

Chrystal Zacher Cox Electric, Inc.

The success of every electrical contractor is determined by its leadership. Some people lead out loud, in front of the crowd, vocal and colorful and very hard to miss (that's me). Some people lead by working harder, longer and smarter than anyone could ever imagine. That's my Chrystal.

In 2012, I was desperate for some help with my very small but growing business, a huge box of receipts in no order at all and a looming end of year in the very near horizon. I interviewed Chrystal at my kitchen table, in my home office which served as the main office of a new little company called Cox Electric. I remember having to sell myself and the fact that what I was offering her was a "real job" harder than most anything I have ever sold in my life. She reluctantly agreed to work part time, around her other job hours, to help me out.

For all practical purposes, she is half the reason Cox Electric grew to be a recognized "real" commercial contracting firm now in 2018. She has quietly worked beside me for years now, and is the backbone of the company's accounting and human resources structure.

What makes Chrystal a leader? Well, she knows her stuff for one. She is the best controller a girl could ever ask for; a construction accounting whiz. Keeps me on my toes and out of trouble at every turn. Chrystal is quiet but mighty. She is the one making sure there are budgets and the cash for our company to support both our in house efforts and the IEC efforts at what she and I have developed into core standards: Professionalism, government advancement, safe and ethical business practices and industry leadership.

Chrystal has gone a lot of years behind the scenes at IEC events, quietly writing sponsorship and membership checks, being the "momma bear" to encourage and constructively discipline our apprentices all while keeping our growing company compliant on all fronts.

This year, Chrystal officially made partner and I can't wait to see what she does next!!!