Joint Supply Chain Practice Group and Supplier Sharing Call

February 2nd, 2026 – 2pm-3pm ET

Guidelines for this meeting

- This is an open meeting
- Some participants of this meeting are not employees of NATF member companies
  - Do not share confidential information
  - Avoid conduct that unreasonably restrains competition
  - Adhere to your organization's standards of conduct
  - Do not share intellectual property unless authorized

Agenda

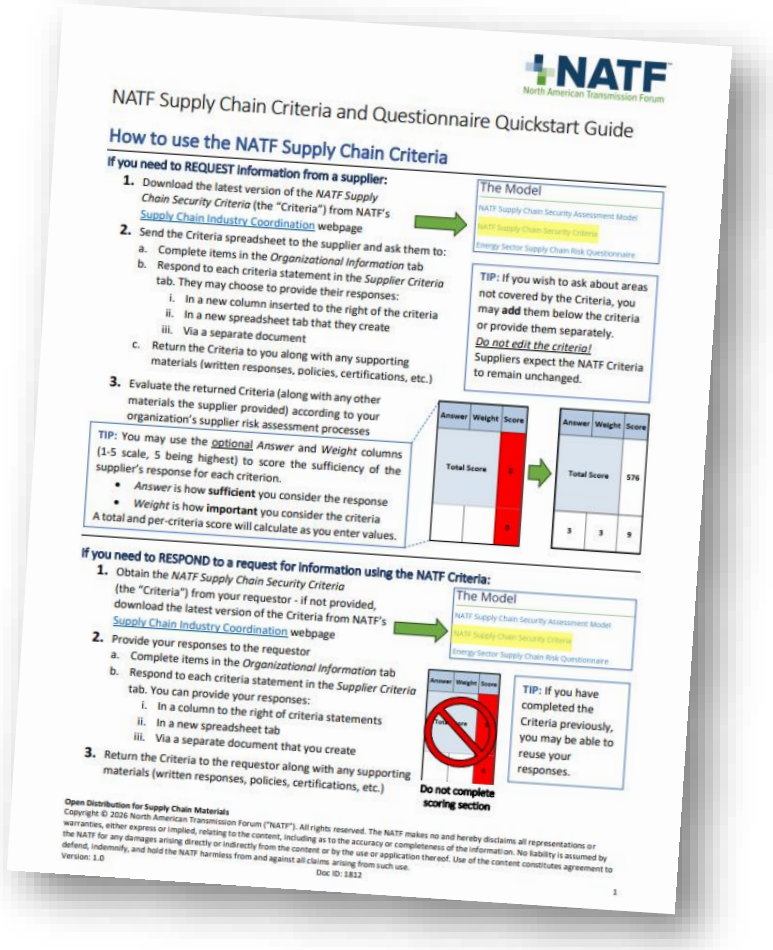
- Supply chain program updates
- Grid reliability report and market update
- NEMA's Make It American program
- Foreign Entity of Concern (FEOC) regulations
- Sourcing requirements Q&A

Supply chain program updates

David James Earley, NATF

NATF Supply Chain Criteria & Questionnaire Quickstart Guide

- Newly released guide for using the NATF Criteria and Questionnaire
- Step-by-step instruction for entities and suppliers
- Available on NATF's Supply Chain Industry Coordination webpage:
  - https://www.natf.net/industry-initiatives/supply-chain-industry-coordination


NATF Supply Chain Criteria and Questionnaire Quickstart Guide

How to use the NATF Supply Chain Criteria

If you need to REQUEST information from a supplier:

1. Download the latest version of the *NATF Supply Chain Security Criteria* (the "Criteria") from NATF's Supply Chain Industry Coordination webpage
2. Send the Criteria spreadsheet to the supplier and ask them to:
   a. Complete items in the *Organizational Information* tab
   b. Respond to each criteria statement in the *Supplier Criteria* tab. They may choose to provide their responses:
      i. In a new column inserted to the right of the criteria
      ii. In a new spreadsheet tab that they create
      iii. Via a separate document
   c. Return the Criteria to you along with any supporting materials (written responses, policies, certifications, etc.)
3. Evaluate the returned Criteria (along with any other materials the supplier provided) according to your organization's supplier risk assessment processes

The Model

TIP: If you wish to ask about areas not covered by the Criteria, you may **add** them below the criteria or provide them separately. *Do not edit the criteria!* Suppliers expect the NATF Criteria to remain unchanged.

TIP: You may use the optional *Answer* and *Weight* columns (1-5 scale, 5 being highest) to score the sufficiency of the supplier's response for each criterion.
- *Answer* is how **sufficient** you consider the response
- *Weight* is how **important** you consider the criteria

A total and per-criteria score will calculate as you enter values.

If you need to RESPOND to a request for information using the NATF Criteria:

1. Obtain the *NATF Supply Chain Security Criteria* (the "Criteria") from your requestor - if not provided, download the latest version of the Criteria from NATF's Supply Chain Industry Coordination webpage
2. Provide your responses to the requestor
   a. Complete items in the *Organizational Information* tab
   b. Respond to each criteria statement in the *Supplier Criteria* tab. You can provide your responses:
      i. In a column to the right of criteria statements
      ii. In a new spreadsheet tab
      iii. Via a separate document that you create
3. Return the Criteria to the requestor along with any supporting materials (written responses, policies, certifications, etc.)

The Model

Do not complete scoring section

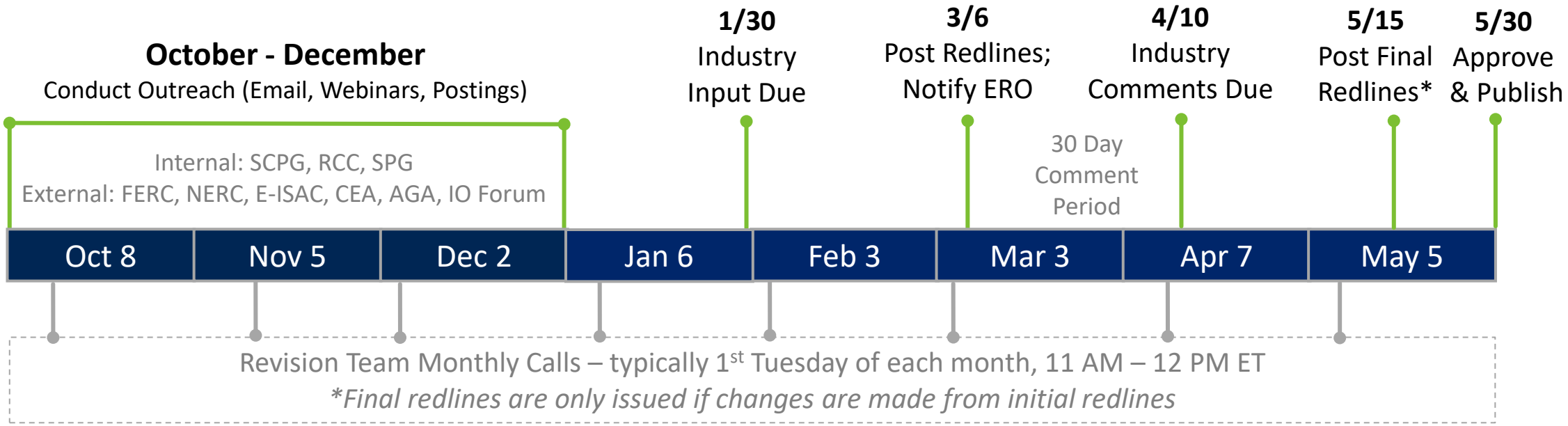
TIP: If you have completed the Criteria previously, you may be able to reuse your responses.

Open Distribution for Supply Chain Materials

Version: 1.0
Doc ID: 1812

Criteria and Questionnaire Revision Update

2026 Annual Revision Process (v7) Timeline



Questions?

Grid reliability report and market update

Bridget Bartol, NEMA

David E.

Meeting Demand: Unlocking Grid Flexibility

Bridget Bartol

Executive Director, Grid, Industry & Regulatory Affairs

National Electrical Manufacturers Association

February 2, 2026

Open Distribution for Supply Chain Materials

Introduction

NEMA's Grid Reliability Study

America's electrical system faces dramatic changes over next 25 years

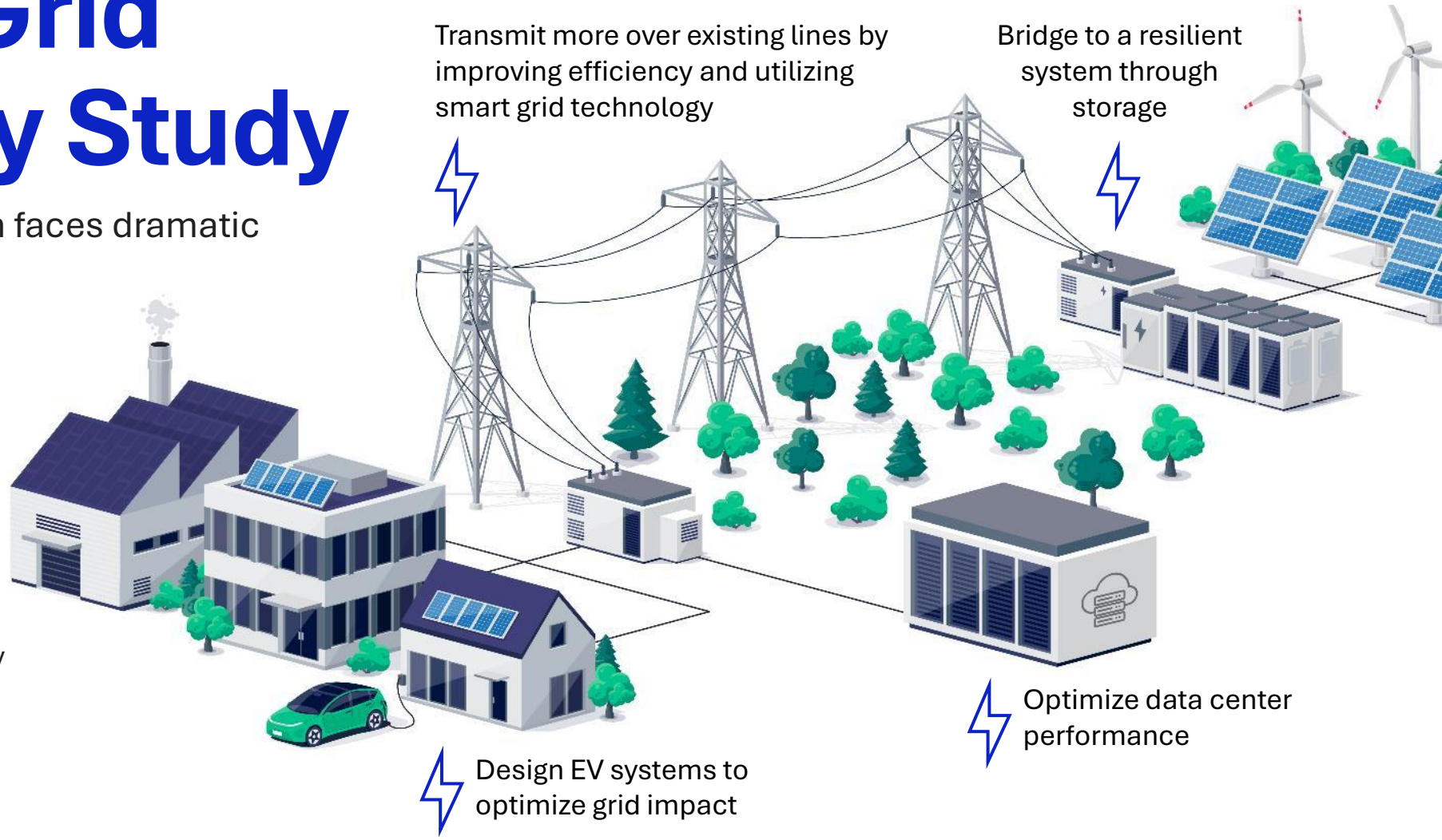
Increased Demand

Electricity demand will grow by more than 55%

New Policies

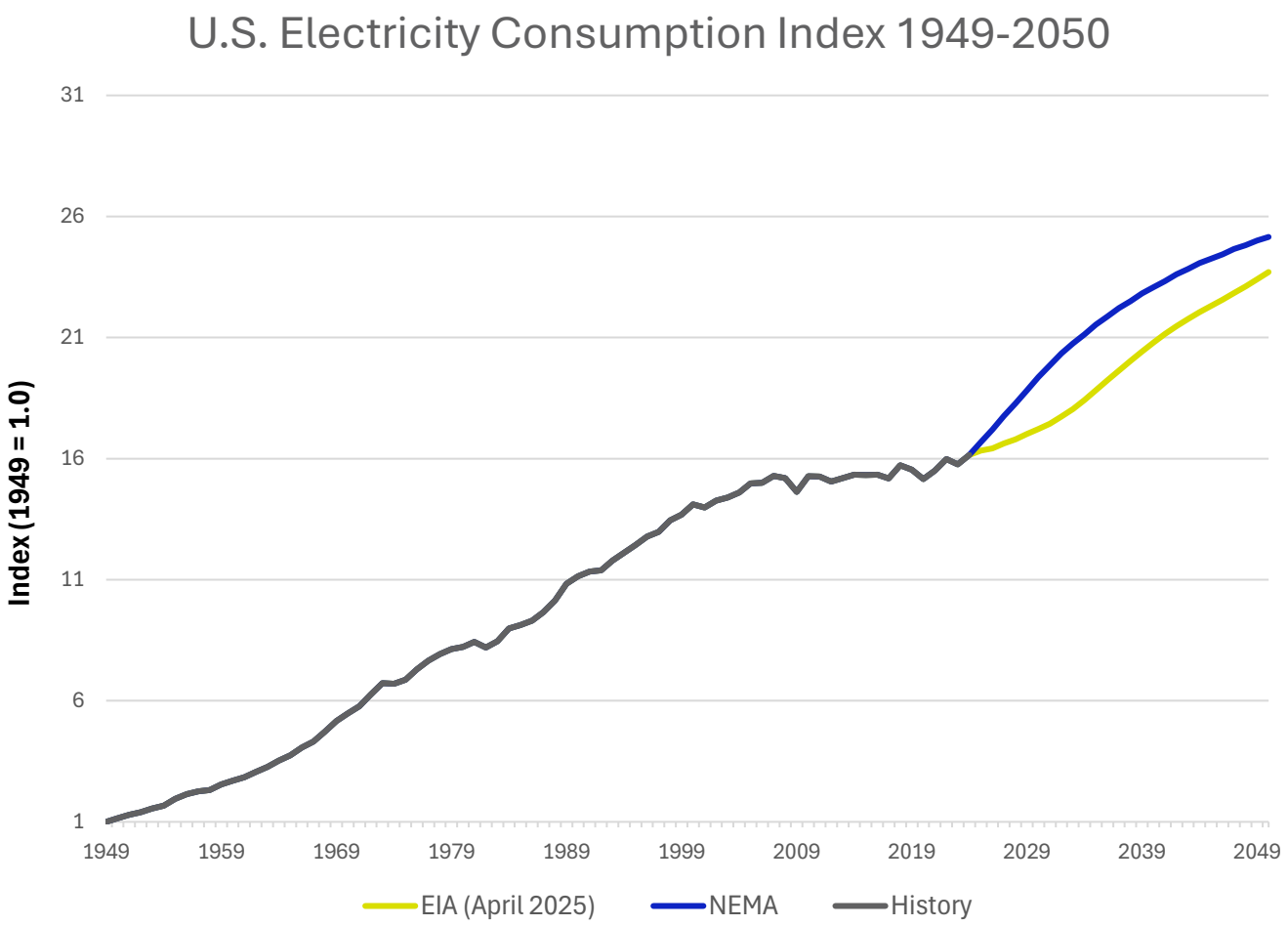
Critical new policies and regulatory certainty are needed to deliver a flexible, stable, more resilient grid

Urgent need to invest in technologies to meet coming demand in an all-of-the-above energy ecosystem



Demand Outlook

Electricity Demand Surges Through 2050



Electricity consumption is projected to grow in unprecedented ways

- **300%** projected growth in data center energy consumption over next 10 years
- **2000%** projected growth in E-mobility power consumption through 2050
- Electricity projected to grow from 18% of final energy use to **~28% by 2050**

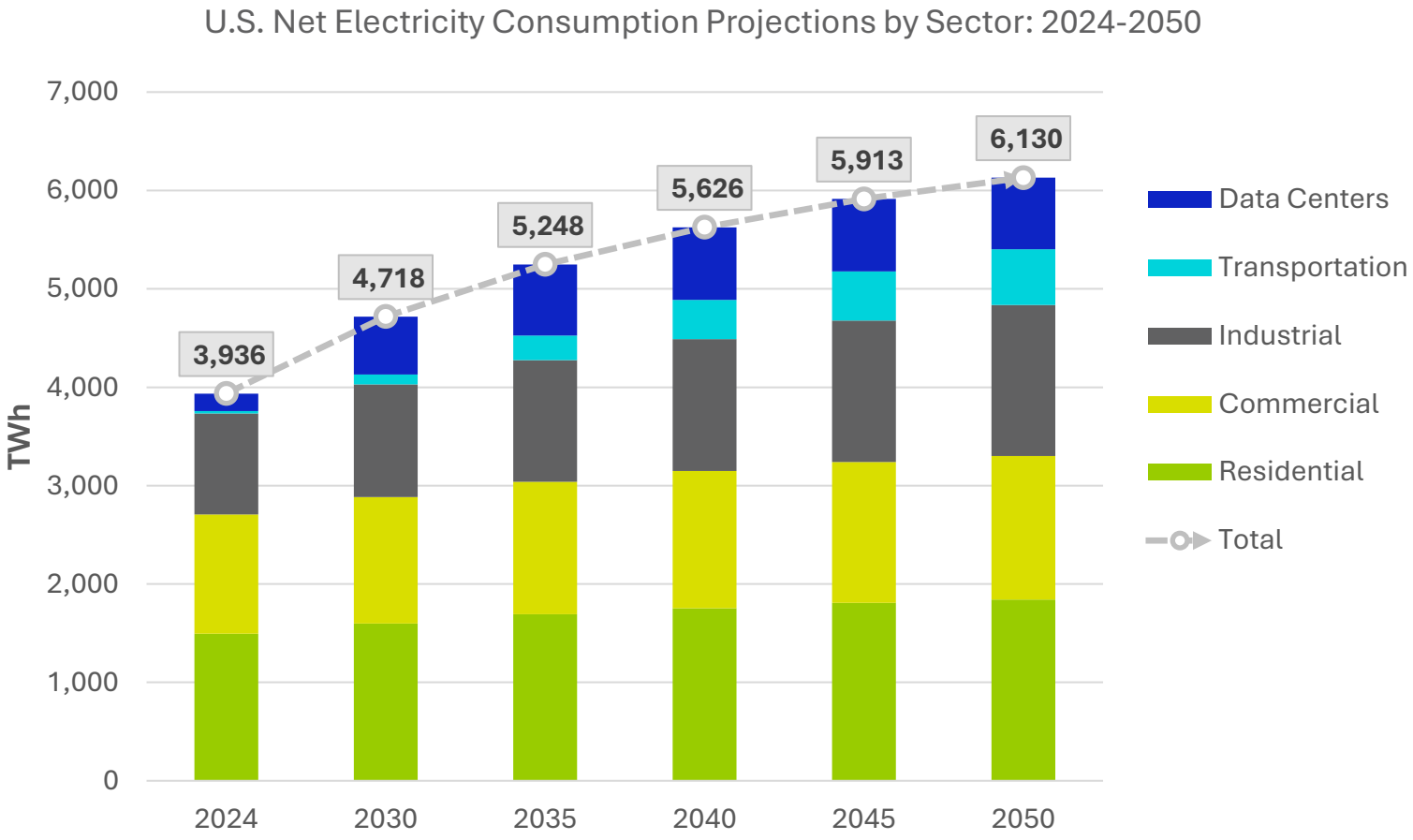
Regionality in generation and consumption adds complexity

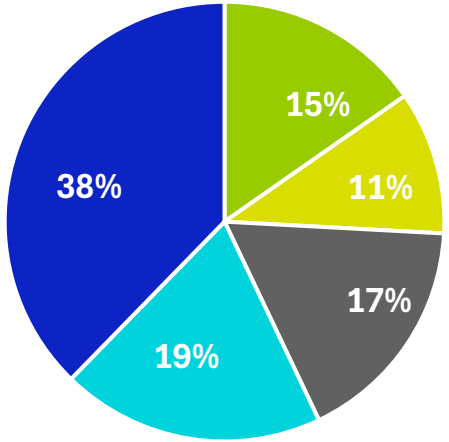
- Mid-Atlantic and Texas will see largest **data center** electricity demand growth through 2035
- Northeast and West will experience largest electricity demand growth from **EVs** through 2050
- Storage, wind, and solar generation will increase by **300%**
- Renewables will **exceed 50% of generation** capacity in Western U.S., New York, and Southeast

Adoption of new technologies and supporting policies needed to meet demand growth

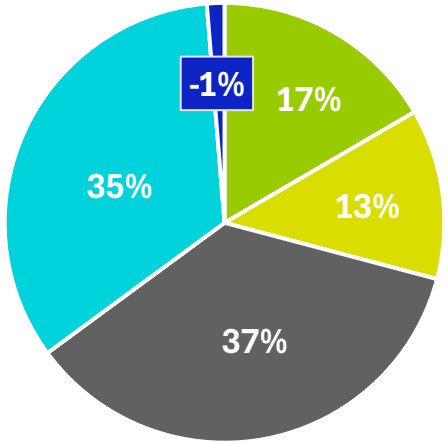
Demand Outlook

Data Centers Lead Demand Growth Ahead of Industrial and Transportation





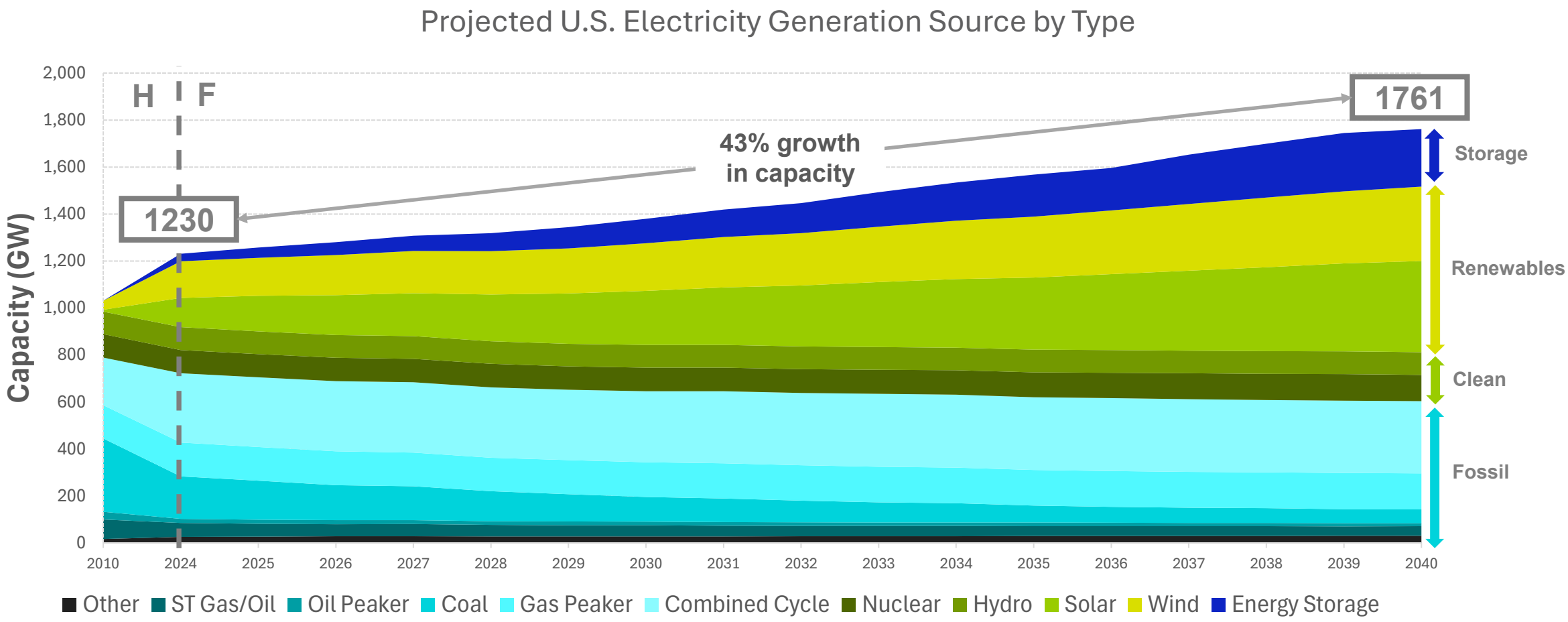
1,478 TWh of Growth by Sector (2024 to 2037)



645 TWh of Growth by Sector (2038 to 2050)

Generation Outlook

Seismic Change in Grid Generation Mix



Grid Sector Influence

Grid Sector Leadership Committee

Executive-level engagement that provides diverse views and enhances NEMA efforts across the matrixed teams and member committees.

Partner

Engagement with utilities and other stakeholders to build valuable connections and offer policy solutions for grid challenges.

Advocate

Evaluate the shifting federal and state policy landscape and take action to produce favorable outcomes.

Innovate

Develop standards and other technical work that anticipates grid evolution and enhances policy positions.

Grid Sector Strategy

Priority Issues

Grid reliability and flexibility in response to demand growth

Supply chain resilience

Permitting and siting

Integration of renewables, energy storage, microgrids

Grid-edge technologies

Increased state engagement with PUCs and other regulators

Increased engagement with utilities and their associations

Cross-Sector Issues

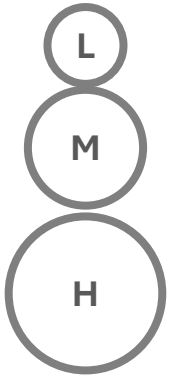
Cybersecurity

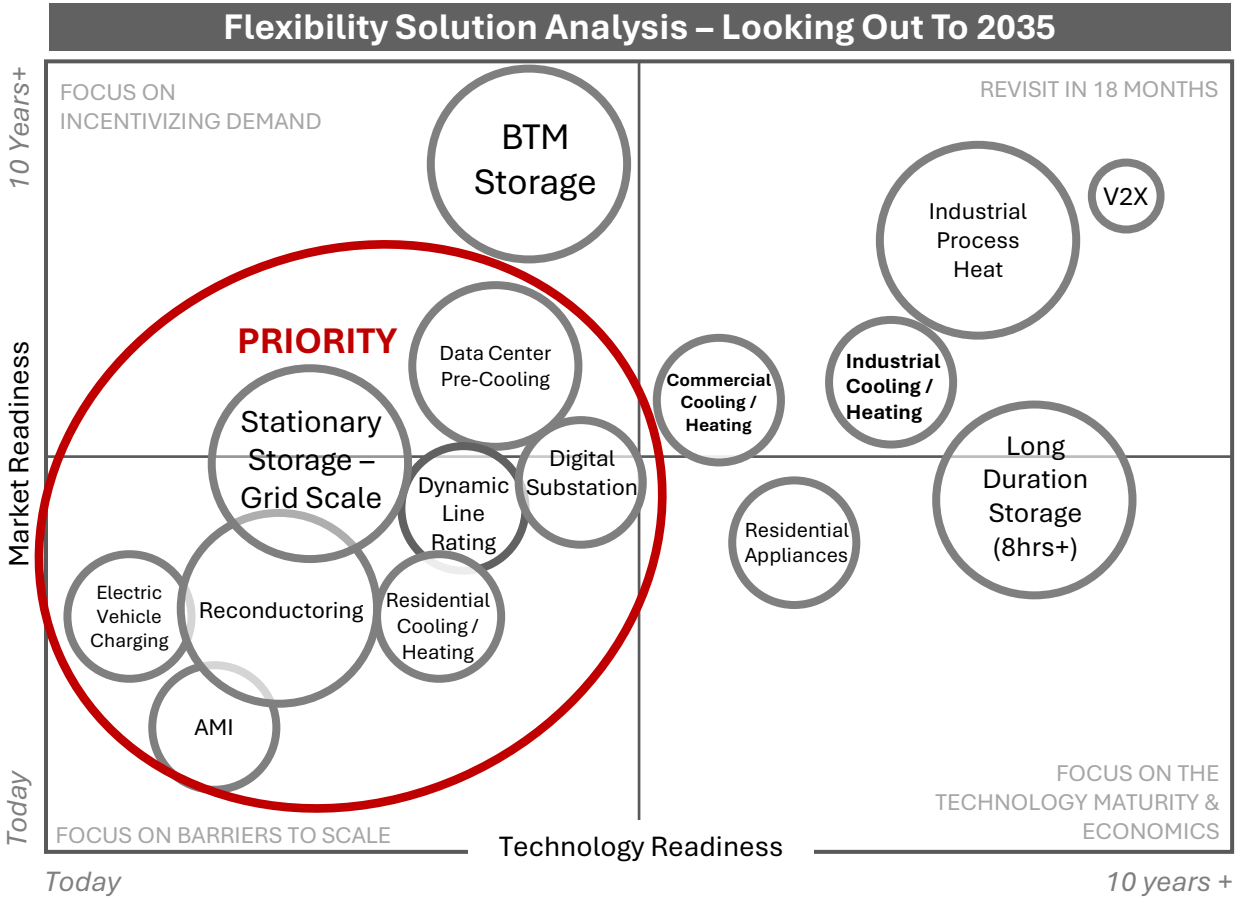
Workforce development

Trade

Innovative Technologies Unlock Hidden Capacity

Market Growth Potential to 2035





Transmit More Over Existing Lines

- Improve transmission efficiency and reduce power losses by upgrading lines (reconductoring, **110 GW grid capacity;** dynamic line rating**, 80 GW capacity relief**)
- Deploy smart grid tech to manage supply and demand (digital substations, advanced metering infrastructure, **25 GW capacity relief**)

Optimize Data Center Performance

- Deploy energy-saving and peak-shifting technologies
- Leverage pre-cooling, storage, and microgrids to reduce grid impact, improve reliability, and reduce costs

Bridge to a Resilient System via Storage

- Enhance grid stability by storing excess energy for use during peak demand (**75 GW transmission capacity**)

Design EV Systems to Optimize Grid Impact

- Use EVs as mobile energy assets to balance supply and demand
- Optimize smart charging and demand shifting to reduce grid stress

Technology Leadership: Grid

Key Partnerships

North American Electric Reliability Corporation; Utility Trade Associations (EEI, APPA, NRECA); Electric Utilities; Smart Electric Power Alliance; Electric Power Research Institute; IEEE

Battery Energy Storage Systems

- **Grid-scale and behind-the-meter energy storage*** standard
- Technical guidance for integration of renewables with **long-term storage***
- Installation requirements; safety training for first responders

Inverters & Transformers

- Technical guidance to define smart inverter use cases (e.g., data centers)
- Collaboration with utilities and NERC on inverter and transformer stds.
- Design considerations for transformers in data centers
- White paper on readiness of solid-state transformers & std. gaps

Grid Edge Intelligence & Control

- Microgrid Control System Performance standard
- Develop document on grid edge technologies
- Flexible AC Transmission Systems Landscape document
- Multiple standards on **advanced metering infrastructure (AMI)***
- **Digital substation*** stds. on DER transfer trip and volt/VAR optimization

*** Grid Flexibility Study Tech Priority**

Technology Solutions

NEMA Supports a Stable System

Over the next 15 years, the amount of storage connected into the U.S. electricity grid will grow by 1100%

Grid-Scale Energy Storage

Large-scale energy storage systems stabilize the grid, store excess renewable energy, and provide critical backup power, ***ensuring reliability and flexibility*** for fluctuating electricity demand.

Behind-the-Meter Energy Storage

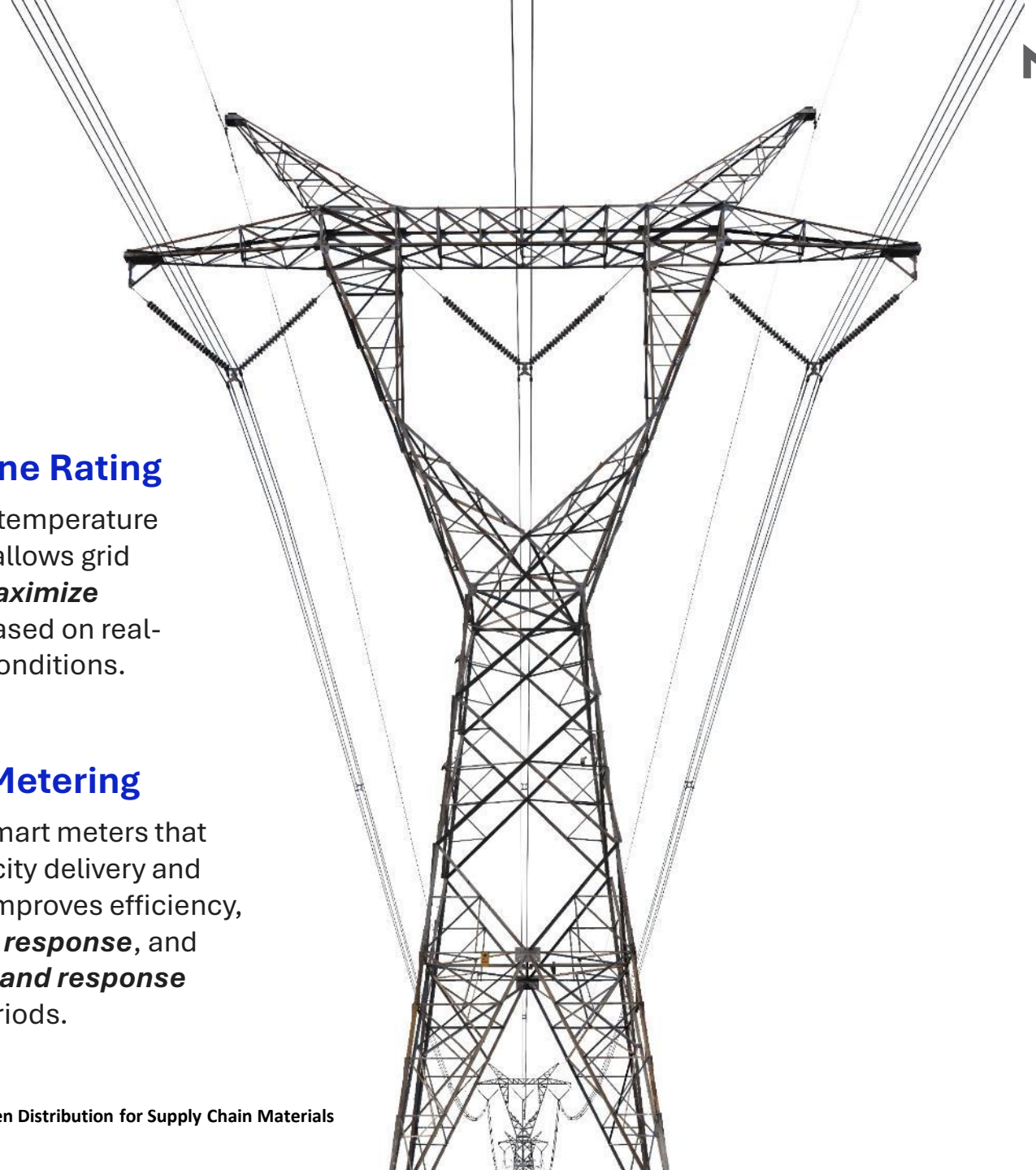
Customer-sited storage solutions optimize energy use, ***reduce grid strain*** during peak demand, and enhance resilience by providing localized backup power and demand-side flexibility.

Long-Duration Energy Storage

Extended-duration storage technologies supply power over hours or days, ***mitigating intermittency*** and strengthening grid reliability during prolonged low-generation periods.

Technology Solutions

Transmit More Over Existing Lines



Reconductoring

Replacing existing power lines with advanced conductors can quickly ***boost capacity*** by reducing sag and increasing efficiency.

Dynamic Line Rating

Monitoring the temperature of power lines allows grid operators to ***maximize power flows*** based on real-time weather conditions.

Digital Substations

Adding sensors and communication networks to monitor and control distribution systems increases capacity***, improves reliability***, and enhances safety.

Advanced Metering

Upgrading to smart meters that analyze electricity delivery and consumption improves efficiency, speeds ***outage response***, and facilitates ***demand response*** during peak periods.

Levers to Meet Demand

Electrical infrastructure is essential to these goals, and U.S. manufacturers are doing their part, investing more than $185 billion in the U.S. to increase domestic manufacturing since 2018

Regulatory Changes

Tracking & Engaging FERC, NERC and DOE Actions

Legislative Solutions

Permitting reform
Funding for supply chain investment

NEMA Actions

Digital Substation Standards
Purchase Guidelines for High Voltage Insulators
Standard for Electrical Connectors (Revisions underway)

Make it Electric

www.makeitelectric.org

Open Distribution for Supply Chain Materials

Questions?

Make It American Program

Alexa Burr, NEMA

David E.

MAKE IT AMERICAN™

Alexa Burr
alexa.burr@nema.org
202-997-6206

Corey Ruple
corey.ruple@nema.org
202-509-3003

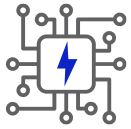
makeitamerican.org

NEMA Make It American Program

Navigating BABA and Other Domestic Content Rules

2021: Bipartisan Infrastructure Law and "Build America, Buy America Act Provisions"

- **Driving domestic manufacturing** through domestic content requirements
- **55% compliance** for manufactured products



BABA rules challenging for NEMA members

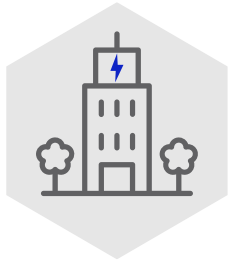
- **Billions invested by NEMA members** in jobs and resources to electrify aging infrastructure

2024: NEMA Board of Directors - Opportunity to Assist Members

- Need for **clarity and level playing field** for achieving domestic content requirements
- Navigate through the complex set of **agency-by-agency requirements**
- Desire for **tools and resources**
- Overall market need to obtain BIL funding by **demonstrating BABA conformance**

NEMA Make It American Program

Resources, Tools, Government/Key Partner Outreach, and Certification



Resource Center

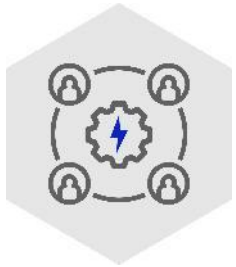
- Resources
- Advocacy Documents
- BABA On-Demand Legal Resource Center
  - 1:1 Legal Consultation

Certification

- Option for organizations to obtain:
  - Process Certification
  - NEMA BABA Product License
- NEMA-licensed "NEMA Domestic Content"

Process Standard & Product Specifications

- NEMA 70901-2024 Process Standard: BABA Supply Chain Evaluation & Assurance Process *(applies to all manufacturers)*
  - NEMA BABA Product Specifications:
    - Connected Building Systems & Controls
    - Grid Management & Automation
    - Low Voltage Distribution Equipment
    - High- and Medium- Voltage Distribution Equipment
    - Variable Frequency Drives
    - Wire & Cable
    - Electric Motors



Government & Key Partner Outreach

- Federal and State agency officials
- Significant support and endorsement
- Industry leadership and government efficiency
- Public listing of NEMA-certified companies, facilities, and products

Open Distribution for Supply Chain Materials

Government Recognition & Key Partner Outreach

October 2025

The **Federal Highway Administration (FHWA)** lists NEMA's Make It American program as one of just two official certification resources for USDOT's domestic content rules.

Ongoing outreach to federal and state agencies - receiving significant enthusiasm and support

Federal

- White House
- OMB
- Commerce
- DOT
- DOE
- EPA
- HUD

State DOT agency officials (PA, CT, DE, OH, FL, TX, etc.)

Capitol Hill Engagement

- **Surface Transportation Reauthorization**
- **Influencing FEOC language**
- **Senate EPW**
- **House Transportation & Infrastructure Committee**

NEMA Make It American Certification Program

Process & Product Certification

Organizations opt to certify a facilities **process and products** *(optional)*

Third-party expert audit to determine company's conformance to supply chain evaluation process standard and their application of product-specific criteria

Successful completion of audit(s) results in NEMA-issued **certification mark(s)** for use at facility and product level*

Enhances credibility and provides confidence for both **companies and regulatory agencies**

NEMA Make It American Certification Program

Audits & Basic Requirements

Audit Service Providers (ASPs)

intertek Total Quality. Assured. SGS UL Solutions

On-site visit and review of written processes

Implementation of NEMA Process Standard (70901-2024) is foundation; required for BABA product certifications

Audit time estimates:

- 1.5 days for process standard audit at first facility (+1 day for additional facilities)
- 1.5 day for BABA product certification audit

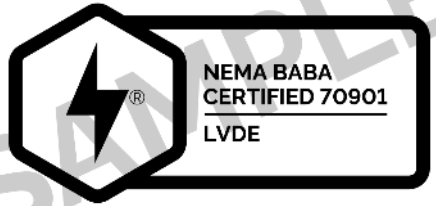
3-year certification cycle with annual surveillance audits

Program Certification & Licensing Marks

Process & Product Certification

NEMA 70901-2024 Process Certification Mark

- Supply Chain Evaluation (facility level)
- Mark Usage:
  - Facility level
  - Corporate website – *identify facility certified*



NEMA BABA Product License Marks

- BABA Product Specification Certification
- Mark Usage:
  - Corporate website
  - Marketing materials
  - Product packaging

NEMA provides Branding Guidelines and Promotional Toolkit

Make It American™ BABA Product Specifications

Published Specifications

- Low Voltage Distribution Equipment
- Wire & Cable
- High- and Medium- Voltage Distribution Equipment
- Connected Building Systems & Controls
- Grid Management & Automation
- Variable Frequency Drives and Drive Systems
- Motors Systems (incl. Submersible Pumps)

In Development

- EV Supply Equipment
- Changeable Messaging Signs
- Intelligent Transportation System Devices
- Industrial Automation Systems/Controls

Future Specs

- Transformers
- Wiring Devices
- Additional Wire & Cable (different scope from 70901-2-2024)
- Gearmotors
- Fire & Life Safety
- Lidar
- Smart Meters

Make It American™ BABA Registry

makeitamerican.org/registry

COMPANY	FACILITY CITY	FACILITY STATE	FACILITY CERTIFICATION NUMBERS	NEMA BABA PRODUCT LICENSE(S)	STATUS
ABB	Mebane	NC	NEMA-00-11	LVDE-01-03 HMVDE-03-01	Active
ABB	Fort Smith	AR			Pending
ABB	Pinetops	NC			Pending
ABB	Arecibo	PR			Pending
ABB	Selmer	TN			Pending
Danfoss	Loves Park	IL	NEMA-00-9		Active
	Milwaukee	WI	NEMA-00-10		Active
EATON Powering Business Worldwide	Cleveland	TN	NEMA-00-6	LVDE-01-04	Active
FT FULLTRADES™	Roswell	GA	NEMA-00-8		Active
MASTER	Lake Bluff	IL	NEMA-00-7		Active
prysmian ENCORE WIRE	McKinney	TX	NEMA-00-12	WE-02-02	Active

COMPANY	FACILITY CITY	FACILITY STATE	FACILITY CERTIFICATION NUMBERS	NEMA BABA PRODUCT LICENSE(S)	STATUS
Schneider Electric	Fairfield	OH	NEMA-00-4		Active
Schneider Electric	El Paso	TX			Pending
Schneider Electric	El Paso	TX			Pending
Schneider Electric	El Paso	TX			Pending
Schneider Electric	El Paso	TX			Pending
Service Wire Co.	Phoenix	AZ			Pending
Service Wire Co.	Houston	TX			Pending
Service Wire Co.	Culloden	WV			Pending
SIEMENS	Spartanburg	SC	NEMA-00-3	LVDE-01-01	Active
Southern Pipe, Inc.	New London	NC			Pending
Southwire	Carrollton	GA	NEMA-00-1	WC-02-01	Active
	Carrollton	GA	NEMA-00-2		Active
TESCO	Bristol	PA	NEMA-00-5	LVDE-01-02	Active

Leveraging Make It American™ for Broader Manufacturing Sector

Scalable Across Industries: NEMA's BABA Process Standard (70901-2024) is a flexible framework suitable for any U.S. manufacturing facility seeking to demonstrate domestic content.

Collaborative Expansion: Forge partnerships with trade associations and manufacturers in adjacent sectors to broaden adoption and increase market penetration.

Standards Leadership: Utilize NEMA's role as a Standards Development Organization (SDO) to create new BABA product specifications tailored to diverse manufacturing categories.

Amplified Market Impact: Work with federal agencies and stakeholders to drive broader recognition and acceptance of Make It American™ certification marks across procurement and supply chains.

Questions?

Alexa Burr
alexa.burr@nema.org
202-997-6206

Corey Ruple
corey.ruple@nema.org
202-509-3003

Questions?

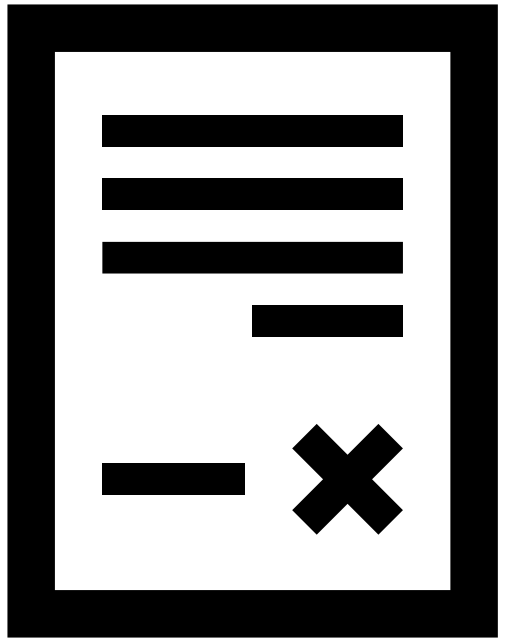
Foreign Entity of Concern Regulations: New rules for 2026

Frank Harrill, SEL

David E.

What is a FEOC?

- Foreign Entities of Concern (FEOC) is a term used by the “One Big Beautiful Bill Act” (H.R.1) and Infrastructure Investment and Jobs Act (IIJA)
- Under new FEOC rules, certain “prohibited foreign entities” can no longer claim certain clean energy tax credits
- These rules took effect on January 1st, 2026, for *new* construction



How are “Prohibited Foreign Entities” defined?

- Two main categories:
  - Specified Foreign Entity (SFE) and Foreign Influenced Entity (FIE)
- Specified Foreign Entity (SFE) includes:
  - Any entity based in China, Russia, Iran, or N. Korea (or a private entity that is more than 50% owned by an entity based in those locations)
  - Any OFAC-designated national or person
  - Any designated terrorist organization
  - Any other entity as designated by federal statue

How are “Prohibited Foreign Entities” defined?

- Two main categories:
  - Specified Foreign Entity (SFE) and Foreign Influenced Entity (FIE)
- Foreign Influenced Entity (FIE) includes any entity that:
  - An SFE can directly appoint an executive officer (CEO, board, etc.)
  - Is owned at least 25% by a single SFE, or 40% by multiple SFEs
  - Has 15% or more of its debt owed to SFEs
  - Made a payment in the prior year that gives effective control over any qualified facility of the entity

Material assistance restrictions

- Tax credits may also be excluded if they receive “material assistance” from a PFE
- Material assistance is defined as the ratio of the cost of components or products from PFEs divided by the total cost
  - Energy storage must have 55% minimum non-prohibited content in 2026
  - Power generation must have 40% minimum non-prohibited content in 2026
  - Minimum requirements will continue to increase through 2029

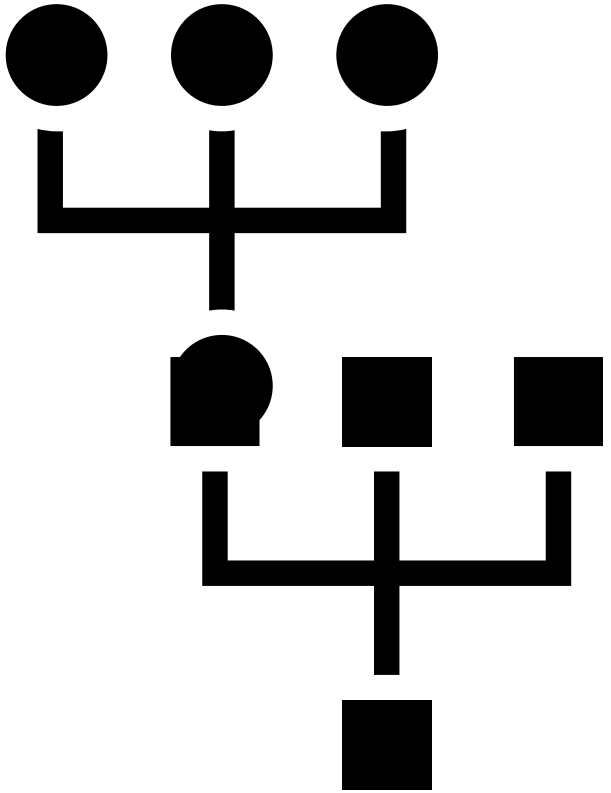
How does this impact industry?

- Project costs may increase significantly
  - Suppliers that are no longer eligible for tax credits will have to absorb or pass along these costs
- Project financing may also be affected
  - Lenders may require additional assurances, increase rates, or refuse to lend a larger amount
- Uncertainty on how rules are applied may have a chilling effect

- Tax credits impacted:
  - §45Q: carbon capture credit
  - §45U: zero-emission nuclear power production credit
  - §45X: advanced manufacturing production credit
  - §45Y: clean electricity production credit
  - §45Z: clean fuel production credit
  - §48E: clean electricity investment credit

What are the risks?

- Supply chains are complex
- Suppliers often have many layers of sub-suppliers – how far do you go?
- Many organizations are awaiting clarifying guidance from the Department of Treasury on what does (and does not) count as a Prohibited Foreign Entity



Questions?

Sourcing requirements Q&A

Panel discussion

David E.

Sourcing requirements Q&A

Bridget Bartol

NEMA

Frank Harrill

Schweitzer Engineering Laboratories

John Lane

Southern Company

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Is NEMA's Make It American program new to you?

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Are the Foreign Entities of Concern (FEOC) regulations new to you?

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For suppliers, what behaviors will this drive?

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What role does vertical integration play in adapting to this new regulatory landscape?

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What complexities of increased vertical integration will this introduce?

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Are there parallels to BABA/FEOC in state legislation?

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Questions?

Thank you for attending!

NATF Contact Information

NATF Supply Chain - supplychain@natf.net