



Economic Impact of Merit Shop Electrical Contractors





Research Objective

- Conduct a study to analyze the economic impact of the merit shop electrical contractor industry
- Specifically obtain information on the number of Businesses, Electrical workers employed and Revenue generated
- With a breakdown for both unionized and merit shop segments by state and an estimation of the market position of IEC







Methodology

- Extensive secondary research of economic and industry data reported by government agencies, associations, and other publications
- Quantitative primary research through surveys to gain insights on IEC members
- Data modeling to measure the size and economic significance of the US merit shop electrical contractor industry:
 - Businesses - Firms
 - Employment and salaries
 - Revenue generated



Merit Shop electrical contracting industry's contribution to the economy

	Total National	Merit Shop	Merit Share
 <p>Electrical contractor businesses 2025 NAICS 238210</p>	84,903	68,644	80.9%
 <p>Electrician employment 2025 SOC 47-2111</p>	749,545	516,436	68.9%
 <p>Electricians employed by electrical contractors SOC 47-2111 - NAIC 238210</p>	548,159	400,704	73.1%
 <p>Electrical contracting Revenue 2025</p>	\$287 Billion	\$183 Billion	63.6%

IEC member survey research

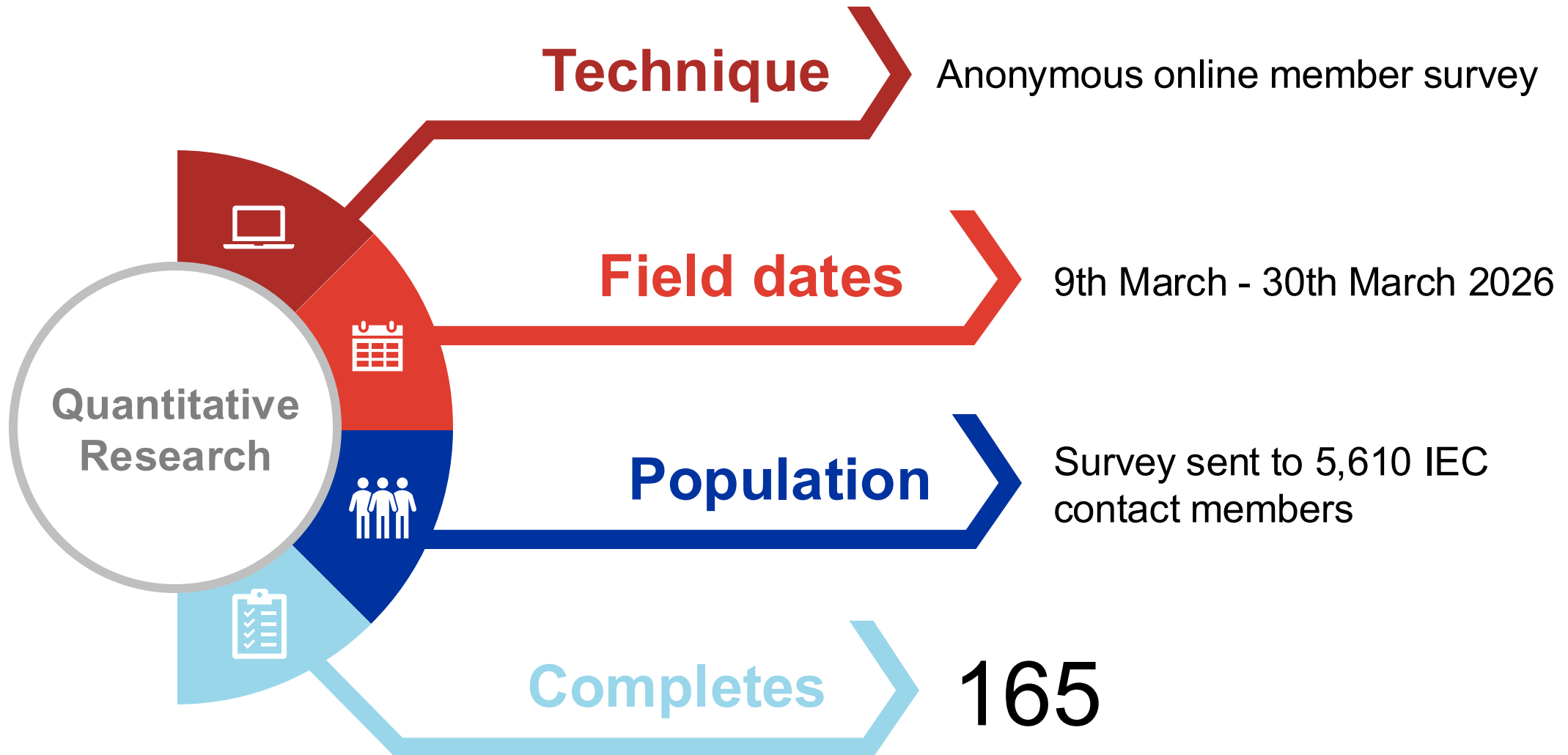


Table of Contents

01 Economic Impact of Merit Shops

02 State Factsheets

03 IEC Member Firmographics

04 IEC Estimated Market Share

05 Annex: Methodology



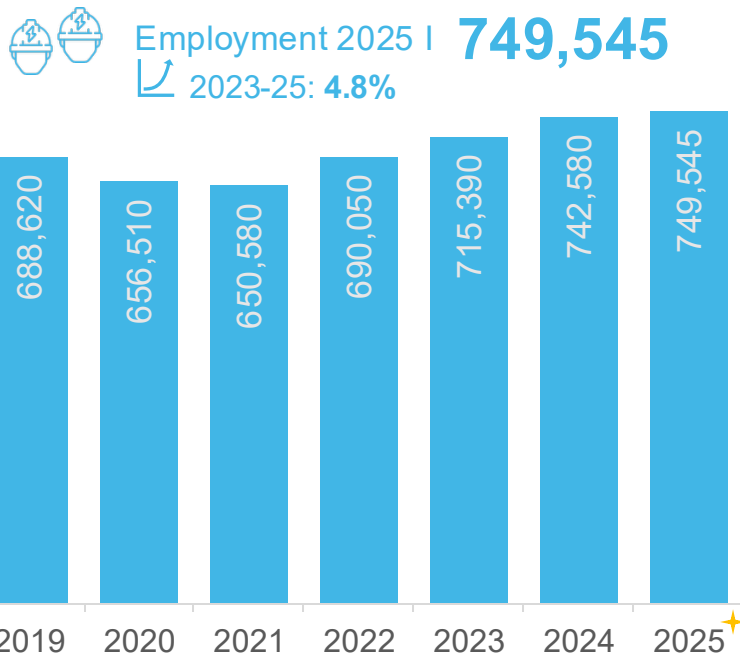


Economic Impact of Merit Shops

U.S. electrical contracting industry overview

- Electrician employment reached 749,545 in 2025, across all industries, reflecting an average annual growth of 1.4% between 2019 and 2025
- The number of electrical contracting businesses has continued to expand, growing 2.2% annually in the same period and reaching an estimated 84,903 firms in 2025. These firms are estimated to employ approximately 548,000 electricians
- The U.S. electrical contracting industry generates an estimated \$287 billion in annual revenue in 2025

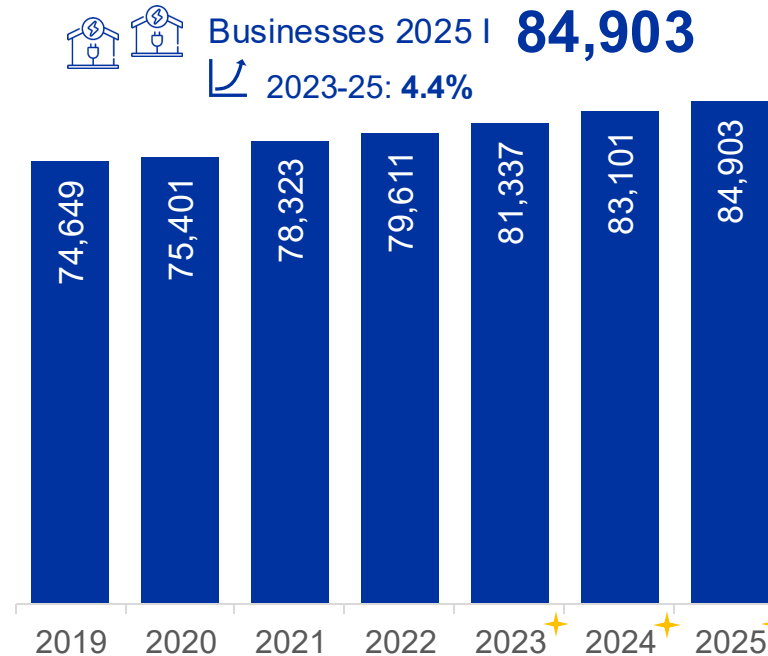
Electrician Employment



Total National Electrician Employment for Occupation SOC 47-2111 taken from Bureau of Labor Statistics

✦ Estimation based on 0.94% CAGR (2034 – 2024 forecast) reported by BLS

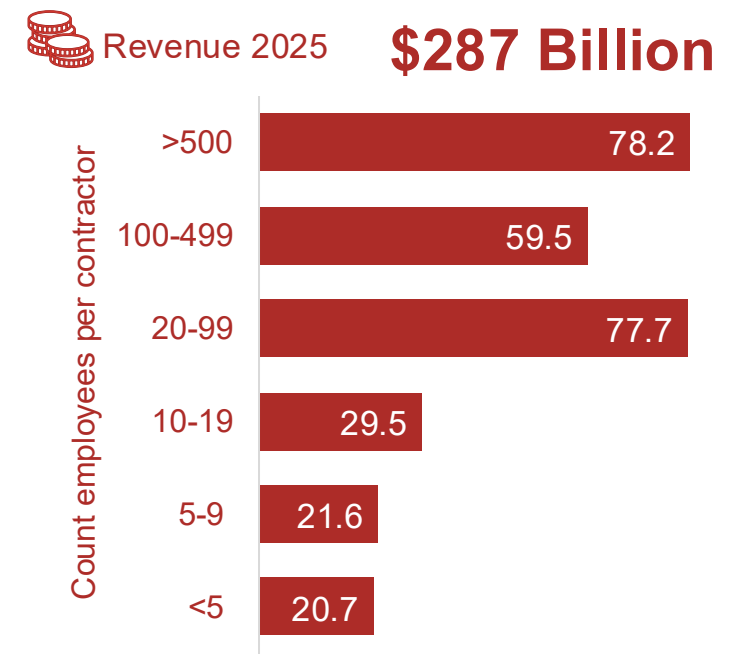
Electrical Contracting Businesses



Total Electrician Contractors for NAICS 238210: taken from US Census SUSB Annual Survey.

✦ Estimation of total electrical contractors based on CAGR 2.2% (2019-2022)

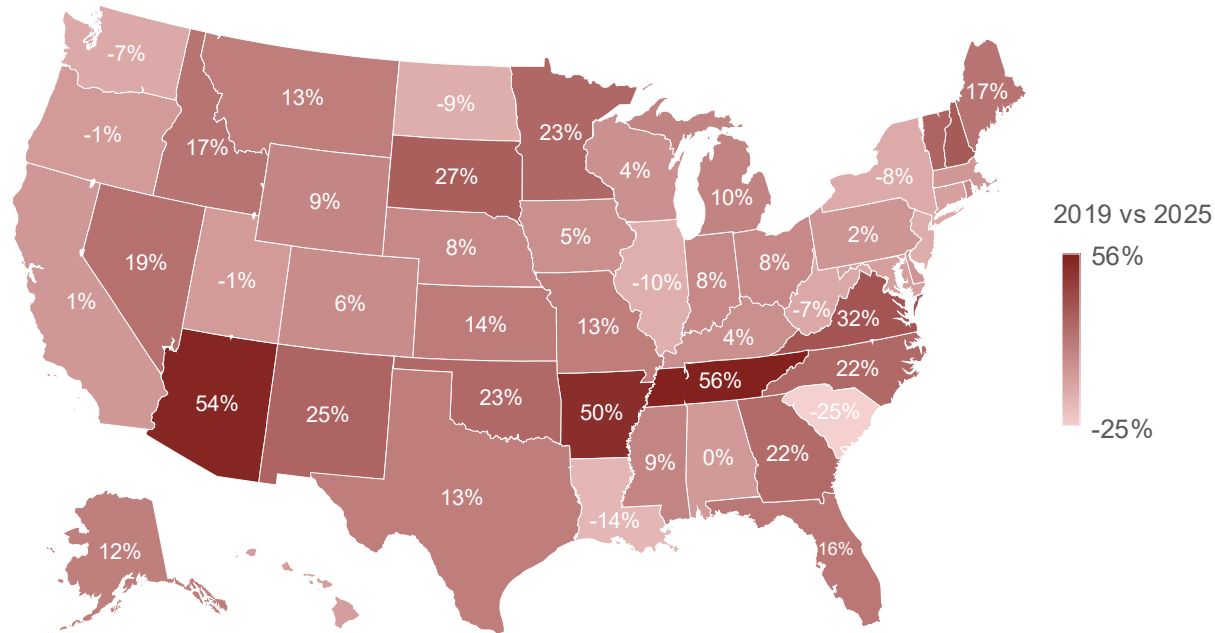
Estimated Revenue (Billion)



Projections based on Sales reported in the US Census SUSB Annual Survey

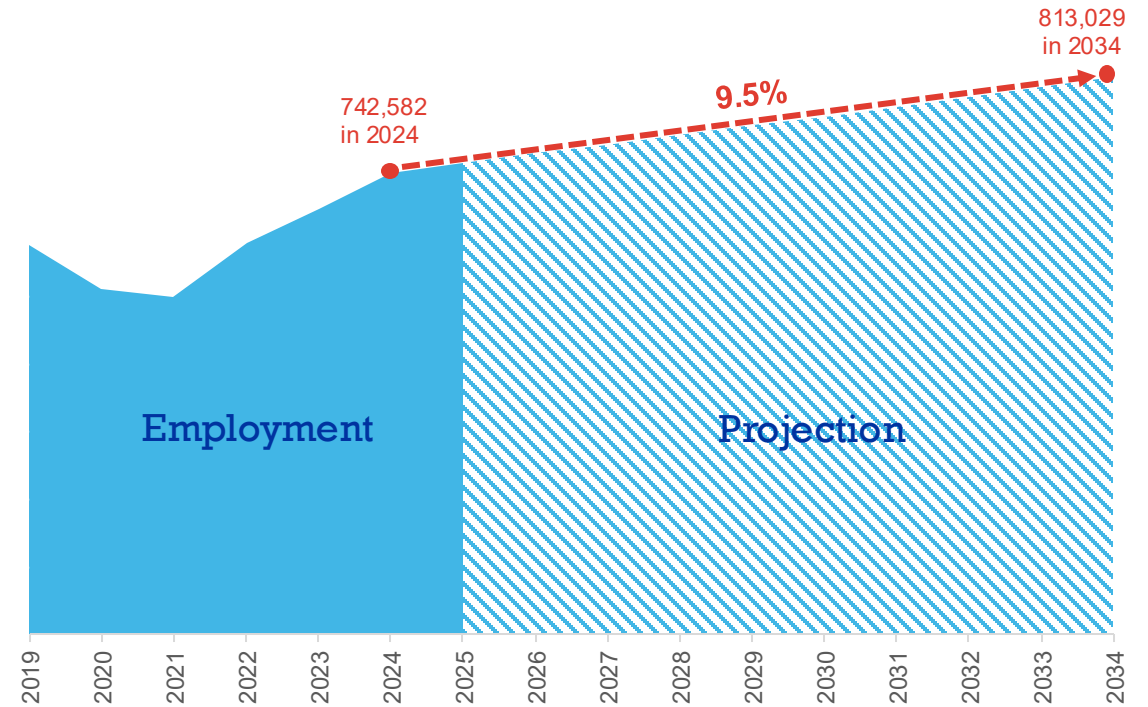
Strong demand for electricians expected over the next decade

Growth in Electrician Employment by State, 2019 - 2025



- Electrician employment growth varies widely by state, with demand driven by grid modernization and renewable energy, data centers and AI, and semiconductor and industrial megaprojects
- From 2019 to 2025, employment increased most rapidly in Tennessee (56%), Arizona (54%), Arkansas (50%), Virginia (32%), and New Hampshire (29%), four of which are right-to-work states

Electrician Employment Projections 2024 - 2034



- Looking ahead, electrician employment is projected to continue expanding. The U.S. Bureau of Labor Statistics projects 9.5% growth in electrician employment between 2024 and 2034, three times the average rate for total employment (3.1%)
- This growth translates to about 7,000 new electrician jobs added annually, or an average yearly increase of 0.91%

Trends expanding the electrical contractor market

Electrification

A macro-trend involving the shift from fossil fuels to electric systems such as EV charging, heat pumps, and smart-building technologies is increasing electricity demand and expanding electrical work across markets.

Grid modernization and distributed energy

Upgrading aging grid infrastructure, along with the growth in solar, battery storage, and microgrids is driving demand for advanced electrical systems, including metering, power quality management, and grid integration.

Data centers and AI

Rapid growth in hyperscale and AI-driven data centers is increasing power density requirements, with electrical systems representing 40-45% of total development costs.

Semiconductors and industrial megaprojects

Federal initiatives such as the **CHIPS Act** are accelerating semiconductor and advanced manufacturing projects, creating large-scale, complex electrical infrastructure demand.

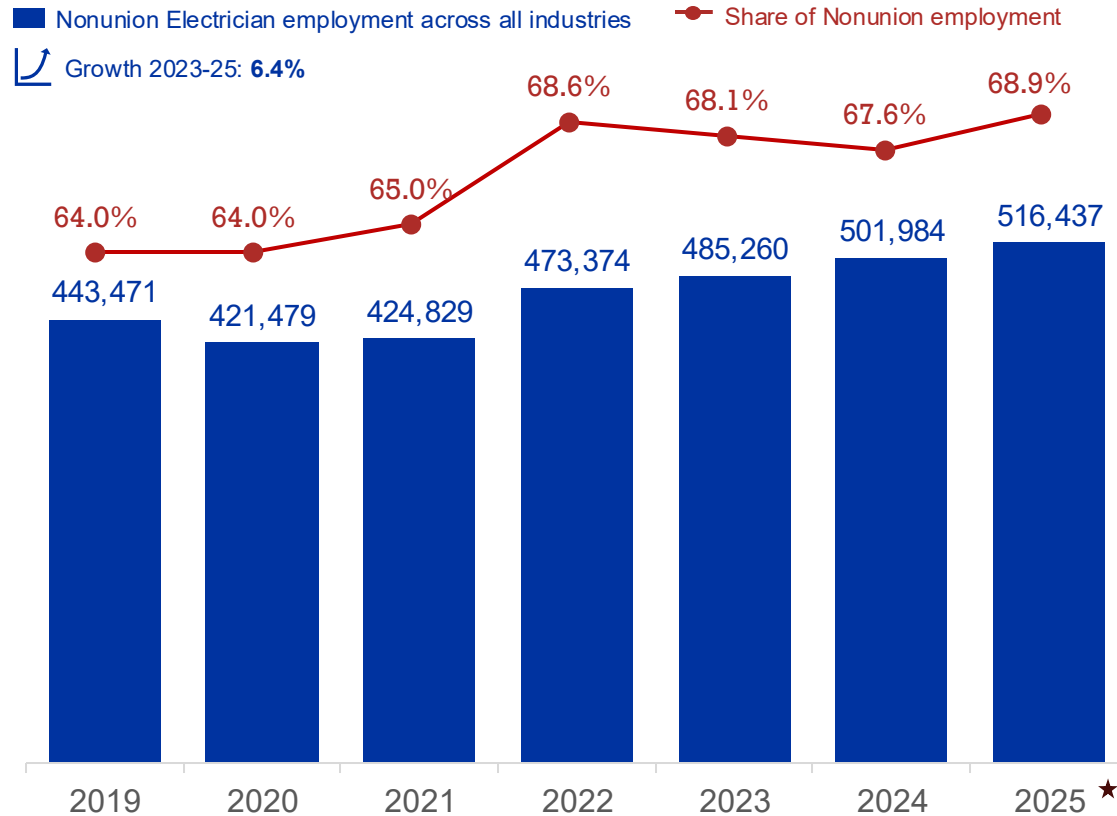
US Data Center Inventory by Top 10 States

State	Operational	Under Construction	Announced	Estimated Power Capacity
National	1,958	712	3,168	136,895 MW
Virginia	319	141	502	32,155 MW
Texas	212	142	611	5,069 MW
California	166	6	40	1,708 MW
Ohio	101	51	128	3,264 MW
Oregon	98	13	33	3,850 MW
Arizona	81	35	138	2,631 MW
Illinois	78	20	152	10,632 MW
Washington	71	3	26	1,284 MW
Georgia	62	56	340	2,061 MW
Iowa	59	14	38	1,824 MW

Source: US Data Centers: Market Analysis & Growth Forecast, Aterio.io

Non-union electrician employment is driving much of this growth

Nonunion Electrician Employment and Share Increased across Industries between 2023-2025



- Demand for electricians is growing overall, but faster in non-union sectors, 6.4% compared with 4.8% across the total workforce between 2023-25
- The number of non-union electricians has increased for five consecutive years following the COVID-19 disruption and reaching 516,437 workers across all industries in 2025
- This marks the highest level and largest share of non-union electrician employment during the observed 2019–2025 period

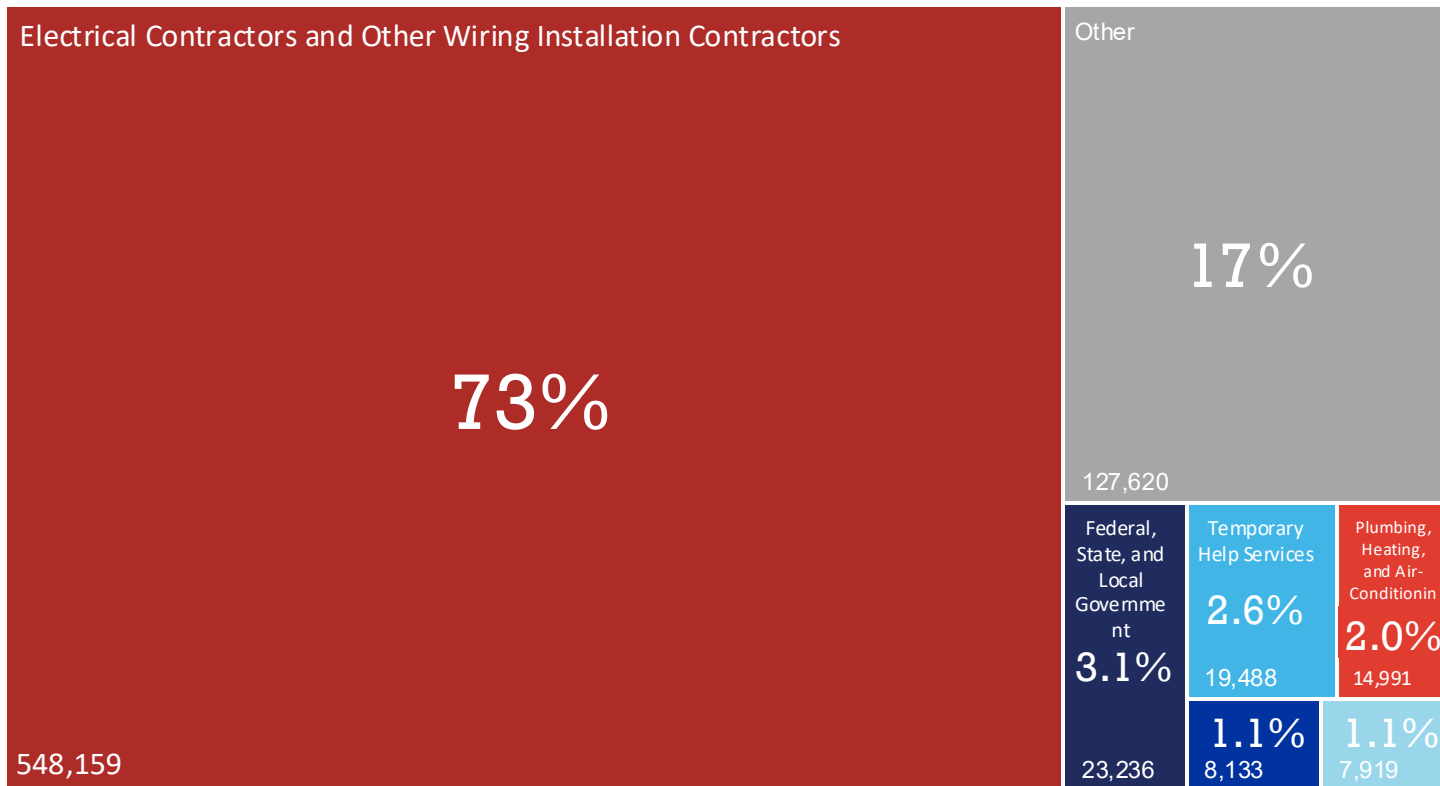
Total Electrical contractor employment is taken from BLS - Occupational Employment and Wage Statistics reporting employment of 47-2111 occupation code
2019 – 2022 Percentage of Merit Shop Employment is based on IBEW reported data of union employment
2025 values are derived from the Current Population Survey CPS survey Projections are CAGR 2022 – 2025

Electrical contracting is the largest employer of electricians

- The Electrical Contracting industry (NAICS 238210) is by far the largest employer of electricians, with 548,159 workers in 2025, representing 73% of the total electrician employment
- Employment in the industry grew 7.5% between 2023-2025, outpacing overall electrician employment growth (4.8%)

Electrician Employment by Industry, 2025

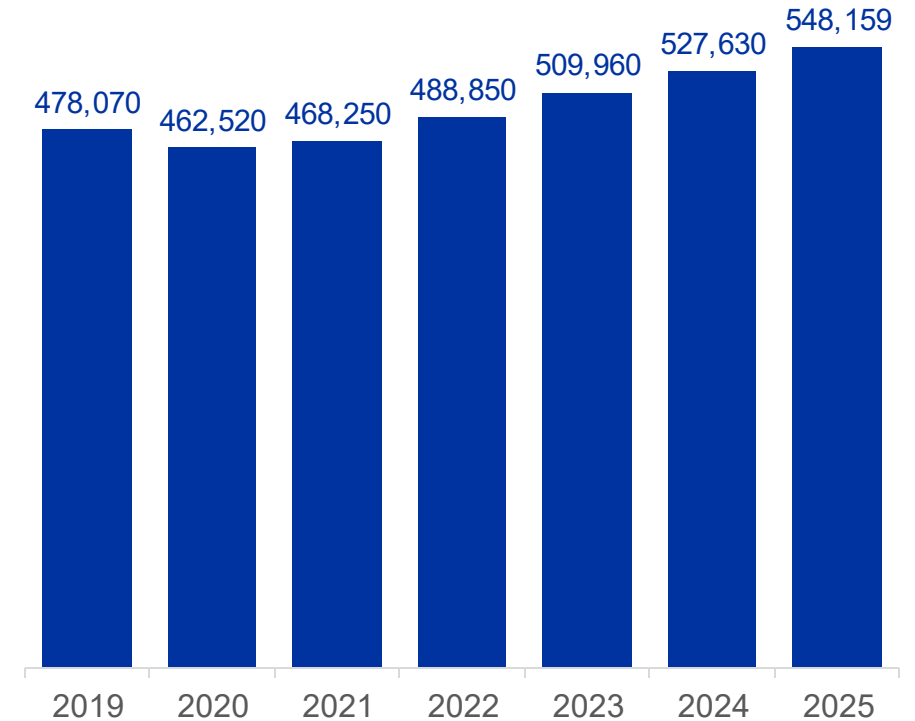
Total electrician employment | 749,545



Electrical Contractor Employment

■ Electrician employment in electrical contracting (NAICS 238210)

📈 Growth 2023-25: 7.5%

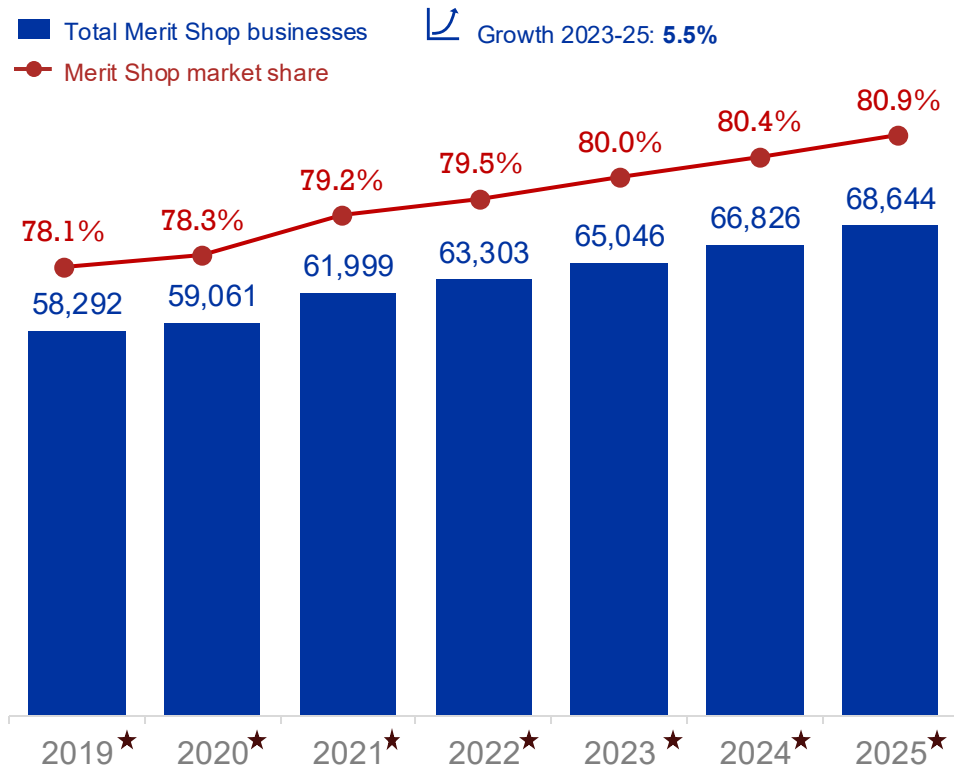


■ Power and Communication Line and Related Structures Construction ■ Electric Power Generation, Transmission and Distribution

Merit shops represent 81% of electrical contracting firms

- As of 2025, an estimated 68,644 merit shop electrical contracting firms operate in the U.S., up 5.5% from 2023, faster than overall industry growth (4.4%)
- As a result, merit shop contractors continue to dominate the market, with their share rising from 78% in 2019 to 81% in 2025

Number of Merit Shop Electrical Contractor Firms and Share Grew from 2023-2025

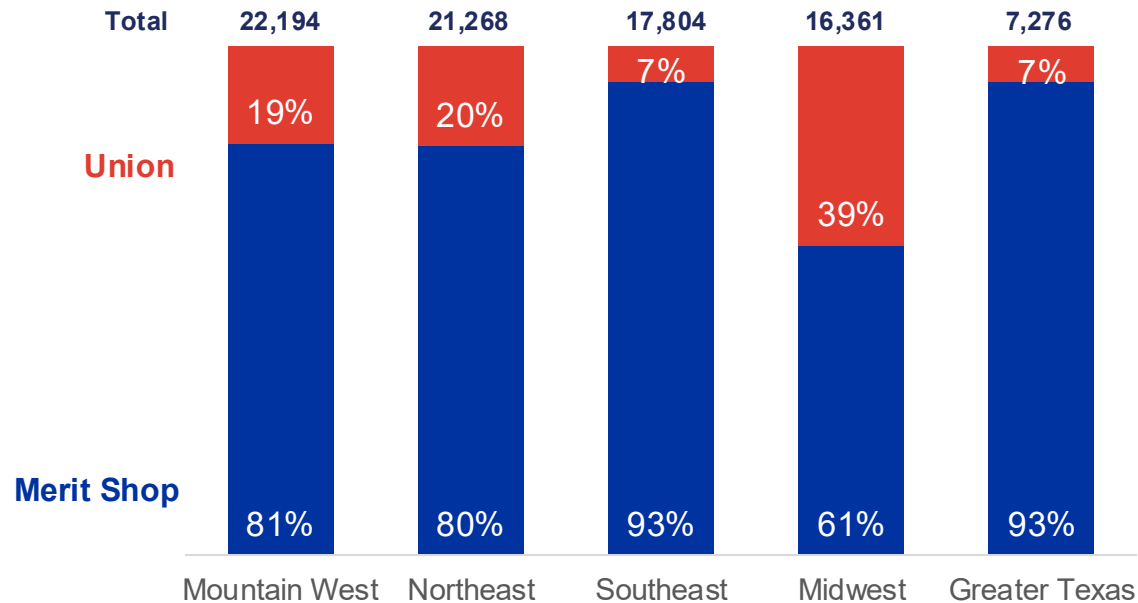


Merit Shop Share of Electrical Contractor Firms

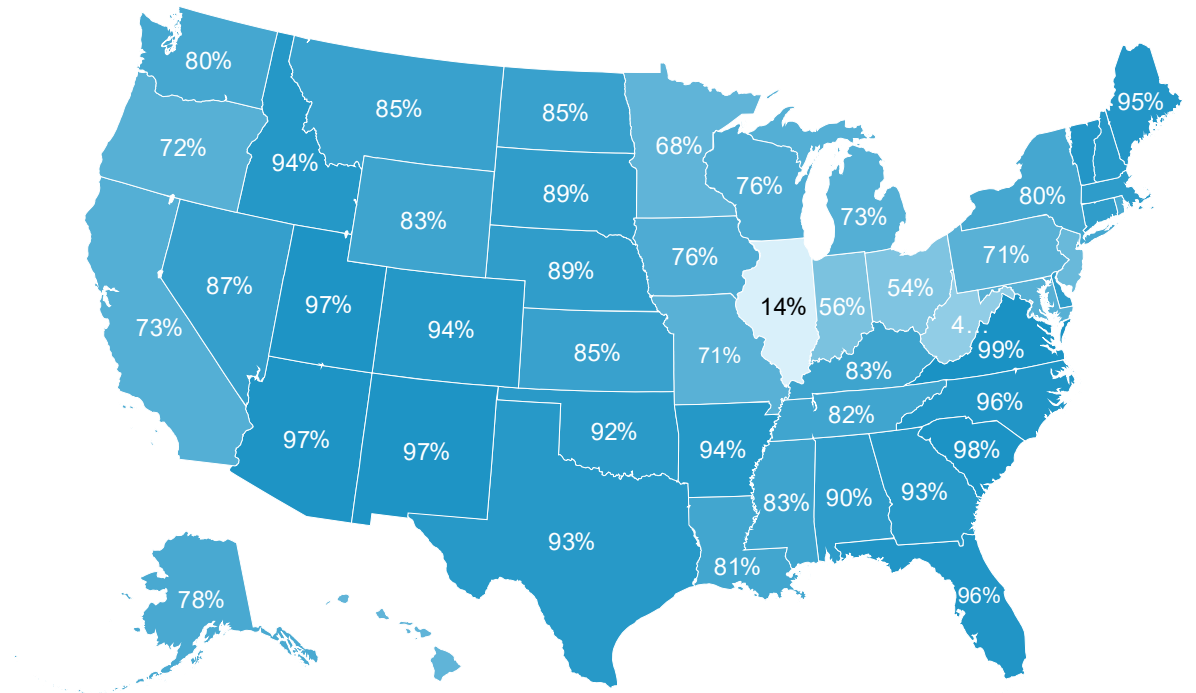


Merit shops dominate the electrical industry across most states

Electrical Contractor Firms by Region in 2025



Merit Shop Electrical Contractor Firms Share by State



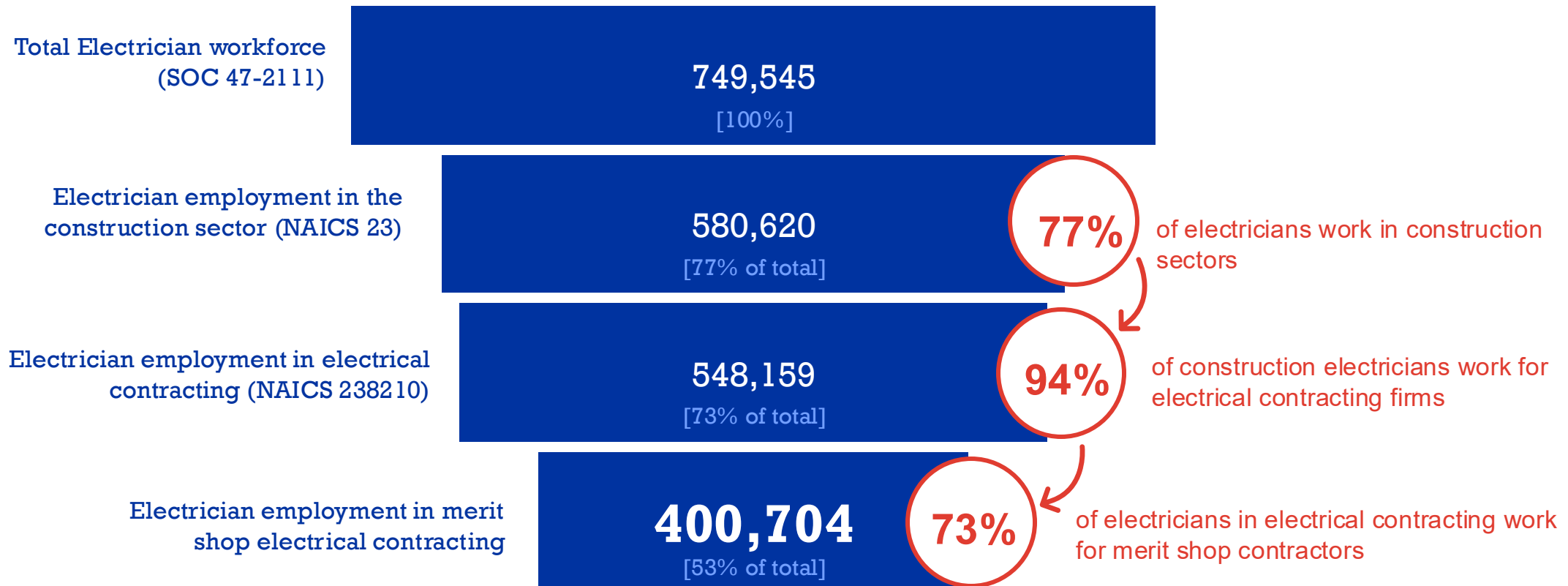
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- Merit shop represent the majority of electrical contractor firms in most states, with 33 states reporting shares above 80%
- Greater Texas and the Southeast regions are near-complete merit shop dominance
- Merit shop presence remains weaker in the Midwest (61%) particularly in Illinois (14%)

Merit shop contractors generate 400,000 electrician jobs

- Electrician employment is highly concentrated in electrical contracting, with merit shop contractors employing 400,704 electricians, generating 73% of electrical contractor jobs of and more than half (53%) of the total electrician workforce

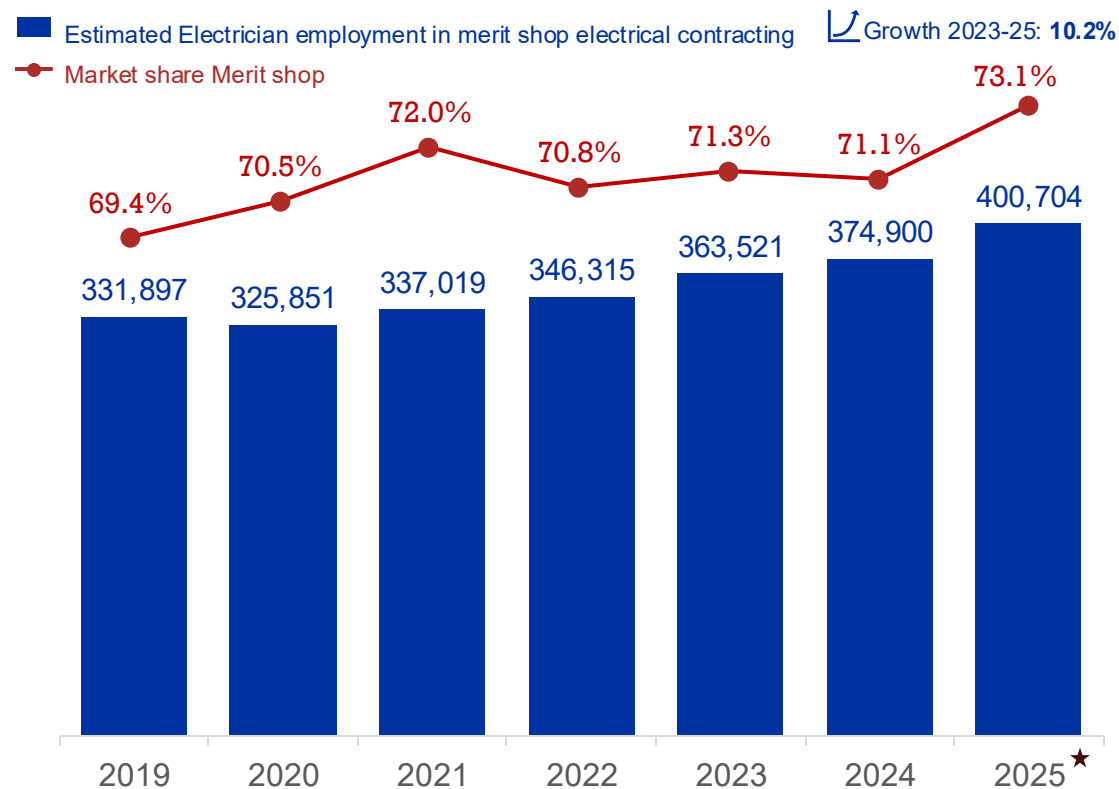
Electricians Working on Electrical Contracting Businesses, 2025



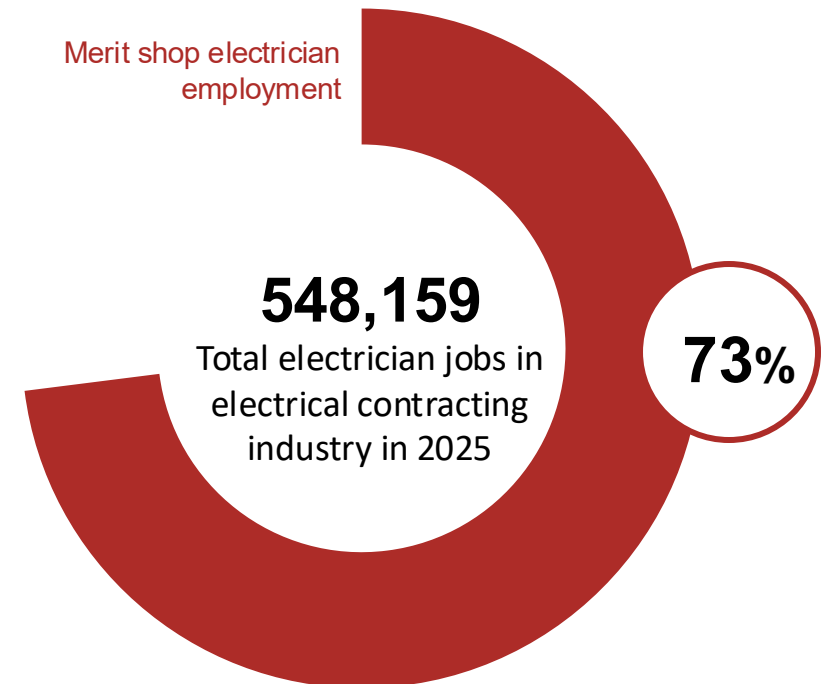
Merit shop growth outpaces overall electrician employment

- Merit shop employment grew 10% over the last two years, reaching a record 400,704 electricians, faster than growth in the electrical contracting industry (7.5%) and more than double the growth of overall electrician employment across industries (4.8%)
- Merit shop electricians now account for 73% of the overall electricians in the electrical contracting workforce, up from 71% in 2023, highlighting the central role of merit shop employers in recent electrical contracting industry employment growth

Merit Shop Electrical Contracting Employment and Share also grew between 2023 and 2025

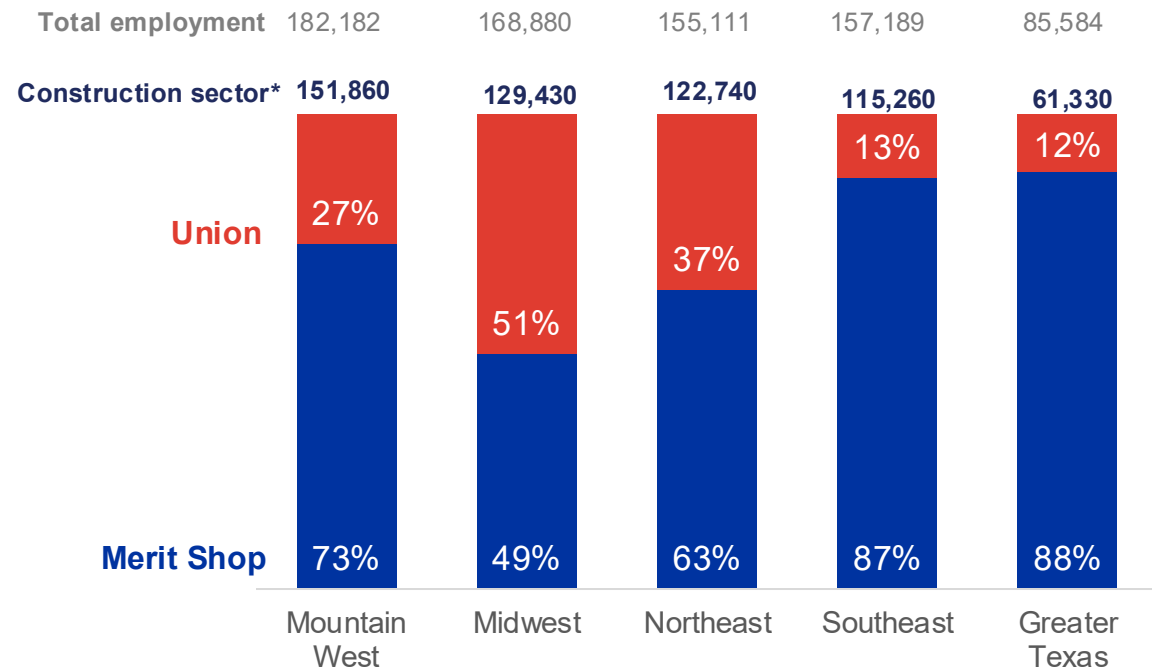


Merit Shop Share of Electrical Contracting Employment

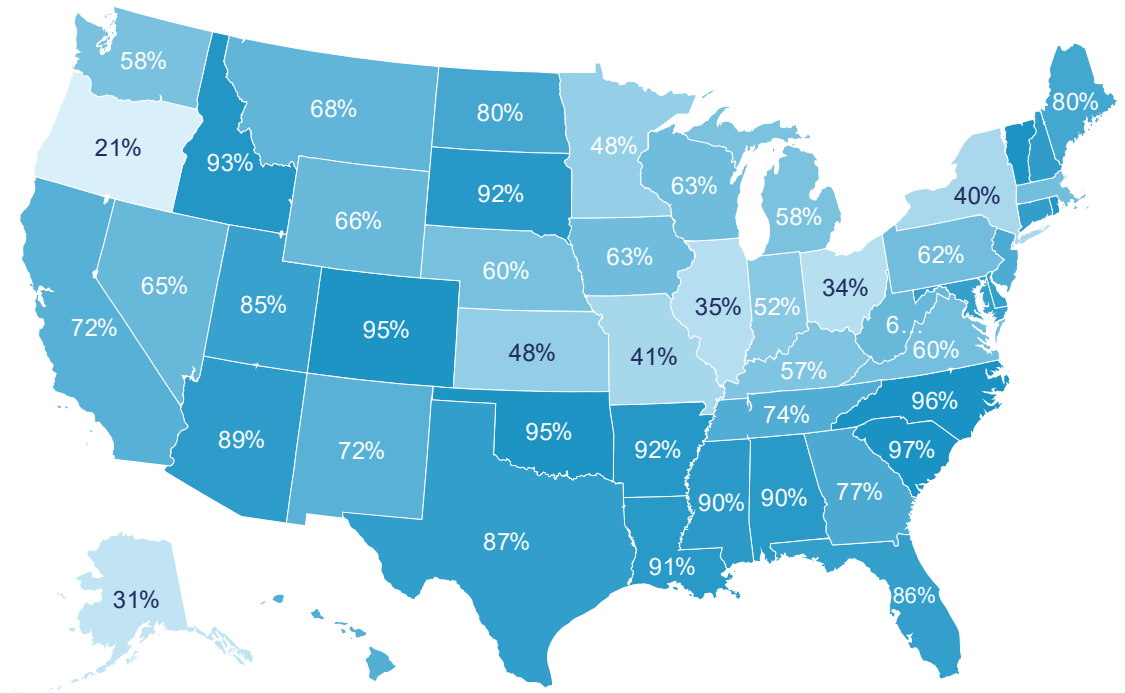


Merit shop contractors employ most electricians nationwide

Electrician Employment* by IEC region in 2025



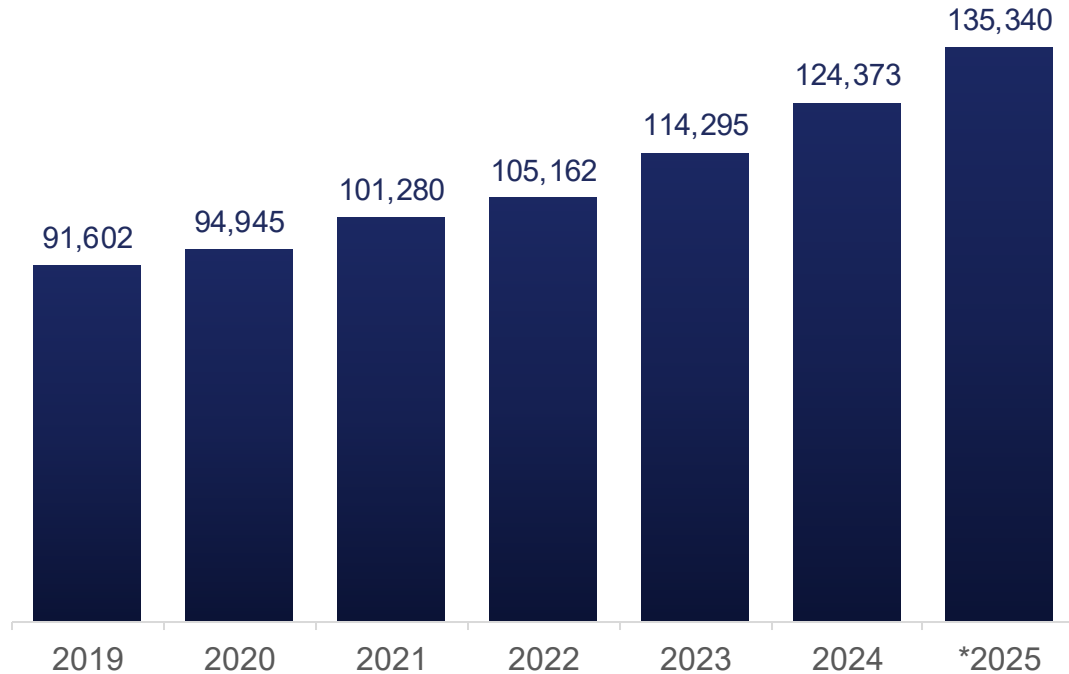
Merit Shop Electrician Employment* Share by State



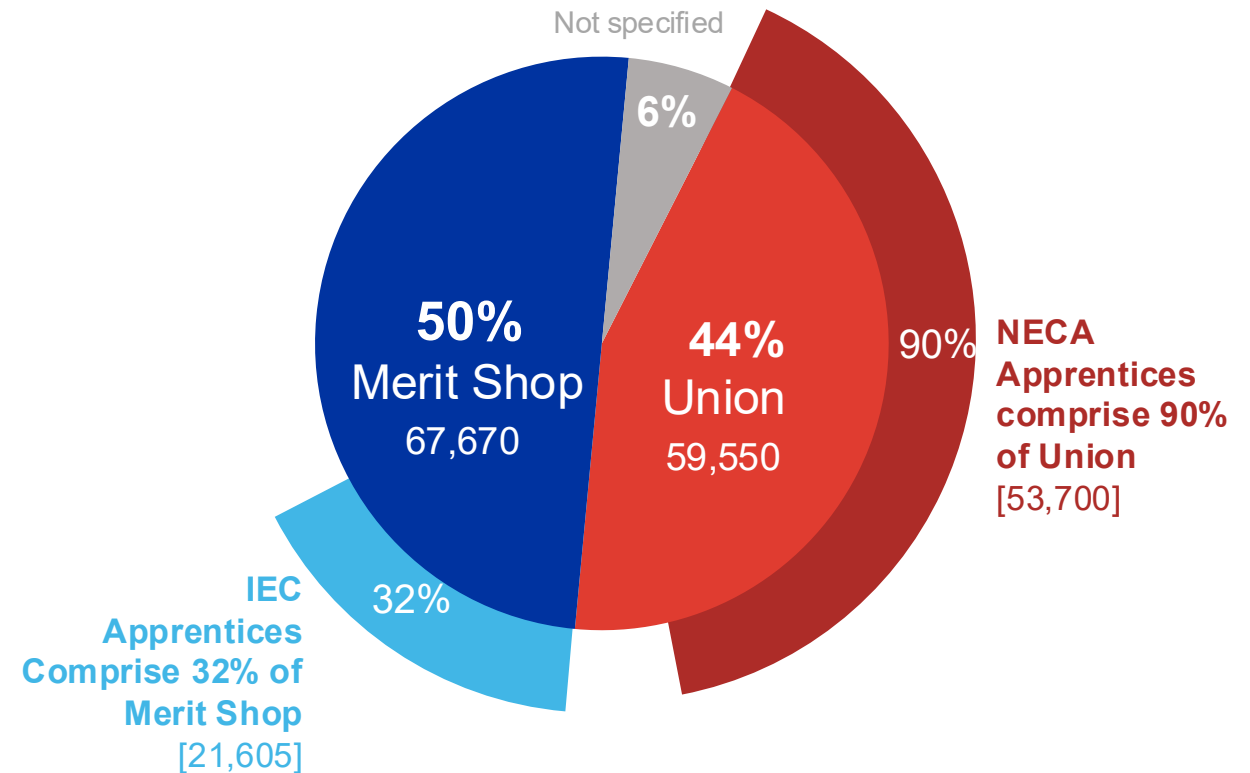
- Merit shop electricians represent the majority of the workforce in most states, with 42 states reporting shares above 55%, particularly in Greater Texas (88%), the Southeast (87%), and the Mountain West (73%)
 - States with near-complete merit shop dominance include South Carolina (97%), North Carolina (96%), Colorado (95%), and Oklahoma (95%)
 - Other southeast states also report very high shares, such as Arkansas (92%), Louisiana (91%), Alabama (90%), and Mississippi (90%), where roughly 9 out of 10 electricians work for merit shop contractors
- Merit shop presence remains weaker in parts of the Midwest (49%), including Illinois (35%), Ohio (34%), and Missouri (41%)

Merit shops train 50% or 67,000 electrician apprentices

National Active Electrician Apprentices



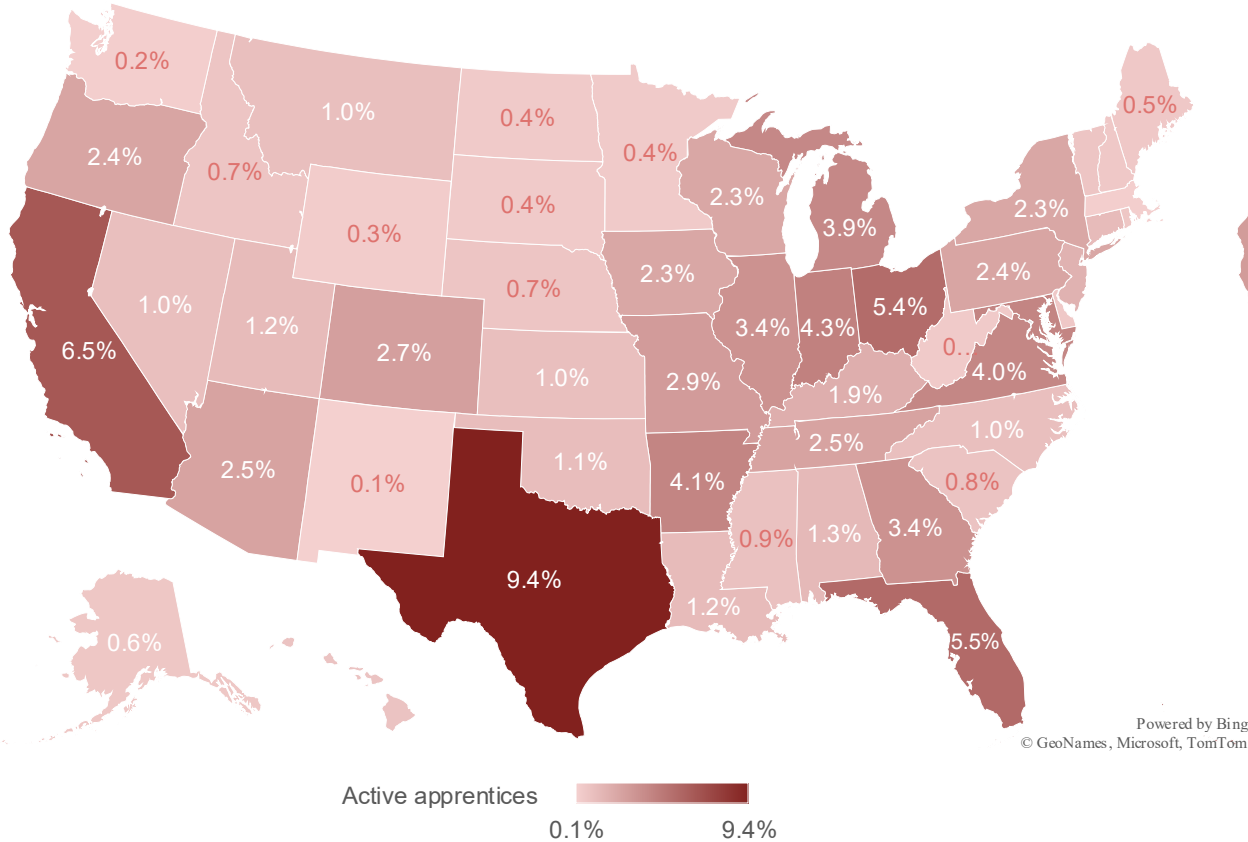
Active Electrician Apprentices by Affiliation, 2025



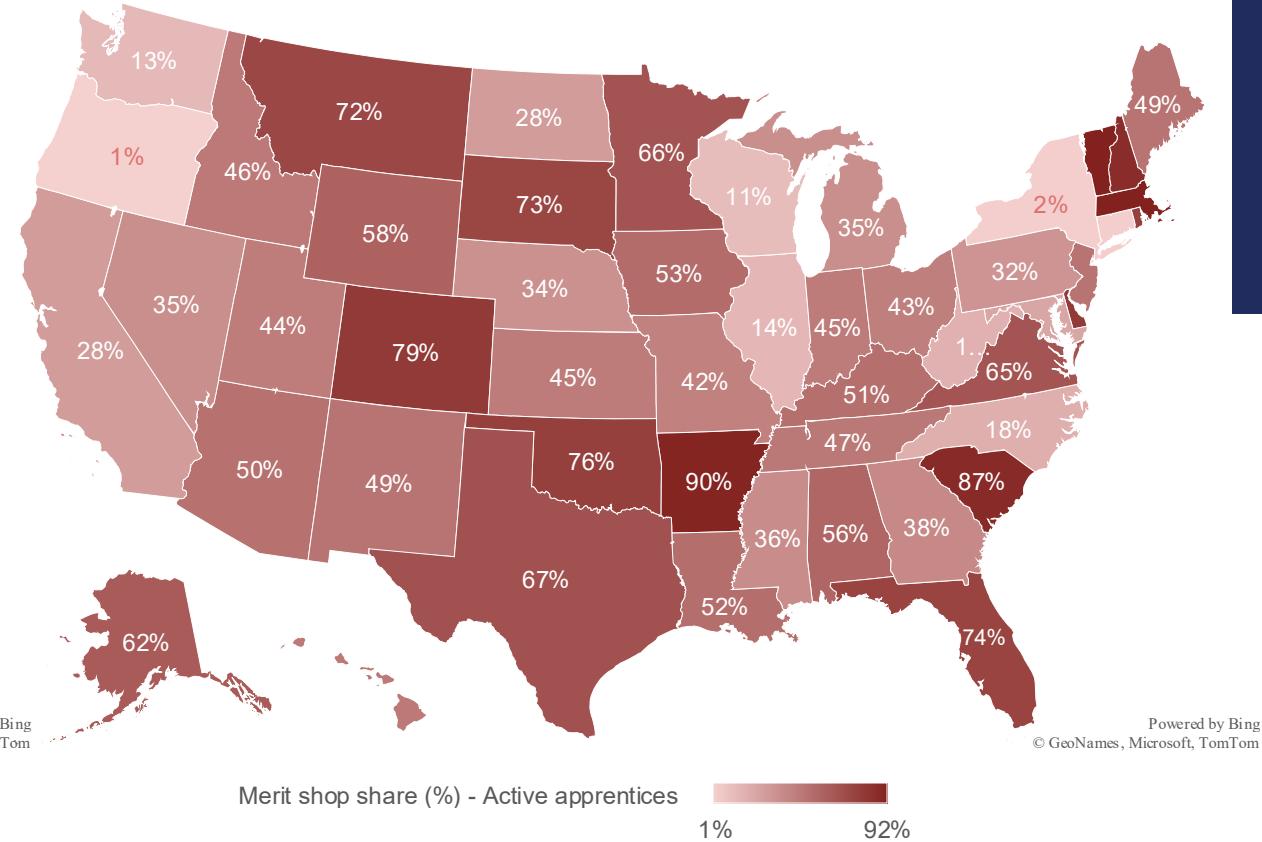
- Approximately 135,000 individuals were enrolled in electrician apprenticeships in the U.S. in 2025. Of these, 50% participated in non-union programs and 44% in union apprenticeships, while 6% did not report affiliation
- IEC reported 21,605 active apprentices in 2025, representing 32% of the merit shop apprenticeship market and 15% of all electrician apprentices nationwide

... with Merit shop pathways dominant in many markets

Active Electrician Apprentices by State



Merit Shop Active Apprentices Share by State

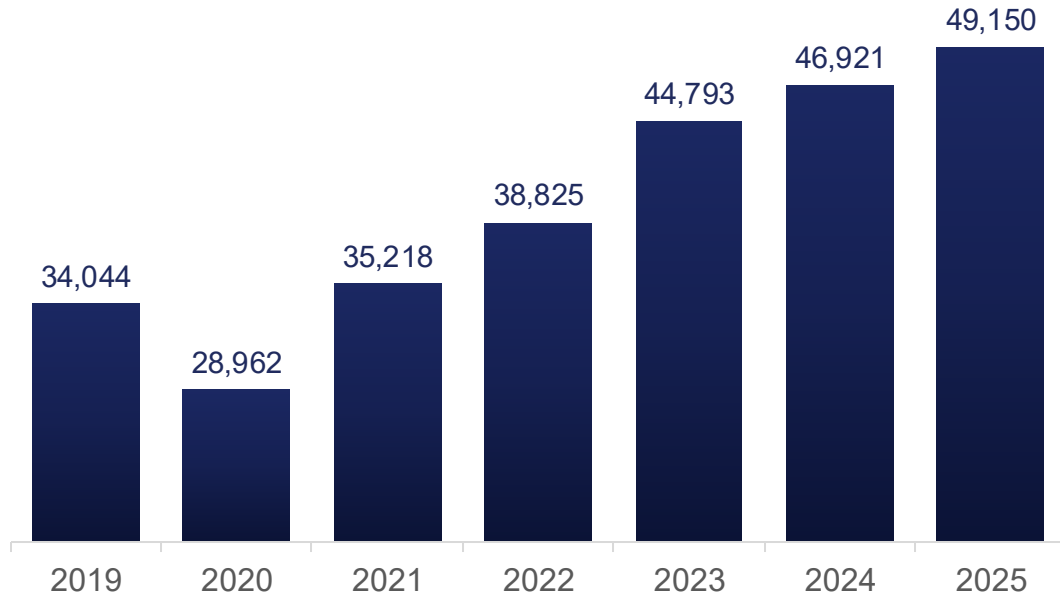


- The highest demand for electrician apprentices is seen in Texas and California, which account for 9.4% and 6.5% of all electricians in training, respectively

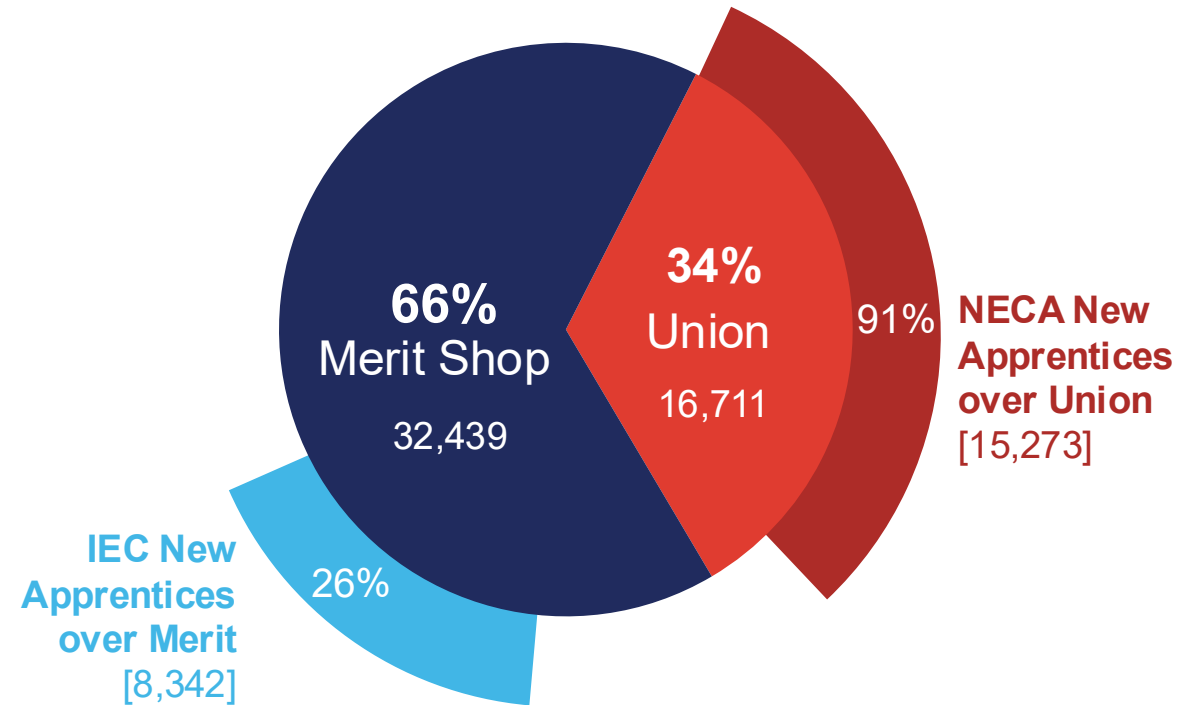
- Merit shop apprenticeship programs dominate in many states, accounting for more than half of apprentices in 22 states, with the highest shares in Massachusetts (92%), Vermont (92%), and Arkansas (90%)

Merit shop programs attract over 65% of new apprentices

National New Electrician Apprentices



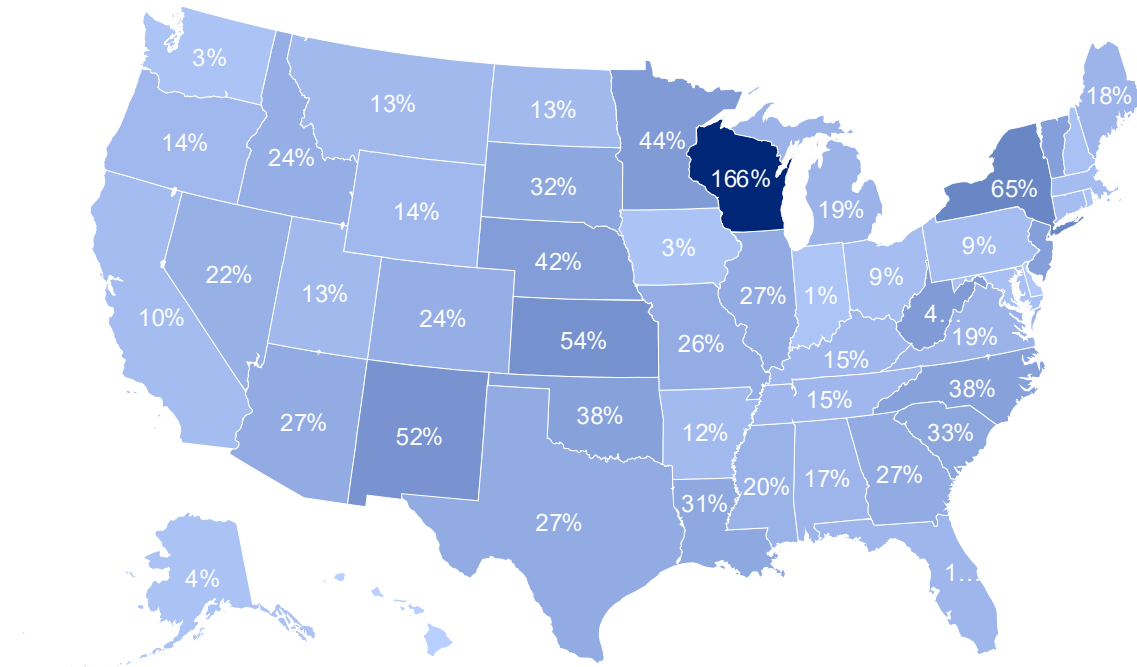
New Electrician Apprentices by Affiliation, 2025



- In 2025, an estimated 49,150 new electrician apprentices entered training programs, representing a 40% increase since 2021
- Merit shop programs train the majority of new apprentices, accounting for 66% of entrants in 2025, compared with 34% in union programs

Merit shop training pipelines expanding in several states

Merit Shop New Apprentices Growth (2021 – 2024)



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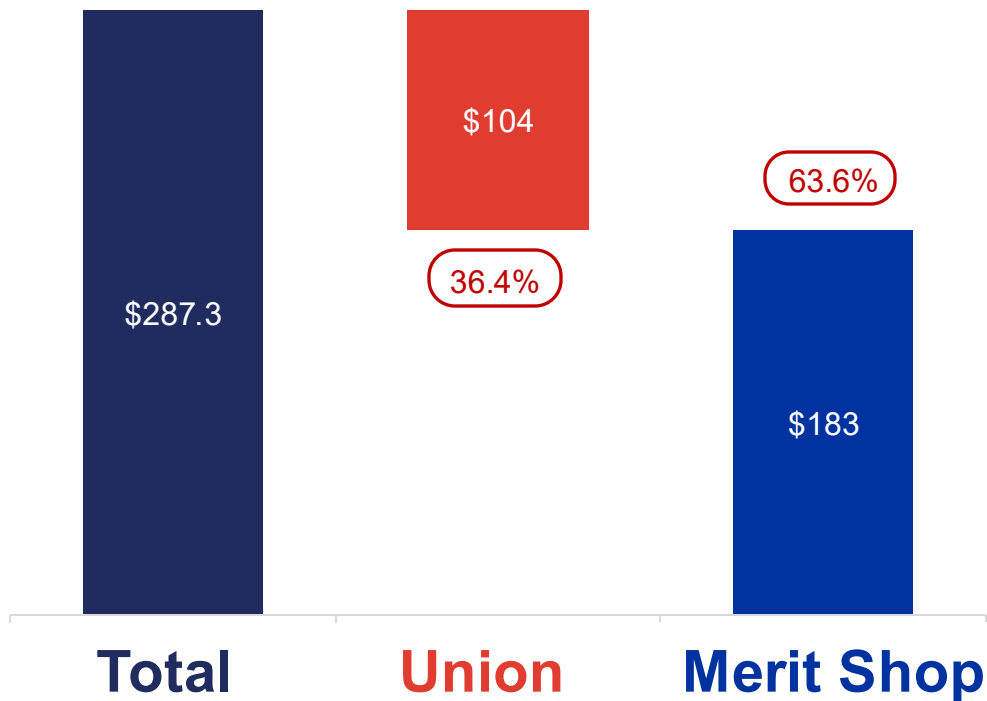
Merit New Apprentices Growth
-10% 166%

- Merit shop apprenticeship demand grew rapidly, with several states far exceeding the 40% average growth in new apprentices across the market
- Some states saw particularly strong expansion including Wisconsin (+166%), New York (+65%), Kansas (+54%), and New Mexico (+52%)
- A group of states grew in line with the overall market: Minnesota, West Virginia, Nebraska, New Jersey, and Vermont (40–44%).
- Only a small number of states experienced stagnant or declining intake, including Indiana (+1%), Delaware (-3%), and Hawaii (-10%)

Merit shop industry generates an estimated \$183 B in revenue

- Merit shop contractors also lead the market in terms of revenue
 - Merit shops hold nearly two-thirds of the market share for revenue (63.6%), and union contractors account for 36.4% of the market revenue

Estimated electrical contracting services revenue (in Billion)

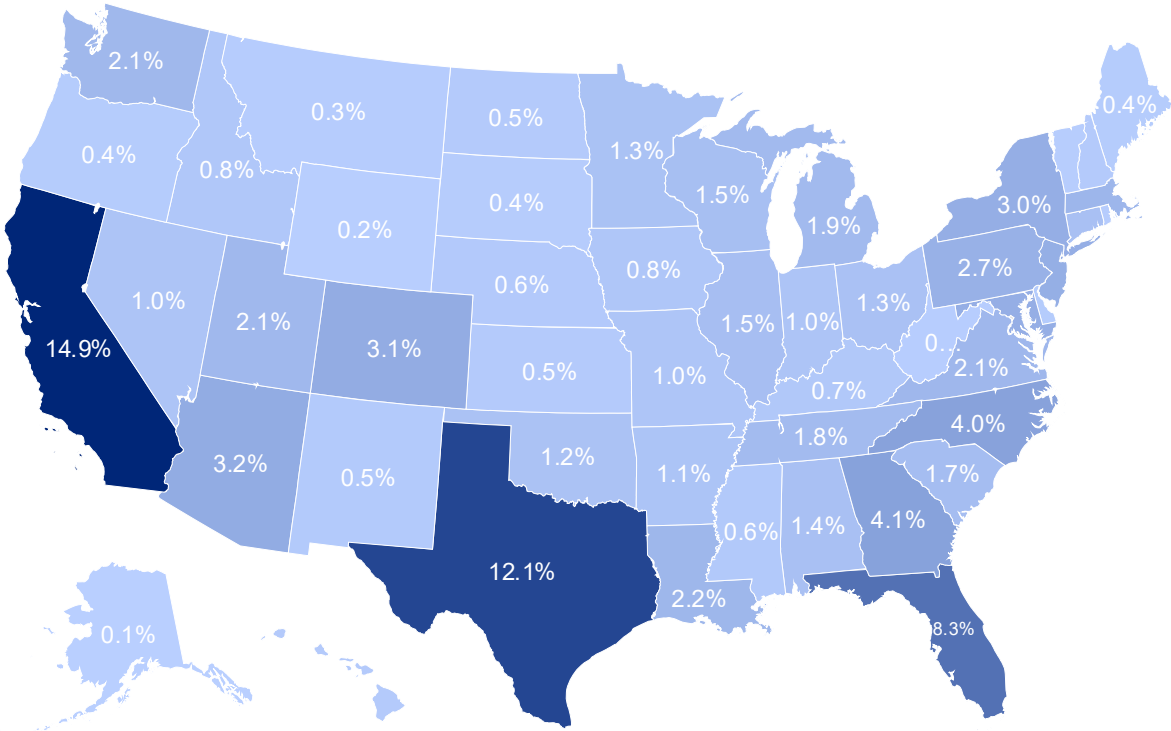


Merit Shop Share of Industry Revenue (in Billion)

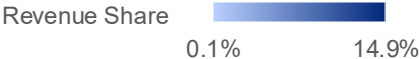


Largest markets are California, Texas and Florida

Merit Shop Revenue Distribution by State



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- The top three states that contribute the most to Merit shop revenue are California with 14.9% share, Texas with 12.1% share, and Florida with 8.3% share
- On average, states in the Southeast region contribute 2.8% each to the national Merit shop revenue, which is above the average share (2.0%) across all states
- On average, states in the Midwest region contribute 1.0% each to the national Merit shop revenue



State Factsheets

Mountain West Region



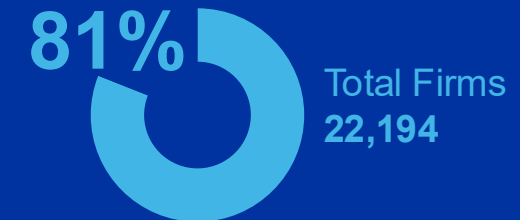
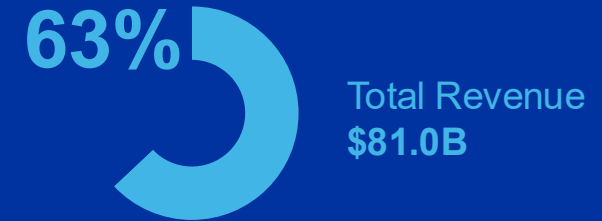
The **Mountain West Region** is the largest regional electrical contracting market and strongly merit shop driven.

Merit shop electrical contractors represent 81% of businesses, sustaining 110,000 electrician jobs, more than 11,000 apprentices and generating approximately \$51 Billion in revenue.

Merit Shop Impact



Merit Share

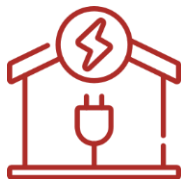




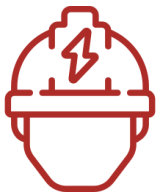
Merit Shop Impact



\$128 Million
Revenue



191
Electrical Contracting Firms



353
Electrician Employment*



547
Active Apprentices

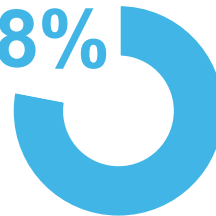
Merit Share

22%



Total Revenue
\$579M

78%



Total Firms **246**

31%



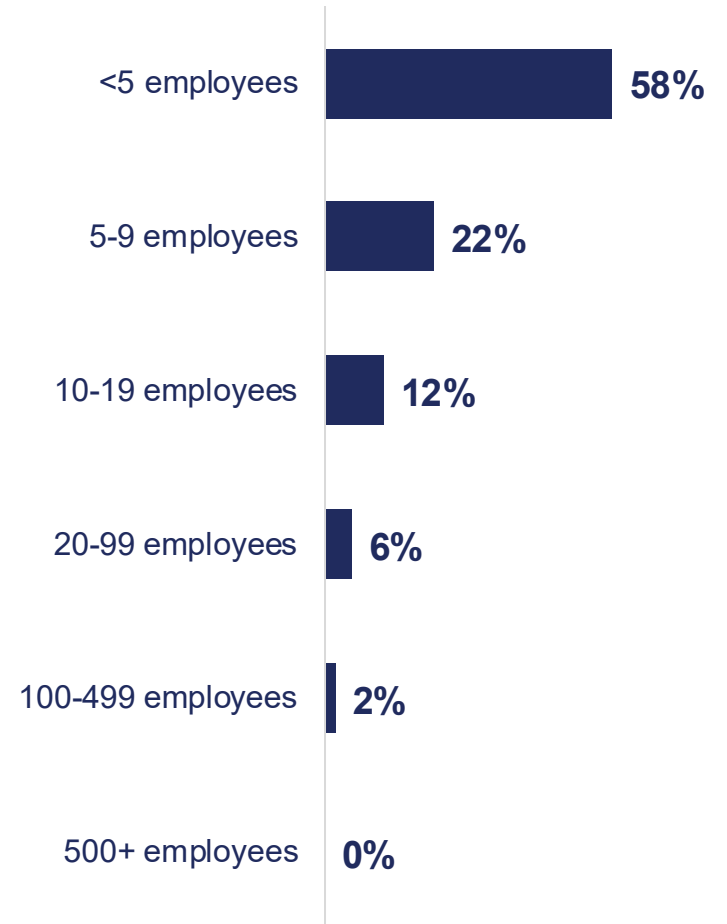
Total Employment*
1,140

62%



Total Apprentices
877

Total firms by size

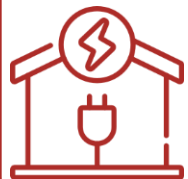




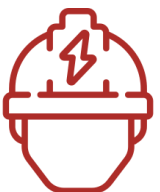
Merit Shop Impact



\$5.5 Billion
Revenue



1,644
Electrical Contracting Firms



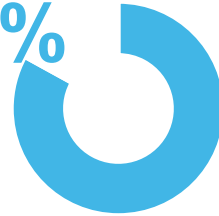
14,391
Electrician Employment*



1,709
Active Apprentices

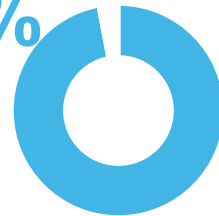
Merit Share

83%



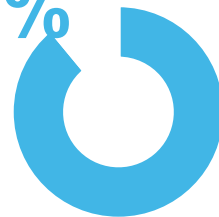
Total Revenue
\$6.6B

97%



Total Firms
1,698

89%



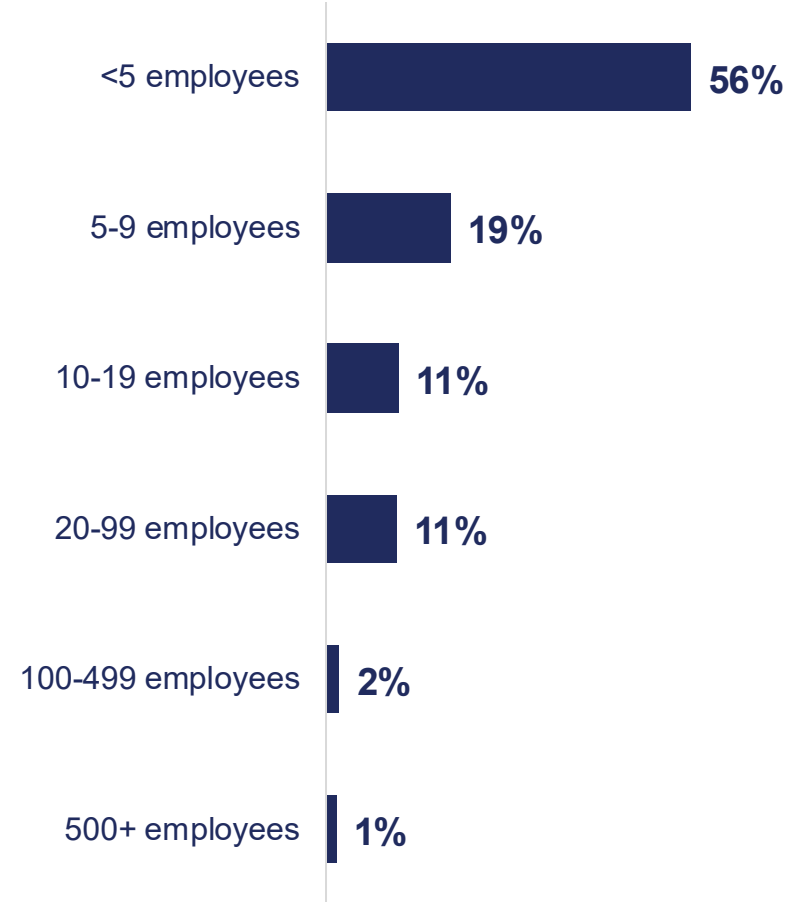
Total Employment*
16,170

50%



Total Apprentices
3,391

Total firms by size

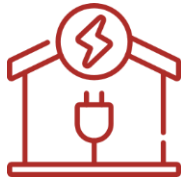




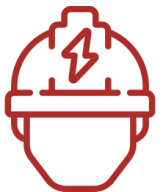
Merit Shop Impact



\$26.2 Billion
Revenue



7,421
Electrical Contracting Firms



45,756
Electrician Employment*



2,442
Active Apprentices

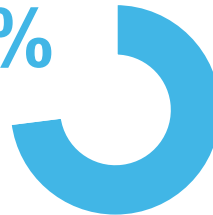
Merit Share

63%



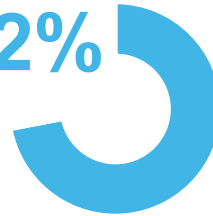
Total Revenue
\$41.2B

73%



Total Firms
10,231

72%



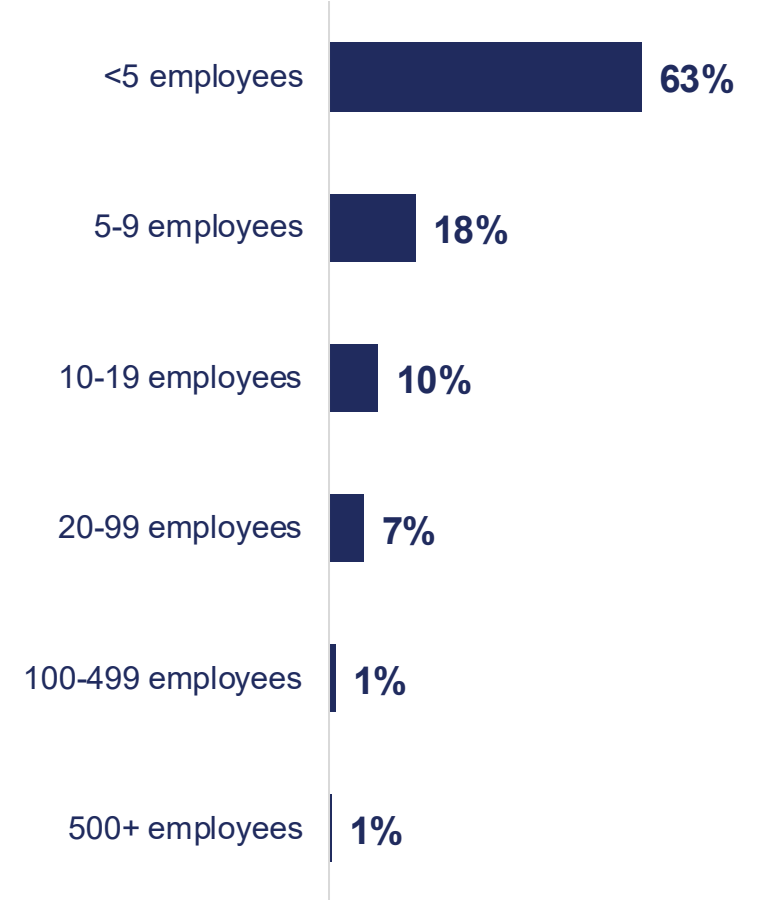
Total Employment*
63,550

28%



Total Apprentices
8,780

Total firms by size

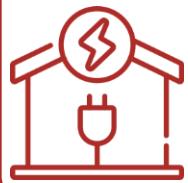




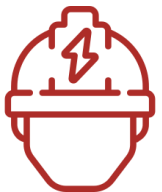
Merit Shop Impact



\$5.5 Billion
Revenue



2,148
Electrical Contracting Firms

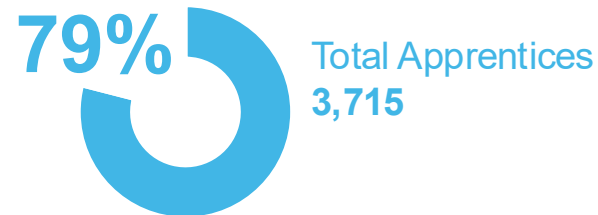
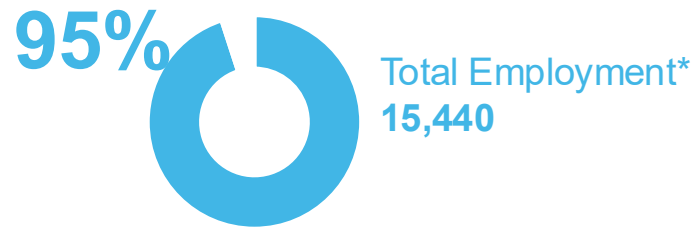
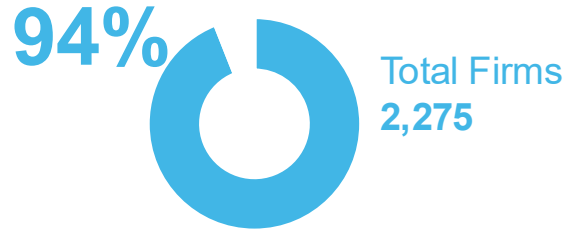


14,668
Electrician Employment*

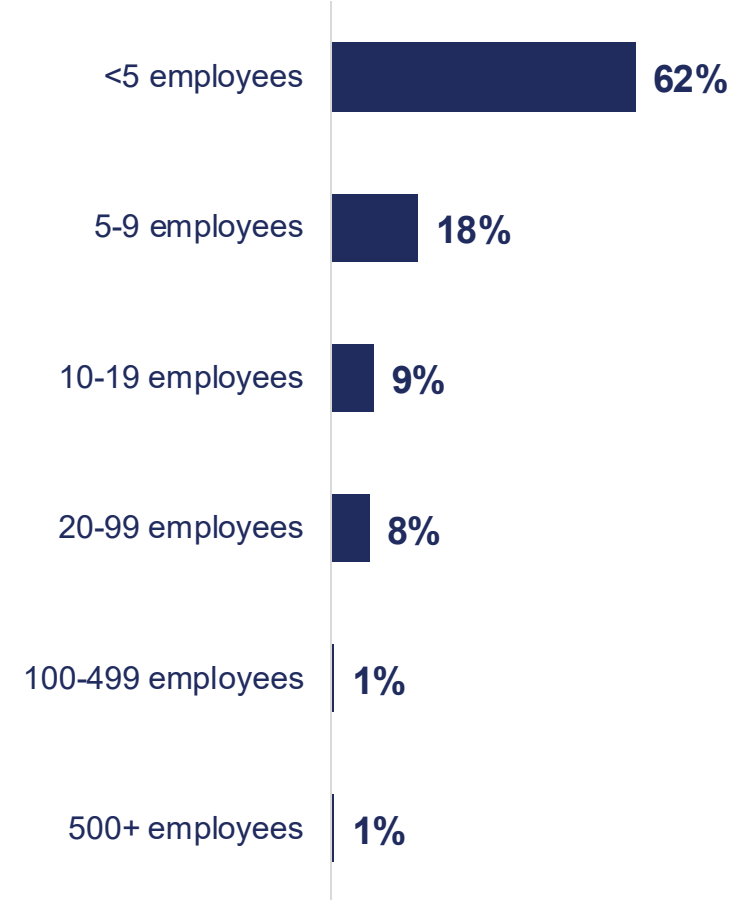


2,945
Active Apprentices

Merit Share



Total firms by size

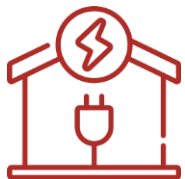




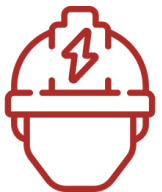
Merit Shop Impact



\$832 Million
Revenue



254
Electrical Contracting Firms



1,664
Electrician Employment*



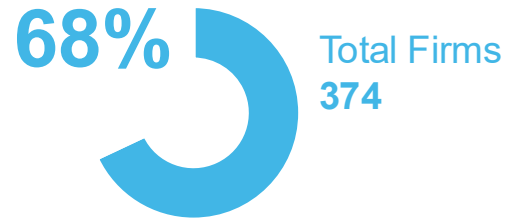
496
Active Apprentices

Merit Share

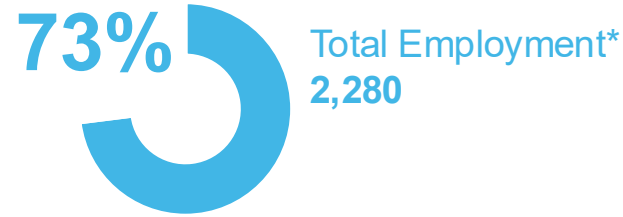
64%



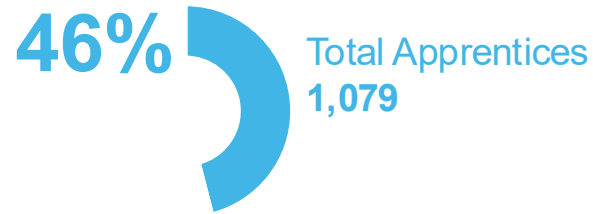
68%



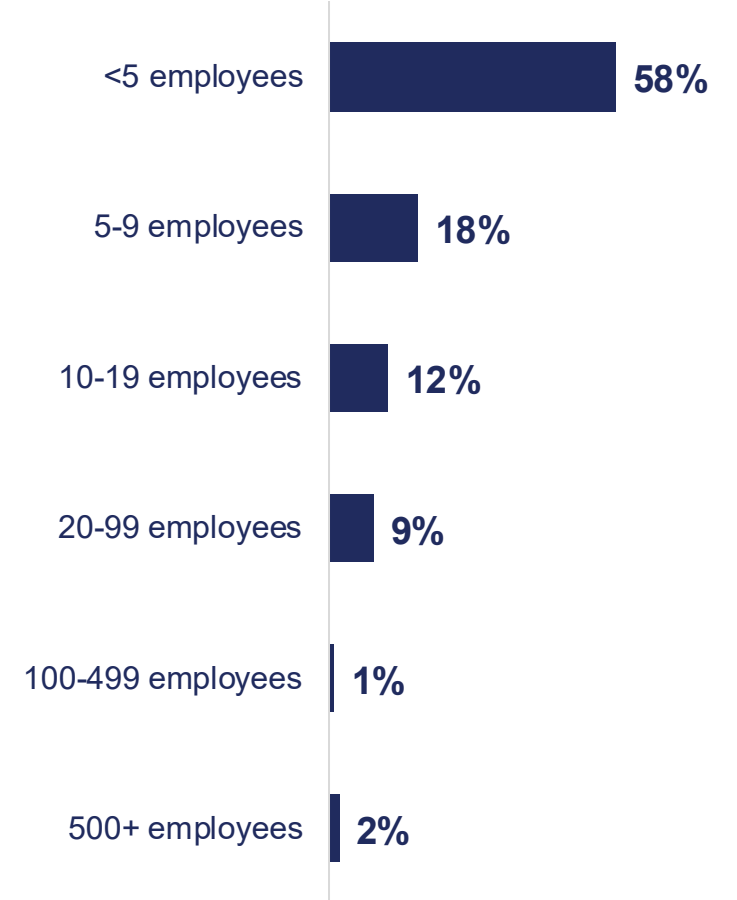
73%



46%



Total firms by size

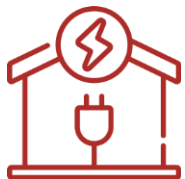




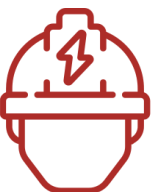
Merit Shop Impact



\$1.4 Billion
Revenue



721
Electrical Contracting Firms



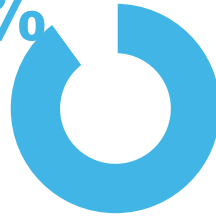
4,241
Electrician Employment*



431
Active Apprentices

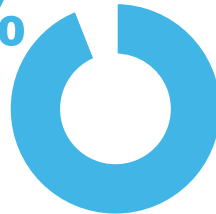
Merit Share

90%



Total Revenue
\$1.5B

94%



Total Firms
764

93%



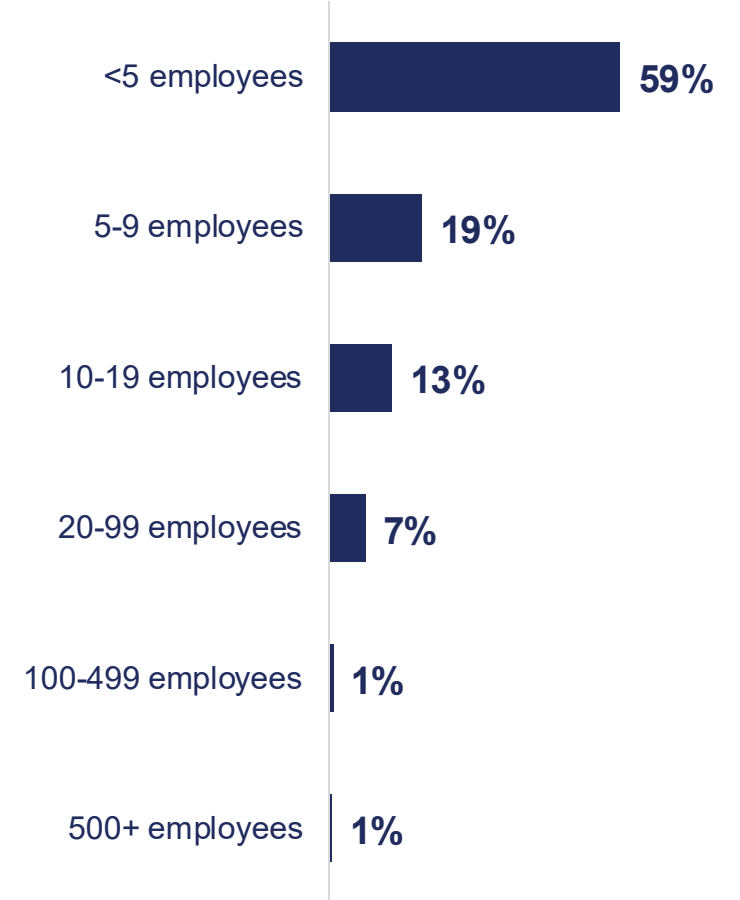
Total Employment*
4,560

46%



Total Apprentices
938

Total firms by size





Merit Shop Impact

 **\$552 Million**
Revenue

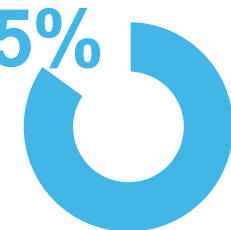
 **475**
Electrical Contracting Firms

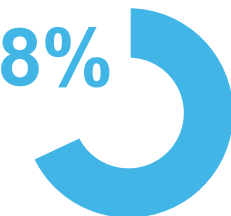
 **1,618**
Electrician Employment*

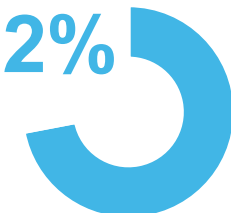
 **965**
Active Apprentices

Merit Share

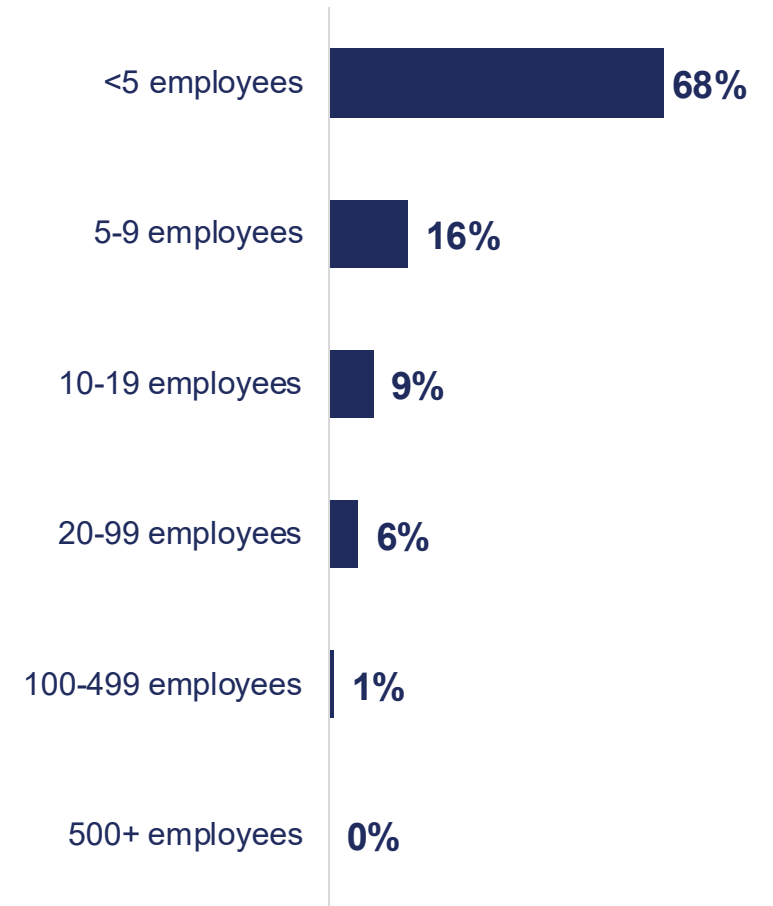
58%  Total Revenue
\$948M

85%  Total Firms
560

68%  Total Employment*
2,380

72%  Total Apprentices
1,349

Total firms by size

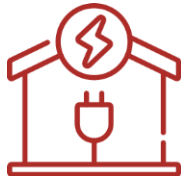




Merit Shop Impact

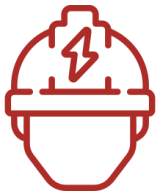


\$1.8 Billion
Revenue



643

Electrical Contracting Firms



4,700

Electrician Employment*



464

Active Apprentices

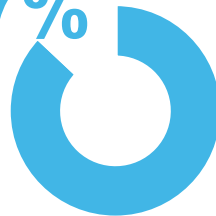
Merit Share

55%



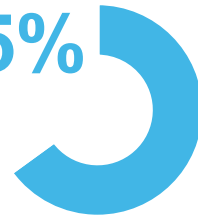
Total Revenue
\$3.2B

87%



Total Firms
739

65%



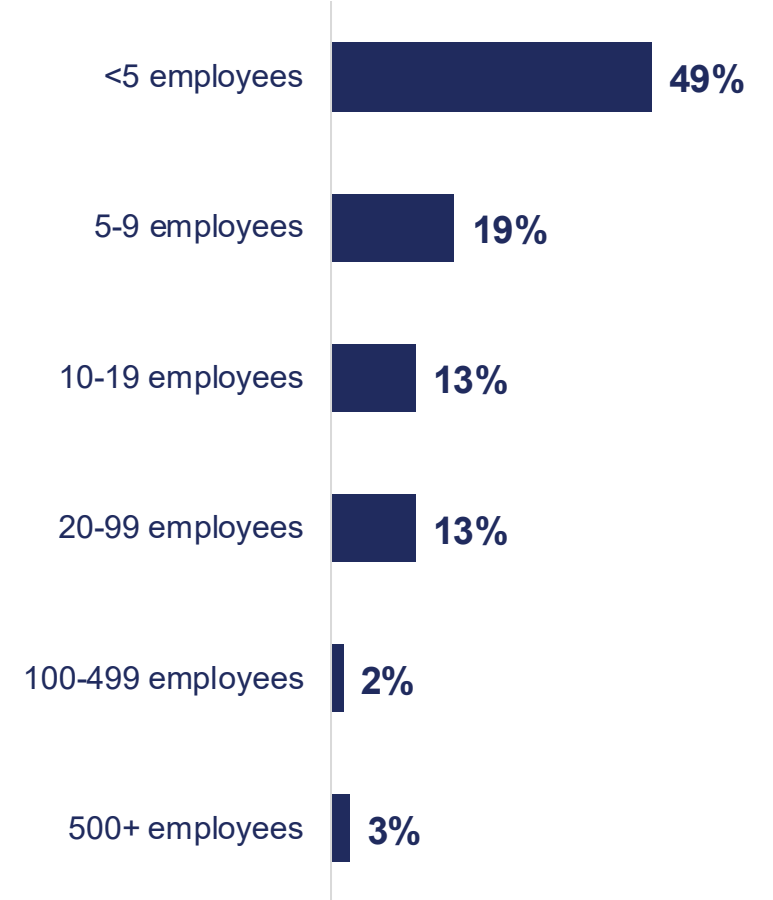
Total Employment*
7,230

35%



Total Apprentices
1,320

Total firms by size

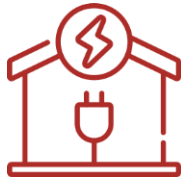


New Mexico

Merit Shop Impact



\$944 Million
Revenue



602
Electrical Contracting Firms



3,017
Electrician Employment*



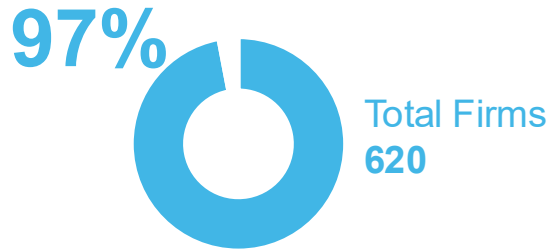
68
Active Apprentices

Merit Share

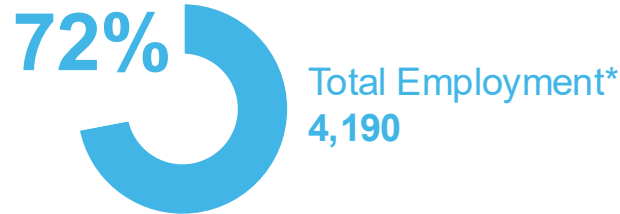
62%



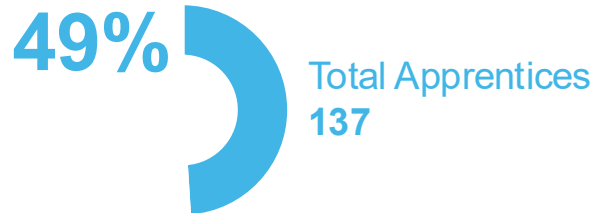
97%



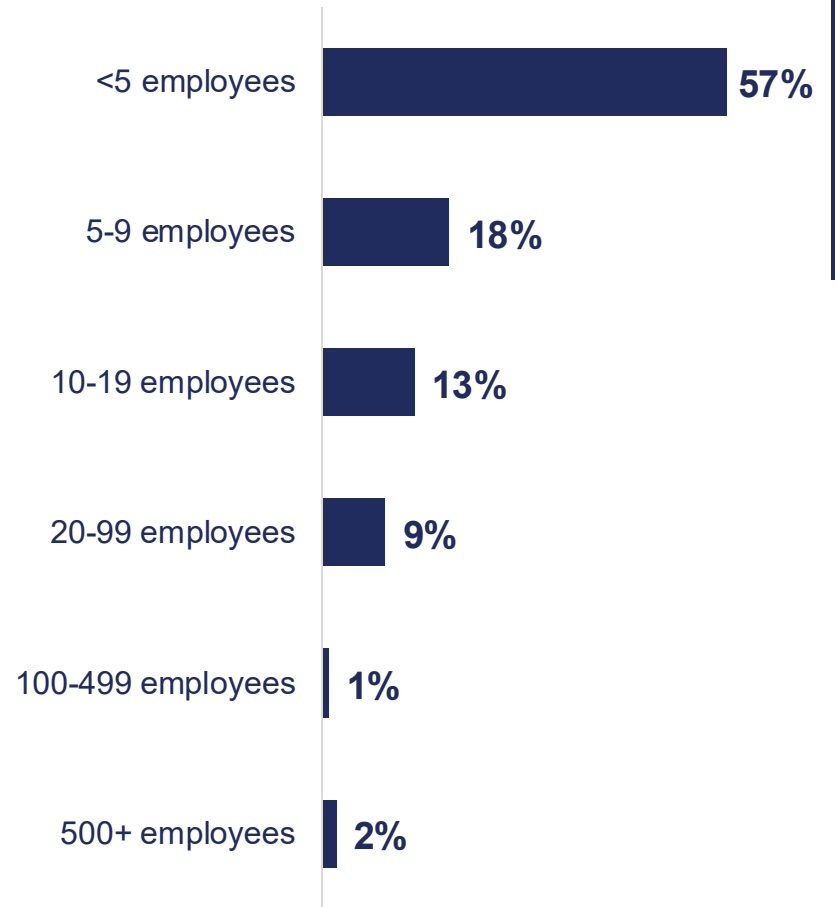
72%



49%



Total firms by size

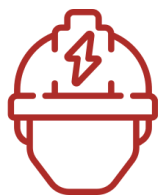




Merit Shop Impact

 **\$635 Million**
Revenue

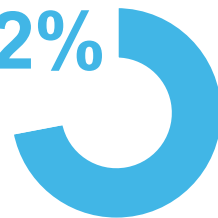
 **740**
Electrical Contracting Firms


 **1,793**
Electrician Employment*

 **23**
Active Apprentices

Merit Share

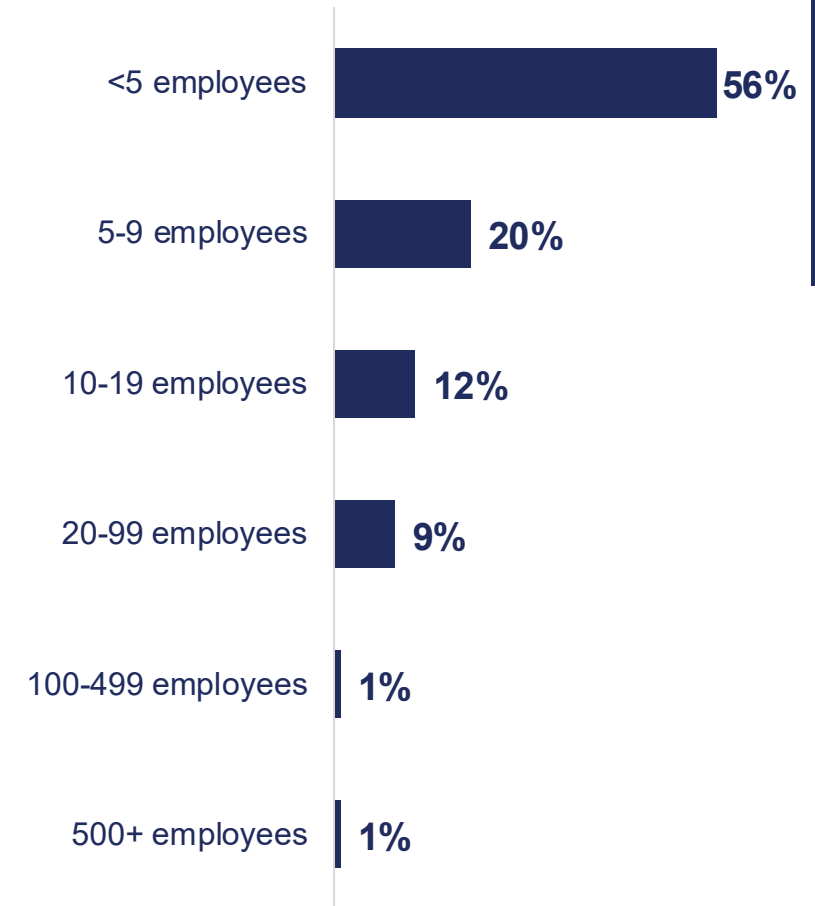
14%  Total Revenue
\$4.4B

72%  Total Firms
1,027

21%  Total Employment*
8,540

1*%  Total Apprentices
3,313

Total firms by size

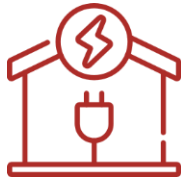




Merit Shop Impact



\$ 3.7 Billion
Revenue



1,100
Electrical Contracting Firms

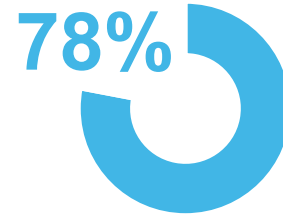


8,092
Electrician Employment*

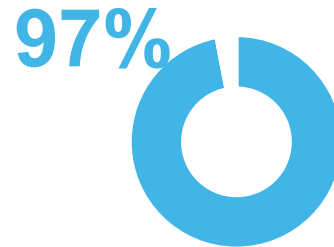


747
Active Apprentices

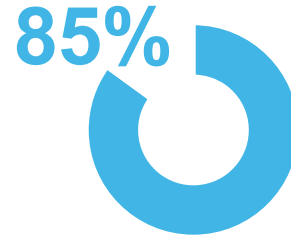
Merit Share



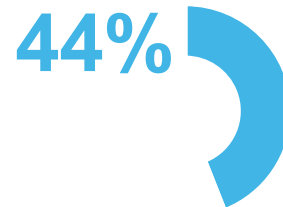
Total Revenue
\$4.7B



Total Firms
1,129

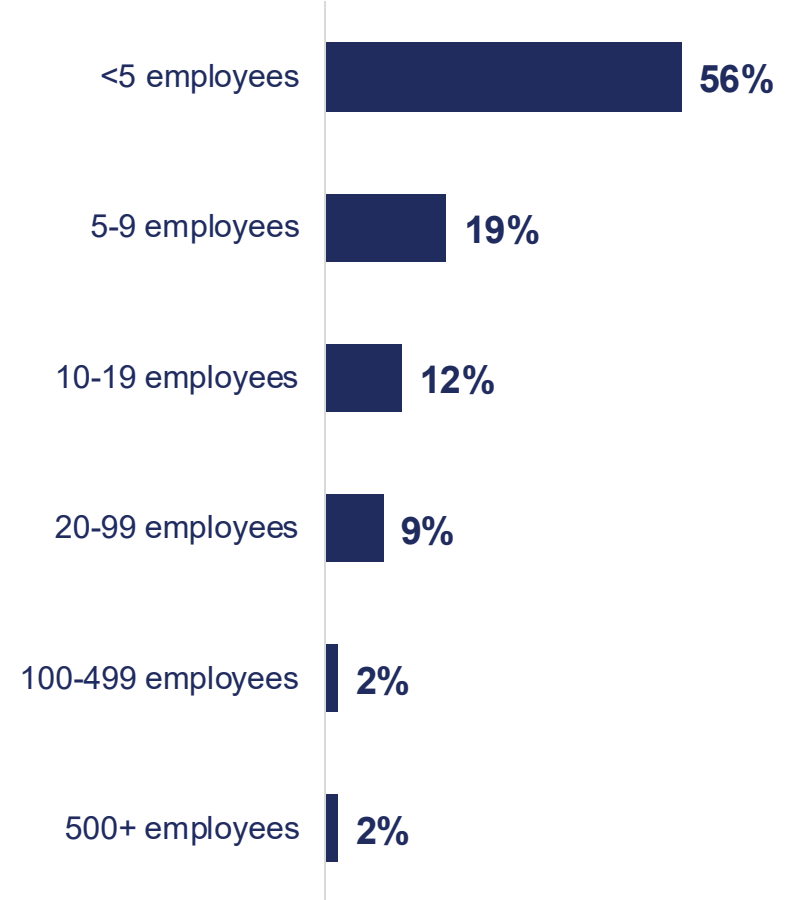


Total Employment*
9,520



Total Apprentices
1,681

Total firms by size

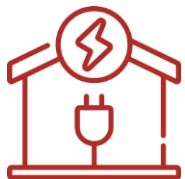




Merit Shop Impact



\$ 3.7 Billion
Revenue



1,762
Electrical Contracting Firms

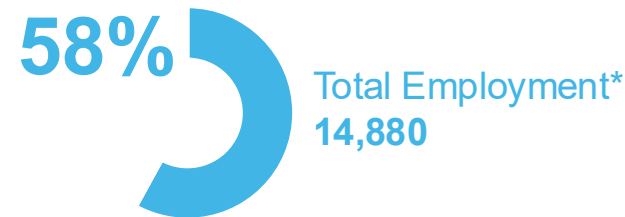
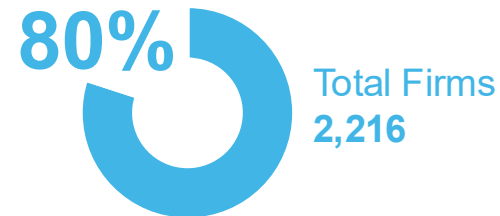


8,630
Electrician Employment*

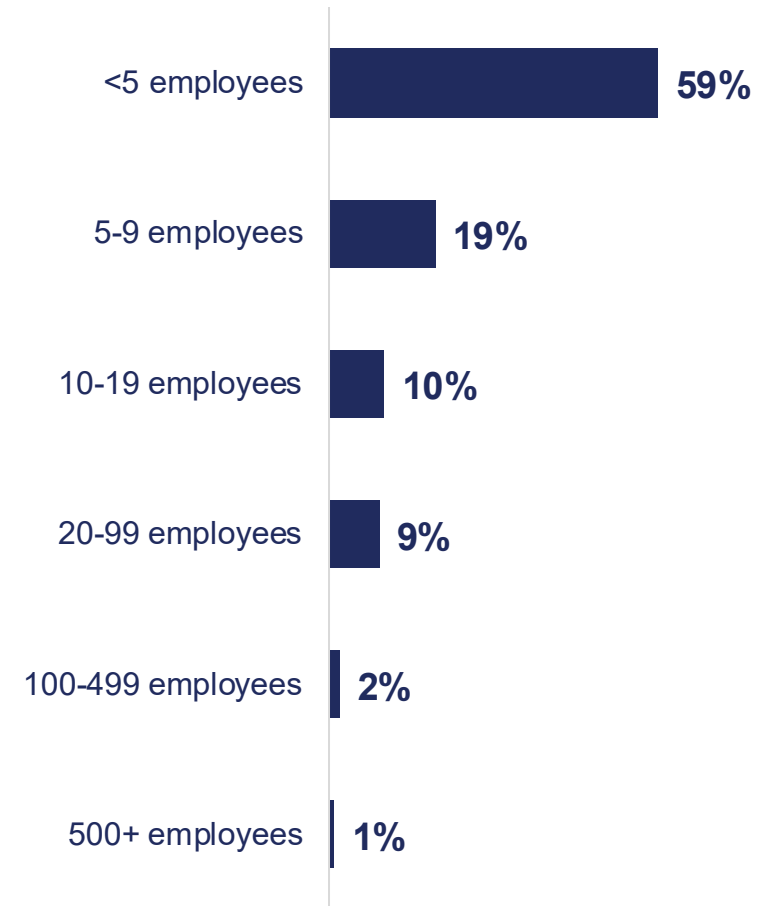


37
Active Apprentices

Merit Share



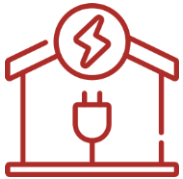
Total firms by size



Merit Shop Impact



\$ 306 Million
Revenue



260
Electrical Contracting Firms

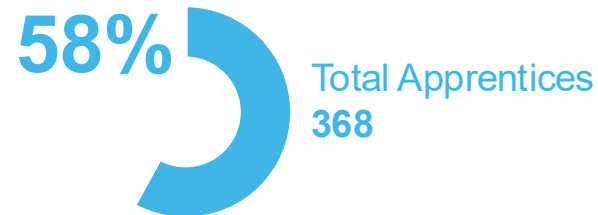
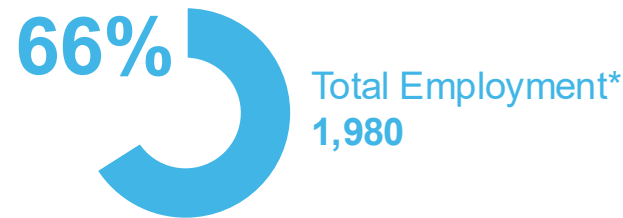
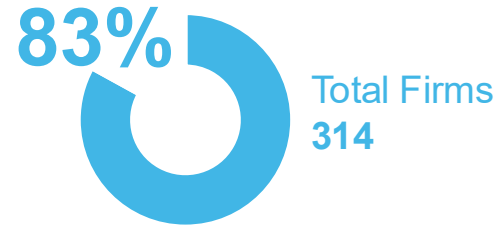


1,307
Electrician Employment*

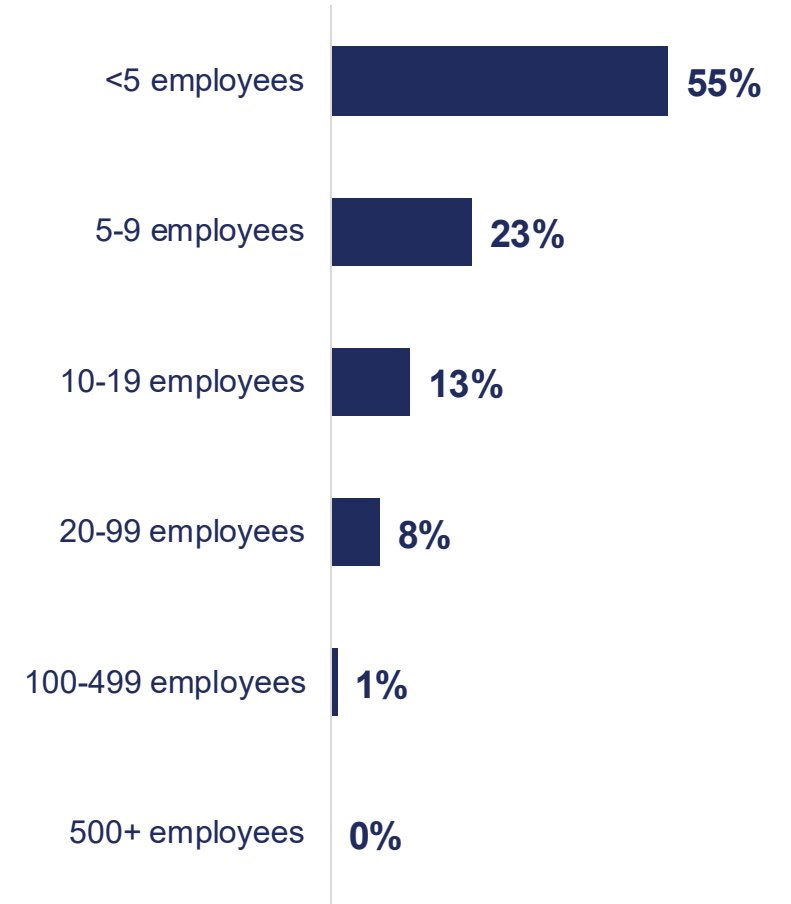


213
Active Apprentices

Merit Share



Total firms by size



Midwest Region



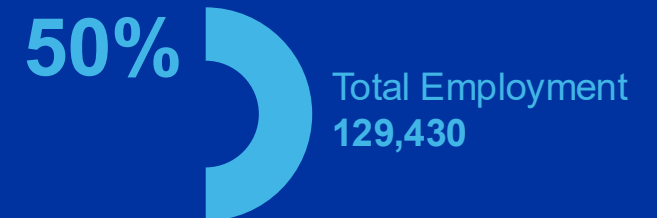
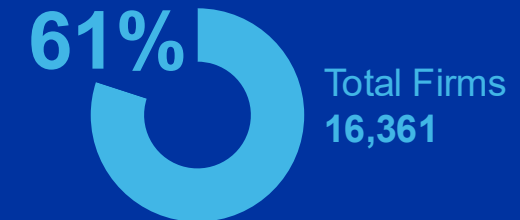
The **Midwest Region** market is mixed, with several states where the merit shop industry dominates and other states where union presence is strong.

Merit shop electrical contractors represent 61% of businesses, sustaining 64,000 electrician jobs, more than 15,000 apprentices and generating approximately \$23 Billion in revenue.

Merit Shop Impact



Merit Share

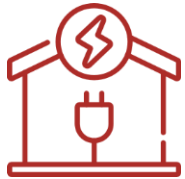




Merit Shop Impact



\$ 2.7 Billion
Revenue



397

Electrical Contracting Firms



6,171

Electrician Employment*



637

Active Apprentices

Merit Share

26%



Total Revenue
\$10.3B

14%



Total Firms
2,827

35%



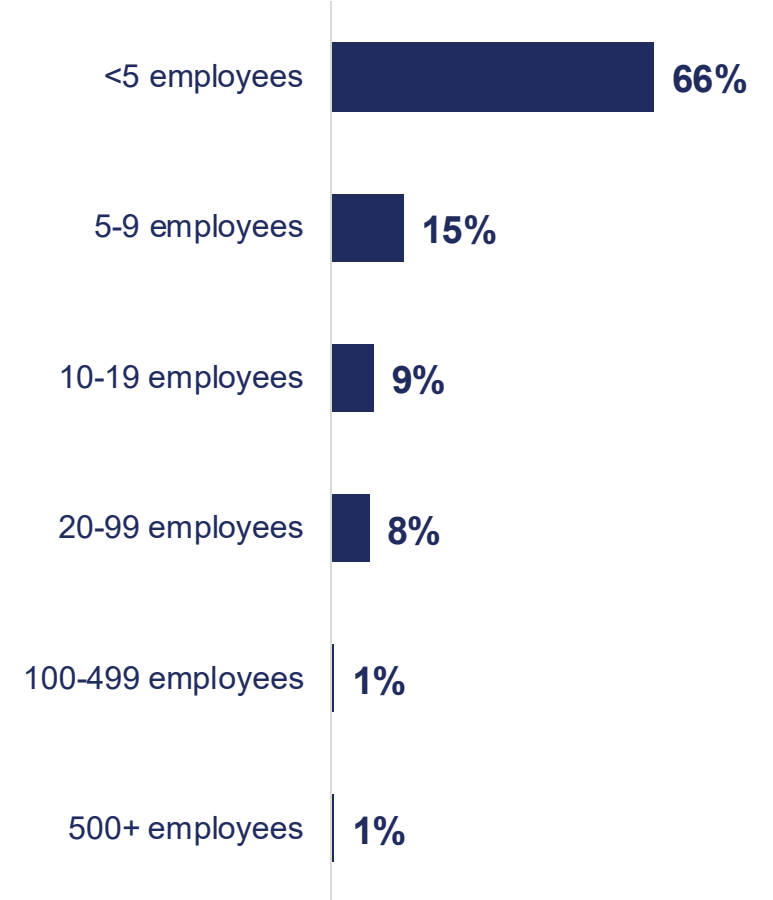
Total Employment*
17,630

14%



Total Apprentices
4,591

Total firms by size

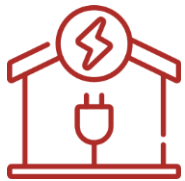




Merit Shop Impact



\$ 1.8 Billion
Revenue



765
Electrical Contracting Firms

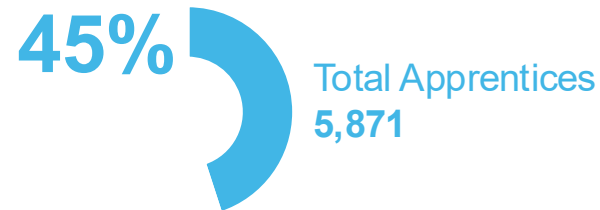
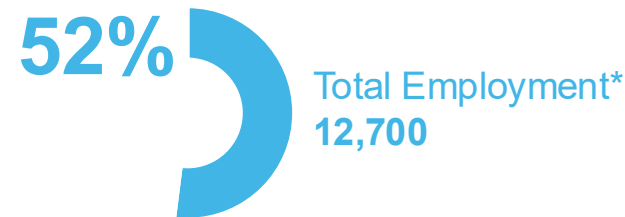
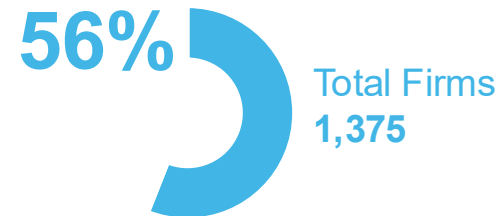


6,604
Electrician Employment*

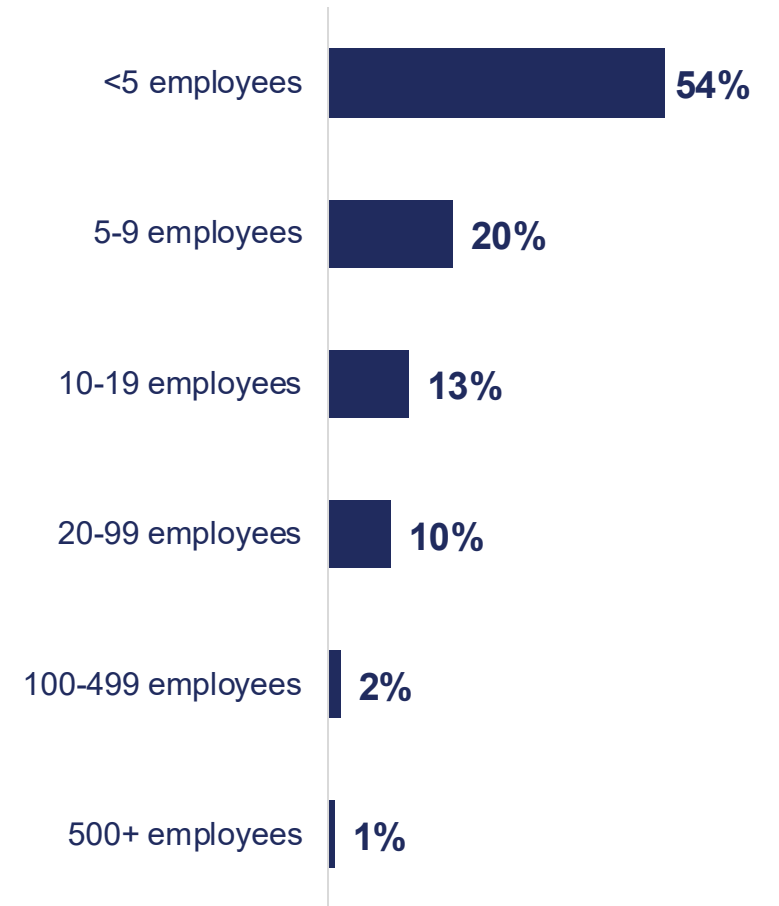


2,652
Active Apprentices

Merit Share



Total firms by size

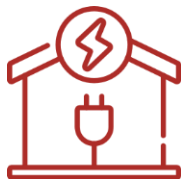




Merit Shop Impact

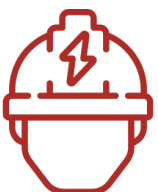


\$ 1.5 Billion
Revenue



698

Electrical Contracting Firms



4,095

Electrician Employment*



1,683

Active Apprentices

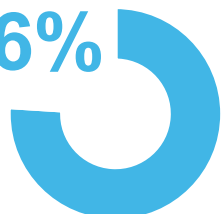
Merit Share

52%



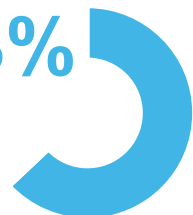
Total Revenue
\$2.8B

76%



Total Firms
917

63%



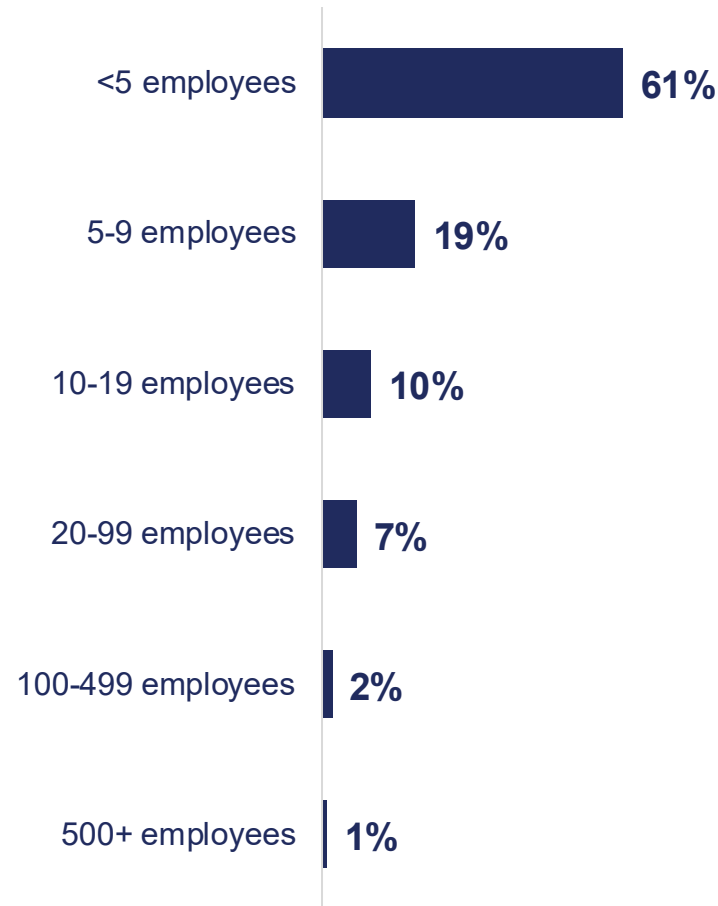
Total Employment*
6,500

53%



Total Apprentices
3,175

Total firms by size

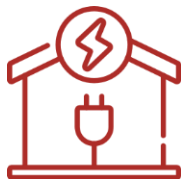




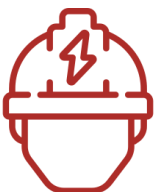
Merit Shop Impact



\$ 861 Million
Revenue



582
Electrical Contracting Firms

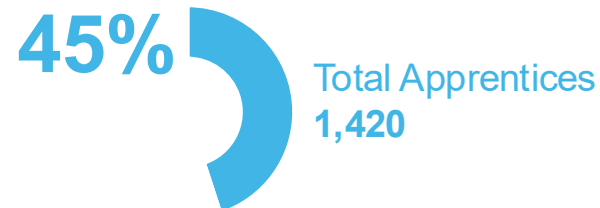
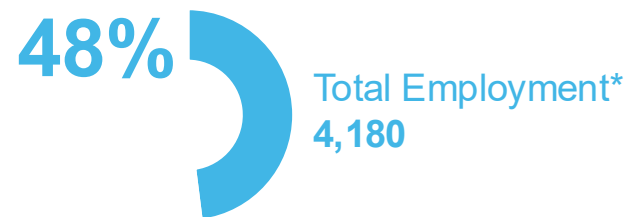
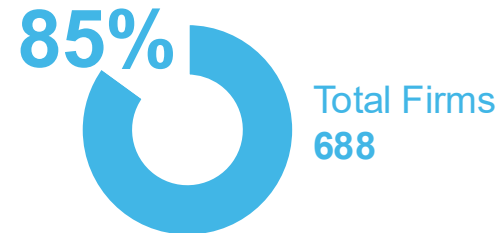


2,006
Electrician Employment*

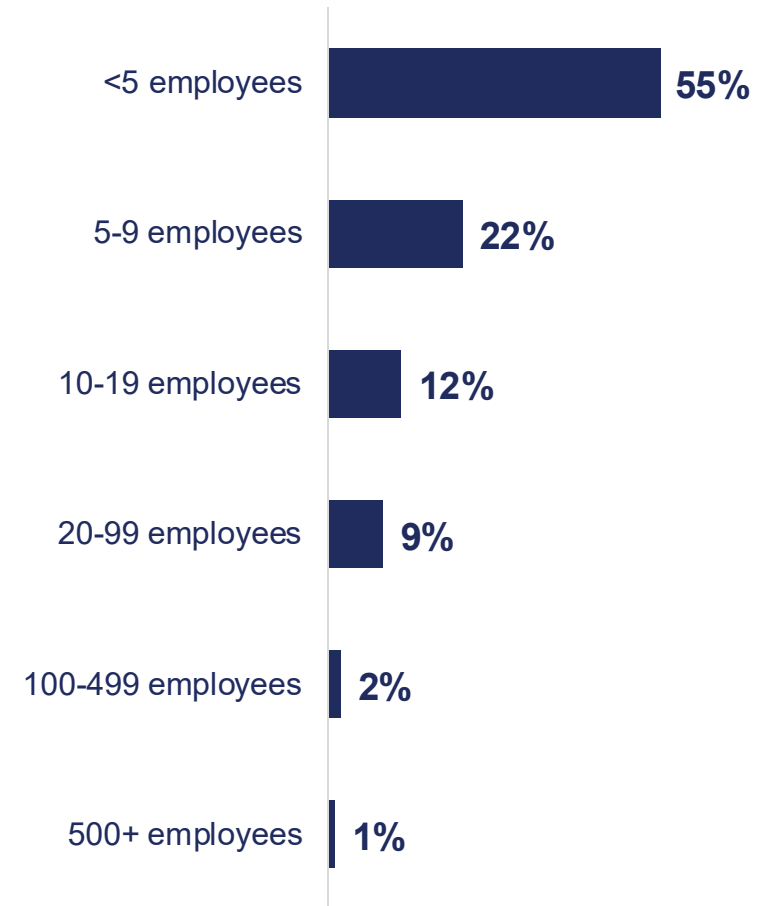


632
Active Apprentices

Merit Share



Total firms by size

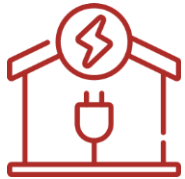




Merit Shop Impact



\$ 1.2 Billion
Revenue



784
Electrical Contracting Firms

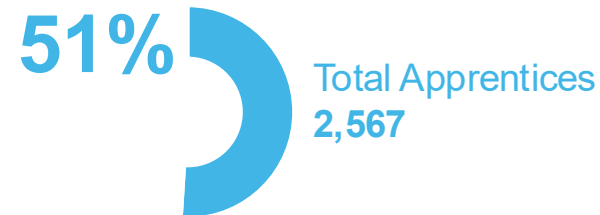
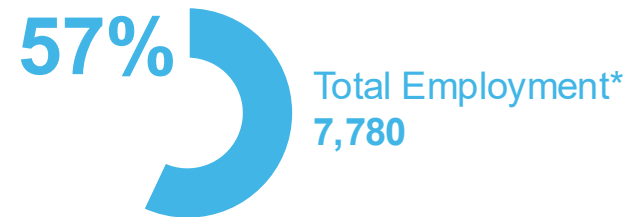


4,435
Electrician Employment*

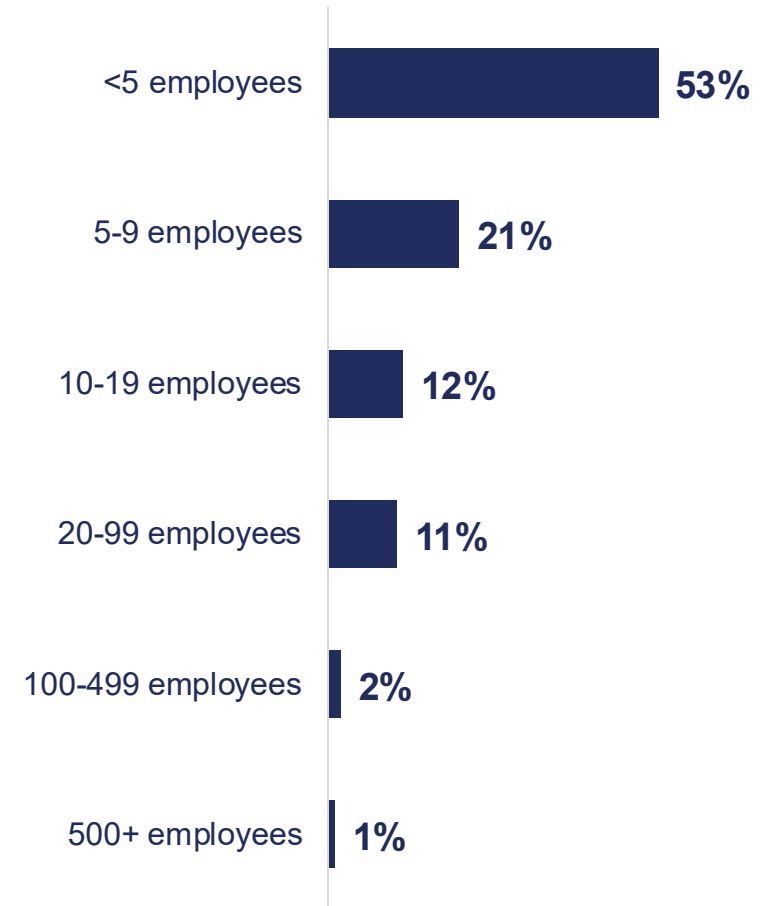


1,317
Active Apprentices

Merit Share



Total firms by size

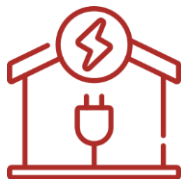




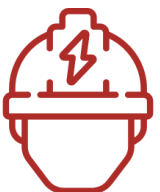
Merit Shop Impact



\$ 3.3 Billion
Revenue



1,448
Electrical Contracting Firms

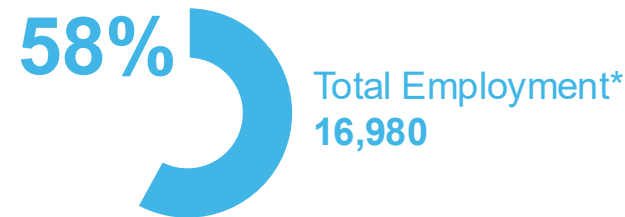
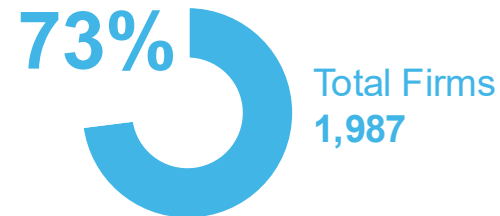


9,848
Electrician Employment*

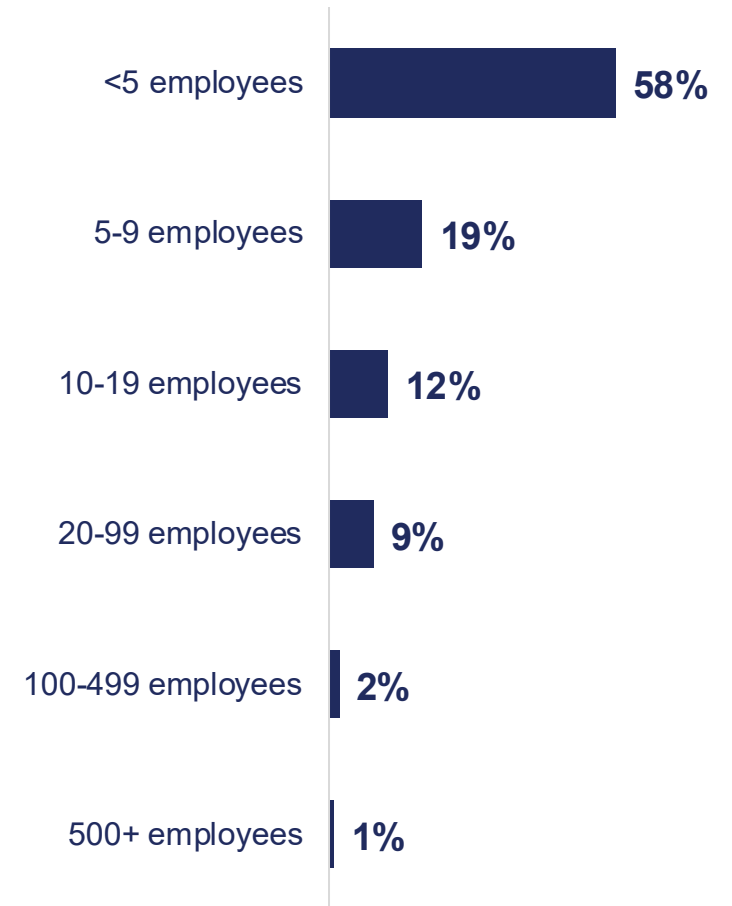


1,843
Active Apprentices

Merit Share



Total firms by size

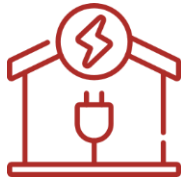




Merit Shop Impact



\$ 2.2 Billion
Revenue



1,107
Electrical Contracting Firms

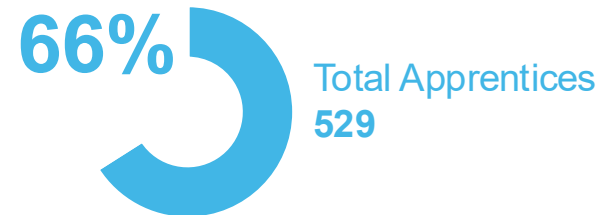
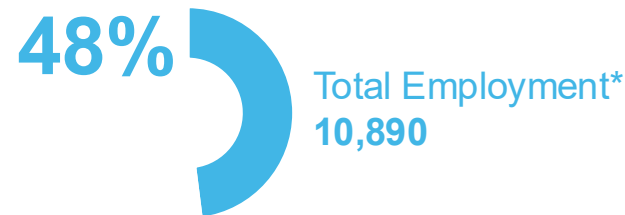
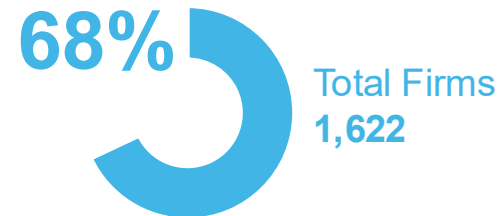


5,227
Electrician Employment*

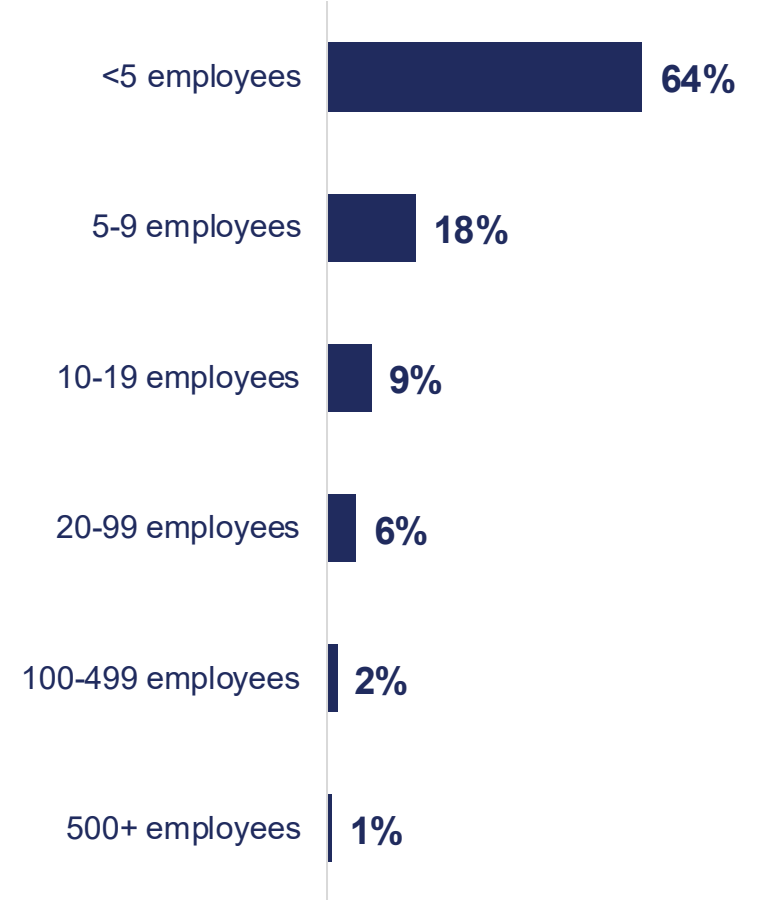


349
Active Apprentices

Merit Share



Total firms by size

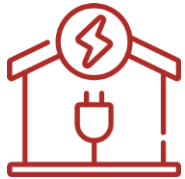




Merit Shop Impact



\$ 1.7 Billion
Revenue



922

Electrical Contracting Firms



4,383

Electrician Employment*



1,653

Active Apprentices

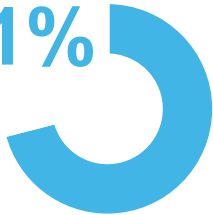
Merit Share

31%



Total Revenue
\$5.5B

71%



Total Firms
1,299

41%



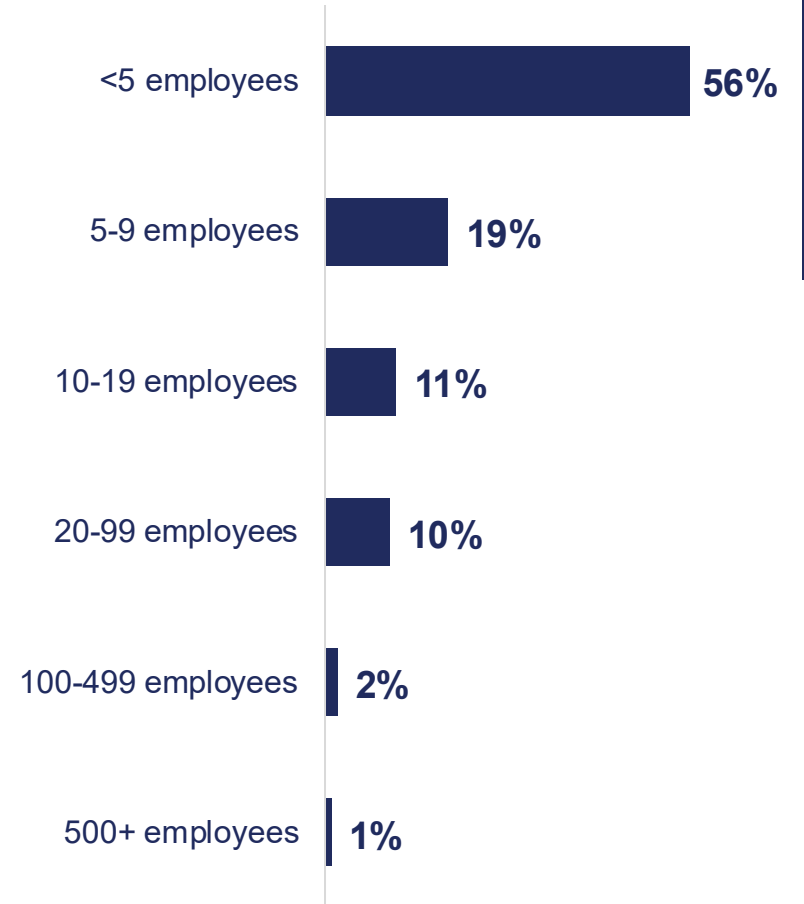
Total Employment*
10,690

42%



Total Apprentices
3,969

Total firms by size

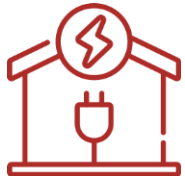




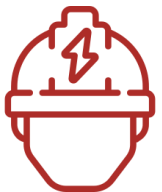
Merit Shop Impact



\$ 994 Million
Revenue



678
Electrical Contracting Firms

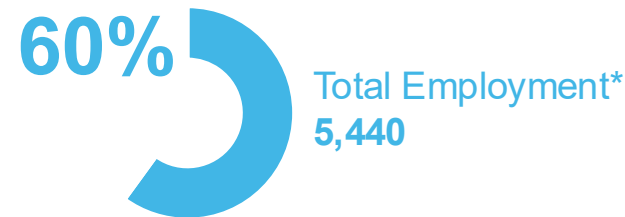
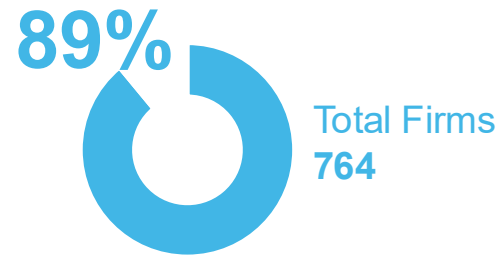


3,264
Electrician Employment*

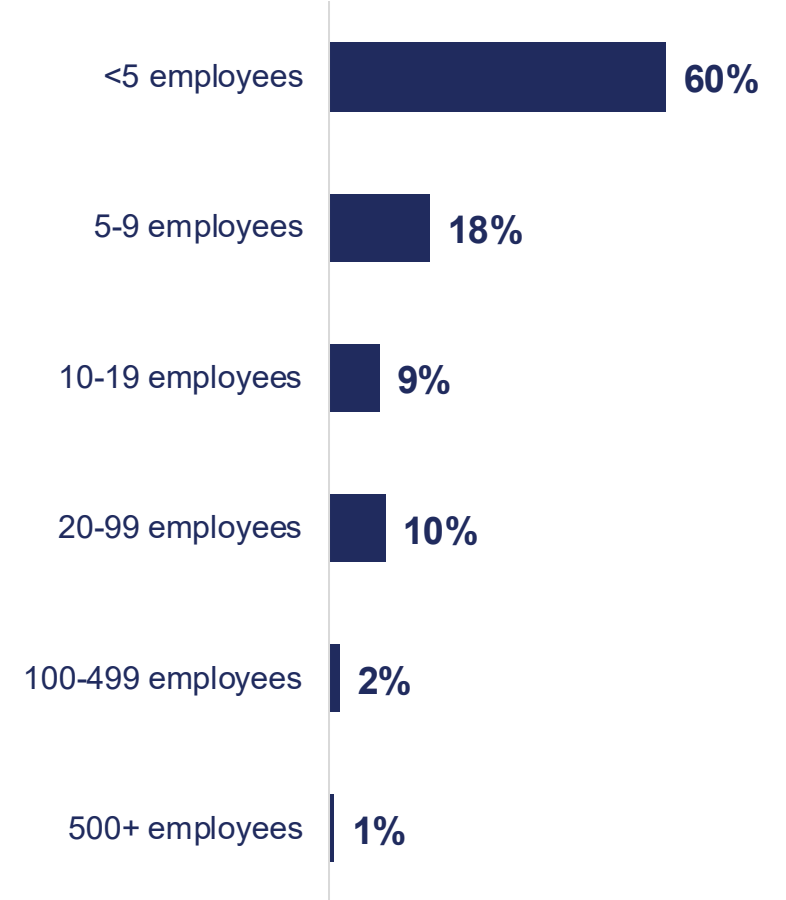


332
Active Apprentices

Merit Share



Total firms by size

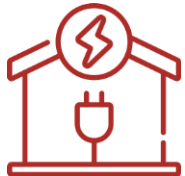




Merit Shop Impact

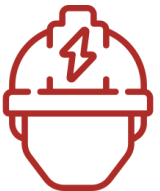


\$ 830 Million
Revenue



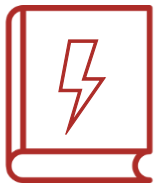
309

Electrical Contracting Firms



2,232

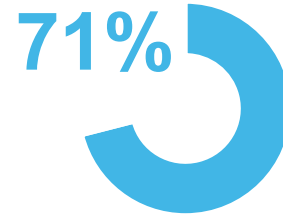
Electrician Employment*



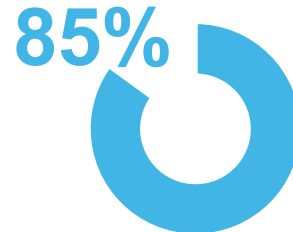
166

Active Apprentices

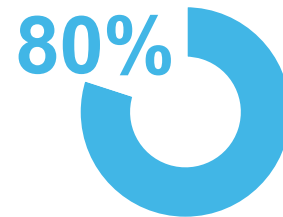
Merit Share



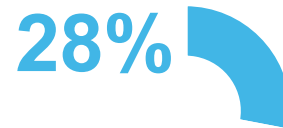
Total Revenue
\$1.2B



Total Firms
365

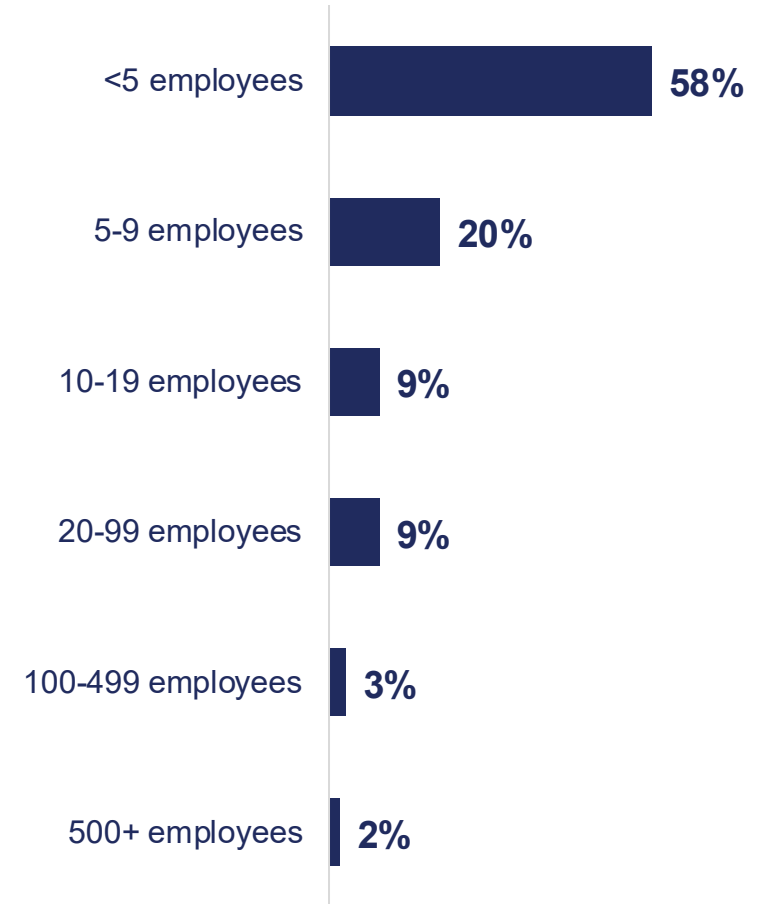


Total Employment*
2,790



Total Apprentices
602

Total firms by size

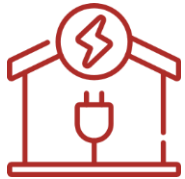




Merit Shop Impact



\$ 2.2 Billion
Revenue



903

Electrical Contracting Firms



7,296

Electrician Employment*



3,147

Active Apprentices

Merit Share

25%



Total Revenue
\$8.8B

49%



Total Firms
1,834

34%



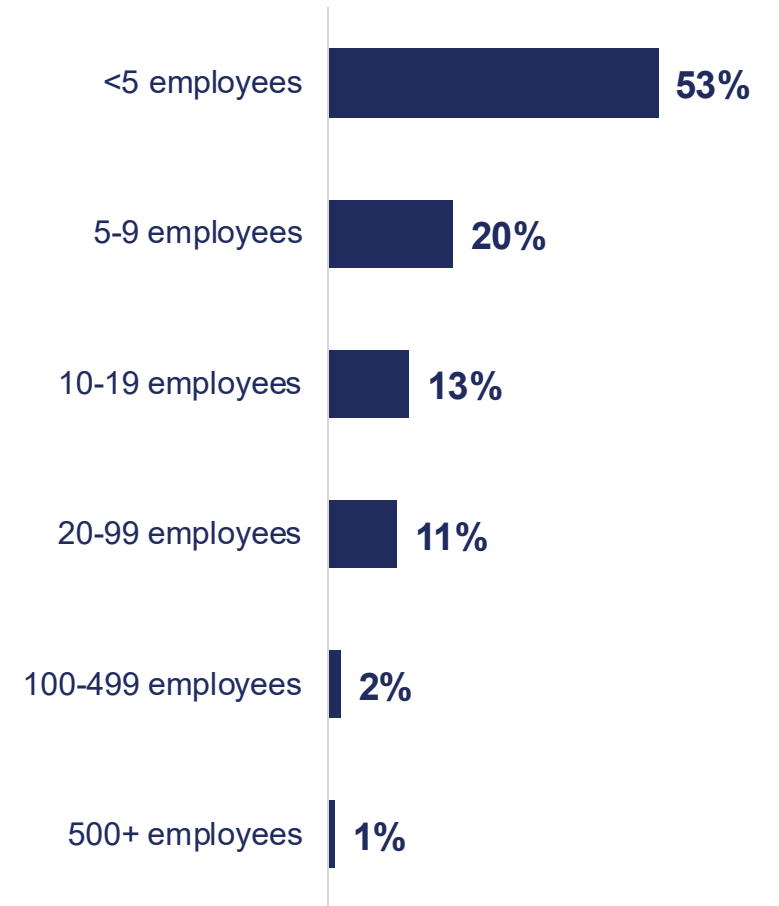
Total Employment*
21,460

43%



Total Apprentices
7,344

Total firms by size

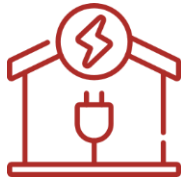




Merit Shop Impact



\$617 Million
Revenue



246
Electrical Contracting Firms



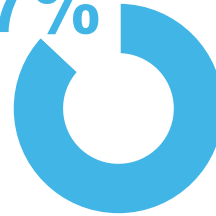
2,190
Electrician Employment*



417
Active Apprentices

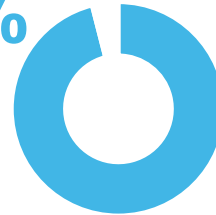
Merit Share

87%



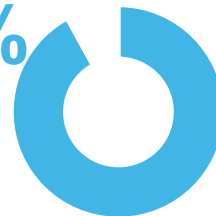
Total Revenue
\$707M

96%



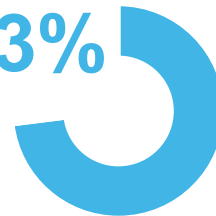
Total Firms
255

92%



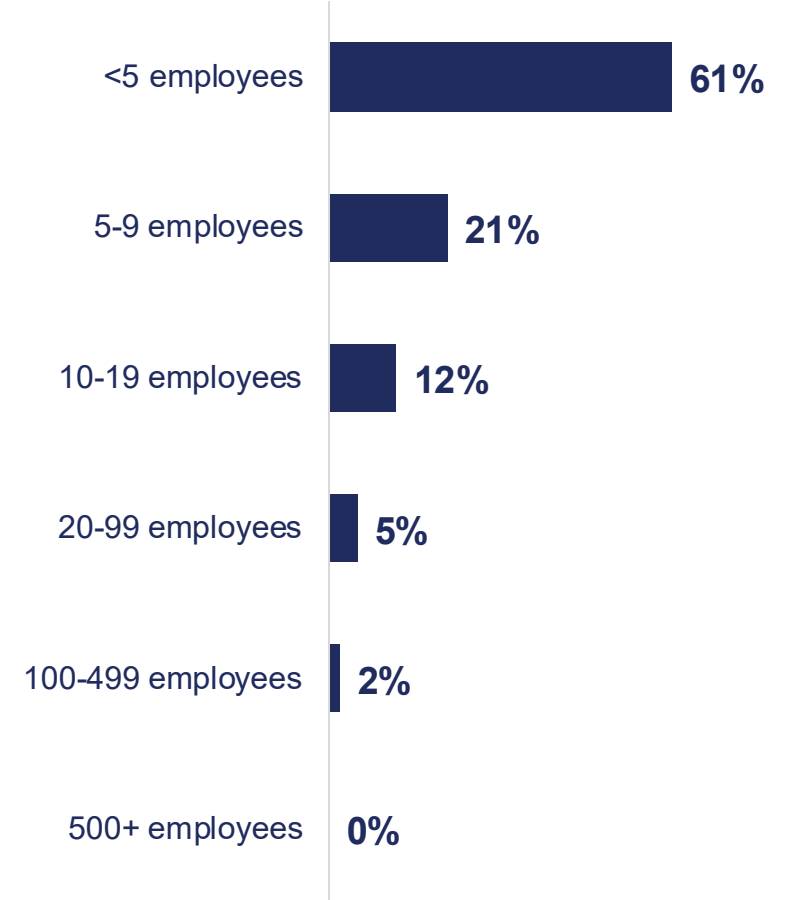
Total Employment*
2,380

73%



Total Apprentices
569

Total firms by size

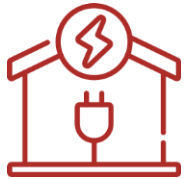




Merit Shop Impact



\$ 2.7 Billion
Revenue



1,136
Electrical Contracting Firms

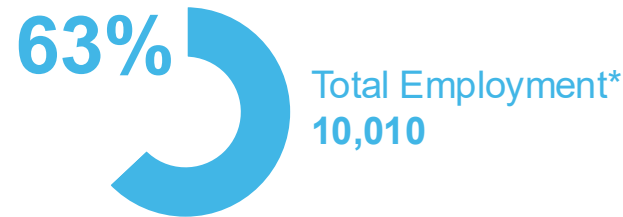
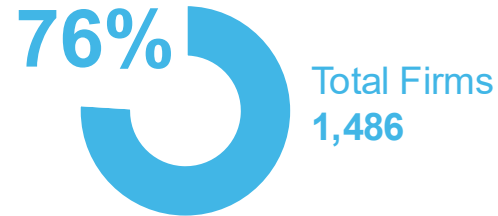


6,306
Electrician Employment*

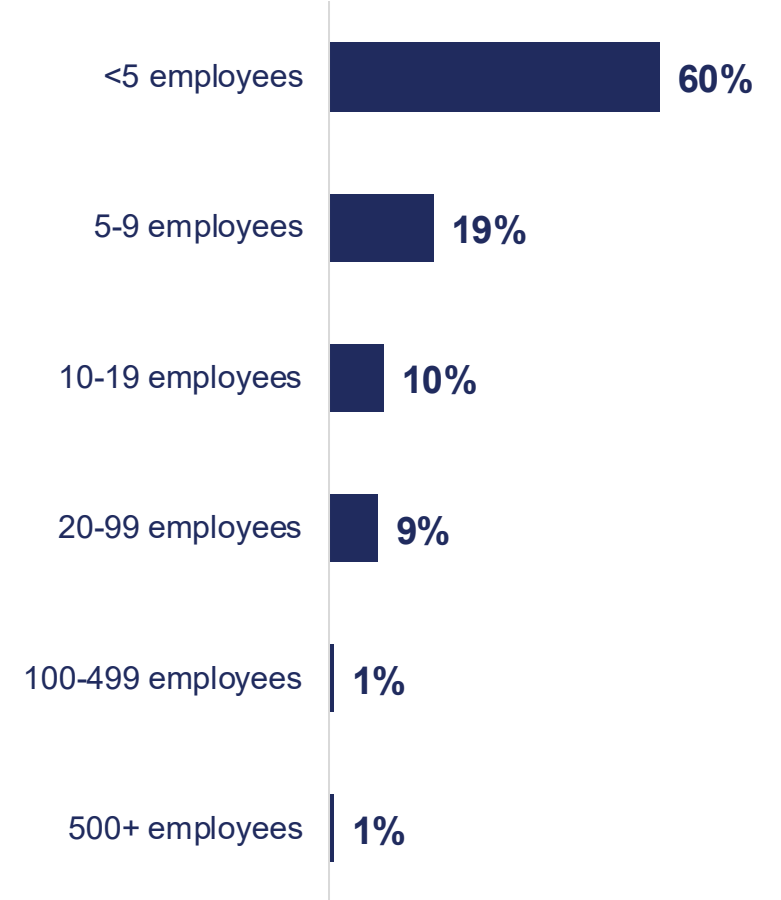


339
Active Apprentices

Merit Share



Total firms by size



Greater Texas Region



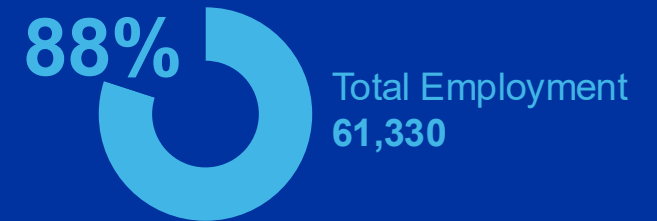
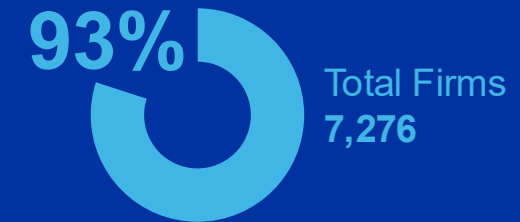
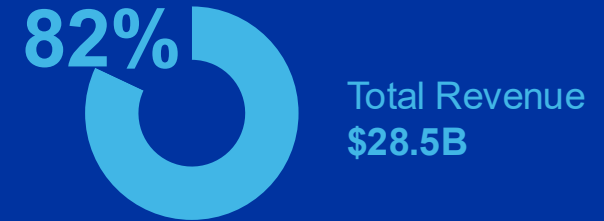
The **Greater Texas Region** is largely driven by the merit shop industry.

Merit shop electrical contractors represent 93% of businesses, sustaining 54,000 electrician jobs, almost 10,000 apprentices and generating approximately \$23 Billion in revenue.

Merit Shop Impact



Merit Share

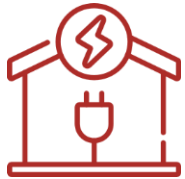




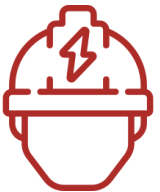
Merit Shop Impact



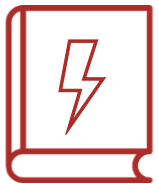
\$ 2.2 Billion
Revenue



1,067
Electrical Contracting Firms



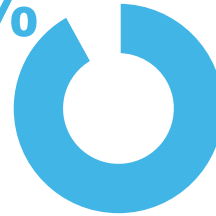
6,071
Electrician Employment*



1,084
Active Apprentices

Merit Share

92%



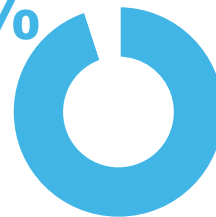
Total Revenue
\$2.3B

92%



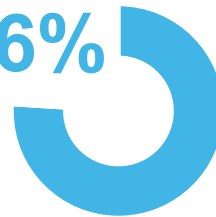
Total Firms
1,163

95%



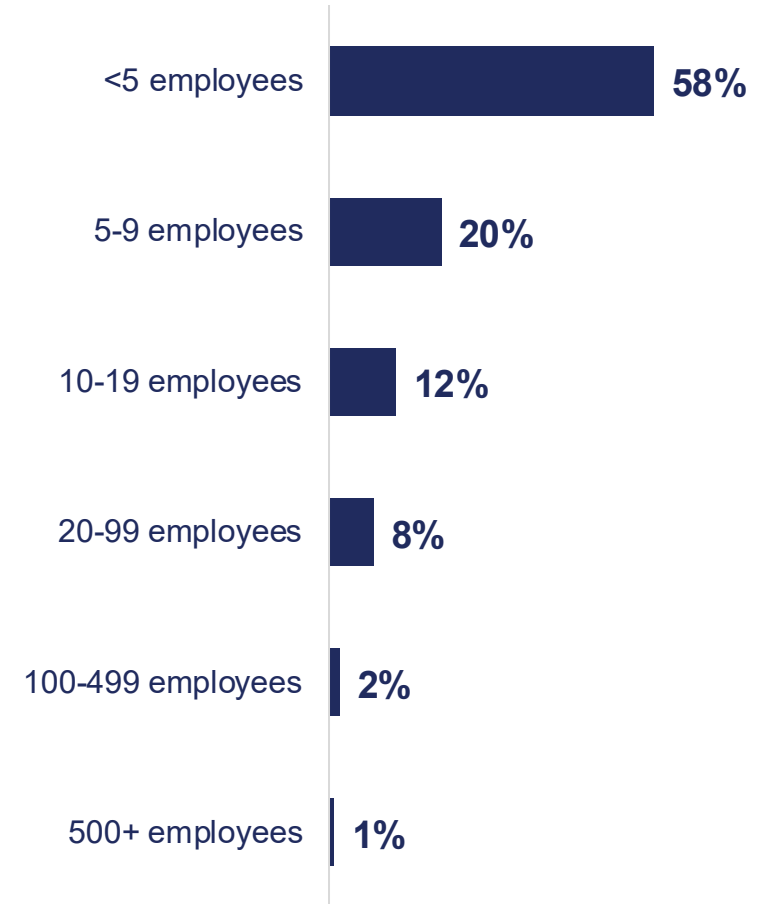
Total Employment*
6,390

76%



Total Apprentices
1,430

Total firms by size

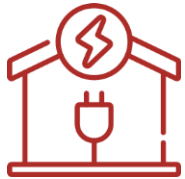




Merit Shop Impact



\$ 21.2 Billion
Revenue



5,716
Electrical Contracting Firms

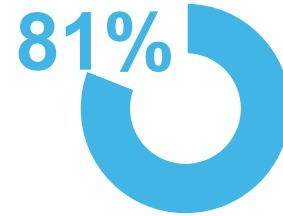


47,798
Electrician Employment*

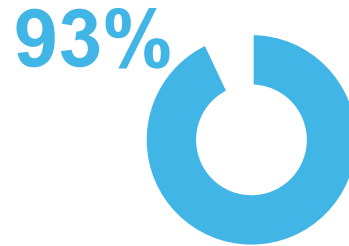


8,539
Active Apprentices

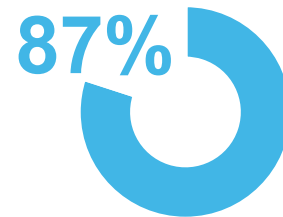
Merit Share



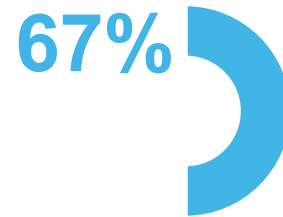
Total Revenue
\$26.1B



Total Firms
6,113

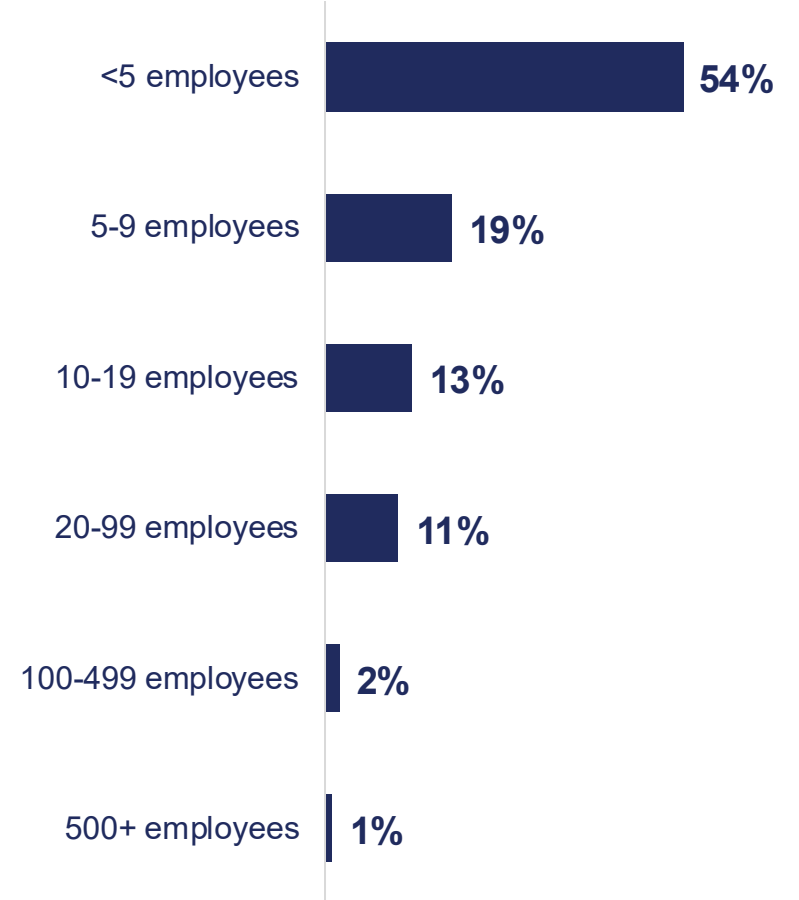


Total Employment*
54,940

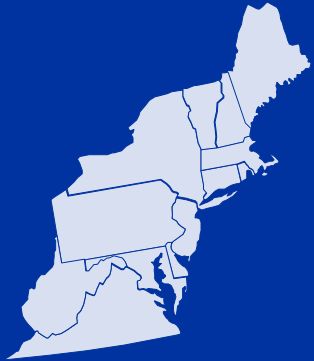


Total Apprentices
12,702

Total firms by size



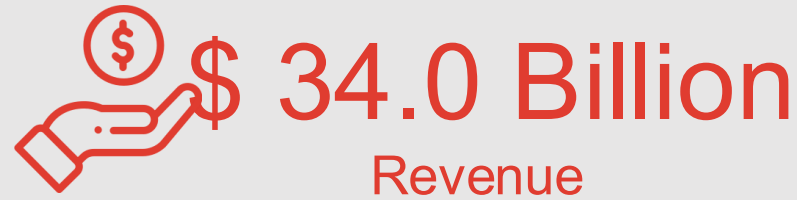
Northeast Region



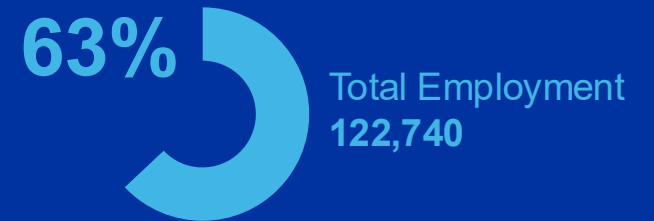
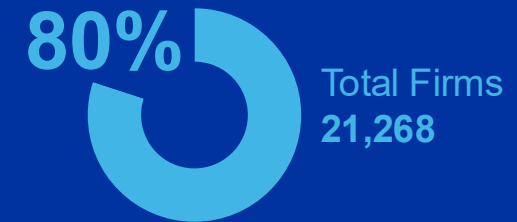
The **Northeast Region** is strongly merit shop driven.

Merit shop electrical contractors represent 80% of businesses, sustaining 77,000 electrician jobs, more than 10,000 apprentices and generating approximately \$34 Billion in revenue.

Merit Shop Impact



Merit Share

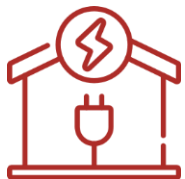




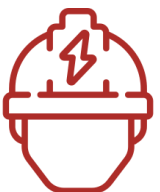
Merit Shop Impact



\$ 2.4 Billion
Revenue



1,117
Electrical Contracting Firms

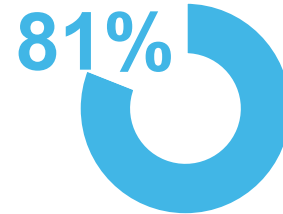


5,264
Electrician Employment*

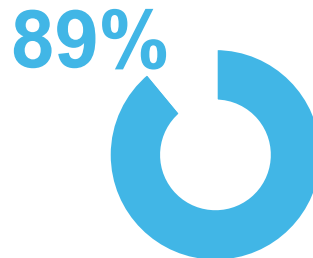


24
Active Apprentices**

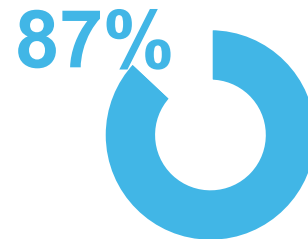
Merit Share



Total Revenue
\$2.9B



Total Firms
1,257

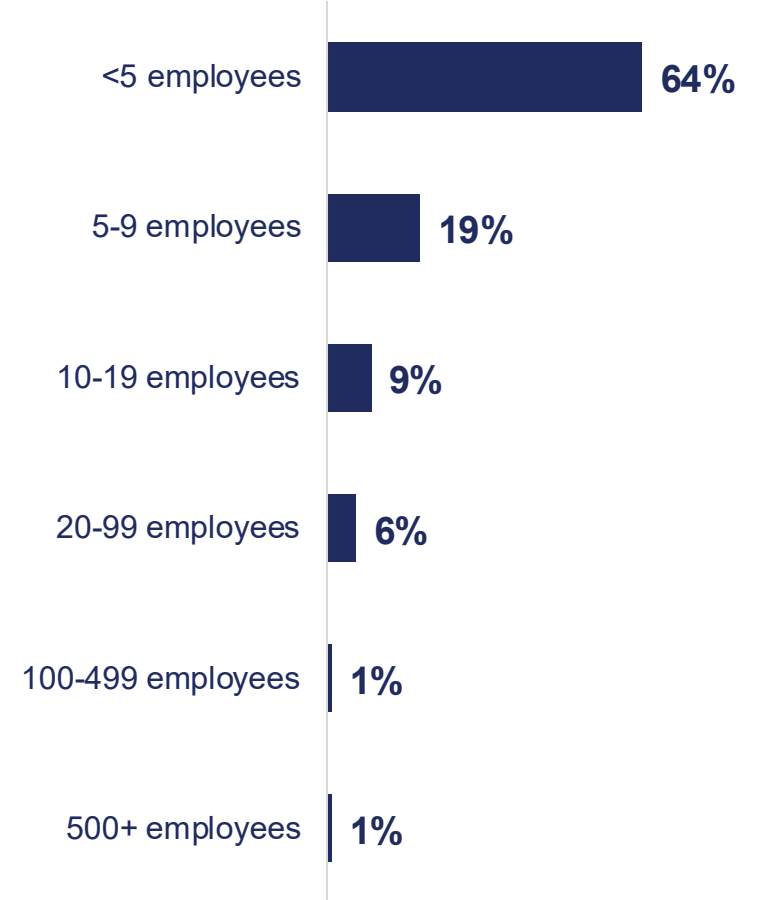


Total Employment*
6,050



Total Apprentices
1,580

Total firms by size

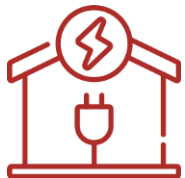




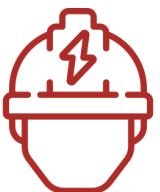
Merit Shop Impact



\$ 662 Million
Revenue



268
Electrical Contracting Firms

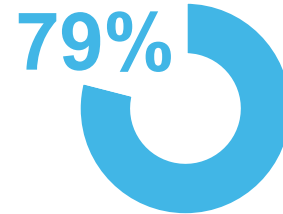


1,658
Electrician Employment*

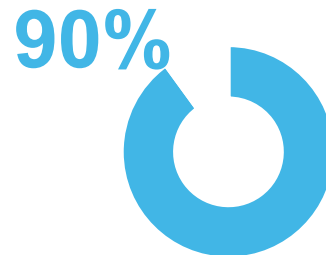


537
Active Apprentices

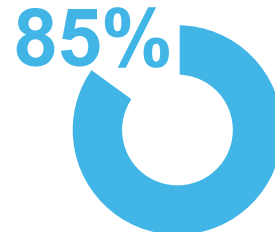
Merit Share



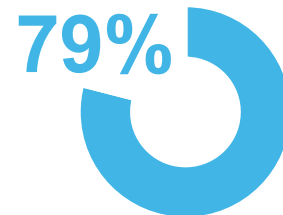
Total Revenue
\$838M



Total Firms
297

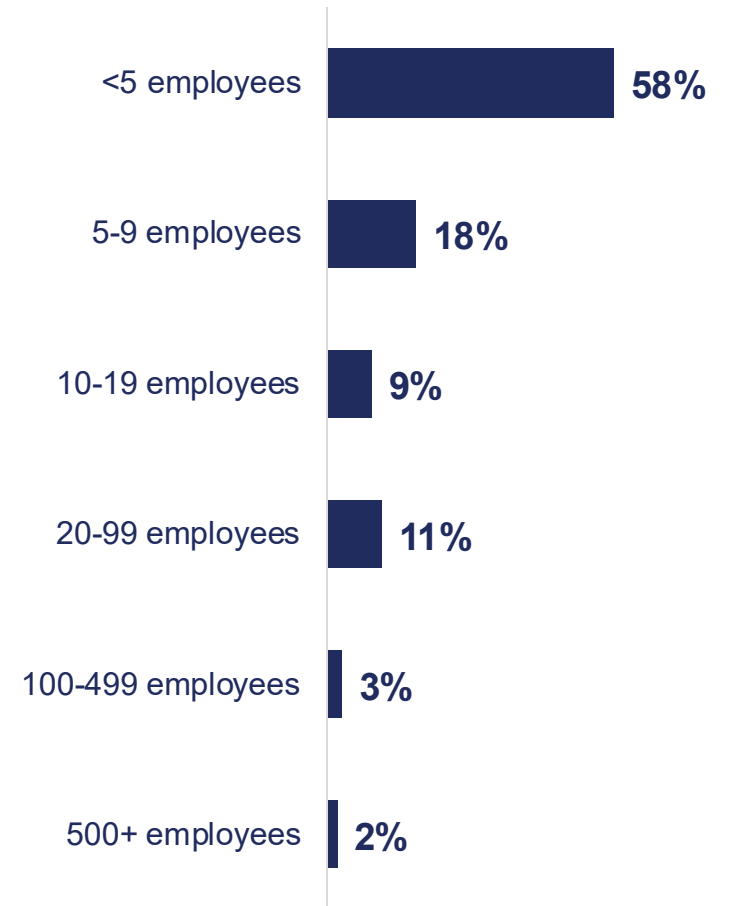


Total Employment*
1,950



Total Apprentices
681

Total firms by size

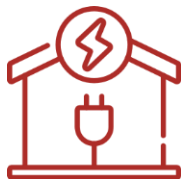




Merit Shop Impact

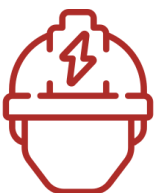


\$624 Million
Revenue



631

Electrical Contracting Firms



1,664

Electrician Employment*

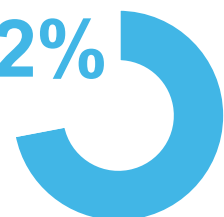


315

Active Apprentices

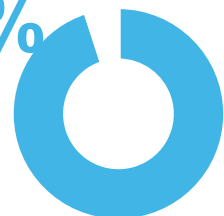
Merit Share

72%



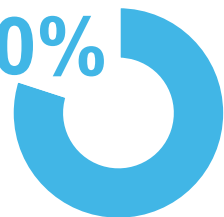
Total Revenue
\$867M

95%



Total Firms
662

80%



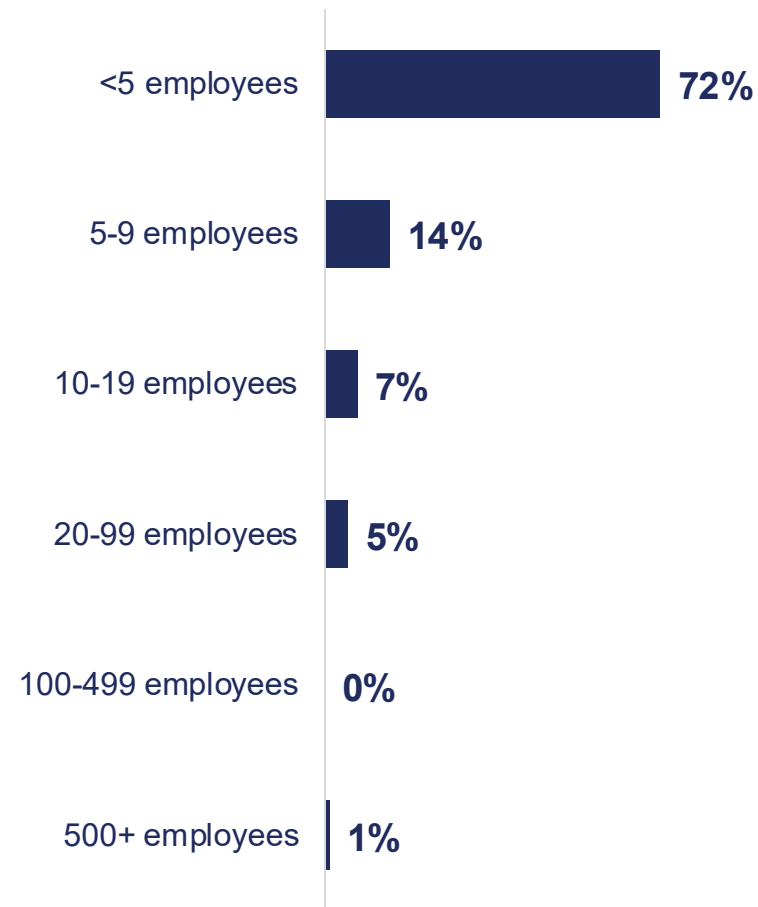
Total Employment*
2,080

49%



Total Apprentices
645

Total firms by size

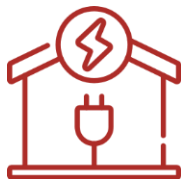




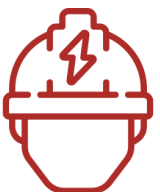
Merit Shop Impact



\$ 5.2 Billion
Revenue



1,095
Electrical Contracting Firms

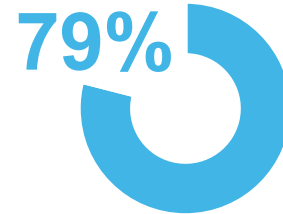


10,574
Electrician Employment*

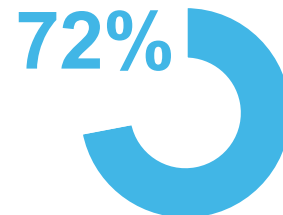


1,275
Active Apprentices

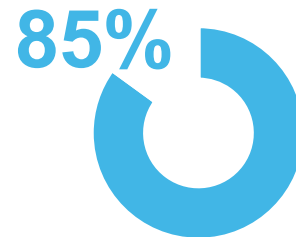
Merit Share



Total Revenue
\$6.6B



Total Firms
1,528

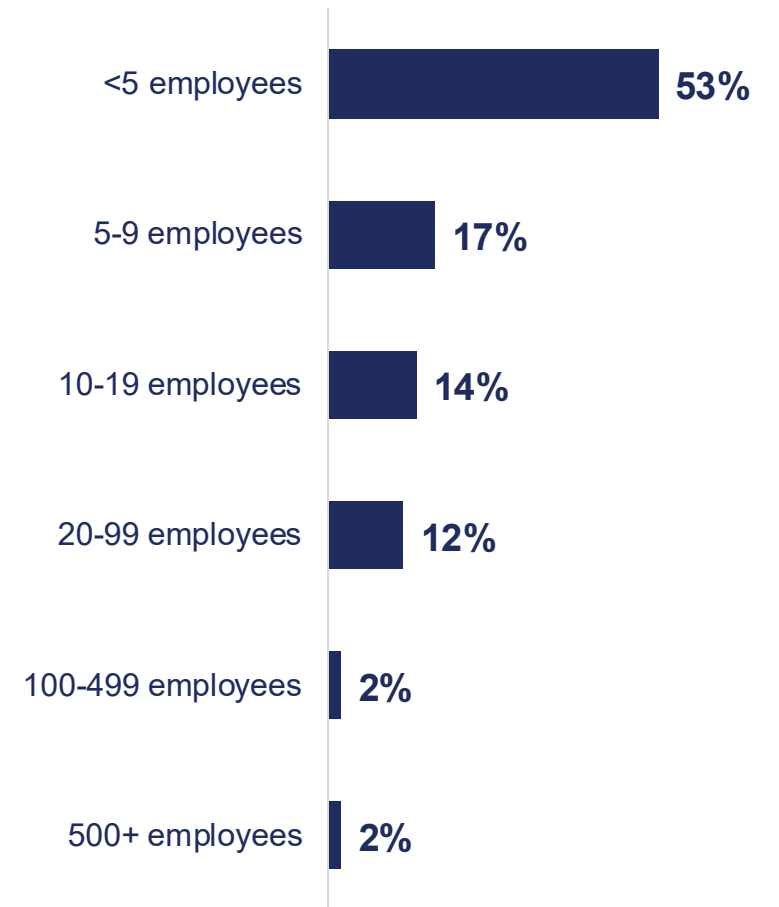


Total Employment*
12,440



Total Apprentices
5,565

Total firms by size





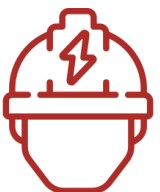
Merit Shop Impact



\$ 4.0 Billion
Revenue



2,528
Electrical Contracting Firms



8,339
Electrician Employment*



205
Active Apprentices

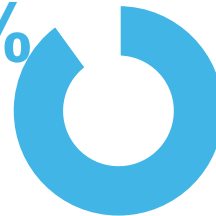
Merit Share

50%



Total Revenue
\$8.0B

90%



Total Firms
2,802

61%



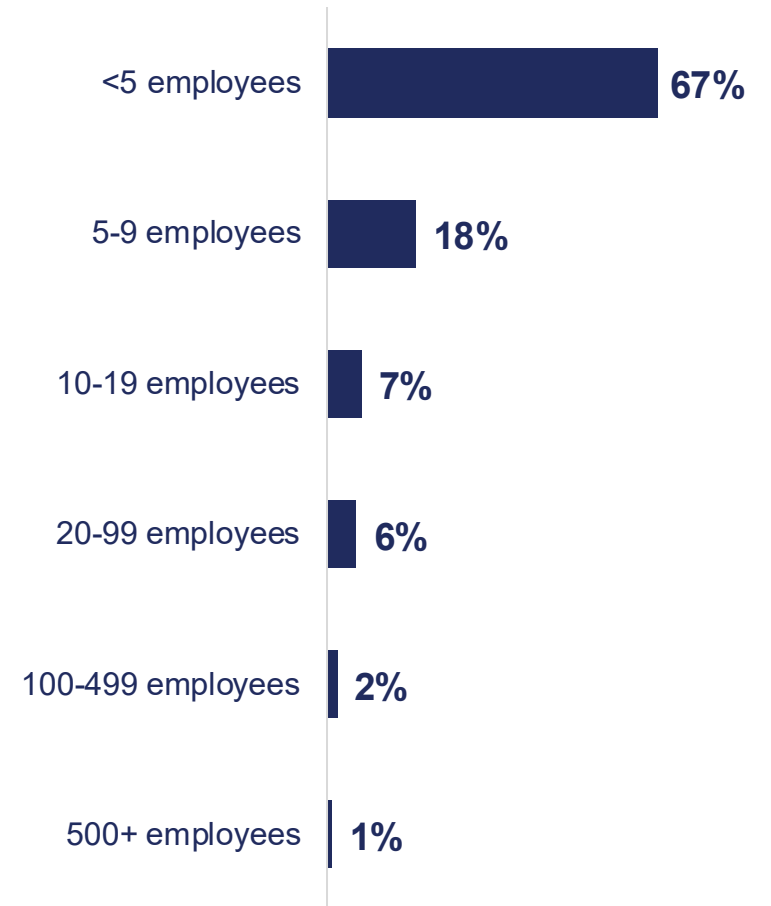
Total Employment*
13,670

92%



Total Apprentices
224

Total firms by size

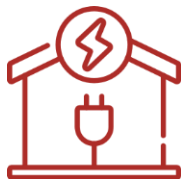




Merit Shop Impact

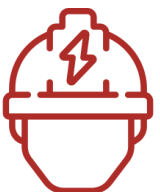


\$826 Million
Revenue



648

Electrical Contracting Firms



2,614

Electrician Employment*

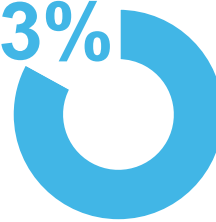


591

Active Apprentices

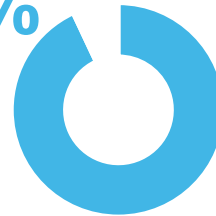
Merit Share

83%



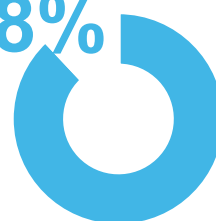
Total Revenue
\$998M

93%



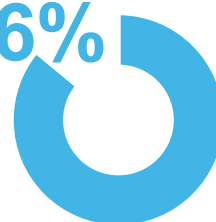
Total Firms
696

88%



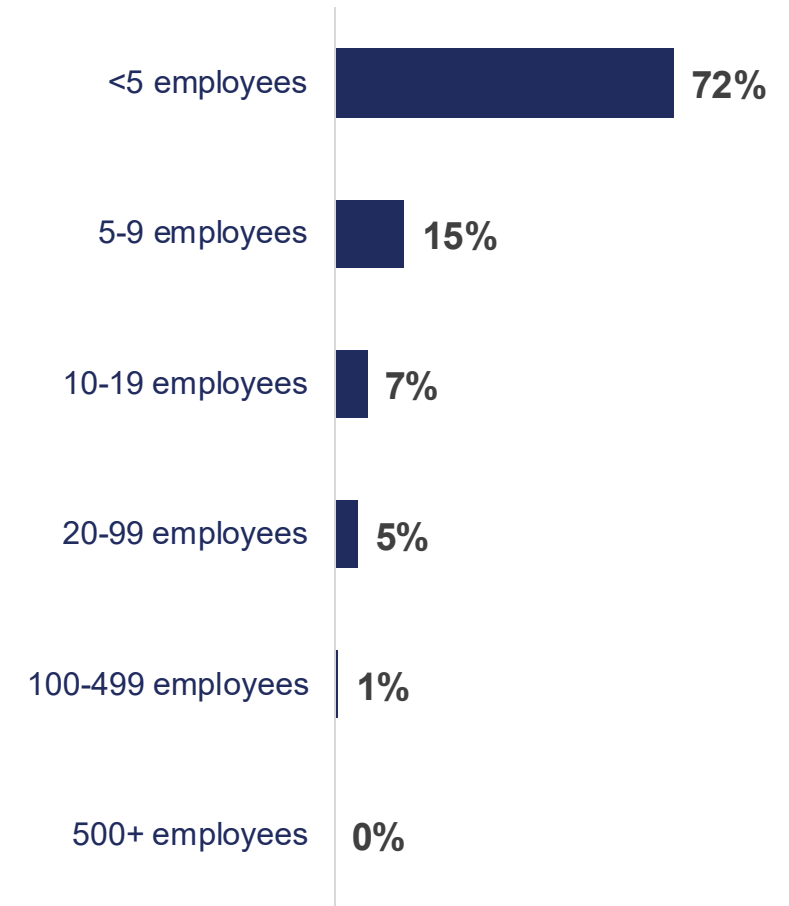
Total Employment*
2,970

86%



Total Apprentices
687

Total firms by size

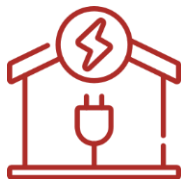




Merit Shop Impact



\$ 5.1 Billion
Revenue



1,789
Electrical Contracting Firms

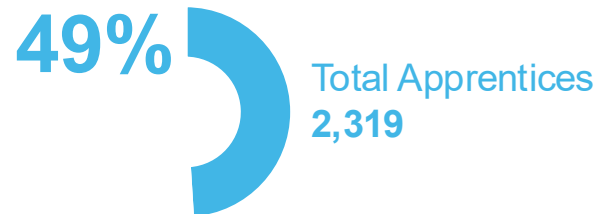
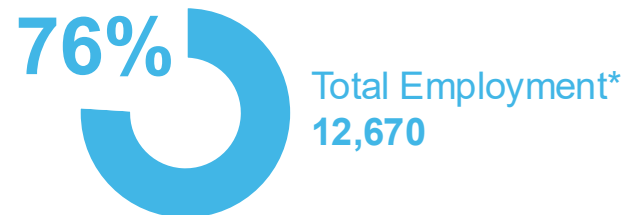
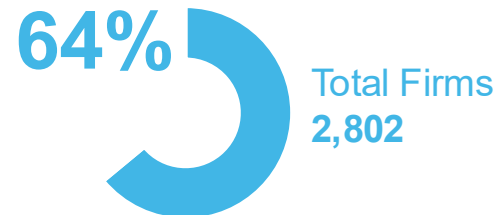


9,629
Electrician Employment*

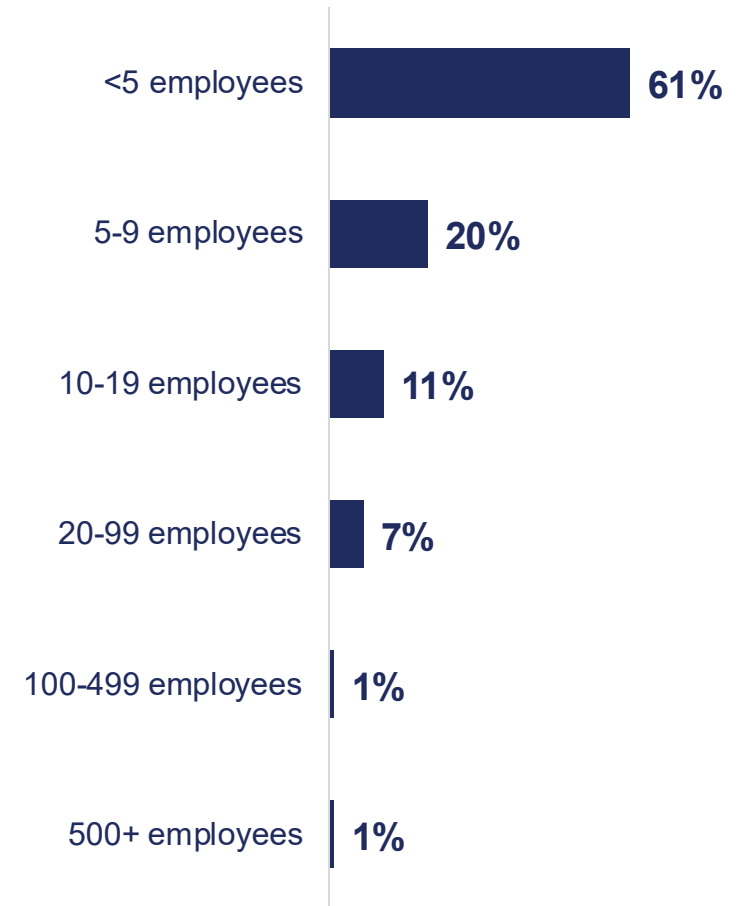


1,139
Active Apprentices

Merit Share



Total firms by size

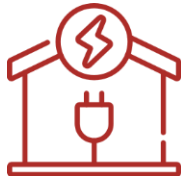




Merit Shop Impact



\$ 5.2 Billion
Revenue



4,417
Electrical Contracting Firms

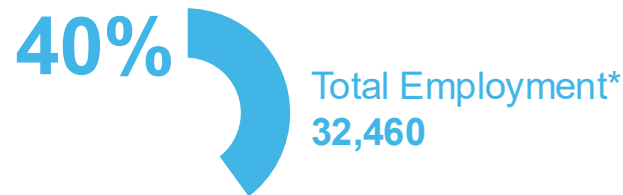
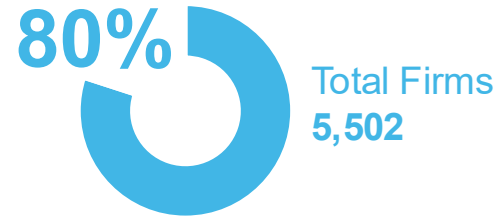


12,984
Electrician Employment*

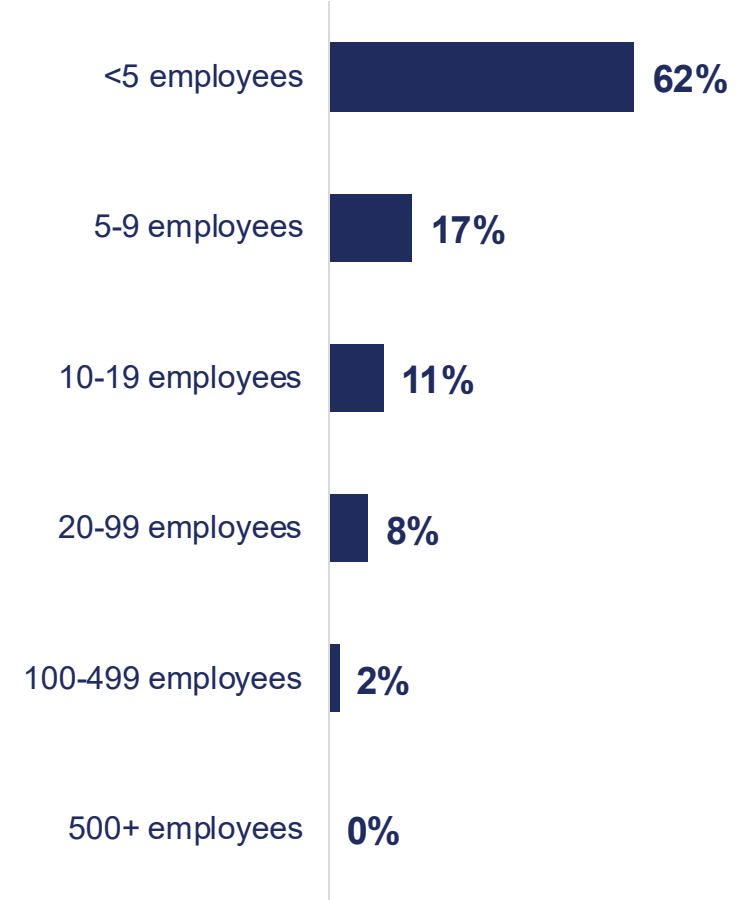


50
Active Apprentices**

Merit Share



Total firms by size

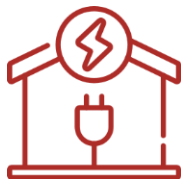




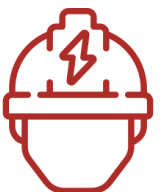
Merit Shop Impact



\$ 4.7 Billion
Revenue



2,005
Electrical Contracting Firms

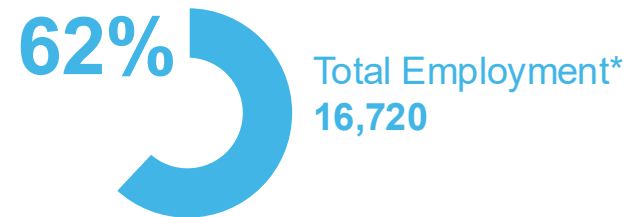
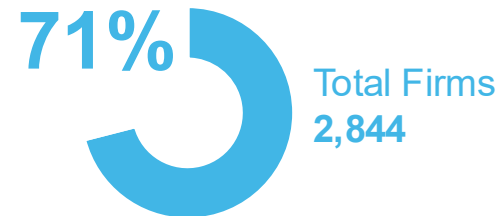


10,366
Electrician Employment*

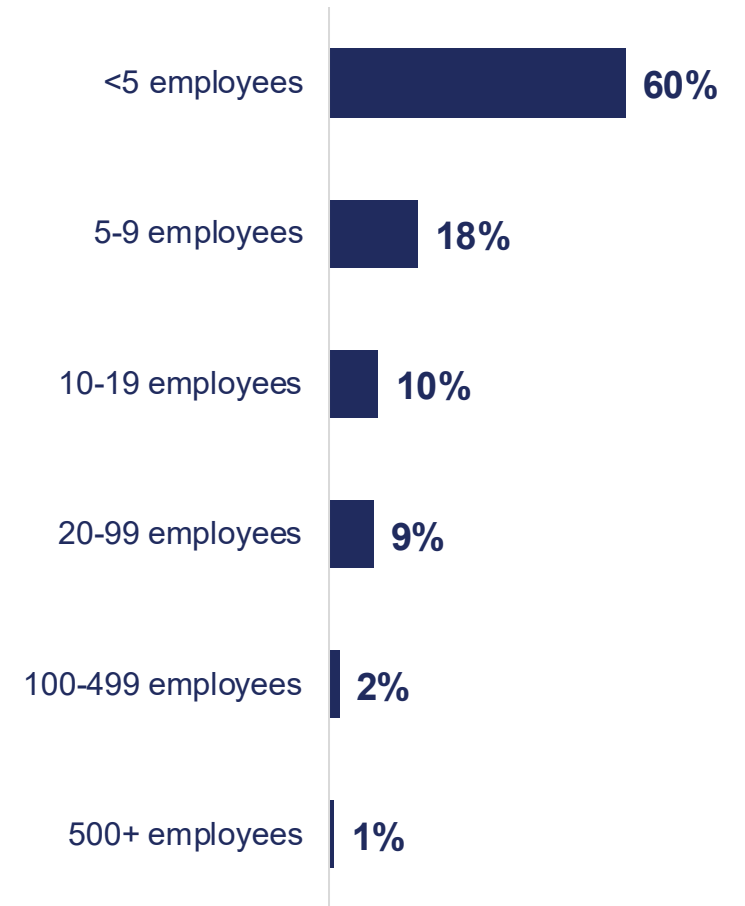


1,029
Active Apprentices

Merit Share



Total firms by size

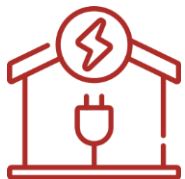




Merit Shop Impact

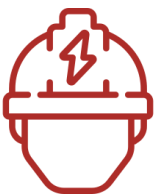


\$529 Million
Revenue



313

Electrical Contracting Firms



1,814

Electrician Employment*

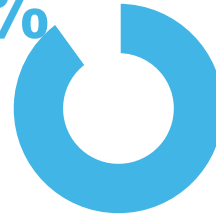


591

Active Apprentices

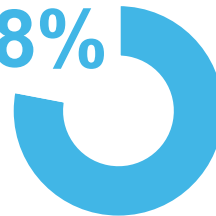
Merit Share

90%



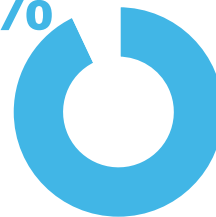
Total Revenue
\$588M

78%



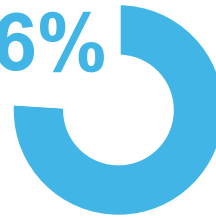
Total Firms
399

93%



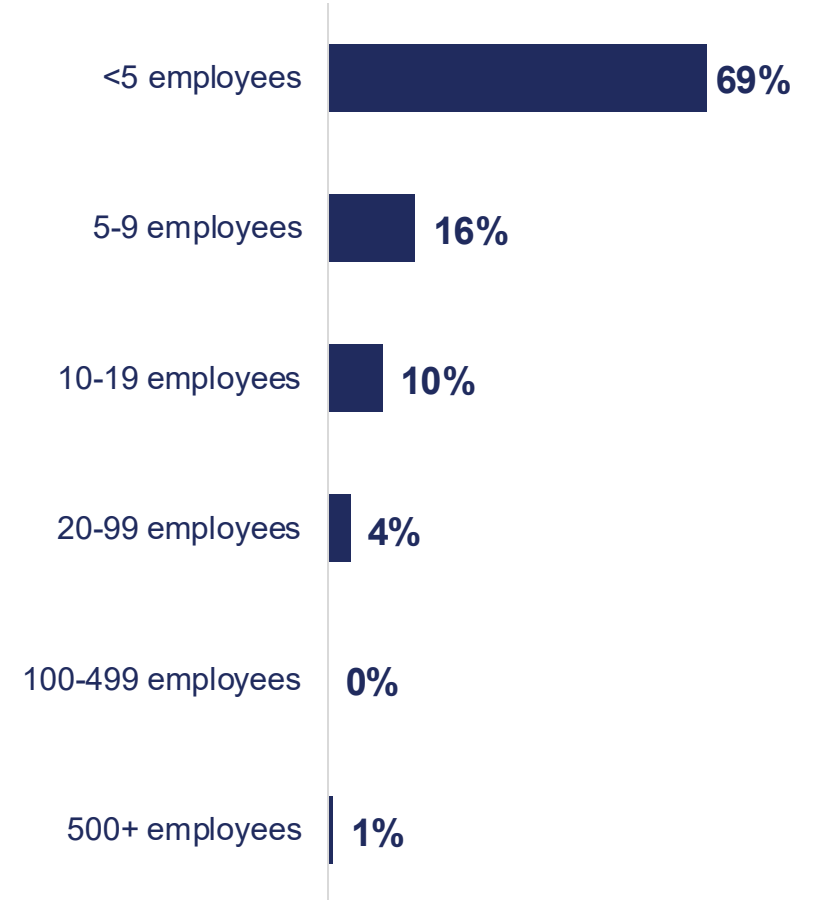
Total Employment*
1,950

76%



Total Apprentices
779

Total firms by size

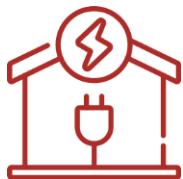




Merit Shop Impact

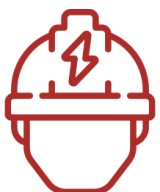


\$444 Million
Revenue



314

Electrical Contracting Firms



1,171

Electrician Employment*



929

Active Apprentices

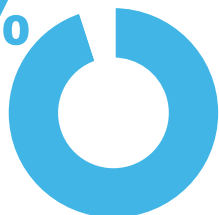
Merit Share

94%



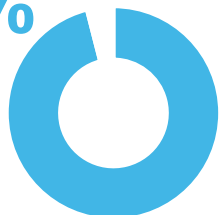
Total Revenue
\$473M

95%



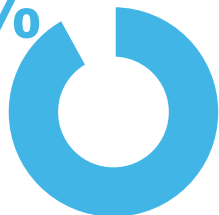
Total Firms
331

96%



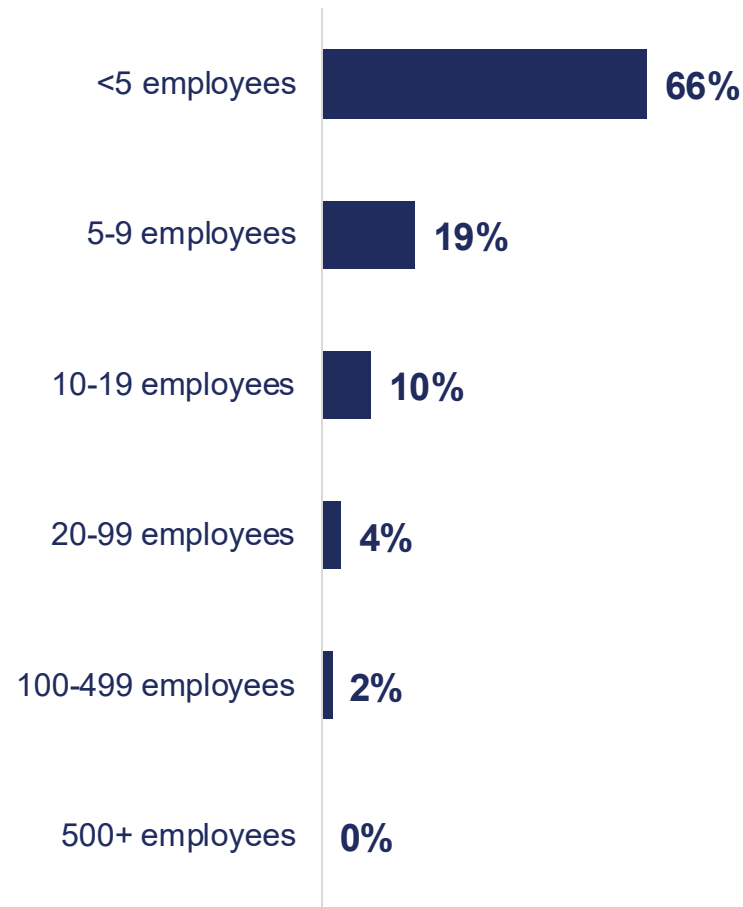
Total Employment*
1,220

92%



Total Apprentices
1,008

Total firms by size

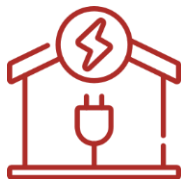




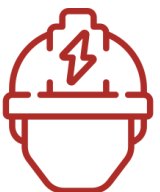
Merit Shop Impact



\$ 3.8 Billion
Revenue



1,835
Electrical Contracting Firms



9,996
Electrician Employment*



3,484
Active Apprentices

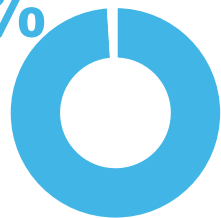
Merit Share

49%



Total Revenue
\$7.6B

99%



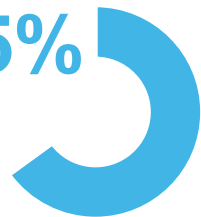
Total Firms
1,859

60%



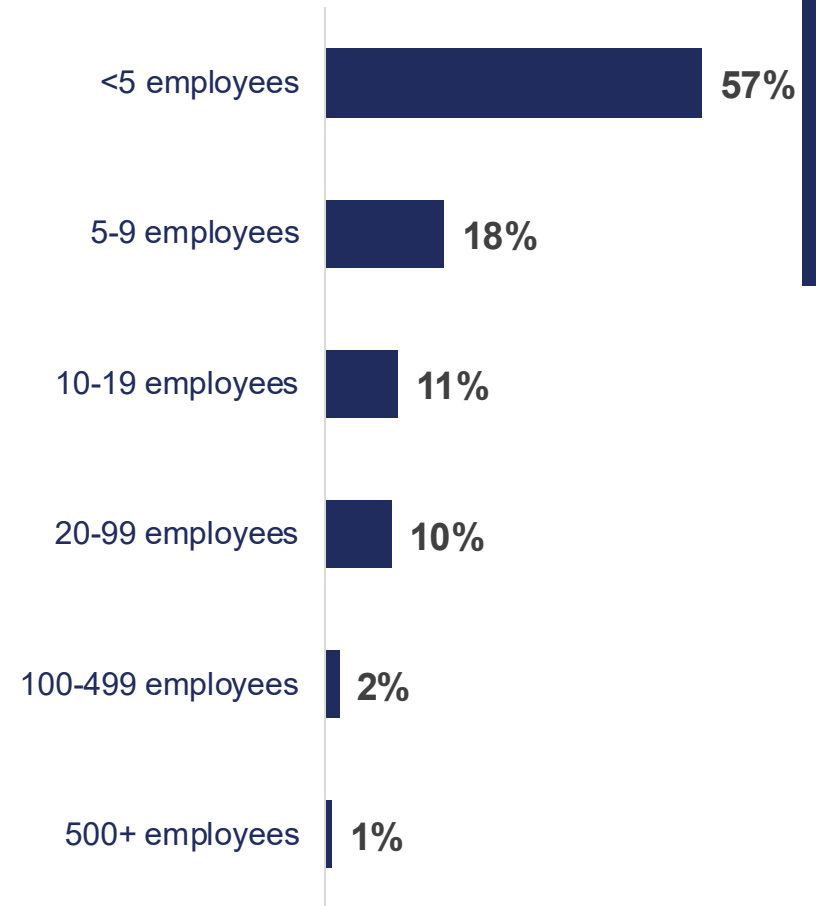
Total Employment*
16,660

65%



Total Apprentices
5,393

Total firms by size

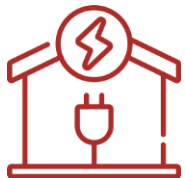




Merit Shop Impact

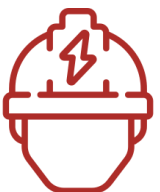


\$383 Million
Revenue



132

Electrical Contracting Firms



1,254

Electrician Employment*



100

Active Apprentices

Merit Share

55%



Total Revenue
\$695M

46%



Total Firms
289

66%



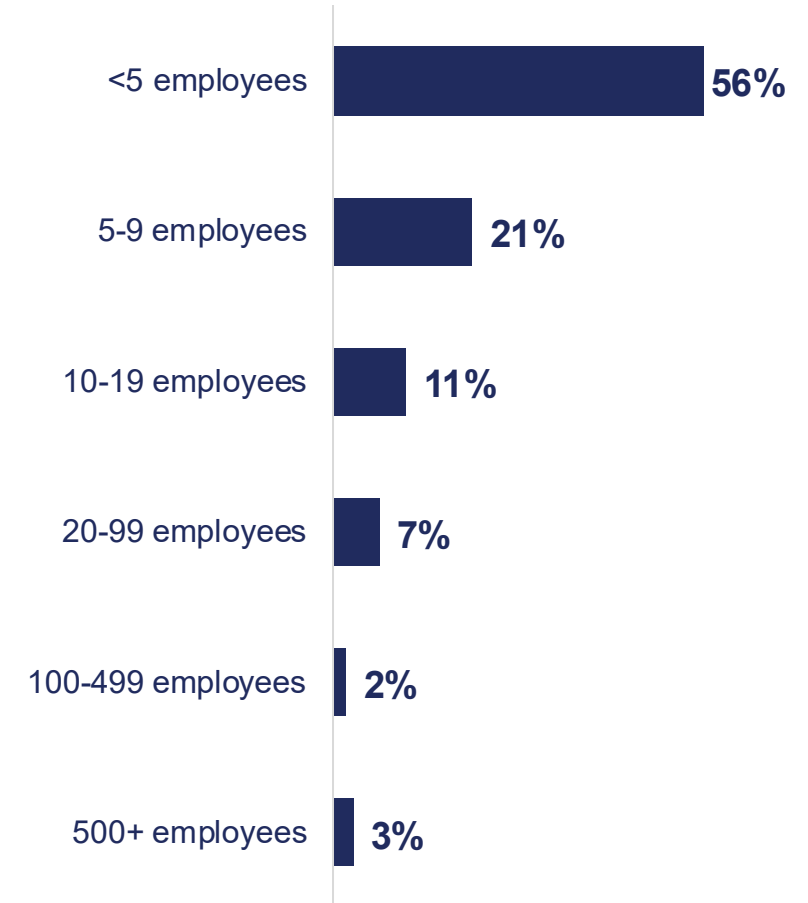
Total Employment*
1,900

17%

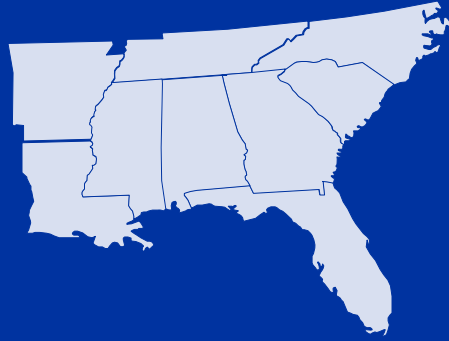


Total Apprentices
598

Total firms by size



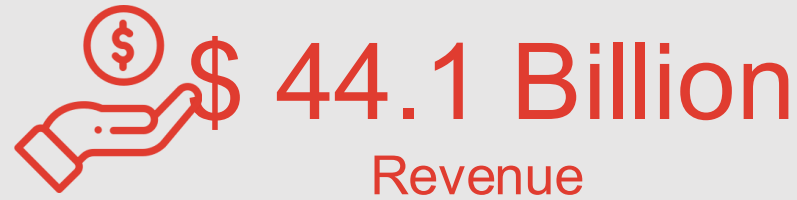
Southeast Region



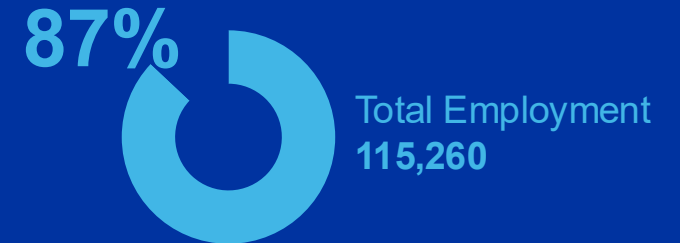
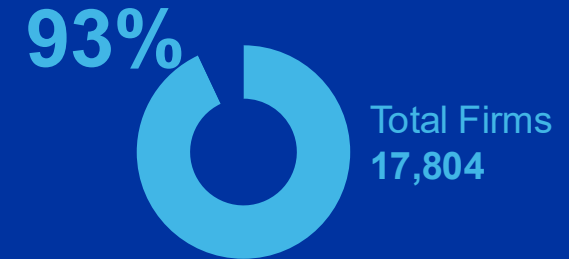
The **Southeast Region** is strongly merit shop driven.

Merit shop electrical contractors represent 93% of businesses, sustaining almost 100,000 electrician jobs, more than 17,000 apprentices and generating approximately \$44 Billion in revenue.

Merit Shop Impact



Merit Share

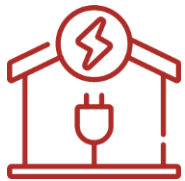




Merit Shop Impact



\$ 2.4 Billion
Revenue



915

Electrical Contracting Firms



6,426

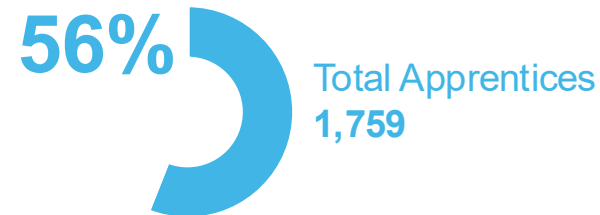
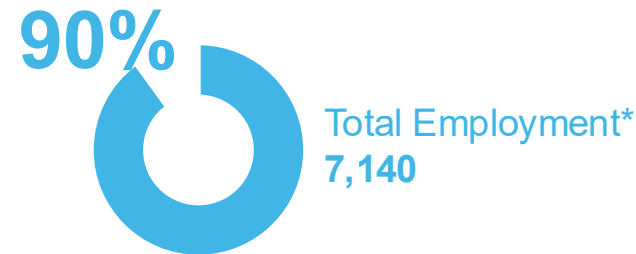
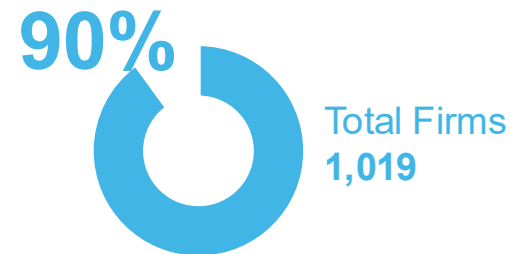
Electrician Employment*



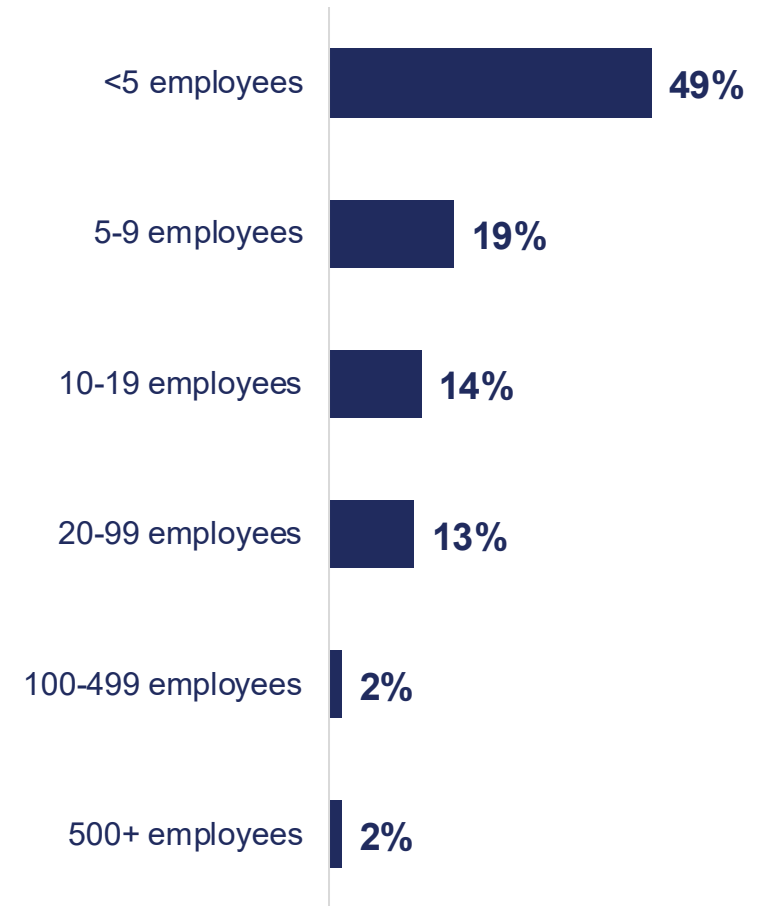
990

Active Apprentices

Merit Share



Total firms by size





Merit Shop Impact

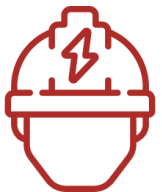


\$ 1.9 Billion
Revenue



729

Electrical Contracting Firms



6,458

Electrician Employment*

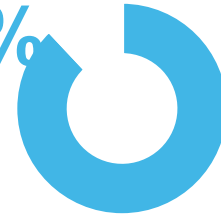


5,037

Active Apprentices

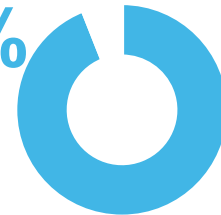
Merit Share

88%



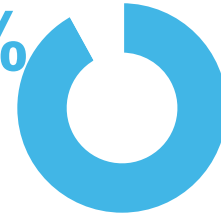
Total Revenue
\$2.1B

94%



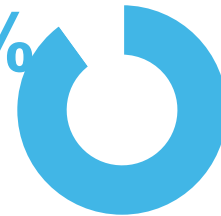
Total Firms
773

92%



Total Employment*
7,020

90%



Total Apprentices
5,587

Total firms by size

<5 employees



59%

5-9 employees



17%

10-19 employees



9%

20-99 employees



12%

100-499 employees



1%

500+ employees



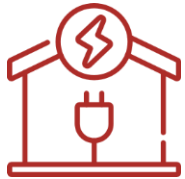
1%



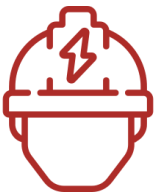
Merit Shop Impact



\$ 14.5 Billion
Revenue



6,215
Electrical Contracting Firms

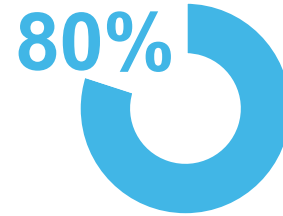


32,026
Electrician Employment*

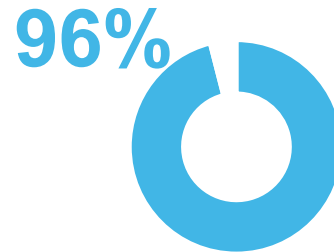


5,481
Active Apprentices

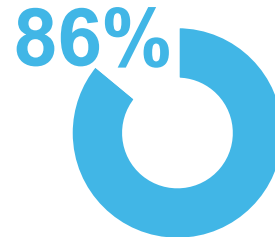
Merit Share



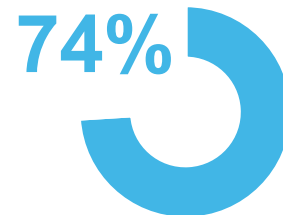
Total Revenue
\$18.1B



Total Firms
6,487

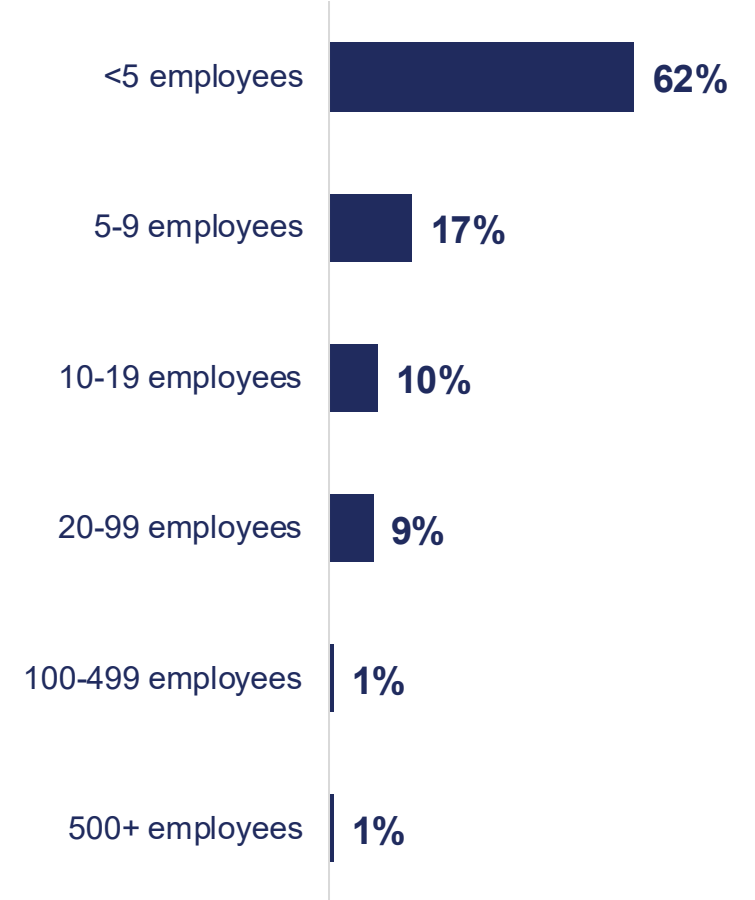


Total Employment*
37,240



Total Apprentices
7,446

Total firms by size

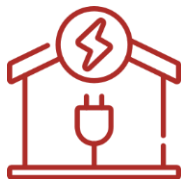




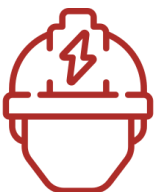
Merit Shop Impact



\$ 7.1 Billion
Revenue



2,370
Electrical Contracting Firms



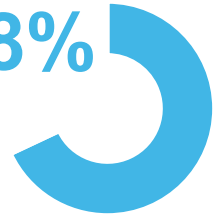
11,612
Electrician Employment*



1,756
Active Apprentices

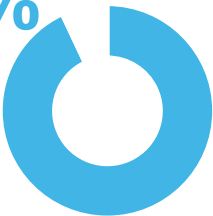
Merit Share

68%



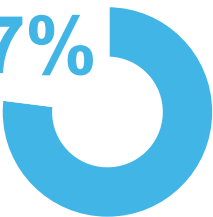
Total Revenue
\$10.5B

93%



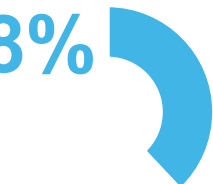
Total Firms
2,539

77%



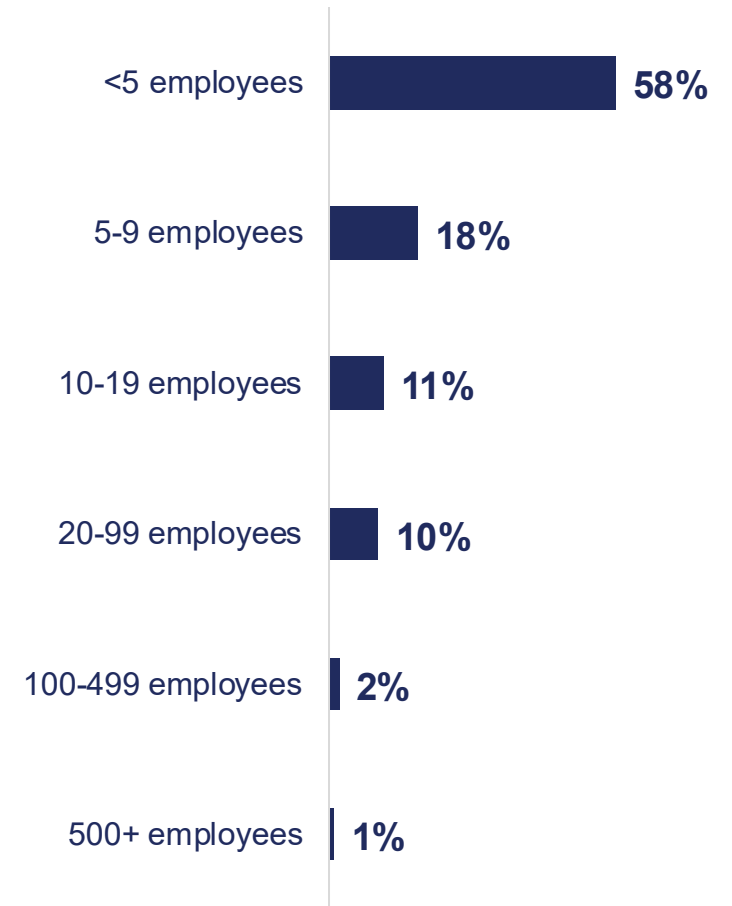
Total Employment*
15,080

38%



Total Apprentices
4,570

Total firms by size

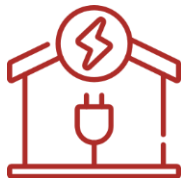




Merit Shop Impact



\$ 3.9 Billion
Revenue



858

Electrical Contracting Firms



7,262

Electrician Employment*

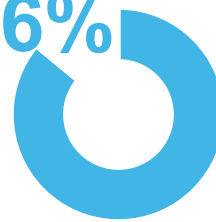


828

Active Apprentices

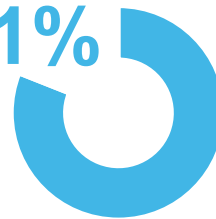
Merit Share

86%



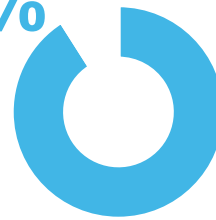
Total Revenue
\$4.5B

81%



Total Firms
1,061

91%



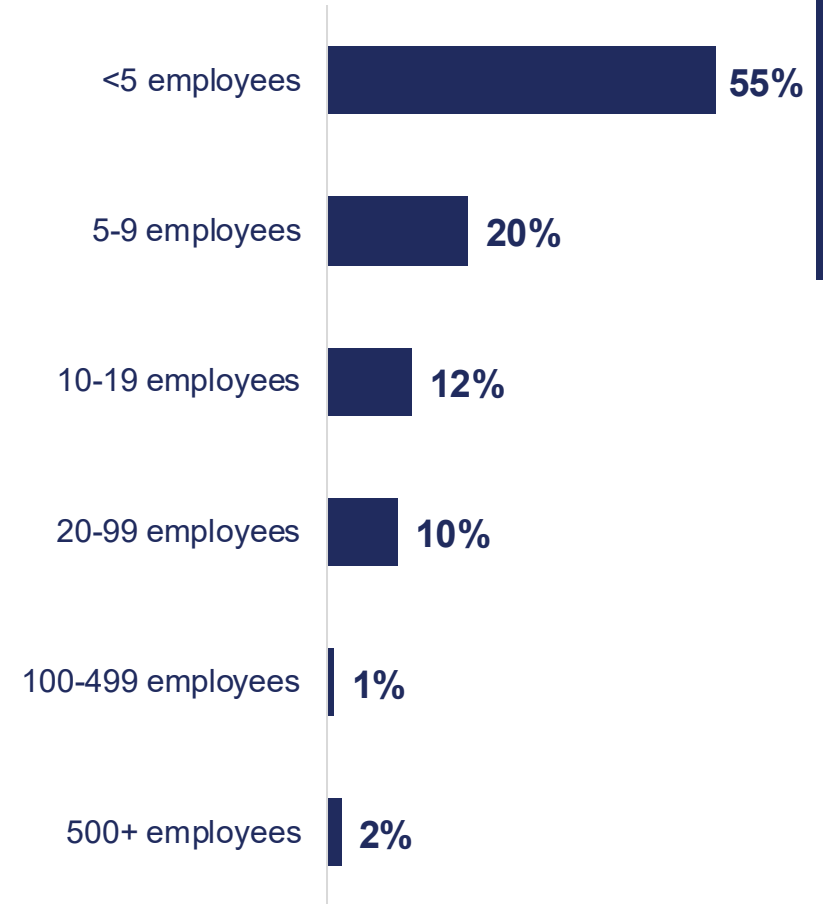
Total Employment*
7,980

52%



Total Apprentices
1,603

Total firms by size

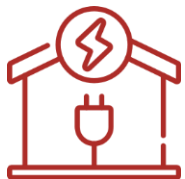




Merit Shop Impact

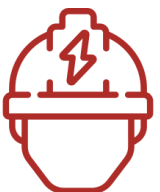


\$ 1.1 Billion
Revenue



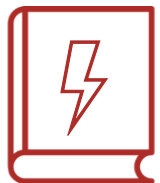
422

Electrical Contracting Firms



2,682

Electrician Employment*

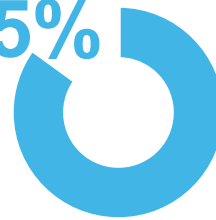


459

Active Apprentices

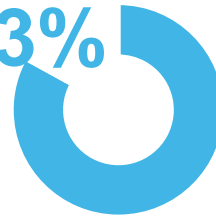
Merit Share

85%



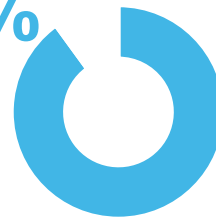
Total Revenue
\$1.3B

83%



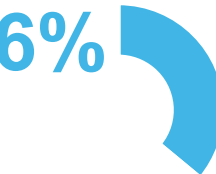
Total Firms
509

90%



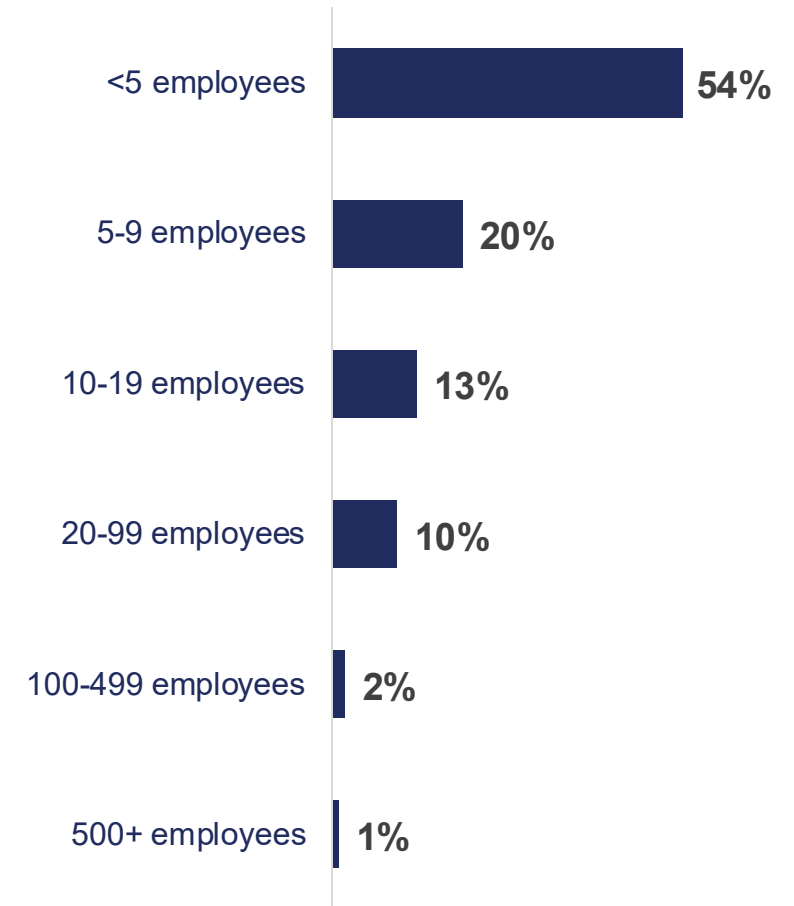
Total Employment*
2,980

36%



Total Apprentices
1,264

Total firms by size

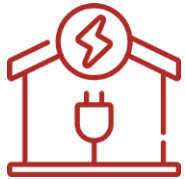




Merit Shop Impact



\$ 7.0 Billion
Revenue



2,938
Electrical Contracting Firms

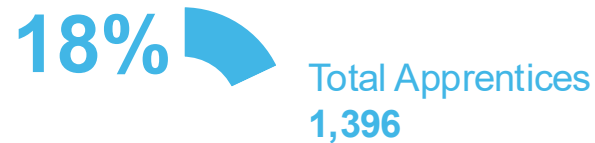
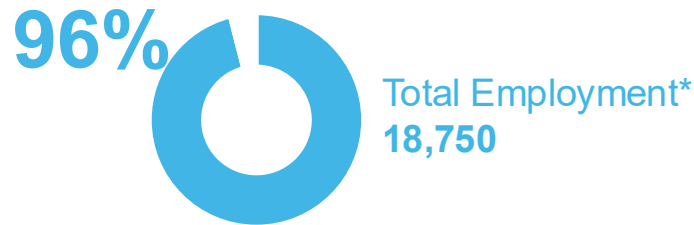
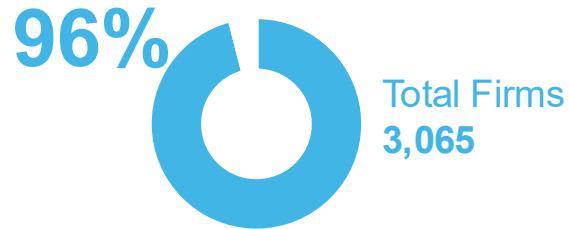


18,000
Electrician Employment*

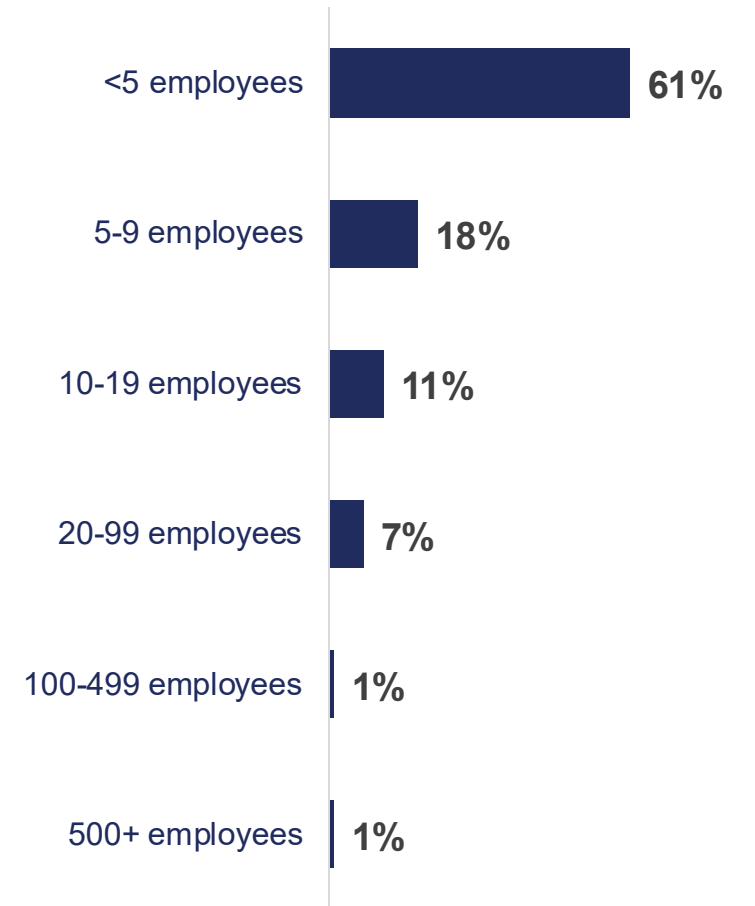


249
Active Apprentices

Merit Share



Total firms by size

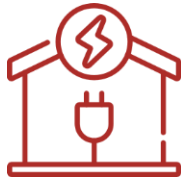




Merit Shop Impact



\$ 2.9 Billion
Revenue



1,038
Electrical Contracting Firms

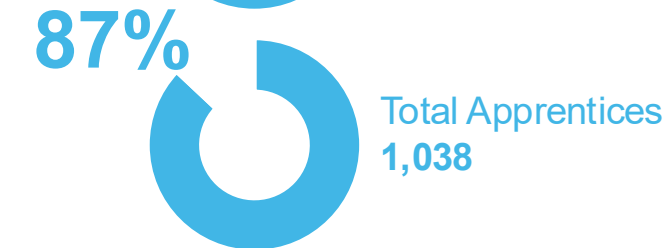
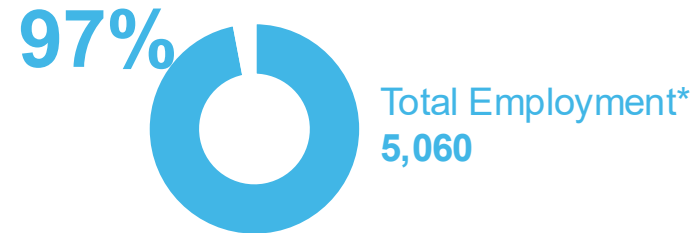
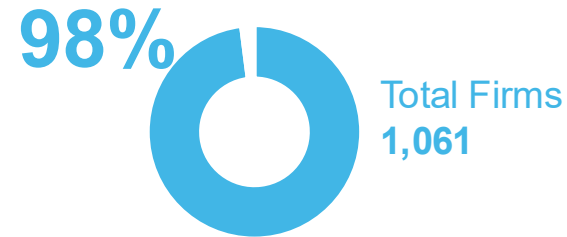


4,908
Electrician Employment*

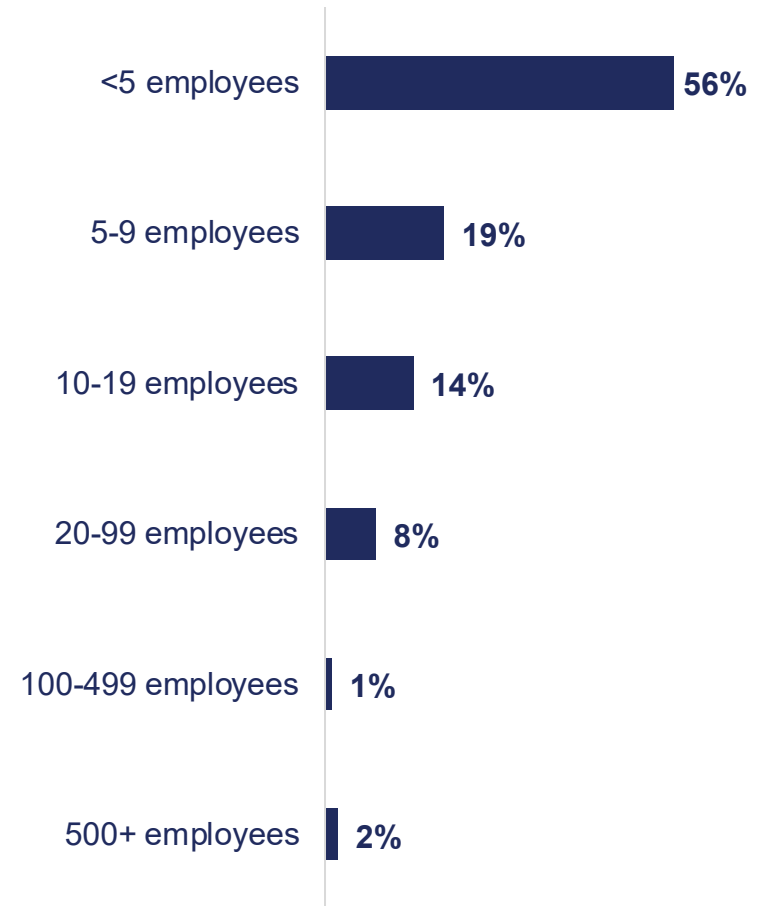


907
Active Apprentices

Merit Share



Total firms by size

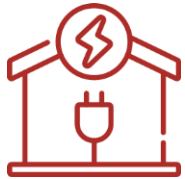




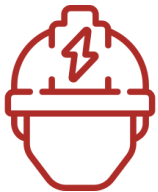
Merit Shop Impact



\$ 3.2 Billion
Revenue



1,061
Electrical Contracting Firms

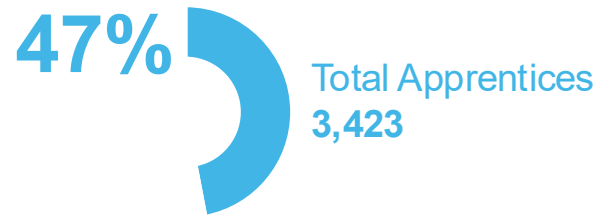
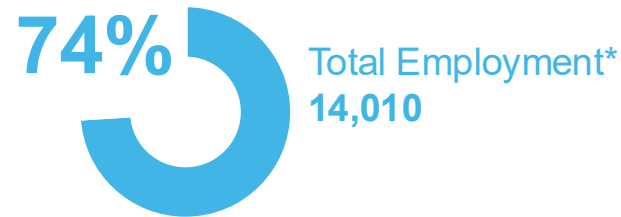
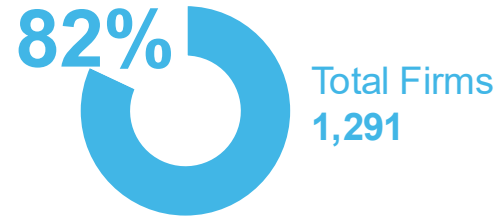


10,367
Electrician Employment*

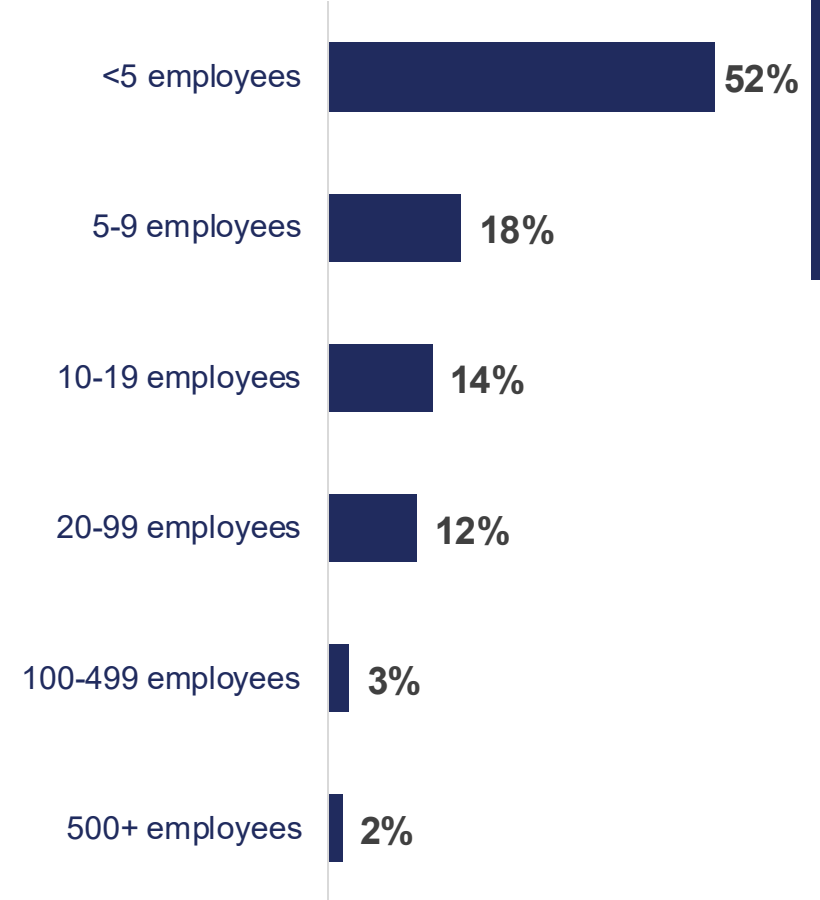


1,619
Active Apprentices

Merit Share



Total firms by size





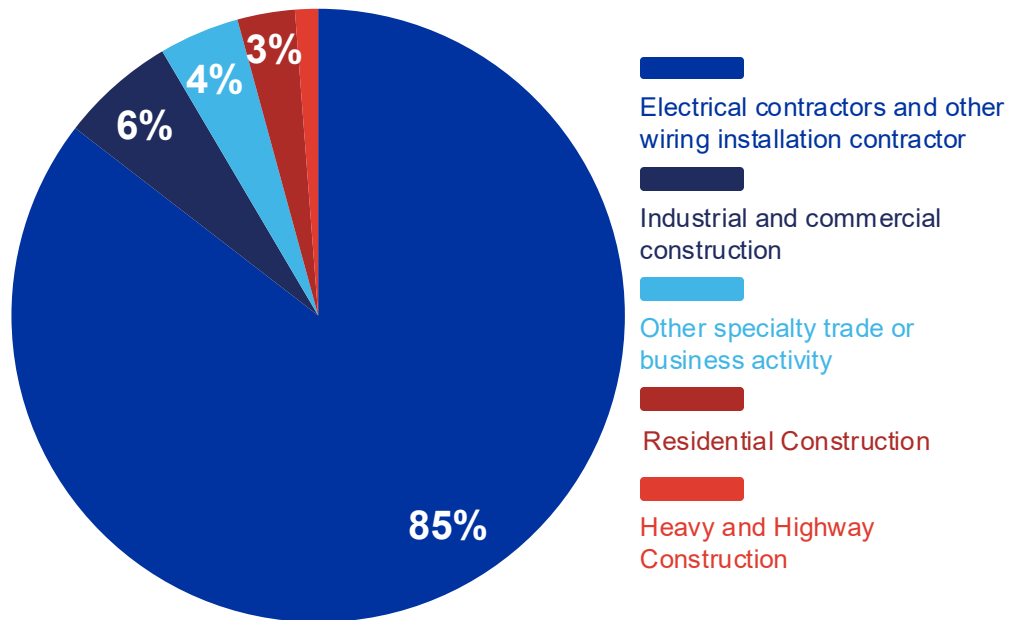
IEC Member Firmographics

Survey Results

Business activity and revenue streams

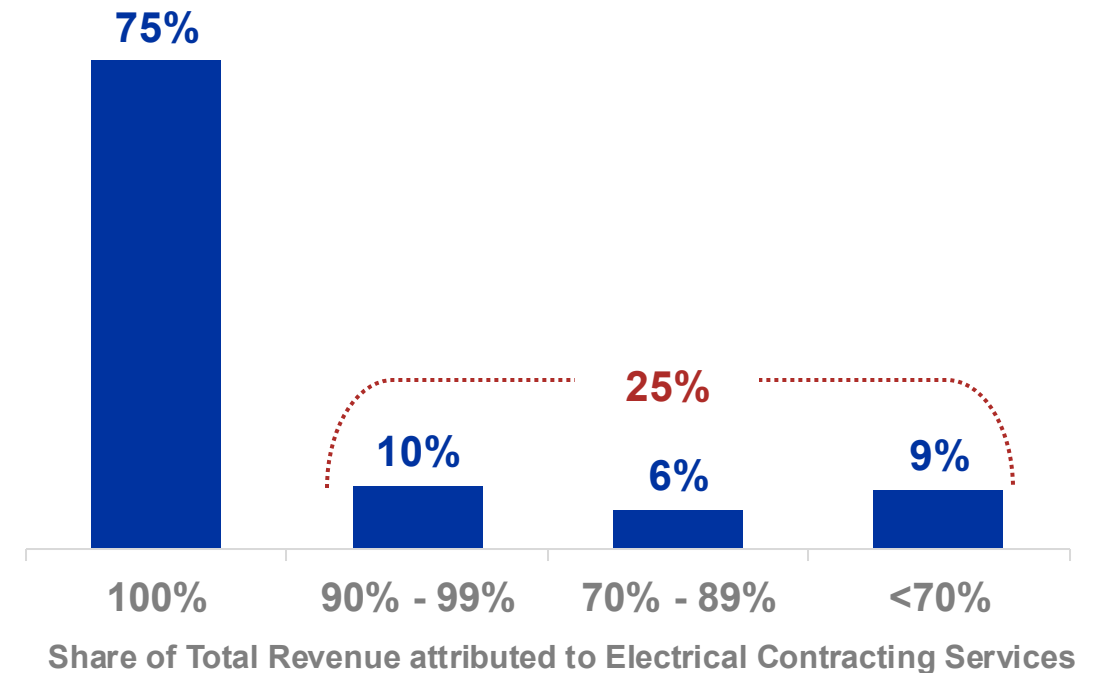
- 85% of IEC survey respondents identified their main business activity as Electrical Contracting (NAICS 23821)
- Most firms are highly specialized: 75% generate all of their revenue from electrical contracting services
- Even among the 25% diversified firms, electrical contracting remains the core business, accounting for 64% of total revenue on average.

Respondents by Main Business Activity



Q1. Please select the industry classification (NAICS code) that best describes your main business activity

Share of Revenue from Electrical Contracting

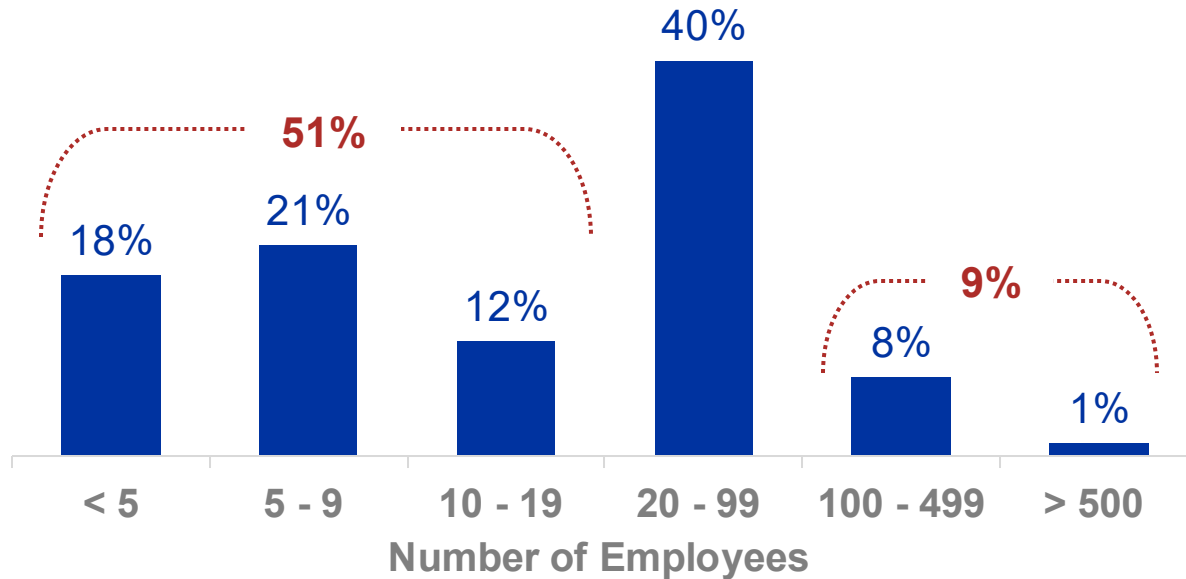


Q5. What percentage of your total revenue is attributed to electrical contracting services?

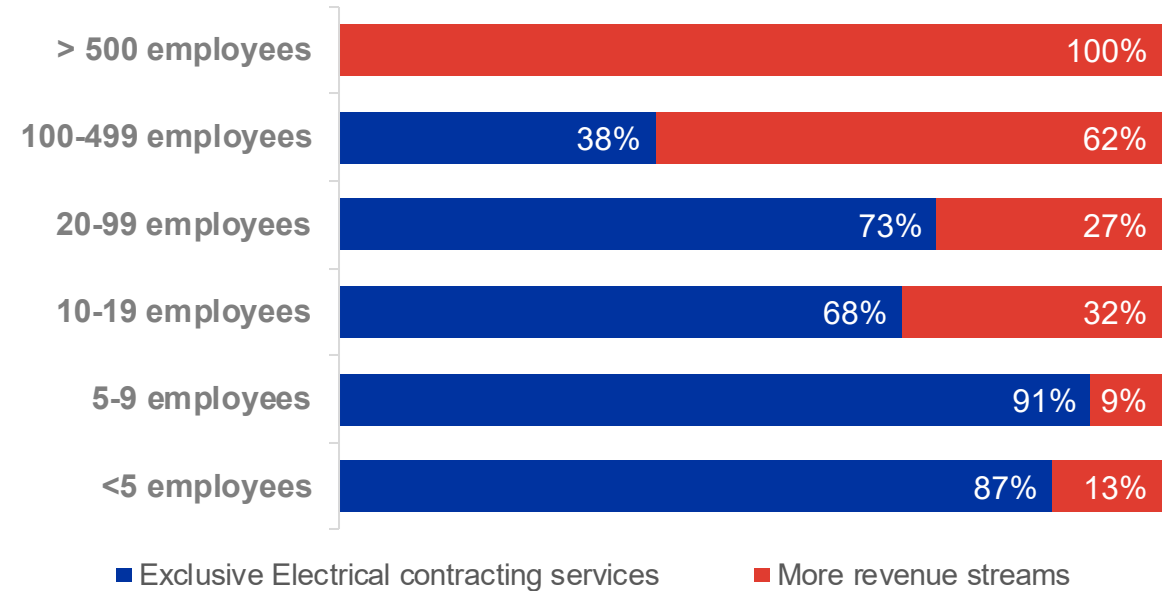
Size of business by employees

Respondents by Employment Size from Survey Data

n=165



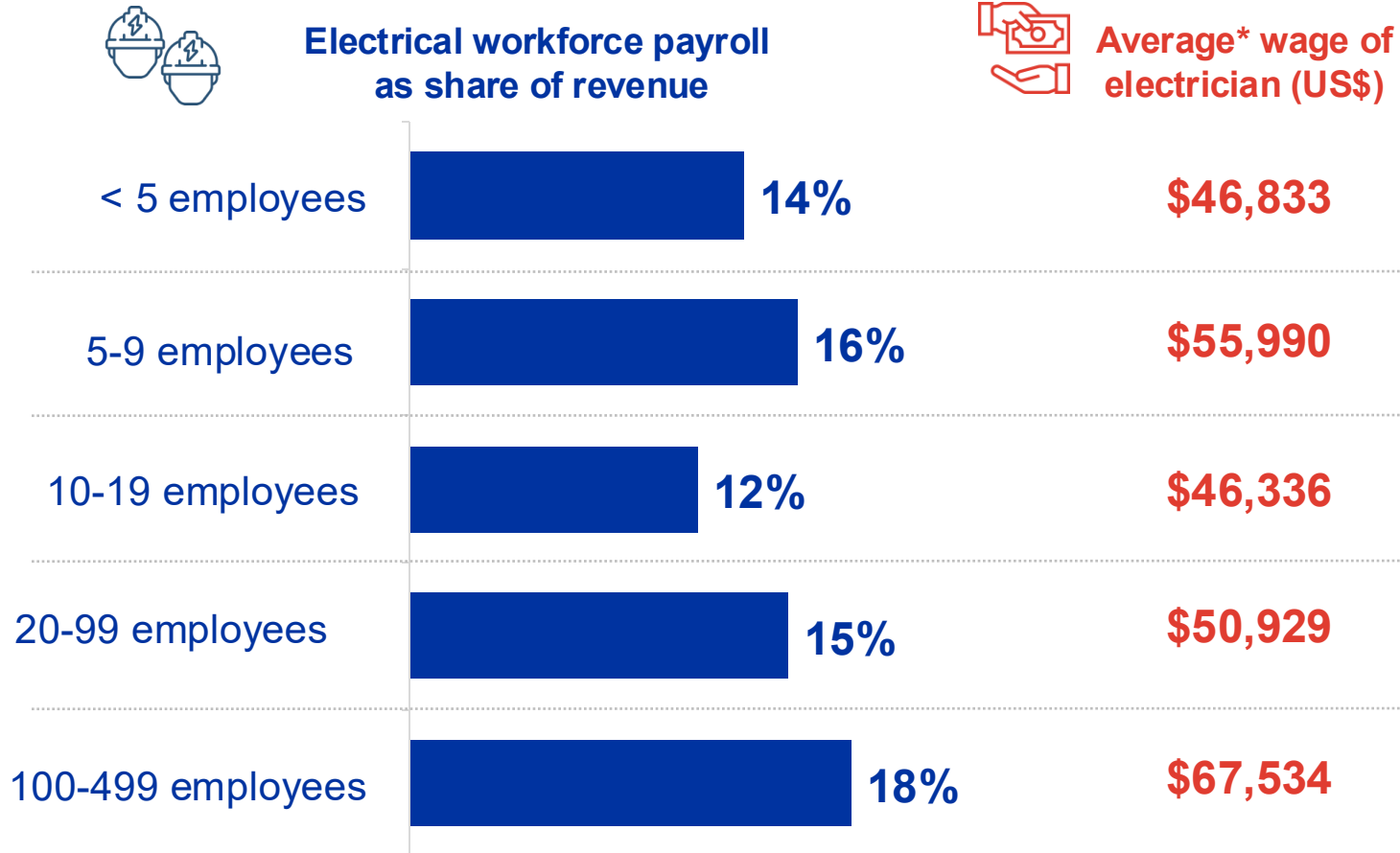
Respondents by Size and Revenue Streams



- Half of IEC members are small businesses, 51% report fewer than 20 employees
 - The smallest contractors (less than 10 employees) are highly specialized, with about 90% of their revenue coming from electrical contracting services
- Firms with 20 to 99 employees represent 40% of respondents, and 73% of them focus exclusively focusing on electrical contracting services
- Large workforces are uncommon among IEC members: only 9% employ 100 or more workers and just 1% of members have more than 500 employees
 - These largest businesses tend to have additional revenue streams beyond electrical contracting services

Payroll expenditure

Annual Payroll Expenditure from Survey Data



- Payroll of electrical workforce represents between 12% and 18% of revenue
- The average wage of an electrician varies by company size, ranging from \$46,000 to \$67,000
 - However, both the smallest and the largest contractors reported paying higher wages among respondents

*Wage varies depending on experience, entry level, and state. Read this data as directional only

Q10. How much was your annual payroll expenditure in 2025?

Employment trends

- Electrical workforce levels remained relatively stable overall: nearly half of respondents (48%) reported employing about the same number of electricians as in 2024, while 38% increased their workforce and 14% reduced it
- When contractors expanded or their workforce, increases were often slight and hired 1 to 3 more electricians

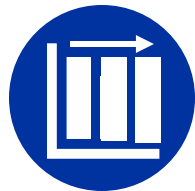
Year-over-year Change in Electrician Workforce

n=165



14%

I employ **fewer** electrician compared to last year



48%

I employ **about the same** number of electricians as last year

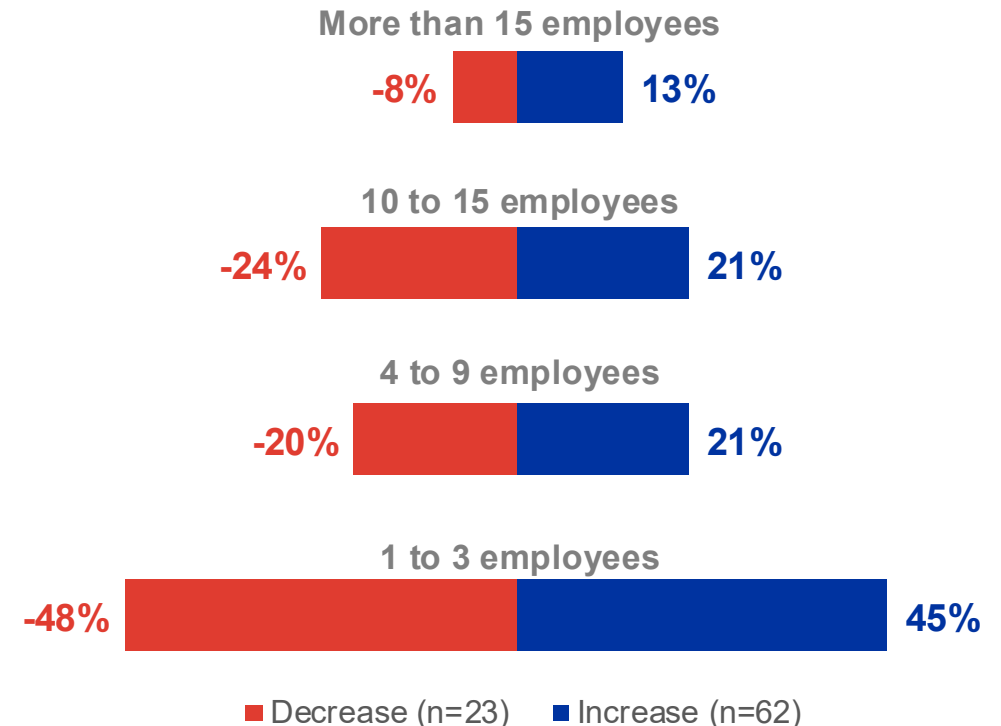


38%

I employ **more** electrician compared to last year

Q8. Please select the statement that best describes your employee roster today

Change in Number of Electricians Employed

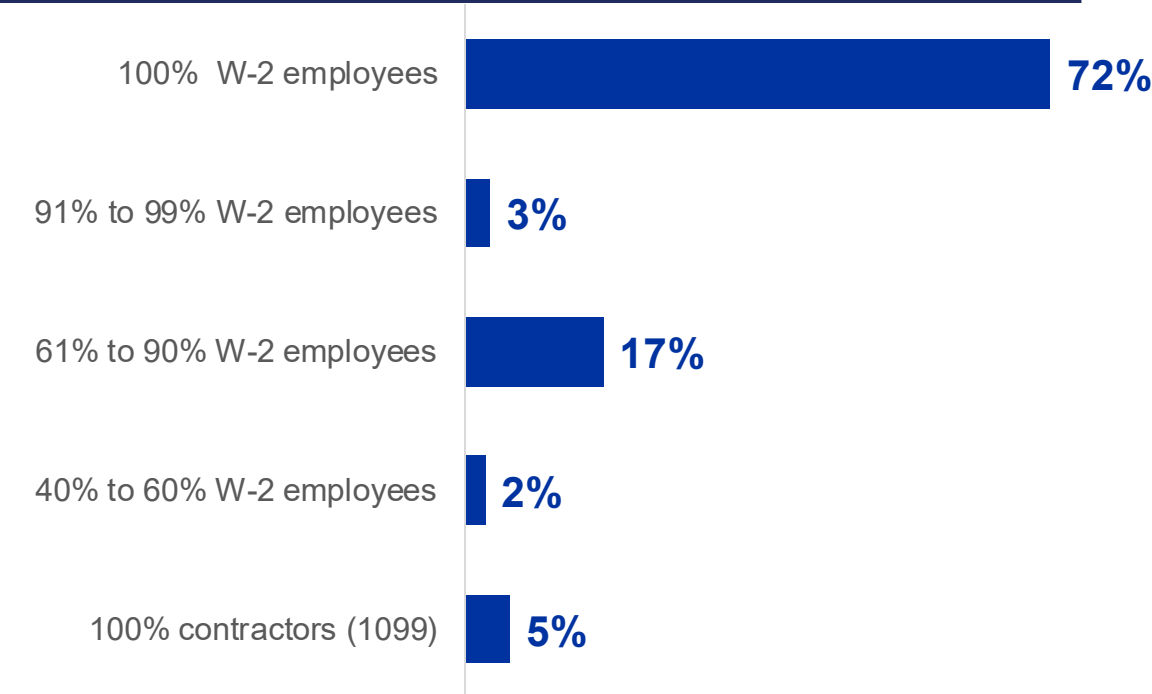


Q9. On average, how many more/less electricians did you hire in 2025 compared to 2024?

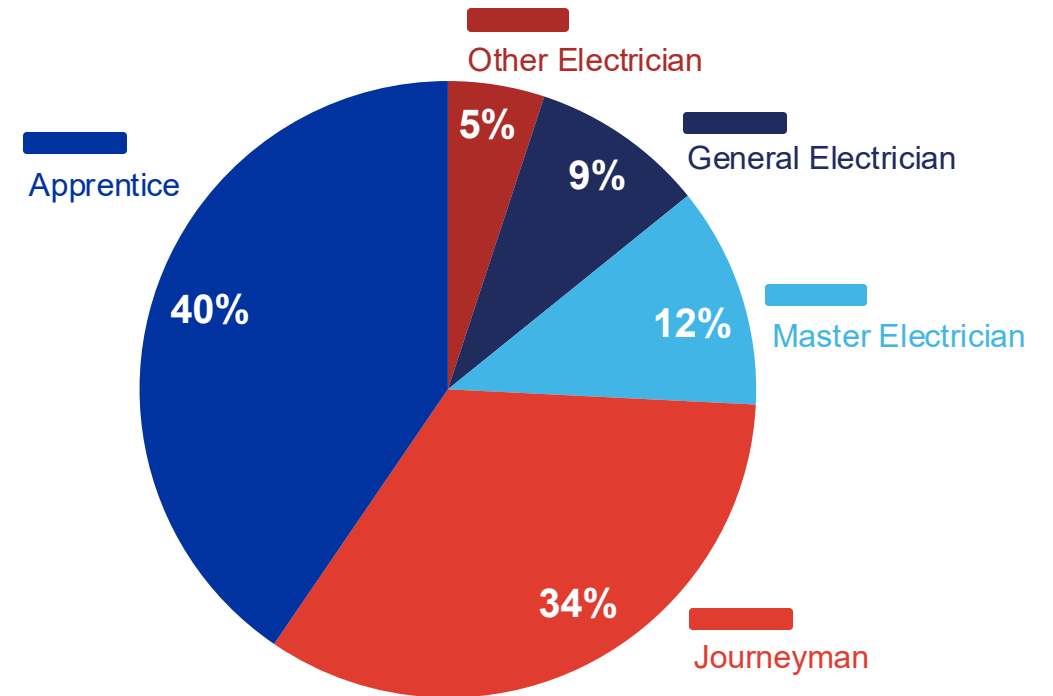
Employment trends

- IEC contractors primarily rely on direct employment: 72% of member hire only W-2 electrical employees, while a minority (5%) work exclusively with 1099 electrician contractors
- Apprentices account for 40% of the electrical workforce on average, reflecting significant investment in training pipelines, particularly among larger contractors

Electrical Workforce by Employment Type



Composition of the Electrician Workforce

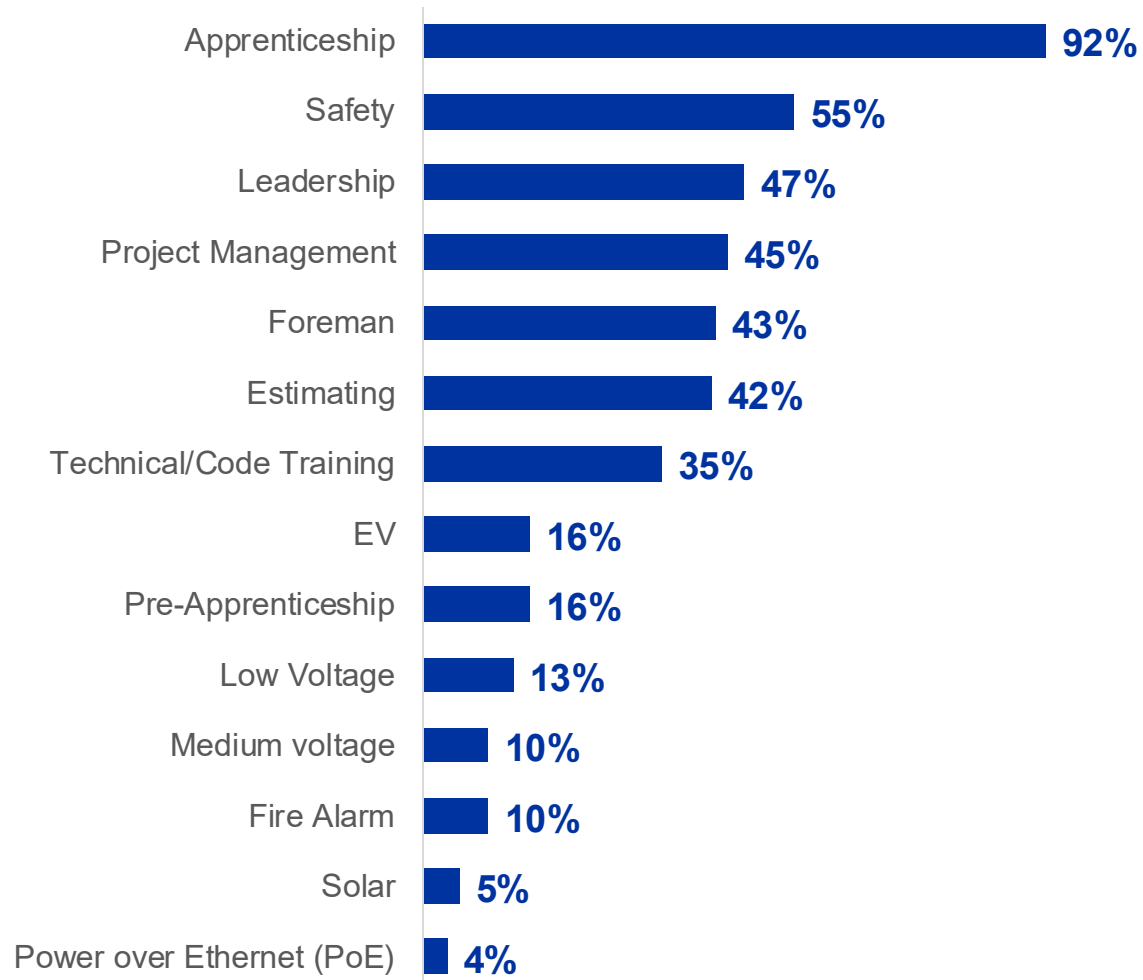


Q6. From your average employees, how many employees were dedicated to performing electrical work in 2025?: W-2 Electrical Contractors (employee) and 1099 Electrical Contractors (contractor)

Q7. Please indicate, from your electrical workforce, how many employees fall into the following categories:

Training program priorities

Planned Investment in Employee Training Programs



- Apprenticeship remains the top training priority by a wide margin
 - 92% of respondents are planning to invest in apprenticeship programs, highlighting the industry's continued focus on strengthening the electrician talent pipeline
- Developing supervisory, safety, and operational capabilities is also a priority
 - Nearly half of respondents are planning to invest in Safety (55%), Leadership (47%), and Project Management (45%) training
- Fewer contractors plan to invest in emerging technologies, such as EV infrastructure (16%), solar (5%), and Power over Ethernet (4%)

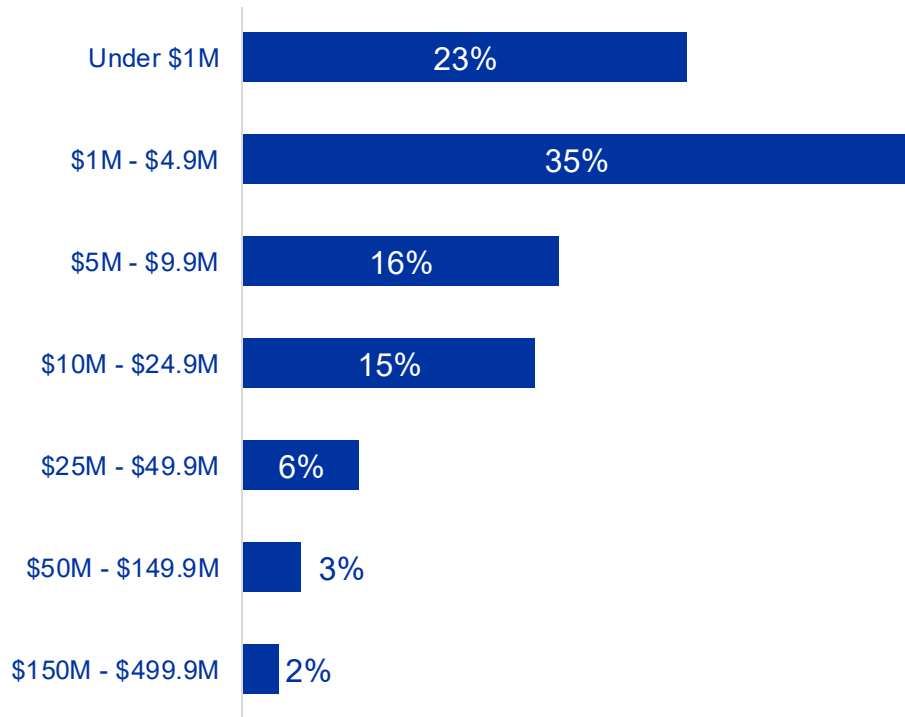
n=165

Size of business by revenue

Respondents by Annual Revenue from Survey Data



Respondents by Average Revenue



Average Electrical Workforce

5
12
34
50
88
197
820

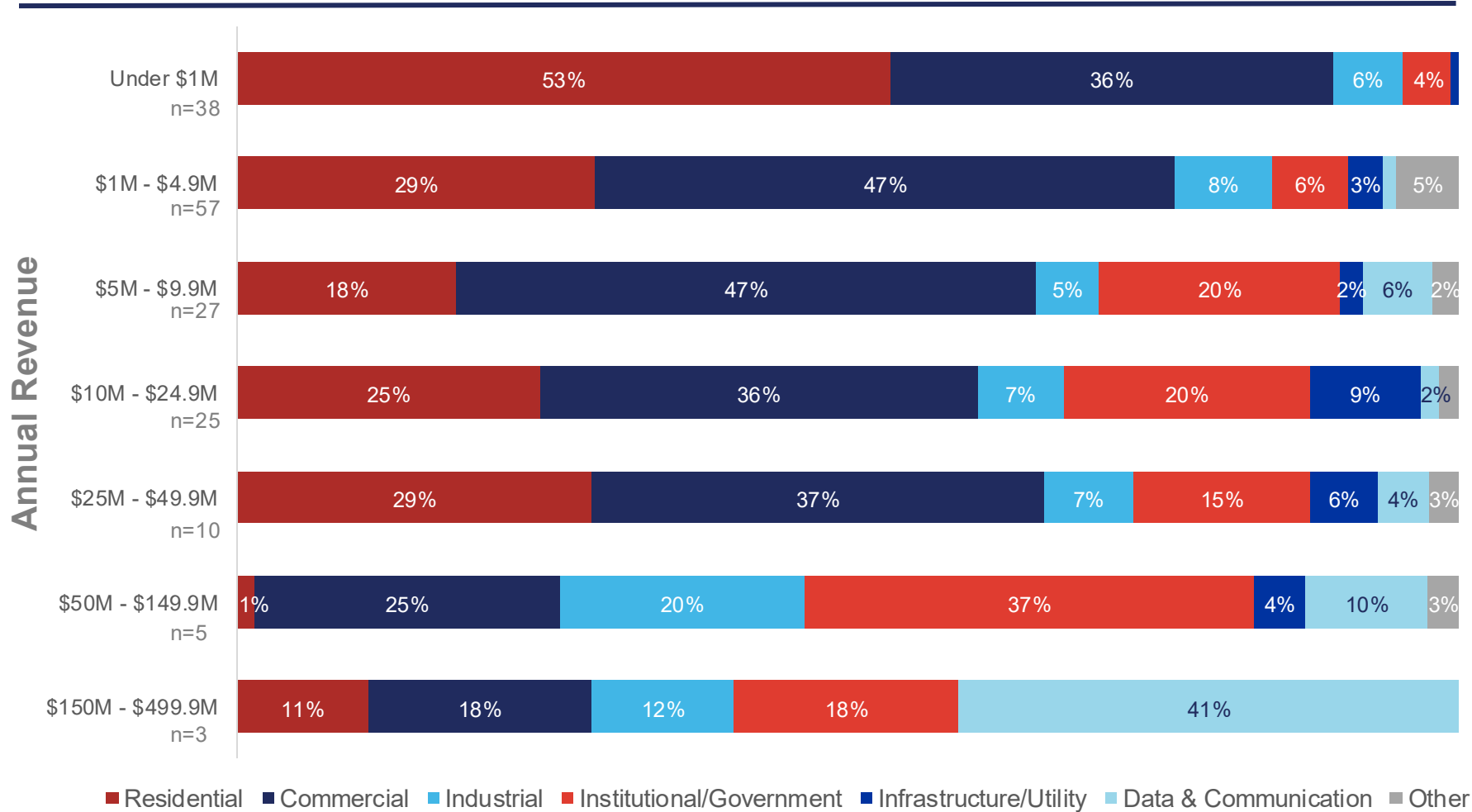
- Respondents are largely small contractors: 58% report revenues under \$5M
 - The largest segment (35%) reports revenues between \$1M-\$4.9M with an average workforce of 12 employees
 - The second largest group (23%) reports revenue under \$1M with an average workforce of 5 employees
- Large contractors account for only 2% of respondents and they report average electrical workforces of 820 employees up from an average of 700 in 2023
- Average electrical workforce increased across contractor size brackets from last survey (2023), suggesting continued growth in labor demand across the merit shop industry

Q4 - What was your company's annual revenue in 2025?

Q6 - How many employees were dedicated to performing electrical work in 2025?

Revenue by market segments

Estimated Share of Sales by Market Segment

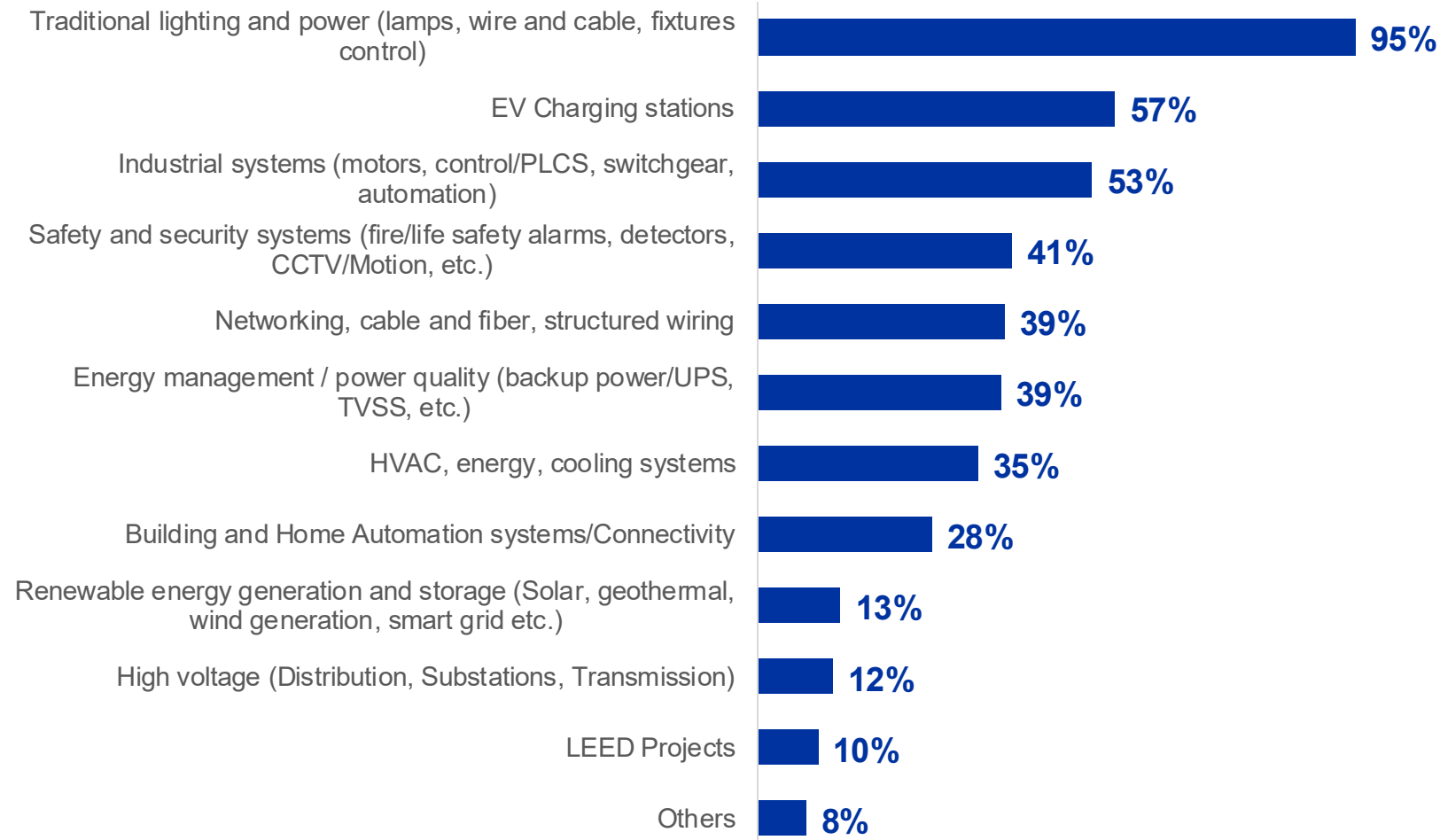


- Market focus varies by contractor size
- Smaller electrical contractors are more focused on Residential and Commercial projects
- While larger contractors derived a greater share of their sales from Institutional/Government and Data Centers & Communications projects

Q11. What is the estimated percentage (%) of sales derived from the following markets?

Types of electrical work

Primary Types of Electrical Work Performed

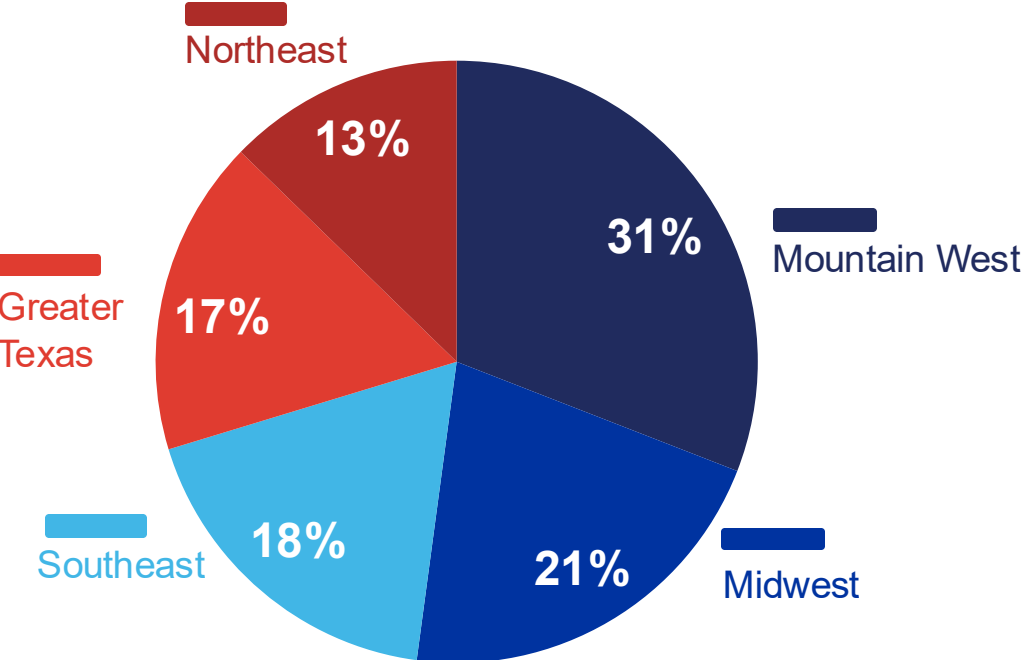


- Traditional electrical work remains the foundation of the industry, nearly all respondents (95%) report engagement in traditional lighting and power installation
- Strong participation in EV charging installations (57%) and industrial electrical systems (53%)
- A significant share of respondents provide technology-enabled building services, including safety and security systems (41%), networking and structured wiring (39%), and energy management/power quality solutions (39%)

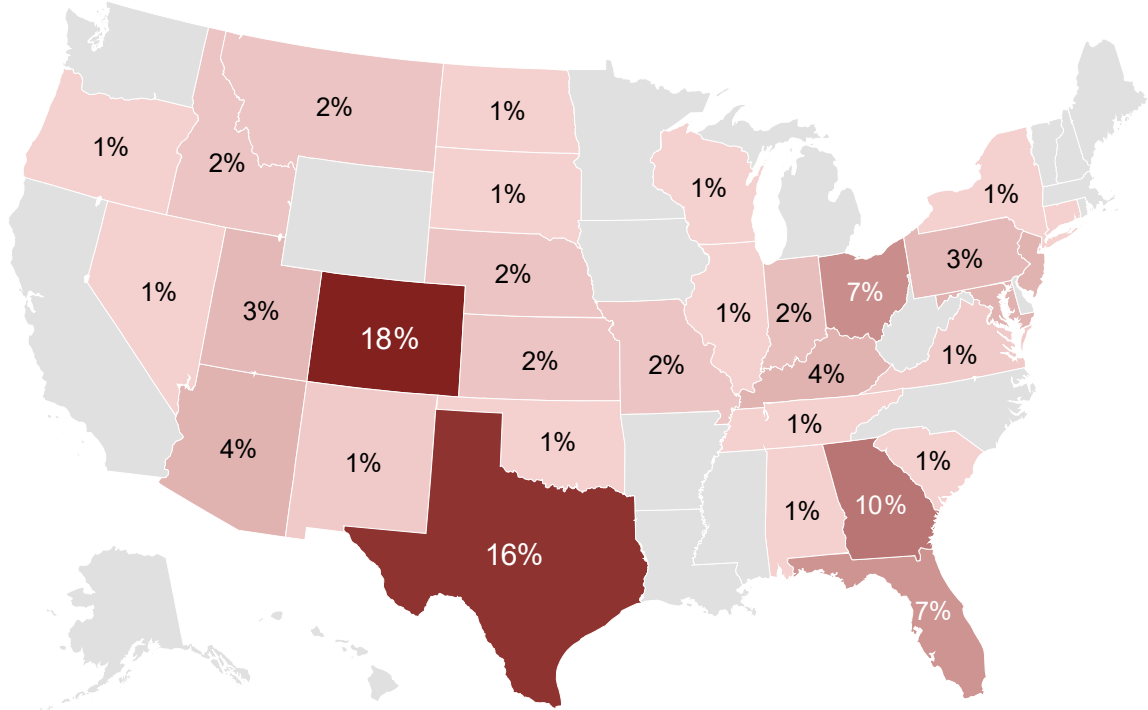
Q12. Please select the primary types of electrical work in which your company engaged in 2025

Location of respondents

Respondents by Region



Respondents by State



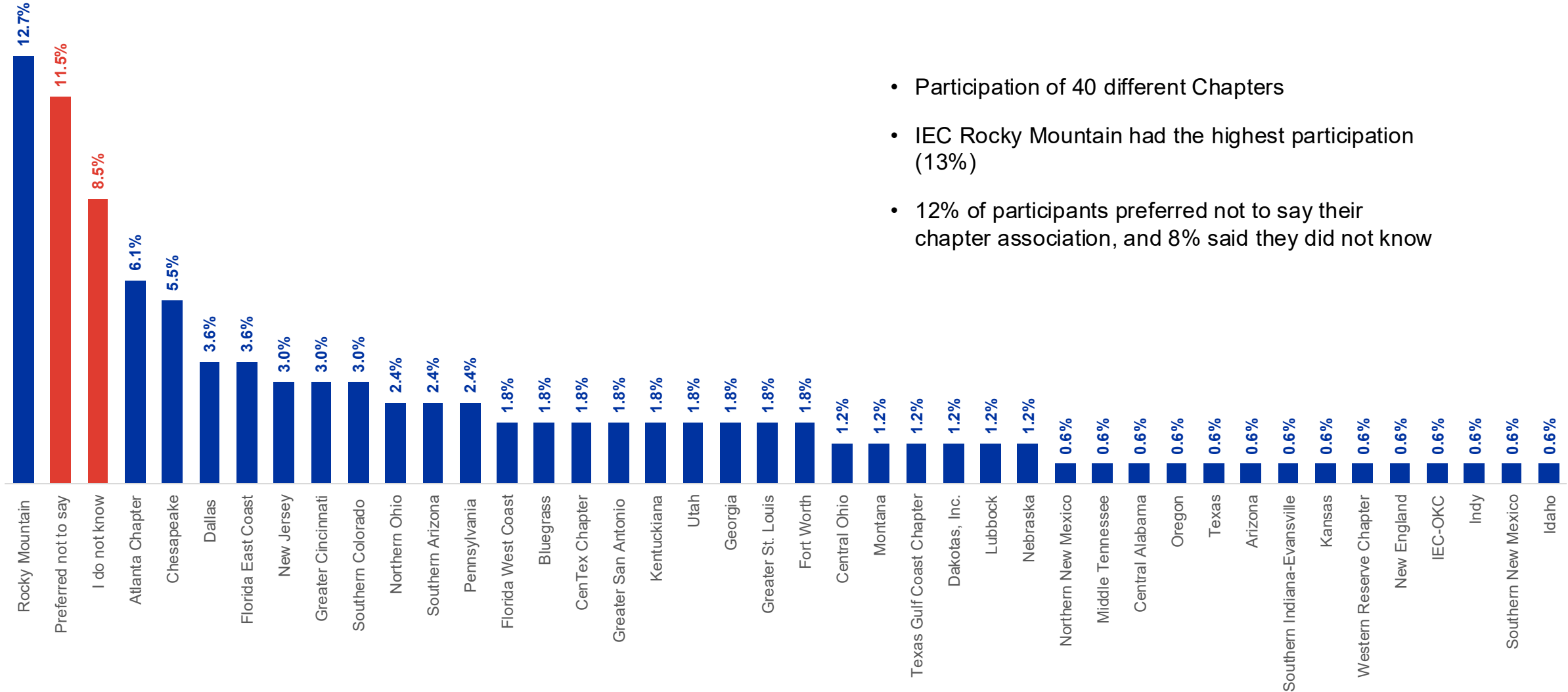
Powered by Bing
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- Respondents are concentrated in the Mountain West (31%) and the Midwest (21%)

- At the state level, Texas, Florida, and Colorado have the highest representation

Q3. Where is your company headquartered?

Respondents by chapter



- Participation of 40 different Chapters
- IEC Rocky Mountain had the highest participation (13%)
- 12% of participants preferred not to say their chapter association, and 8% said they did not know

Q14. Please indicate to which IEC chapter your company currently belongs?

Annex: Methodology

Economic impact 2023 vs 2025

	Reported in 2023 (Merit Share%)	Adjusted 2023 figures* as reported in this report	2025 (Merit Share%)
Electrical Contractor Businesses (NAICS 238210)	81,046	81,337	84,903
Merit Electrical Contractor Businesses	64,660 (80%)	65,046	68,644 (81%)
Total Electrician Employment (SOC 47-2111)	712,570	715,390	749,545
Non-union Total Electrician Employment	501,998 (70%)	485,260	516,436 (69%)
Electricians employed by electrical contractors (SOC 47-2111 - NAIC 238210)	509,010	509,960	548,159
Electricians employed by Merit Shop electrical contractors	356,307 (70%)	363,521	400,704 (73%)
Electrical Contracting Revenue	\$260.4 Billion	na	\$287 Billion
Merit Shop Electrical Contracting Revenue	\$165 Billion (63%)	na	\$183 Billion (64%)

*Previously reported 2023 data has been updated to reflect revised actuals, adjusted methodology or new calculations

Data sources and estimation methods

Category	Breakdown	Source	Last available data (Year)	Forecast Method to 2025	Data point
Electrical Contracting Businesses	Total	US Census – SUSB Annual survey	2022	CAGR (2022-2019) of total contractors [2.2%]	Number of Firms for NAICS – 238210
	Union	IBEW-NECA Employment report	2018	CAGR (2018-2012) of Union Contractors [-0.1%]. Validated against NEBF employer trends (2014-2024)	Number of Productive Electrical Contractors
	Merit Shop	US Census, IBEW NECA	NA	Merit Shop statistics are a subtraction of Total minus Union Contractors data	Estimations of Total and Union contractor numbers
Employment	Total	U.S. Bureau of Labor Statistics (BLS)	2024	0.94% CAGR reported by BLS	Electricians: 47-2111 occupation code
	Union	CPS Survey	2025	Market share of Union employment reported by CPS	Outgoing rotation weight for Private for-profit employment
	Merit Shop	CPS Survey	2025	Market share of Merit Shop employment reported by CPS	Outgoing rotation weight for Private for-profit employment
Revenue	Total	GSP Calculation and US Census – SUSB Annual survey	2023/2022	CAGR (2023-2022): 5.1%	GSP calculations Sales of SUSB Annual survey
	Union	GSP Calculations	NA	Payroll reported by NEBF divided by Payroll % of Revenue reported in NECA Financial Report 2024	IEC survey, NEBF payroll, GSP calculations
	Merit Shop	GSP Calculations	NA	Merit Shop revenue is the subtraction of Union revenue from National revenue	IEC survey, GSP calculations

Estimation methods for state level data

Category	Estimation methodology
Electrical Contracting Businesses	<ul style="list-style-type: none">• Share of each state (number of electrical contracting businesses) from the <i>Statistics of US Business</i> (SUSB) survey multiplied by the estimated Total electrical contracting businesses estimated for 2025<ul style="list-style-type: none">○ Merit vs Union share by state is calculated with the CAGR (2018-2012) from the IBEW-NECA Employment report○ Share (%) applied to calculated state total businesses
Employment	<ul style="list-style-type: none">• Electrician employment (SOC 47-2111) in the Construction NAICS 23 is used as proxy for electrical employment in the electrical contracting businesses• CPS survey is used to estimate the share between Merit and Union employment by state
Revenue	<ul style="list-style-type: none">• Latest release of SUSB survey provides Receipts (in \$1,000) for businesses under NAICS 238210- Electrical contractors by state• Share by state reported in the SUSB survey is multiplied by the estimated national revenue of 2025 to calculate State revenue (\$)• Share of Merit Revenue is calculated as follows:<ul style="list-style-type: none">○ Calculate Productivity index (relative to industry average)○ Multiply each state share of merit employment by productivity index, divided by the adjusted productivity of each state