Protecting Our Industry.
Preparing for Our Future.

2017 REPORT TO STAKEHOLDERS

ELECTRI® INTERNATIONAL
THE FOUNDATION FOR ELECTRICAL CONSTRUCTION INC.
Dear Colleagues,

One of the most significant issues facing our electrical construction industry is the need to have a well-educated, well-prepared workforce. As so many of the boomer generation prepare to retire and move on to new lifestyles and new interests, does your company have a plan for enlisting and retaining qualified managers and supervisors?

Working with its ELECTRI Council members, ELECTRI International is concentrating on commissioning research projects and creating educational opportunities designed to help us, as contractors, become more productive and more profitable as we move towards the next decade of the 21st century.

For this year’s ELECTRI Annual Report, we want to bring to your attention the initiatives that ELECTRI has in place to help our EC industry grow. At the same time, we want to give you the opportunity to hear directly from some of our contractors, industry partners, and faculty members who bring their expertise and recommendations to the table.

In some of those reports, you will hear about STEM – Science, Technology, Engineering, and Math. This is the focused curriculum to which many of our brightest students are turning as they get ready for careers, not only in construction but in many industries and professions that require STEM at their very core.

ELECTRI has had an outstanding year, programmatically and financially. As I complete my term of office as Chair of the ELECTRI Board of Trustees, I want to thank all of our Trustees and Council members for their advice and service to the Foundation.

Finally, I want to salute Russ Alessi, ELECTRI’s President, who will be retiring at the end of 2017. Russ has guided the Foundation since 1990 and has played a significant role in expanding ELECTRI’s portfolio from its initial focus on research to now include all of its educational and international efforts. We wish him well in his next adventure!

ELECTRI International is here to stay. It’s your Foundation. Be proud of it. Be part of it.

Sincerely,

David A. Hardt
Chairman, Board of Trustees
ELECTRI International
The Talent Initiative

One of ELECTRI’s best known and best appreciated achievements is its Talent Initiative. Many students at America’s finest colleges and universities have an opportunity to participate in annual competitions sponsored by ELECTRI International through their NECA Student Chapters. Each Student Chapter offers a roadmap—a way to focus and do something students otherwise would not have the opportunity to accomplish. Real life in real time.

Many college graduates, prepared or not, expect to move right into management positions. While all the construction specialties are struggling to get the top students directly from college, ELECTRI has taken a major leap to ensure its presence in the college world.

ELECTRI gets construction management and engineering students interested in EC construction opportunities and opens the door for them. The annual Green Energy Challenge Competition specifically addresses finding ways to improve the electrical environment. Working on ways to solve a problem grabs the students’ attention. They also like the altruistic component of doing good for their community. Creating a Green Energy project helps them set themselves apart. It’s a resume builder for STEM students and for all Student Chapter members.

Here’s an example of how a community can build upon ELECTRI’s Green Energy Challenge. The University of Toronto’s NECA Student Chapter has about 20 members representing this multi-cultural institution. Two years ago for the Green Energy Challenge, the Student Chapter conducted an audit of Good Shepherd Ministries’ electrical needs and potential improvements. Using the students’ plan, local contractors banded together to implement the lighting and sensors installations, saving the Ministries thousands of dollars in electricity costs every month, and giving the university students a truly valuable experience.

EC contractors agree—students need to understand means, methods and materials. Contractors want new hires to hit the ground running. Construction management programs are starting to open students’ eyes and get them prepared. Internships and project participation are key—offering electrical experience and building knowledge.

Many regard STEM as a fabulous opportunity with a fantastic long-term outlook. They appreciate ELECTRI’s initiatives to bring the EC industry to the attention of faculty and students. They also see STEM programs as a way to help encourage women and minorities into construction specialties. One faculty member who conducts research for ELECTRI describes that university’s female students as exceptional, despite the male-dominated culture.

Industry members and faculty mentors regard ELECTRI’s Student Passport Initiative competition as a “close to perfect” program. It’s powerful as a way to promote the EC industry. The Student Passport excites students as they learn how to harness technology with the concept of “giving back” to an underserved domestic or international community that desperately needs better access to electrical power. ELECTRI awards up to $20,000 each year to help implement the best project, as selected by the Council. For 2017, ELECTRI has chosen to sponsor two Passport Initiatives, one at $20,000 and the second place project at $10,000. ELECTRI always puts its resources to work to make the EC industry stronger.

According to many ELECTRI Council members, any country intent on growing its economy and its GDP needs STEM graduates. Technology goes well beyond learning how to master an iPad. Technology is the powerful as a way to promote the EC industry. The Student Passport competition as a “close to perfect” program. It’s exciting students as they learn how to harness technology with the concept of “giving back” to an underserved domestic or international community that desperately needs better access to electrical power. ELECTRI awards up to $20,000 each year to help implement the best project, as selected by the Council. For 2017, ELECTRI has chosen to sponsor two Passport Initiatives, one at $20,000 and the second place project at $10,000. ELECTRI always puts its resources to work to make the EC industry stronger.

MAX Landon
McCoy Electric, Portland, Oregon

“There will be no better lesson in these young students’ lives than to plan and draw a project, then have to do it over to make it operate. Adding together the educational value and the fact teams contributed to a better life for the chosen community should leave a positive imprint on their careers.”

2017 GREEN ENERGY
CHALLENGE
COMPETITION JUDGES

Gerard Darville, Lutron Electronics Co., Inc.
David Dean, Thomas & Betts Corporation
Tom Feisal, Southwire Company LLC
Keith Moffatt, Greenlee/A Textron Company
Michael Clifton, Sprig Electric Company Inc.
Davis Chastain, Graybar
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Joel Smith, Greenlee/A Textron Company
Dennis Quebe, Chapel Electric Co., LLC
Adam Rude, ERMCO, Inc.
Wes Anderson, Anderson Electric
Jerry Hayes, United Electric Company

2017 STUDENT PASSPORT PROJECTS

Street Lighting for Toltenco,
Mexico City, University of Toronto NECA Student Chapter
Sustainable Water Pumping Initiative,
Roatan, Honduras, The Pennsylvania State University NECA Student Chapter

2017 GREEN ENERGY CHALLENGE FINALISTS...

Iowa State NECA Student Chapter
The University of Toronto NECA Student Chapter
The University of Washington NECA Student Chapter
Every year, ELECTRI International’s major expenditure is for its research agenda. Finding ways to help EC firms become better at managing their companies, and doing so more efficiently and profitably, has been the essence of ELECTRI since its founding in 1989.

ELECTRI research is serious. It is practical, not theoretical. The ELECTRI Council identifies what topics are of concern to the EC industry and to its partners and how these issues can be addressed. The Council examines each proposal carefully and decides which projects will show the best return on investment from ELECTRI’s funds.

Research recently commissioned by ELECTRI concentrated on designing best practices to attract and retain project managers. In the opinion of the project’s research team, the construction industry does not have a good record for investing in research and development and is slow to change. Investigators studying construction issues regard productivity in the construction world as stagnant for the past 50 years. ELECTRI researchers reported a direct correlation between industries and companies that invest in R & D and their success at building and retaining a quality workforce.

Once an ELECTRI International research project has been completed, the Foundation issues a report or white paper on the topic. Research materials are all available on the ELECTRI website. With additional financial support from ELECTRI, major projects that lend themselves to educational programs are offered directly to NECA Chapters and at the NECA Convention each year.

As we learn, we improve underpins every ELECTRI research initiative.

2017 RESEARCH GRANTS

Quality in Construction – Improving Productivity and Reducing Rework by Establishing a BIQ Program,
Lonny Simonian, California Polytechnic State University

An Electrical Contractor’s Guide for Recommended Strategies to Address Unfair Payment Clauses,
Michael McClain, Maxim Consulting

Productivity Factors for Electrical Contractors,
Awad Hanna, Hanna Consulting Group, Inc.

Supply Chain Disruption: A Research-Based Approach to Prove the Value of Subcontractor Procurement,
conducted pro bono by ELECTRI Council member MCA Inc.

Diversity in the Electrical Construction Industry,
Ben Bigelow, Texas A&M University

2017 EARLY CAREER AWARDS

Augmented Reality for Electrical Construction Tasks, Steven Ayer, Arizona State University

Marketing Electrical Apprenticeship Opportunities with Content Targeted Toward Recruiting Women, Heidi Wagner, University of Wisconsin

“Of course our industry faces challenges and that’s where ELECTRI is so important. The research projects ELECTRI selects and commissions allow us to prepare or adapt for potential challenges that other less progressive industries might struggle to overcome.”

JERRY HAYES United Electric, Atlanta, Georgia, ELECTRI Council Chairman

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The electrical construction industry is very territorial. Most contractors tend to work within a limited geographical range.

Yet, we know some would welcome the opportunity to extend business opportunities beyond our U.S. borders and find ways to develop new international relationships and to partner on projects for which firms from both countries would benefit.

The ELECTRI International Cross-Border Meeting is an opportunity for industry leaders to connect with colleagues from around the globe. They share ideas, make valuable international business connections, and observe the EC industry from a fresh point-of-view. More than just networking, the Cross-Border experience is about building relationships and strengthening our industry at home and beyond. American contractors meet and learn from an impressive group of industry leaders who are working to make a difference in the electrical contracting industry in their own countries.

In several venues selected by ELECTRI for its annual Cross-Border Meeting, NECA Student Chapters have taken advantage of the local expertise available and have tied their Student Passport Initiative to ELECTRI’s in-country contacts to make their projects that much more impactful.

When 53 ELECTRI Council members and guests gathered in Ambergris Caye, Belize, for the 2017 ELECTRI Cross-Border meeting, our contractors inspected the complete and operational photovoltaic array installed by the students for San Pedro Primary School.

ELECTRI International helps EC contractors take advantage of building new networks of like-minded owners/operators in other countries. At the same time, ELECTRI’s international efforts bring new understanding and new respect about cultures and business practices cross-border.

During ELECTRI’s Belize Cross Border Meeting, participants heard first-hand what local electrical contractors had to do – or “make do” to survive.

One attendee knew his company (Greenlee) could help make things better. He arranged to contribute a cable puller for contractors in San Pedro, Belize to use in their work. This will be the first cable puller on the island and will be shared among electrical contractors to increase efficiency and profitability for all. Another ELECTRI Council member arranged to have the cable puller delivered to Belize. Together, these two Council members noted “We can all take pride in ELECTRI for being the vehicle through which we can share our expertise and offer financial support to those underdeveloped countries. It was the right thing to do.”

International Outreach

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NECA Chapters and Affiliates
- Northeastern Line Constructors Chapter NECA, George Troutman
- Santa Clara Valley Chapter NECA, Michael Jurewicz
- Western Pennsylvania Chapter NECA, Robert L. Bruce

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- The Okonite Company, Bruce Sellers

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- Northern New Jersey Chapter NECA, Henry J. Sassaman

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- Electric Power Equipment Company***
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- ERMCO Inc., Greg Gossett
- Ferguson Electric Construction Co., Ron Markowski
- Fisk Electric Company, Orvil Anthony*
- Fuller Electric, Earl Restine – Honoring our founders and family
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- Gregg Electric, Inc., Randy Fahlin*
- Guntz Electric Company, Frank Gurtz - in honor of Gerald Gurtz
- Hartford Electric Inc., Peter D. Hardt
- Harrington Electric Co., Thomas A. Morgan
- Holmes Electric Company, Michael J. Holmes
- Eddie E. Horton, TX
- Hunt Electric Corporation, Michael Hanson
- Jamerson & Bawens Electrical Contractors Inc., Kenneth J. Bawens
The 2017 ELECTRI Council

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- Trade Service Corporation
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- Encore Wire Corporation, Kevin Kieffer
- Allan W. Estes, III, WA
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- Ideal Industries, Inc., Matthew B. Sargent
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- Mosaic Learning, Michael Callanan
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- Lachle Electric Company
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- Arthur M. Tieso, St. Paul, Minnesota

* denotes founding member of ELECTRI COUNCIL (1989-1990)
** denotes first contributor
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The 2017 ELECTRI Council
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One-time contributions of up to $5,000
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• Central Massachusetts
• Cincinnati
• Dallas
• Florida Gold Coast
• Georgia
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• Lona Star Electric
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• Red Top Electric
• Red Top Electric
• South Texas Chapter NECA
• Southern Colorado Chapter NECA
• United Electric
• United Electric Co.
• VEC, Inc.

ROSS J. GLAVINICH MEMORIAL FUND*
• Canadian Electrical Contractors Association

SCHOLARSHIP FUND*
• Emerson Electric
• Miller Electric Construction Inc.
• National Utility Contractors Association
• Northeastern Line Constructors NECA
• Oklahoma Chapter NECA
• Northeastern Line Constructors NECA
• North Texas Chapter NECA
• L & O Electric
• Francis J. “Bud” Hoch, Industrial Electric Company
• EMSCO
• Texas Electric Company
• Shawver and Son, Inc.
• The Superior Group

CHRIS SCHOLLCRAFT MEMORIAL EDUCATION FUND*
• Boggs Electric Company
• Wayne Brinkmeyer, Brittain Electric Company
• Robert Corbo, Corbo Electric Company
• EMSCO
• Francis J. “Bud” Hoch, Industrial Electric Company
• Kansas Chapter NECA
• L & O Electric
• North Texas Chapter NECA
• Northeastern Line Constructors NECA
• Oklahoma Chapter NECA
• J. T. Osborn, NECA
• Shawver and Son, Inc.
• The Superior Group

TRANSMISSION & DISTRIBUTION ENTERPRISE*
• Alberta, Inc.
• American Line Builders Chapter NECA
• Cooper Group Hinds
• Cooper Lighting
• E2E Summit
• Eaton Corporation
• ERECO
• Lighthouse Electrical Group
• M. J. Electric, LLC
• MCA,Inc.
• McCormick Systems, Inc.
• Michells Corporation
• Miller Electric Construction Inc.
• Milwaukee Tool
• Missouri Valley Line Constructors NECA
• Mora Electric Group, Inc.
• Northeastern Line Constructors NECA
• Walter T. Parks, O’Connell Electric
• Patraba Electric Systems
• Portland Electric
• Illinois Valley Electric, Inc.
• Topeka Electrical JATC
• St. Louis Chapter NECA
• South Central Minnesota Electrical JATC
• Southwestern Line Constructors Chapter NECA
• Southwestern Line Constructors Chapter NECA
• St. Louis Chapter NECA
• Topaka Electrical JATC
• Washington, D.C. Electrical JATC
• Western Line Constructors Chapter NECA

*Contribution designated specifically for a special local or project
This report recognizes commitments through August 2017

NECA Chapters & Partner Contributors
# Statements of Financial Position

## December 31

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,529,715</td>
<td>$921,273</td>
</tr>
<tr>
<td>Due from affiliate</td>
<td>29,478</td>
<td>63,957</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
<td>26,799</td>
<td>25,383</td>
</tr>
<tr>
<td>Investments</td>
<td>15,853,041</td>
<td>15,107,893</td>
</tr>
<tr>
<td>Assets held under charitable trusts</td>
<td>1,081,951</td>
<td>1,080,827</td>
</tr>
<tr>
<td>Promises to give</td>
<td>4,493,679</td>
<td>4,692,512</td>
</tr>
</tbody>
</table>

## Total Assets

$23,014,663

$21,891,845

---

# Statements of Activities

## Year Ended December 31, 2016, with Comparative Totals for 2015

### Revenue and Support

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td></td>
<td>$ 875,492</td>
</tr>
<tr>
<td></td>
<td>$903,407</td>
<td>$1,030,934</td>
</tr>
<tr>
<td>Net recovery on uncollectible pledges</td>
<td>4,476</td>
<td>4,476</td>
</tr>
<tr>
<td>Operating investment return and appropriation</td>
<td>537,318</td>
<td>1,049,686</td>
</tr>
<tr>
<td>Contributions from affiliate</td>
<td>476,024</td>
<td>476,024</td>
</tr>
<tr>
<td>Other income</td>
<td>34,889</td>
<td>34,889</td>
</tr>
<tr>
<td>Sales and publications revenue</td>
<td>9,052</td>
<td>9,052</td>
</tr>
<tr>
<td><strong>Net assets released from restriction:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>satisfaction of purpose restriction</td>
<td>396,123</td>
<td>396,123</td>
</tr>
<tr>
<td><strong>Total revenue and support</strong></td>
<td>1,453,406</td>
<td>1,533,531</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project development</td>
<td>794,915</td>
<td>794,915</td>
</tr>
<tr>
<td>Product development</td>
<td>190,410</td>
<td>190,410</td>
</tr>
<tr>
<td>Disaster relief</td>
<td>4,810</td>
<td>4,810</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td>990,135</td>
<td>—</td>
</tr>
<tr>
<td>General and administrative</td>
<td>478,977</td>
<td>478,977</td>
</tr>
<tr>
<td>Fund raising</td>
<td>85,684</td>
<td>85,684</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>564,661</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,554,796</td>
<td>—</td>
</tr>
</tbody>
</table>

### Change in Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets from operations</td>
<td>(101,390)</td>
<td>1,533,531</td>
</tr>
<tr>
<td>Endowment return, net of appropriation</td>
<td>(338,362)</td>
<td>(338,362)</td>
</tr>
<tr>
<td>Change in value of split-interest agreements</td>
<td>(75,999)</td>
<td>(1,569)</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>(439,752)</td>
<td>1,457,532</td>
</tr>
</tbody>
</table>

### Net assets, beginning of year

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>(10,274,700)</td>
<td>$13,769,557</td>
<td>$19,119,594</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td>$22,614,451</td>
<td>$21,570,325</td>
</tr>
</tbody>
</table>

---

A full copy of the ELECTRI International audited Financial Statement including note pages can be obtained from the ELECTRI office (301) 215-4538.
Statements of Cash Flows

Year ended December 31

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH FLOWS FROM OPERATING ACTIVITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>$1,044,126</td>
<td>$(331,139)</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets to net cash provided by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net (gain) on investments</td>
<td>(850,329)</td>
<td>914,305</td>
</tr>
<tr>
<td>Change in value of split-interest agreements</td>
<td>77,568</td>
<td>23,989</td>
</tr>
<tr>
<td>(Recovery) loss on uncollectible pledges</td>
<td>(4,476)</td>
<td>(4,110)</td>
</tr>
<tr>
<td>Endowment contributions</td>
<td>(27,915)</td>
<td>(13,680)</td>
</tr>
<tr>
<td>Changes in assets and liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Due from affiliate</td>
<td>34,479</td>
<td>(15,030)</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
<td>(1,416)</td>
<td>3,436</td>
</tr>
<tr>
<td>Promises to give</td>
<td>144,619</td>
<td>(23,693)</td>
</tr>
<tr>
<td>Liability under split-interest agreements</td>
<td>76,007</td>
<td>77,355</td>
</tr>
<tr>
<td>Total adjustments</td>
<td>(551,463)</td>
<td>962,575</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>$492,663</td>
<td>$631,436</td>
</tr>
</tbody>
</table>

|                                |        |        |
| **CASH FLOWS USED IN INVESTING ACTIVITIES** |        |        |
| Purchases of investments       | (10,041,354) | (2,330,329) |
| Proceeds from sale or maturity of investments | 10,166,535 | 1,448,579 |
| Net cash used in investing activities | $105,181 | (881,750) |

|                                |        |        |
| **CASH FLOWS FROM FINANCING ACTIVITIES** |        |        |
| Endowment contributions received | 86,605  | 124,035 |
| Payments on split-interest agreement obligations | (76,007) | (77,355) |
| Net cash provided by financing activities | $10,598  | 46,680 |

|                                |        |        |
| **NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS** | 608,442 | (203,634) |
| Cash and cash equivalents, beginning of year | 921,273 | 1,124,907 |

|                                | 2016   | 2015   |
| **CASH AND CASH EQUIVALENTS, END OF YEAR** | $1,529,715 | $921,273 |

A full copy of the ELECTRI International audited Financial Statement including note pages can be obtained from the ELECTRI office (301) 215-4538.
The vision of ELECTRI International is to be a world-recognized, independent organization that makes use of the collective intellect and philanthropic spirit of industry leaders to provide unbiased, cutting-edge information for the electrical construction industry.

ELECTRI International’s mission is to use its resources to commission and disseminate collaborative and innovative research, education, and technology solutions that advance the future growth and prosperity of the electrical construction industry.