

# Protecting Our Industry. Preparing for Our Future.

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## 2017 REPORT TO STAKEHOLDERS





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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





"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."

**MAX LANDON** McCoy Electric, Portland, Oregon

# 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 use of new ways to get things done through math and engineering. Without a doubt, STEM topics are hard and, too often, college students take the path of least resistance. Getting a STEM degree takes a lot of work. Having hands-on experiences makes it all worthwhile.

**ELECTRI is working hard to help the EC industry find ways to drive home to students and faculty that its companies are using new technologies and are more innovative.**

## 2017 GREEN ENERGY CHALLENGE COMPETITION JUDGES

**Gerard Darville,**  
Lutron Electronics Co., Inc.

**Robert J. Turner, II,**  
Turner Electric Service, Inc.

**David Dean,**  
Thomas & Betts Corporation

**Tom Feissle,**  
Southwire Company LLC

**Keith Moffatt,**  
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**Adam Rude,**  
ERMCO, Inc.

**Wes Anderson,**  
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**Jerry Hayes,**  
United Electric Company

## 2017 STUDENT PASSPORT PROJECTS

Street Lighting for Toltenco,  
Mexico City, University of Toronto  
NECA Student Chapter

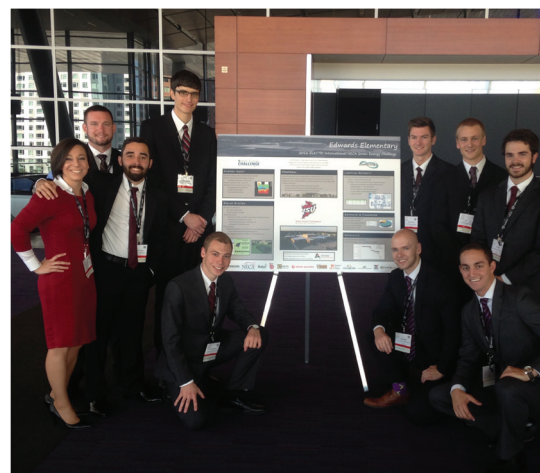
Sustainable Water Pumping Initiative,  
Roatan, Honduras,  
The Pennsylvania State University  
NECA Student Chapter

## 2017 GREEN ENERGY CHALLENGE FINALISTS...

Iowa State NECA  
Student Chapter

The University of  
Toronto NECA  
Student Chapter

The University of  
Washington NECA  
Student Chapter





"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

# The Research Agenda

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 McLin, 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



## 2017 PROGRAM REVIEW COMMITTEE

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Legrand North America

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Alterman, Inc.



"To make the electrical construction industry ever stronger, we need to explore every option and opportunity available to us. That's one reason our International Center's work is so vital to our future."

**RUSSELL J. ALESSI** President, **ELECTRI International**

# International Outreach

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.*"



## ELECTRI CROSS-BORDER MEETINGS

**Ambergris Caye, Belize**  
2017 & 2010

**Cartagena, Colombia**  
2016

**Merida, Mexico**  
2015

**Havana, Cuba**  
2014

**Quito, Ecuador**  
2013

**Panama City, Panama**  
2012

**Playa Conchal, Costa Rica**  
2011

**Roatan, Honduras**  
2009

**San Salvador, El Salvador**  
2008

**Guadalajara, Mexico**  
2007

**San Antonio, TX**  
2006



# The 2017 ELECTRI Council

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- The Richard W. and Darlene Y. McBride Trust, Richard W. McBride\*
- The Al and Margaret Wendt Trust, Albert G. Wendt\*, d.

### NECA Chapters and Affiliates

- National Electrical Contractors Association\*, John M. Grau

### Manufacturers, Distributors, Utilities and Affiliates

- Schneider Electric / Square D, Neal Lyons

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### Manufacturers, Distributors, Utilities and Affiliates

- The Okonite Company, Bruce Sellers

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- Northeastern Line Constructors Chapter NECA, George Troutman
- Santa Clara Valley Chapter NECA, Michael Jurewicz
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- Greenlee / A Textron Company, Paul McAndrews
- Viewpoint Construction Software, Karl Rajotte

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- John R. Colson, TX
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- Robert L. Pfeil, d., IN

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- Northeastern Illinois Chapter NECA, Craig Martin
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- Northern Indiana Chapter NECA, Anthony J. Maloney, III
- Puget Sound Chapter NECA, Michael J. Holmes
- Southeastern Michigan Chapter NECA\*, Thomas Mittelbrun, III

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- Illinois Chapter NECA\*, Terry Buhs
- Los Angeles County Chapter NECA, James Willson
- Northern New Jersey Chapter NECA, Henry J. Sassaman

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- MCA, Inc., Heather Moore

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- Brian Christopher, OR
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- Finger Lakes New York Chapter NECA, John Amicucci
- Greater Cleveland Chapter NECA, David Haines
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- Long Island Chapter NECA, Donald Leslie, Jr.
- Oregon-Columbia Chapter NECA, George Adams
- Oregon Pacific-Cascade Chapter NECA, Thomas Kyle
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- South Texas Chapter NECA, Leslie M. Moynahan
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- Legrand North America, Steve Killius
- Lutron Electronics Co., Inc., Richard Angel
- Panduit Corporation

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- Electric Power Equipment Company \*\*\*
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- William R. Miller, Miller Electrical Construction, Inc.
- Oklahoma Electrical Supply Company
- Peer Group 3, in Honor of W. Terry Lindsay & Robert J. (Bob) Kaemmerlen
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- Flora and Herbert Spiegel, In memory of Alexander Berg
- Trade Service Corporation
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- Donald F. Collins, Collins Electric
- Victor Douglass, Douglass Family Trust
- J. W. Dunn, Jr., Dunn Electric Co.
- A. S. Ferrari, A. S. Ferrari & Son, Inc.
- Charles J. Hart, MD, Bethesda, Maryland
- F. J. Hoch, Industrial Electric, In memory of W. H.Hoch and H. J. Reeves
- Idaho Electric League
- Don W. Jhonson, Interior Electric, Inc.
- Robert and Frieda Kaemmerlen, In memory of Charles J.Hart
- Joseph B. Lachle, Sr., Lachle Electric Company
- Hermon L. Milton, Buffalo Electric, Inc.
- Leonard A. Nucero, Nucero Electrical Construction Co.
- Robert L. Pfeil, d., In memory of George E. Richardson, Jr.
- George E. Richardson, Jr., Portage, Indiana
- Geoffrey W. Robertson, American Travel Association, Inc.
- Southern Region Managers Conference Districts III and V, NECA
- Thompson Electric, Inc.
- Mike Tunge, Tunge Electric, Inc.



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Chapter member fulfilling 15 years of commitments and making additional contributions

- Oklahoma

## DIAMOND CHAPTER CENTURY CIRCLE

\$100 per chapter member for each of five years after fulfilling the Keynote and Chapter Century Circle commitments.

- Western New York State

## KEYNOTE CHAPTER CENTURY CIRCLE

\$100 per chapter member for each of five years after fulfilling an initial Chapter Century Circle commitment

- Atlantic Coast
- Central Florida
- Eastern Oklahoma
- Florida West Coast
- Gulf Coast
- Iowa
- Mahoning Valley
- North Louisiana

## CHAPTER CENTURY CIRCLE

\$100 per chapter member for each of five years

- Albany
- East Central California
- Intermountain
- Louisville
- Northern Illinois
- Ohio/Michigan
- Quad-Cities
- Red River Valley
- Rochester New York
- San Mateo
- Southern Sierras
- Southwest Washington
- St. Louis
- Twin Ports-Arrowhead
- West Texas

## CHAPTER INVESTORS

One-time contributions of up to \$5,000

- Baton Rouge
- Central Massachusetts
- Cincinnati
- El Paso
- Florida Gold Coast
- Georgia
- Hudson Valley

- Idaho
- Inland Empire
- Maryland
- Memphis
- Middle Tennessee
- Nebraska
- Northeast Louisiana
- Panhandle
- Saguario
- South Louisiana
- Southeast Texas
- Southwest Louisiana
- Steubenville Div., North Central Ohio
- Western Ohio

## GRANTS\*

- Air Conditioning Contractors of America
- Akron Area Electrical JATC
- Associated General Contractors of America
- Cleveland Electric Company
- Cleveland Electrical JATC
- Connecticut Chapter NECA
- Contra Costa Electrical Industry Trust
- Des Moines Electrical JATC
- Detroit Electrical JATC
- Edison Electric Institute
- Finishing Contractors Association
- Foundation of the American Subcontractors Association
- Hartford Electricians JATC
- Hudson Valley Chapter NECA
- Inglett & Stubbs, LLC
- J. M. Electrical Company, Inc.
- L.L.D. Electric Co. (Hyslop Shannon Foundation)
- Mechanical Contracting Education and Research Foundation, MCAA
- Metro Electrical JATC, Portland, OR
- MYR Group, Inc.
- National Association of Electrical Distributors Education and Research Foundation
- National Insulation Association
- National Joint Apprenticeship & Training Committee, MD
- National Roofing Foundation, NRCA
- National Subcontractors Alliance
- National Utility Contractors Association
- New Horizons Foundation, SMACNA
- Northwest Line Constructors Chapter NECA
- Ohio/Michigan Chapter NECA
- Oregon-Columbia Chapter NECA
- Phalcon LTD
- Plumbing-Heating-Cooling Contractors National Association
- Rhode Island and SE Massachusetts Chapter NECA
- Sacramento Area Electrical JATC
- San Joaquin Valley Chapter NECA
- Santa Clara County Electrical JATC
- South Central Minnesota Electrical JATC

- Southwestern Line Constructors Chapter NECA
- St. Louis Chapter NECA
- Topeka Electrical JATC
- Washington, D.C. Electrical JATC
- Western Line Constructors Chapter NECA

## THOMAS E. GLAVINICH MEMORIAL FUND\*

- Canadian Electrical Contractors Association

## RUSSELL J. ALESSI EARLY CAREER SCHOLAR AWARD

- Allison Smith Company
- Alterman, Inc.
- Arizona Chapter NECA
- Atlanta Chapter NECA
- Bana Electric Corp
- Bruce & Merrilees Electric Company
- Central Indiana Chapter NECA
- Central Ohio Chapter NECA
- Chapel Electric
- Chewning and Wilmer
- Christenson Electric
- Thomas and Alana Curran
- Egan Company
- EC Trust of Alameda County
- Darrell Gossett
- Graybar
- Holmes Electric
- Lone Star Electric
- Los Angeles County Chapter NECA
- Miller Electric Company
- O'Connell Electrical Co.
- Oneida Electrical Contractors, Inc.
- Penn-Del-Jersey Chapter NECA
- Red Top Electric
- Sidney Electric
- South Texas Chapter NECA
- Southern Colorado Chapter NECA
- United Electric
- United Electric Co.
- VEC, Inc.

## EMERSON HAMILTON SCHOLARSHIP FUND\*

- Alaska Chapter NECA
- Cascade Chapter NECA
- Edward G. Sawyer Company, Inc.
- Holmes Electric Company
- Max N. Landon, McCoy Electric
- Long Island Chapter NECA
- Miller Electric Construction Inc.
- Oregon-Columbia Chapter NECA
- Oregon Pacific-Cascade Chapter NECA

- Patraba Electrical Systems
- Puget Sound Chapter NECA
- Schultheis/TSB, Inc.
- Sidney Electric Company
- Southern Contracting Company
- Southwest Washington Chapter NECA
- Sprig Electric Company, Inc.
- VEC, Inc.
- Wisconsin Chapter NECA

## TRANSMISSION & DISTRIBUTION ENTERPRISE\*

- Alterman, Inc.
- American Line Builders Chapter NECA
- Cooper Crouse-Hinds
- Cooper Lighting
- E2E Summit
- Eaton Corporation
- ERICO
- Lighthouse Electrical Group
- M. J. Electric, LLC
- MCA, Inc.
- McCormick Systems, Inc.
- Michels Corporation
- Miller Electric Construction Inc.
- Milwaukee Tool
- Missouri Valley Line Constructors NECA
- Mona Electric Group, Inc.
- Northeastern Line Constructors NECA
- Walter T. Parkes, O'Connell Electric
- Patraba Electrical Systems
- Potelco, Inc.
- Schultheis/TSB, Inc.
- Southeastern Line Constructors Chapter NECA
- Sprig Electric Company, Inc.
- Thomas & Betts Corporation
- Werner Company
- Western Line Constructors Chapter NECA

## CHRIS SCHOOLCRAFT MEMORIAL EDUCATION FUND\*

- Boggs Electric Company
- Wayne Brinkmeyer, Britain 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 Chapter NECA
- Oklahoma Chapter NECA
- J. T. Osborn, NECA
- Shawver and Son, Inc.
- The Superior Group

\*Contributions designated specifically for a special fund or project  
This report recognizes commitments through August 2017



# Statements of Activities

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

|   | 2016            |                        |                        |                      | 2015          |
|---|-----------------|------------------------|------------------------|----------------------|---------------|
|   | Unrestricted    | Temporarily Restricted | Permanently Restricted | Total                | Total         |
| <b>REVENUE AND SUPPORT</b>  |                 |                        |                        |                      |               |
| Contributions   | \$ —            | \$ 875,492             | \$ 27,915              | <b>\$ 903,407</b>    | \$ 1,030,934  |
| Net recovery on uncollectible pledges                                     |                 | 4,476                  |                        | <b>4,476</b>         | 4,110         |
| Operating investment return and appropriation                             | 537,318         | 1,049,686              |                        | <b>1,587,004</b>     | 771,786       |
| Contributions from affiliate  | 476,024         |                        |                        | <b>476,024</b>       | 484,438       |
| Other income  | 34,889          |                        |                        | <b>34,889</b>        | 30,264        |
| Sales and publications revenue  | 9,052           |                        |                        | <b>9,052</b>         | 16,552        |
| Net assets released from restriction: satisfaction of purpose restriction | 396,123         | (396,123)              |                        | <b>—</b>             | —             |
| Total revenue and support   | 1,453,406       | 1,533,531              | 27,915                 | <b>3,014,852</b>     | 2,338,084     |
| <b>EXPENSES</b>   |                 |                        |                        |                      |               |
| Program services  |                 |                        |                        |                      |               |
| Project development   | 794,915         |                        |                        | <b>794,915</b>       | 787,811       |
| Product development   | 190,410         |                        |                        | <b>190,410</b>       | 193,775       |
| Disaster relief   | 4,810           |                        |                        | <b>4,810</b>         | 4,894         |
| Total program services  | 990,135         | —                      | —                      | <b>990,135</b>       | 986,480       |
| Supporting services   |                 |                        |                        |                      |               |
| General and administrative  | 478,977         |                        |                        | <b>478,977</b>       | 483,178       |
| Fund raising  | 85,684          |                        |                        | <b>85,684</b>        | 94,157        |
| Total supporting services   | 564,661         | —                      | —                      | <b>564,661</b>       | 577,335       |
| Total expenses  | 1,554,796       | —                      | —                      | <b>1,554,796</b>     | 1,563,815     |
| Change in net assets from operations                                      | (101,390)       | 1,533,531              | 27,915                 | <b>1,460,056</b>     | 774,269       |
| Endowment return, net of appropriation                                    | (338,362)       |                        |                        | <b>(338,362)</b>     | (1,081,419)   |
| Change in value of split-interest agreements                              |                 | (75,999)               | (1,569)                | <b>(77,568)</b>      | (23,989)      |
| <b>CHANGE IN NET ASSETS</b>   | (439,752)       | 1,457,532              | 26,346                 | <b>1,044,126</b>     | (331,139)     |
| Net assets, beginning of year   | (9,834,948)     | 12,312,025             | 19,093,248             | <b>21,570,325</b>    | 21,901,464    |
| <b>NET ASSETS, END OF YEAR</b>  | \$ (10,274,700) | \$ 13,769,557          | \$ 19,119,594          | <b>\$ 22,614,451</b> | \$ 21,570,325 |

# Statements of Financial Position

| December 31                               | 2016                | 2015         |
|---|---------------------|--------------|
| <b>ASSETS</b>                             |                     |              |
| Cash and cash equivalents                 | <b>\$ 1,529,715</b> | \$ 921,273   |
| Due from affiliate                        | <b>29,478</b>       | 63,957       |
| Accrued interest receivable               | <b>26,799</b>       | 25,383       |
| Investments                               | <b>15,853,041</b>   | 15,107,893   |
| Assets held under charitable trusts       | <b>1,081,951</b>    | 1,080,827    |
| Promises to give                          | <b>4,493,679</b>    | 4,692,512    |
| <b>TOTAL ASSETS</b>                       | <b>\$23,014,663</b> | \$21,891,845 |
| <b>LIABILITIES AND NET ASSETS</b>         |                     |              |
| Liabilities                               |                     |              |
| Accounts Payable                          | <b>\$ 17,500</b>    | \$ 17,500    |
| Liability under split-interest agreements | <b>382,712</b>      | 304,020      |
| Total liabilities                         | <b>400,212</b>      | 321,520      |
| Net assets                                |                     |              |
| Unrestricted                              | <b>(10,274,700)</b> | (9,834,948)  |
| Temporarily restricted                    | <b>13,769,557</b>   | 12,312,025   |
| Permanently restricted                    | <b>19,119,594</b>   | 19,093,248   |
| Total net assets                          | <b>22,614,451</b>   | 21,570,325   |
| <b>TOTAL LIABILITIES AND NET ASSETS</b>   | <b>\$23,014,663</b> | \$21,891,845 |

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  | 2016                | 2015              |
|---|---------------------|-------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |                     |                   |
| Change in net assets  | \$ 1,044,126        | \$ (331,139)      |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: |                     |                   |
| Net (gain) on investments   | (850,329)           | 914,305           |
| Change in value of split-interest agreements  | 77,568              | 23,989            |
| (Recovery) loss on uncollectible pledges  | (4,476)             | (4,110)           |
| Endowment contributions   | (27,915)            | (13,680)          |
| Changes in assets and liabilities:  |                     |                   |
| Due from affiliate  | 34,479              | (15,030)          |
| Accrued interest receivable   | (1,416)             | 3,436             |
| Promises to give  | 144,619             | (23,693)          |
| Liability under split-interest agreements   | 76,007              | 77,355            |
| Total adjustments   | (551,463)           | 962,575           |
| Net cash provided by operating activities   | 492,663             | 631,436           |
| <b>CASH FLOWS USED IN INVESTING ACTIVITIES</b>  |                     |                   |
| Purchases of investments  | (10,061,354)        | (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)         |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>   |                     |                   |
| 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         |
| <b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>   | <b>\$ 1,529,715</b> | <b>\$ 921,273</b> |

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## 2017 INVESTMENT COMMITTEE

|  |   |   |   |
|--|---|---|---|
| <b>Rex Ferry</b><br>Chairman<br>VEC, Inc                               | <b>Mark Huston</b><br>Lone Star Electric  | <b>Jerry Hayes</b><br>Ex officio<br>United Electric Company | <b>Traci Pickus</b><br>Designated Secretary<br>National Electrical<br>Contractors Association |
| <b>Russell J. Alessi</b><br>Committee Liaison<br>ELECTRI International | <b>John M. Grau</b><br>Ex officio<br>National Electrical<br>Contractors Association | <b>Earl C. Restine Jr.</b><br>Fuller Electric Corp.         |   |

## 2017 DEVELOPMENT AND ENHANCEMENT COMMITTEE

|   |  |  |   |
|---|--|--|---|
| <b>Michael Abbott</b><br>Abbott Electric                    | <b>Duane Hendricks</b><br>Egan Industries              | <b>Don Campbell</b><br>Southern Nevada<br>NECA Chapter | <b>Sonja Rheume</b><br>Christenson Electric       |
| <b>Russ Borden</b><br>Tri-City Electric                     | <b>Greg Long</b><br>Long Electric                      | <b>Lindsey Miller</b><br>Milwaukee Tool                | <b>Jerry Hayes</b><br>United Electric             |
| <b>Darrell Gossett</b><br>ERMCO, Inc.                       | <b>Andrew Berg</b><br>San Diego County NECA<br>Chapter | <b>Nancy Lindsey</b><br>Thomas and Betts               | <b>Russell J. Alessi</b><br>ELECTRI International |
| <b>Mark Huston</b><br>Lone Star Electric                    | <b>Wally Budgell</b><br>Robertson Bright               | <b>Andy Wasa</b><br>Focus Investments                  | <b>Joey Shorter</b><br>ELECTRI International      |
| <b>Scott Bringmann</b><br>Alcan Electric and<br>Engineering | <b>Greg Stewart</b><br>The Superior Group              | <b>Tammy Livers</b><br>Graybar Electric                |   |

## 2017 AUDIT COMMITTEE

|  |   |   |
|--|---|---|
| <b>Russell J. Alessi</b><br>Committee Liaison<br>ELECTRI International | <b>Clayton M. Scharff</b><br>Chairman<br>Sachs Electric Company | <b>Traci Pickus</b><br>Designated Secretary<br>National Electrical<br>Contractors Association |
| <b>Nicolaus Feldmann</b><br>Eldor Contracting Company                  | <b>David Long</b><br>Miller Electric Company                    |   |



# ELECTRI INTERNATIONAL

THE FOUNDATION FOR ELECTRICAL CONSTRUCTION INC.

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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.