.6	80.7	10,049	30,467
Reno, NV	413.9	-2.1	-0.5	248.2	82.9	3,150	31,300
<b>NEW YORK</b>	<b>6,161.3</b>	<b>0.1</b>	<b>0.0</b>	<b>3,876.8</b>	<b>1,052.2</b>	<b>49,214</b>	<b>397,067</b>
New York-Newark-Jersey City, NY-NJ-PA	5,846.0	89.7	1.6	3,822.5	854.3	48,525	322,367
Rochester, NY	462.8	-19.1	-4.0	241.7	128.5	3,068	48,500
Buffalo-Cheektowaga-Niagara Falls, NY	437.0	-14.5	-3.2	216.4	133.2	2,747	50,267
Albany-Schenectady-Troy, NY	369.0	-13.6	-3.6	223.9	71.3	2,843	26,900
Syracuse, NY	245.8	-7.1	-2.8	130.1	66.6	1,651	25,133
<b>OHIO</b>	<b>5,514.9</b>	<b>-91.8</b>	<b>-1.6</b>	<b>2,614.8</b>	<b>1,797.1</b>	<b>33,193</b>	<b>678,167</b>
Cincinnati (OH-KY-IN)	1,081.1	14.1	1.3	539.0	325.9	6,842	122,967
Columbus, OH	1,017.3	-17.7	-1.7	610.3	203.5	7,748	76,800
Toledo, OH	329.5	-7.1	-2.1	153.3	110.3	1,946	41,633
Akron, OH	328.3	-10.7	-3.1	165.6	97.1	2,102	36,633
Canton-Massillon, OH	214.6	-16.0	-6.9	105.8	65.9	1,343	24,867
Youngstown-Warren-Boardman (OH-PA)	176.0	-8.1	-4.4	87.7	53.1	1,114	20,033
<b>OKLAHOMA</b>	<b>1,626.0</b>	<b>-56.1</b>	<b>-3.3</b>	<b>930.5</b>	<b>370.3</b>	<b>11,813</b>	<b>139,733</b>
Oklahoma City, OK	562.5	-5.3	-0.9	357.4	92.6	4,537	34,933
Tulsa, OK	552.0	-15.0	-2.6	297.3	144.2	3,774	54,433
Lawton, OK	32.0	2.4	8.3	15.4	10.2	195	3,867
<b>OREGON</b>	<b>1,988.6</b>	<b>33.0</b>	<b>1.7</b>	<b>1,122.7</b>	<b>468.2</b>	<b>14,252</b>	<b>176,667</b>
Portland-Vancouver-Hillsboro (OR-ID)	1,337.8	40.9	3.1	768.4	301.8	9,754	113,900
Salem, OR	195.5	7.6	4.0	125.3	31.1	1,590	11,733
Bend-Redmond, OR	144.3	-1.8	-1.3	93.5	21.9	1,187	8,267
Eugene, OR	137.8	0.5	0.4	73.7	36.5	936	13,767
<b>PENNSYLVANIA</b>	<b>5,139.3</b>	<b>-91.9</b>	<b>-1.8</b>	<b>2,649.3</b>	<b>1,462.2</b>	<b>33,631</b>	<b>551,767</b>
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	2,161.0	-7.1	-0.3	1,262.3	466.5	16,025	176,033
Pittsburgh, PA	1,000.4	-3.4	-0.3	570.1	230.3	7,237	86,900
Lebanon, PA	760.6	6.5	0.9	582.7	25.8	7,397	9,733
Philadelphia, PA	420.5	0.2	0.1	254.3	82.1	3,228	30,967
Lancaster, PA	383.6	-5.6	-1.4	209.3	97.6	2,656	36,833
Allentown-Bethlehem-Easton, PA	306.6	-4.0	-1.3	138.6	106.7	1,759	40,267
York-Hanover, PA	264.6	-0.9	-0.3	127.3	84.4	1,616	31,833
Scranton-Wilkes-Barre-Hazleton, PA	234.7	-6.5	-2.7	108.9	78.9	1,382	29,767
Harrisburg-Carlisle, PA	233.4	-10.1	-4.2	134.5	52.2	1,707	19,700
Reading, PA	206.6	-4.2	-2.0	83.6	81.6	1,062	30,800
Erie, PA	118.5	-3.4	-2.8	44.7	50.1	568	18,900
<b>RHODE ISLAND</b>	<b>419.8</b>	<b>-10.0</b>	<b>-2.3</b>	<b>232.5</b>	<b>103.4</b>	<b>22,700</b>	<b>39,000</b>
Providence-Warwick (RI-MA)	650.3	-8.7	-1.3	356.7	163.5	34,833	61,700
<b>SOUTH CAROLINA</b>	<b>2,468.4</b>	<b>-69.0</b>	<b>-2.7</b>	<b>1,282.5</b>	<b>692.3</b>	<b>16,280</b>	<b>261,233</b>
Greenville-Anderson-Mauldin, SC	524.4	-10.7	-2.0	259.8	159.7	3,298	60,267
Charleston-North Charleston, SC	449.9	-30.5	-6.4	270.0	89.9	3,428	33,933
Columbia, SC	354.7	-11.1	-3.0	198.7	85.1	2,522	32,100
Spartanburg, SC	241.9	-0.9	-0.4	85.3	108.2	1,083	40,833
Myrtle Beach-Conway-North Myrtle Beach, SC	143.4	-3.1	-2.1	105.5	9.3	1,339	3,500
<b>SOUTH DAKOTA</b>	<b>518.5</b>	<b>4.1</b>	<b>0.8</b>	<b>299.0</b>	<b>115.8</b>	<b>3,796</b>	<b>43,700</b>
Sioux Falls, SD	199.6	3.1	1.6	118.8	40.9	1,508	15,433
Rapid City, SD	89.9	0.9	1.1	64.5	7.4	819	2,800
<b>TENNESSEE</b>	<b>3,341.2</b>	<b>-53.0</b>	<b>-1.6</b>	<b>1,738.2</b>	<b>934.7</b>	<b>22,065</b>	<b>352,733</b>
Nashville-Davidson-Murfreesboro-Franklin, TN	1,151.0	-39.1	-3.3	687.8	232.9	8,732	87,900
Memphis, TN-MS-AR	454.7	-11.3	-2.4	261.1	102.6	3,315	38,733
Knoxville, TN	431.4	-2.3	-0.5	229.1	116.1	2,908	43,800
Chattanooga, TN-GA	313.2	-1.2	-0.4	146.8	103.8	1,863	39,167
Kingsport-Bristol-Bristol, TN-VA	173.2	-6.2	-3.5	84.0	54.6	1,066	20,600
Jackson, TN	109.5	2.4	2.2	43.4	44.3	550	16,700
Clarksville, TN-KY	106.1	2.8	2.7	46.4	38.4	589	14,500

Area	1Q 2026 Sales Estimate	Total \$ Change YOY	Total % Change YOY	EC \$ Estimate	Industrial \$ Estimate	EC Employment	Industrial Employment
<b>TEXAS</b>	<b>14,840.7</b>	<b>-389.0</b>	<b>-2.6</b>	<b>9,275.4</b>	<b>2,597.2</b>	<b>117,745</b>	<b>980,067</b>
Dallas-Fort Worth-Arlington, TX	4,438.3	-119.6	-2.6	2,724.0	826.6	34,580	311,933
Houston-The Woodlands-Sugar Land, TX	4,099.0	-194.1	-4.5	2,644.8	634.3	33,575	239,367
Austin-Round Rock, TX	1,492.2	-58.8	-3.8	968.1	225.7	12,289	85,167
San Antonio-New Braunfels, TX	1,070.2	7.5	0.7	696.7	159.4	8,844	60,167
Midland, TX	558.3	1.9	0.3	433.9	12.8	5,508	4,833
Corpus Christi, TX	377.0	-8.8	-2.3	277.9	23.8	3,527	8,967
Beaumont-Port Arthur, TX	359.5	11.1	3.2	231.1	56.5	2,934	21,333
El Paso, TX	273.1	-1.9	-0.7	170.7	47.8	2,167	18,033
Odessa, TX	256.7	8.7	3.5	194.2	11.1	2,466	4,200
Longview, TX	234.6	5.2	2.3	149.2	38.5	1,894	14,533
Waco, TX	176.2	-0.9	-0.5	97.3	43.6	1,235	16,467
Lubbock, TX	168.0	4.3	2.6	119.8	14.6	1,521	5,500
Amarillo, TX	165.9	-4.9	-2.9	93.5	39.2	1,187	14,800
McAllen-Edinburg-Mission, TX	148.1	0.8	0.5	99.0	19.5	1,257	7,367
Killeen-Temple, TX	143.2	-2.6	-1.8	93.9	20.7	1,192	7,800
College Station-Bryan, TX	125.5	-3.5	-2.7	83.3	17.1	1,057	6,467
Tyler, TX	118.3	-1.3	-1.1	74.4	20.2	945	7,633
<b>UTAH</b>	<b>2,303.9</b>	<b>-0.4</b>	<b>0.0</b>	<b>1,436.8</b>	<b>406.3</b>	<b>18,239</b>	<b>153,333</b>
Salt Lake City, UT	972.1	21.8	2.3	608.0	169.7	7,718	64,033
Provo-Orem, UT	482.8	-3.7	-0.8	321.6	64.7	4,082	24,400
Ogden-Clearfield, UT	383.2	2.6	0.7	219.5	87.1	2,786	32,867
St. George, UT	150.9	2.6	1.7	109.6	11.1	1,391	4,200
<b>VIRGINIA</b>	<b>3,642.2</b>	<b>-78.6</b>	<b>-2.1</b>	<b>2,299.7</b>	<b>614.0</b>	<b>29,194</b>	<b>231,700</b>
Washington-Arlington-Alexandria (DC-VA-MD-WV)	2,395.3	-79.2	-3.2	1,766.9	149.4	22,429	56,367
Virginia Beach-Norfolk-Newport News (VA-NC)	717.3	1.7	0.2	426.4	147.5	5,412	55,667
Richmond, VA	685.2	-19.5	-2.8	464.6	83.6	5,898	31,533
Roanoke, VA	183.7	-1.4	-0.8	101.0	45.9	1,283	17,333
Lynchburg, VA	126.8	-2.3	-1.8	65.5	35.9	832	13,533
<b>VERMONT</b>	<b>291.7</b>	<b>1.0</b>	<b>0.4</b>	<b>161.1</b>	<b>72.3</b>	<b>15,733</b>	<b>27,267</b>
Burlington-South Burlington, VT	115.5	-0.2	-0.2	61.1	31.3	5,967	11,800
<b>WASHINGTON</b>	<b>3,576.7</b>	<b>62.6</b>	<b>1.8</b>	<b>2,151.6</b>	<b>709.8</b>	<b>27,313</b>	<b>267,833</b>
Seattle-Bellevue-Everett, WA	1,177.0	28.6	2.5	698.8	242.8	8,870	91,633
Spokane-Spokane Valley, WA	246.4	2.1	0.9	151.2	45.9	1,920	17,333
Kennewick-Richland, WA	169.4	0.5	0.3	113.3	22.2	1,439	8,367
Bellingham, WA	136.5	1.7	1.3	84.3	24.9	1,070	9,400
<b>WISCONSIN</b>	<b>3,370.4</b>	<b>-110.5</b>	<b>-3.2</b>	<b>1,495.5</b>	<b>1,200.8</b>	<b>18,984</b>	<b>453,133</b>
Milwaukee-Waukesha-West Allis, WI	861.9	-33.2	-3.7	403.5	286.0	5,122	107,933
Madison, WI	393.1	-14.3	-3.5	217.8	96.7	2,765	36,500
Green Bay, WI	230.0	-4.8	-2.0	96.3	87.7	1,222	33,100
Appleton, WI	212.1	-7.2	-3.3	106.2	63.5	1,348	23,967
Oshkosh-Neenah, WI	140.8	-4.8	-3.3	60.1	52.6	763	19,833
Racine, WI	107.1	-3.7	-3.3	41.0	44.7	520	16,867
Sheboygan, WI	103.8	-2.1	-1.9	27.3	55.7	347	21,033
Wausau, WI, WI	100.3	-5.1	-4.8	33.5	46.8	425	17,667
<b>WEST VIRGINIA</b>	<b>604.0</b>	<b>-47.8</b>	<b>-7.3</b>	<b>364.6</b>	<b>118.6</b>	<b>4,628</b>	<b>44,767</b>
Huntington-Ashland (WV-KY-OH)	164.0	-11.8	-6.7	98.0	33.2	1,244	12,533
Charleston, WV	84.8	5.3	6.7	58.4	9.5	741	3,567
<b>WYOMING</b>	<b>328.4</b>	<b>0.3</b>	<b>0.1</b>	<b>235.2</b>	<b>27.6</b>	<b>2,986</b>	<b>10,400</b>
Cheyenne, WY	59.0	-0.4	-0.7	44.0	3.2	559	1,200
Casper, WY	44.9	1.2	2.7	30.7	5.2	390	1,967

Notes: Data for more than 300 local metros and all 50 states available to *Electrical Marketing* subscribers at [www.electricalmarketing.com](http://www.electricalmarketing.com). Sales potential estimates developed using *Electrical Wholesaling's* sales per employee multipliers of \$78,750 per electrical contractor employee and \$2,650 per industrial employee and employment data from the U.S. Bureau of Labor Statistics. Local electrical contractor employment estimated at 13% of a market's construction employment, the national historical average. Electrical contractors and industrials account for an estimated 75% of all sales potential. *EM* factors in an additional 25% in local market potential to account for other local customer verticals.

# Around the Industry

*Continued from page 1*

20 years — while still staying true to its core purpose of bringing people together to learn, connect and move the industry forward.”

LEDucation introduced Designers Hours at the show this year, offering lighting designers, architects, interior designers, landscape architects, and engineers exclusive access to the show floor for two hours. Because of the positive feedback about this initiative the LEDucation will add another full day to the 2027 show,

## Multi-Billion Gulf Coast Energy Projects Break Ground

*Continued from page 1*

tion (+3.4% m/m) and healthcare (+9.7% m/m). Other institutional categories more than offset that growth, dropping 11.8% m/m. After a lackluster February, manufacturing construction also bounced back, increasing by +251.9% m/m. On a year-to-date basis through March, nonresidential starts are down -0.2%. Commercial and industrial construction gained +18%, while institutional starts are down -17.8% over the same period.

The largest nonresidential building projects to break ground in March were the \$3.4-billion Shintech Ethylene PEP-2 & Vinyl Chloride Monomer (SPP-4) in Plaquemine, LA; the \$2.4-billion Savannah River Plutonium Processing Facility project in Aiken, SC; and the \$953-million Port Terminal 1 Replacement project in Anchorage, AK.

For the 12 months ending March 2026, total nonresidential starts were up +6.5% compared to the 12 months ending March 2025. Commercial starts were up +19.2%; institutional starts decreased -5.7%; and manufacturing starts were up +20.2% over the same period.

**Residential.** Residential building starts grew by +2.6% in March to a seasonally adjusted annual rate of \$385 billion. Single-family starts decreased -5.3% m/m, and multi-family starts expanded by +15.3% m/m. On a year-to-date basis, residential starts are down -7.2%, with single-family starts down -14.1% and multi-family starts up +6.1%.

The largest multi-family structures to break ground in March were the \$727-million Discovery Park (PA 31) Apartments in Irvine, CA; the \$577-million Harborside 4 Residential Tower project Jersey City,

more time devoted exclusively to the architectural design community.

LEDucation will return to the New York Hilton Midtown on April 13–15, 2027 — expanding to a three-day format.

## QXO makes \$17 billion acquisition in building products market

While the latest acquisition by Brad Jacobs, QXO's CEO and chairman, is outside the electrical market, the company may be an M&A player to watch down the road.

NJ and the \$420-million 61 Broadway Residential Conversion project in New York, NY.

For the 12 months ending March 2026, total residential starts fell -5.3%. Single-family starts fell -15.7% compared to the 12 months ending March 2025, and multi-family starts increased +16.3% over the same period.

**Nonbuilding.** Nonbuilding construction starts jumped +37.9% in March to a seasonally adjusted annual rate of \$369 billion. Three mega-projects continued the flip-flopping streak in the electric power/utilities segment, which popped up +353.6% m/m in March. Miscellaneous nonbuilding increased as well, rising +44% over the month. Conversely, highways and bridges (-13.6% m/m) and environmental public works (-4.1% m/m) reversed gains from the previous month.

On a year-to-date basis through March, nonbuilding construction was up +6.4% alongside the +68.6% year-to-date growth in electric power/utilities. The remaining public works sectors, however, are seeing deeper year-to-date declines.

The largest nonbuilding projects to break ground in March included the \$2.5-billion Darden Clean Energy Project in Cantua Creak, CA; the \$2-billion Phase 1 Natural Gas Plant/Site Infrastructure in Panhandle, TX; and the \$2-billion CPV Basin Ranch Energy Center in Barstow, TX.

For the 12 months ending March 2026, total nonbuilding starts were up +15.8%. Environmental public works fell by -6.4% compared to the 12 months ending March 2025. Highway and bridge starts were down -1%; miscellaneous nonbuilding starts were up +34.9%; and utility/gas starts increased +52.3% over the same period.

Jacobs is widely respected throughout the investment banking industry and is seen as the wholesale-distribution business as fertile ground for consolidation through M&As. His latest acquisition, announced April 19 of TopBuild Corp. for approximately \$17 billion made headlines across the construction supplies industry because it made QXO an even bigger player in this arena.

The company provides installation and distribution services across residential, commercial, and industrial end markets, including insulation used in walls, attics, floors and roofing assemblies; complementary products such as gutters, fireproofing, and mechanical insulation; and specialized roofing systems for large-scale buildings such as airports, stadiums and warehouses. TopBuild operates more than 450 locations across the United States and Canada.

According to the press release announcing the acquisition, “TopBuild is the largest distributor and installer of insulation and related building products in North America. The combination will bring together QXO's leading positions in roofing, waterproofing, lumber-related building materials, and associated products with TopBuild's insulation capabilities, creating a higher-margin business with expansive value-added offerings for customers.

QXO completed another acquisition in building products with its \$2.25-billion purchase of Kodiak Building Partners, a distributor of lumber, trusses and other building materials. The release also said, “QXO will operate in an addressable market of more than \$300 billion and hold leadership positions in key building product verticals in North America: #1 in insulation; #2 in roofing; #1 in waterproofing; and #1 or #2 in the lumber and building materials sector, in key geographies served.”

Jacobs said in the release, “Over the past 11 months, we've built QXO into a market leader through more than \$13 billion of acquisitions, closing on Beacon in 2025 and Kodiak earlier this month. TopBuild will be our most significant acquisition yet, making QXO the second largest publicly traded building products distributor in North America, with more than \$18 billion of combined company revenue and more than \$2 billion of combined company adjusted EBITDA.”

Following the acquisition QXO will have approximately 28,000 employees and 1,150 locations in North America.

## Industry Events

*May 12-14, 2026*

**NAED Annual Conference**  
Orlando, FL; [www.naed.org](http://www.naed.org)

*June 13-16, 2026*

**EASA 2026 Convention & Solutions Expo**  
Orlando, FL; [www.easa.com](http://www.easa.com)

*June 15-17, 2026*

**Women In Industry Forum**  
Houston, TX; [www.naed.org](http://www.naed.org)

*June 18-21, 2026*

**NAED 2026 Lake Michigan Club**  
Grand Geneva, WI; [www.naed.org](http://www.naed.org)

*Aug. 3-5, 2026*

**NAED Marketing Conference**  
Indianapolis, IN;  
[www.naed.org](http://www.naed.org)

*Sept. 29-Oct. 1, 2026*

**IDEA E-Biz Conference**  
Denver, CO; IDEA;  
[www.idea4industry.com](http://www.idea4industry.com)

*Oct. 4-7, 2026*

**NECA Show and Conference**  
Las Vegas, NV; National Electrical Contractors Association;  
[www.necanet.org](http://www.necanet.org)

*Oct. 15-17, 2026*

**NEMRA Lighting Conference**  
Dallas, TX; National Electrical Manufacturers Association  
[www.nemra.org](http://www.nemra.org)

*November 10-12, 2026*

**NEMA Annual Meeting**  
St. Petersburg, FL; National Electrical Manufacturers Association  
[www.makeitelectric.org](http://www.makeitelectric.org)

*January 11-13, 2027*

**NAED Western Conference**  
Phoenix, AZ, National Association of Electrical Distributors (NAED)  
[www.naed.org](http://www.naed.org)

*January 31- February 3, 2027*

**NEMRA Annual Conference**  
Dallas, TX, National Electrical Manufacturers Representatives Association  
[www.naed.org](http://www.naed.org)

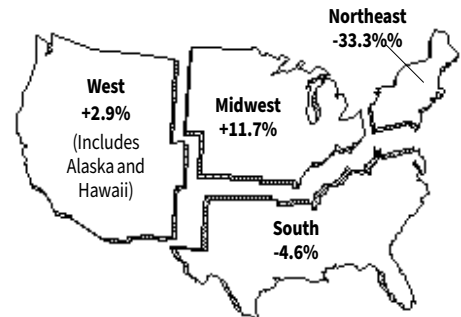
## January Total Housing Starts See Nice Boost in Monthly and Year-Over-Year Data

January housing starts were at a seasonally adjusted annual rate of 1,487,000, +7.2% above the revised December estimate of 1,387,000 and +9.5% above the Jan. 2025 rate of 1,358,000. Single-family housing starts in January were at a rate of 935,000, -2.8% below the revised December figure of 962,000.

“The single-family market has slowed as builders continue to deal with elevated construction costs while affordability conditions are a cause of concern for many potential home buyers,” said Bill Owens, chairman of the National Association of Home Builders (NAHB) and a home builder and developer

from Worthington, Ohio, in the press release. “Weather effects also likely depressed single-family construction in the Northeast.”

### Housing Starts by Region



### New Privately Owned Housing Units Started

(Thousands of units, seasonally adjusted annual rate)

Period	Total	1 Unit	5 Units or more	Northeast	Midwest	South	West
Jan. 2026 <sup>1</sup>	1,487	935	524	44	143	538	210
Dec. 2025 <sup>2</sup>	1,387	962	406	66	128	564	204
Nov. 2025 <sup>2</sup>	1,324	931	378	68	128	565	170
Oct. 2025	1,272	894	353	68	141	513	172
Sept. 2025	1,328	836	481	52	117	467	200
Aug. 2025	1,291	869	411	65	130	492	182
Jan. 2025	1,358	1,000	334	47	133	546	274

<sup>1</sup>-Preliminary; <sup>2</sup>-Revised; Source: U.S. Bureau of the Census. Note: The February & March housing data won't be available until April 27 because of the continuing impact of the government shutdown.

## Quiet Month for Most Products in EPI

EM's Electrical Price Index (EPI) for March didn't show much change with Electric Heating Equipment (+1.3%) the only category increasing more than +1% over February and the Total Index (-0.1%) holding steady at 227.6 points.

The year-over-year data was much more volatile with Boxes (+11.2%); Pole-Line Hardware (+11.1%); Switchgear (+14.2%); and Fuses (+11.2%) all up double digits over March 2025.

Note: All EPI series represent IHS Markit aggregates of Bureau of Labor Statistics' (BLS) producer price indices (PPIs). The revised data partly reflect redefinitions of specific PPIs by the BLS, but mostly reflect the rebenchmarking of all EPI price series to a 2012 base year. The four following EPI series have been affected by BLS redefinitions: boxes, conduit (fittings), nonmetallic conduit, and generators. Sources: U.S. Bureau of Labor Statistics; S&P Global

### Electrical Price Index — March 2026

2012=100	Mar. 2026	Feb. 2026	Mar. 2025	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	331.1	332.8	288.5	-0.5	14.7
Power Wire & Cable	531.6	531.6	495.3	0.0	7.3
Telephone	279.7	279.7	258.4	0.0	8.2
Hand & Power Tools	187.9	187.9	182.6	0.0	2.9
Elec. Heating Equip.	212.0	209.4	199.7	1.3	6.2
Residential Lighting	186.0	186.0	185.4	0.0	0.3
Industrial Fixtures	189.8	189.8	181.7	0.0	4.5
Fans & Blowers	218.3	218.1	213.0	0.1	2.5
Wiring Devices & Connectors	210.4	210.3	201.8	0.1	4.3
Pole Line Hardware	265.0	265.0	238.6	0.0	11.1
Boxes	279.6	280.3	251.5	-0.3	11.2
Conduit Fittings	234.6	233.3	230.8	0.6	1.7
Metal Conduit	287.1	287.0	270.9	0.0	6.0
Nonmetallic Conduit	248.4	247.2	237.2	0.5	4.7
Motors	232.2	233.0	212.7	-0.3	9.1
Generators	221.5	221.9	216.2	-0.2	2.5
Ballasts	243.2	243.2	232.1	0.0	4.8
Elect. Meas. & Integ. Inst.	157.6	157.6	147.9	0.0	6.6
Transformers	200.9	200.9	187.0	0.0	7.5
Panelboards & Switches	263.8	265.1	252.0	-0.5	4.7
Circuit Breakers	275.1	276.1	268.9	-0.4	2.3
Switchgear	309.9	310.8	271.4	-0.3	14.2
Fuses	272.8	272.4	245.3	0.1	11.2
Industrial Controls	251.3	251.3	238.5	0.0	5.4
Lamps	198.9	198.9	198.9	0.0	0.0
Appliances	142.0	142.0	138.7	0.0	2.3
Air Conditioners	217.1	217.6	212.8	-0.3	2.0
Fasteners	231.5	231.3	222.8	0.1	3.9
<b>Total Index</b>	<b>227.6</b>	<b>227.8</b>	<b>213.2</b>	<b>-0.1</b>	<b>6.7</b>

# Electrical Marketing's Leading Economic Indicators

**Builder confidence plummets in NAHB survey.** Builder confidence in the market for newly built single-family homes fell four points to 34 points in April, according to NAHB/Wells Fargo Housing Market Index (HMI). This is the lowest level since Sept. 2025.

“Builder sentiment has fallen back in spring as buyers face ongoing elevated interest rates and growing economic uncertainty,” said NAHB Chairman Bill Owens, a home builder and remodeler from Worthington, OH, in the press release “The year started with hopes for housing momentum growth, but risks with respect to the Iran war, energy costs, and declines for consumer confidence have slowed the market.”

“With oil prices higher in the U.S., 62% of builders reported suppliers have increased building material costs due to higher fuel prices, including gas and diesel,” added NAHB Chief Economist Robert Dietz. “Energy costs make up approximately 4% of residential construction material input and service costs. With near-term economic risks elevated, 70% of builders reported challenges pricing homes given uncertainty about material costs.”

**Architecture firm billings held steady in March.** The AIA/Deltek Architecture Billings Index (ABI) published monthly by the American Institute of Architects (AIA) scored 49.8 points, reflecting near-equal shares of firms reporting increases and decreases. This marks the closest the index has come to the 50-point growth threshold since early 2023.

New project inquiries rose steadily, and firm backlogs averaged 6.6 months, the highest since Dec. 2023. Multi-family residential backlogs grew from 5.4 months in December to 6.2 months in March, while institutional backlogs remained steady at 8.2 months. However, design contracts declined for the 25th consecutive month, with the slowdown worsening from

February. “While billings could soon see positive growth for the first time in three years, ongoing economic and geopolitical challenges, such as the Iran conflict and labor shortages, pose significant

risks to recovery,” said AIA Chief Economist, Richard Branch, in the release. “These external issues will have a significant impact on of construction activity in both the near and long term.”

## The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2025 annual
<b>CONSTRUCTION</b>							
New Construction Put in Place (billions of dollars, SAAR) <sup>2</sup>							
Total	JAN	2190.42	2149.12	1.9	2169.60	1.0	2167.59
Offices	JAN	93.21	89.13	4.6	88.92	4.8	89.80
Industrial	JAN	195.31	224.95	-13.2	229.89	-15.0	219.05
Housing Starts (Thousands of units, SAAR) <sup>2</sup>							
Total	JAN	1487	1282	16.0	1358	9.5	1357
Single-unit	JAN	935	949	-1.5	1000	-6.5	943
Mobile Home Shipments <sup>3</sup> (thousands of units, SAAR)							
	FEB	98	106	-7.5	108	-9.3	103
Employment, Construction Workers (thousands) <sup>4</sup>							
	MAR	8108	8326	-2.6	8049	0.7	8267
Employment, Electrical Contractors (thousands) <sup>4</sup>							
	FEB	1123.5	1116.5	0.6	1116.0	0.7	1116.8
Hourly Wage, Electrical Contractors <sup>4</sup>							
	FEB	41.48	39.73	4.4	38.63	7.4	39.83
<b>PRODUCTION</b>							
Industrial Production Index (1967=100) <sup>5</sup>							
	MAR	101.8	101.0	0.8	101.0	0.7	101.2
Construction Supplies Production Index <sup>5</sup> (1977=100-SA)							
	MAR	100.1	99.2	0.9	100.3	-0.2	99.4
Employment in Electrical Equipment & Supplies Mfg. Production workers (Thousands) <sup>4</sup>							
	FEB	166	160	3.8	158.6	4.7	161.4
Weekly hours							
	FEB	41.3	42.5	-2.8	40.8	1.2	41.3
Hourly wage							
	FEB	30.09	28.53	5.5	27.42	9.7	28.15
Electric Power Output Index (1967=100) <sup>5</sup>							
	MAR	110.0	107.1	2.7	106.8	3.0	108.9
Machine Tool Orders* (millions of dollars) <sup>6</sup>							
	FEB	483.01	382.51	26.3	377.84	27.8	471.51
Industrial Capacity Utilization (percent, SA) <sup>1</sup>							
	MAR	75.34	75.47	-0.2	75.79	-0.6	75.44
<b>TRADE</b>							
Electrical Mfrs' Shipments							
	FEB	4,934	4,497	9.7	4,540	8.7	4,698
Electrical Mfrs' Inventories (millions of dollars, SA) <sup>2</sup>							
	FEB	10,255	10,029	2.3	9,907	3.5	10,104
Electrical Mfrs' Inventory-to-Shipments Ratio							
	FEB	2.078	2.230	-6.8	2.182	-4.8	2.152
Electrical Mfrs' New Orders (millions of dollars, SA) <sup>2</sup>							
	FEB	4,781	4,482	6.7	4,616	3.6	4,773
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) <sup>2</sup>							
	FEB	27,794	26,865	3.5	26,878	3.4	26,932
Exports, Electrical Machinery (f.a.s. value in millions of dollars) <sup>2</sup>							
	FEB	8,365	8,085	3.5	7,732	8.2	97,543
U.S. Dollar vs. Other Major Currencies (1973=100) <sup>5</sup>							
	MAR	113.51	116.01	-2.2	119.80	-5.2	116.63
<b>PRICES &amp; INTEREST RATES</b>							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)							
	MAR	275.8	257.5	7.1	257.4	7.1	259.4
Electrical Price Index (Electrical Marketing, 1997=100)							
	MAR	227.6	218.4	4.2	213.2	6.7	218.6
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)							
	MAR	372.8	362.6	2.8	361.1	3.3	362.8
Copper Prices (Metals Week, cents per pound)							
	MAR	566.16	464.15	22.0	491.29	15.2	481.81
Prime Rate <sup>5</sup>							
	MAR	6.75	7.5	-10.0	7.5	-10.0	7.37
Federal Funds Rate <sup>5</sup>							
	MAR	3.64	4.33	-15.9	4.33	-15.9	4.21
Mortgage Rate <sup>7</sup>							
	MAR	6.18	6.82	-9.4	6.65	-7.1	6.60

Sources: <sup>1</sup>Dodge Construction Network; <sup>2</sup>Dept. of Commerce; <sup>3</sup>Manufactured Housing Institute; <sup>4</sup>Dept. of Labor; <sup>5</sup>Federal Reserve Board; <sup>6</sup>The Association for Manufacturing Technology; <sup>7</sup>Federal Home Loan Bank Board.

Note: Some figures shown—prime rate, for example—are averaged for month. NYA—not yet available SA—seasonally adjusted. SAAR—seasonally adjusted annual rate. Source for chart: Global Insight.

For further information about construction starts, please contact Dodge Analytics at 1-877-784-9556

# People

*HellermannTyton (Milwaukee, WI):* **Terry Tuttle**, who has served as president of HellermannTyton North America since 2017, has been promoted to regional president Americas for the company, according to a post at [www.biztimes.com](http://www.biztimes.com). The post said she will manage operations in South and North America.

*Signify (Somerset, NJ):* **Kevin Poyck**, president, Genlyte, Color Kinetics and Entertainment Business Unit is retiring from Signify, as of May 1. **Christy Tilton** will be appointed as president of Genlyte Solutions, while Sameer Sodhi will continue to lead the global Color Kinetics and Entertainment businesses.

Since joining Signify in 2021, Tilton has driven strategic partnerships with sales agents and supporting customers in adopting energy-efficient LED and connected lighting solutions. She has also served on boards and committees for the National Association of Electrical Distributors (NAED) and the National Electrical Manufacturers Representatives Association (NEMRA), among others. She has had experience at Signify in sales, marketing, commercial operations, offer development, manufacturing and quality.

Poyck joined the company in 2019, bringing extensive leadership experience across industries and disciplines. In his time with Signify, he has focused on driving commercial excellence and competitive service in the US, Canada, Mexico and Latin America. According to the press release, Poyck was instrumental in establishing Genlyte Solutions as an integrated, end-to-end professional business, guiding the organization through the challenges of the COVID-19 pandemic, advancing employee engagement and building a culture of inclusion. He also represented Signify on the National Electrical Manufacturers Association (NEMA) board of directors.

*Affiliated Distributors (AD) (Wayne, PA):* **Chris Marlow** will join AD as president of its Independent Electrical Supply Division (IESD), effective May 1. He has more than 25 years of leadership experience in the electrical industry, including posts with ABB, Cerrowire and Southwire, and has a MBA from Auburn University and a bachelor's degree from the University of West Georgia.

Marlow will succeed Karen Baker, who

announced her retirement earlier this year. AD said in the press release that it's grateful for Karen's leadership, service and how she helped grow the division and position IESD for continued success.

In his new role, Marlow will lead the division and work in close partnership with AD leadership, the IESD Board and AD's member and supplier partners. His focus will include strengthening engagement across the division and advancing strategies that help Affiliated Distributors members compete and win in an increasingly dynamic marketplace. Marlow will also engage key stakeholders across the electrical industry while building upon IESD's strong legacy and proven track record of success.

Marisol Fernandez, president of AD's Electrical and Industrial Business Unit, said in the press release, "Chris is a highly regarded and respected leader within the electrical segment. His industry experience, market insights and commitment serving independent distributors will be a tremendous asset to our team. I am looking forward to partnering with him and our Divisional Board to build the next chapter in IESD's future."

"Throughout my career, I have had the great pleasure of working for several outstanding manufacturers alongside the best distributors in the business," said Marlow in the press release. "I have a passion for people, relationships and growing together in this remarkable industry. I am honored to be joining AD and to be leading their largest division. I look forward to working closely with our best-in-class independent distributors, supplier partners, and the incredible team of AD associates. What a wonderful time it is to be in the electrical industry."

*UCL Swift (Carrollton, TX):* **Jamie Brookover** joined the company earlier this year as Territory sales manager, according to a LinkedIn post. He was previously with Brother Mobile Solutions.

*M. K. Morse Co. (Canton, OH):* **Jennifer Moore** was hired as Commercial Product Manager. With more than two decades of marketing and product management experience, Moore has an extensive track record of driving profitable growth and expanding market share through performance marketing, brand development and a customer-centric strategy.

Moore will focus on aligning product, marketing and sales to support Morse's continued delivery of innovative, high-quality solutions across the company's target power tool & accessory markets, including construction, plumbing, electrical, HVAC, automotive, demolition and DIY.

*Schneider Electric (Brentwood, TN):* **Bradford Wills** was promoted to director of U.S. Residential Sales, according to a LinkedIn post. He was previously director of Strategic Customers & Programs.

*Bell & McCoy Companies (Houston, TX):* **Jonathan England** was promoted to general manager of the company's Arkansas Supply business. He was the company's sales manager and previously worked as a regional manager outside of the electrical industry. In 2025, he was named Bell & McCoy's Employee of the Year.

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