

FOCUS ON THE FUTURE

2018 Report to Stakeholders



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Most of us began a career in electrical construction by thinking about how we would make our next car payment, or afford a new home, or buy sports equipment for our kids. We concentrated on what we needed day-to-day. The goal, then and now, that should be at the top of our list is **how to take opportunities we have today to protect all of our tomorrows.**

Why do we need to think about this? Well, let's take a closer look at the EC industry. We know how significantly our industry has changed. The marketplace is different. Our market share is different. We face incredible odds looking at a potential worker shortage of more than 150,000.

ELECTRI International is our partner in the electrical construction industry. Working with our ELECTRI Council, we fund key research initiatives and turn them into exemplary learning guidelines to help our contractors get out of their complacent corners and go on the offensive to capture or recapture customers and become their preferred service providers.

Electrical construction needs highly skilled people in leadership and in technical roles. ELECTRI is helping bright university students and faculty understand how important electrical construction is to our country's infrastructure and how their involvement will be critical as we turn to more creative ways to incorporate BIM, pre-fab, and many other technological advances that come at us every day.

When we commission ELECTRI projects that address using new technology in the field, or preparing a well-qualified workforce, or finding ways to interact more closely with our industry allies, the one thing ELECTRI can – and does – provide for all of electrical construction is the opportunity to be collaborative and cooperative.

For almost 30 years, everyone associated with ELECTRI understands that **our industry's destiny is determined by its leadership.** ELECTRI International is an important part of that leadership. We lead with determination and innovation because we owe it to future generations to be better than we are today. That's not a pipedream. It's our reality.

Sincerely,

David Long
President, Board of Trustees
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Technology in the Field

Customer buying patterns change rapidly. Operating costs are up. Competition is more intense.

The challenge now is for EC contractors to forecast accurately, accommodate rapidly, and balance risk against reward effectively. The margin for error is shrinking. Many times, consequences are more severe. Contractors must take better control over the margins and the progress of each project.

Generalized anecdotal surveys are informative but are not giving contractors and project managers the in-depth empirical information they require. To measure actual or potential improvement, electrical contractors need to take a deep look at their own business, particularly in terms of micro-transactions. Too often, contractors operate on "gut" feelings – leaning on years of experience in the absence of solid information.

*That's where **ELECTRI**
International comes into action.*

ELECTRI is working on ways to ensure technology is not replacing experience but marrying the two. The opportunity and the problem are one and the same. Twenty years ago, everything moved slowly. Today's operations are fast and organizations need to be agile. They need information now. ELECTRI understands that talking to the executive level is not enough. Project managers and their workforce need accessible, actionable data.

Today's construction industry workforce is more tech savvy. When that workforce is using reliable technology to report data on each step of a project, it helps decision-making contractors benchmark information and draw the hard line to profits. Technology makes it possible for firms to make investments now to make money down the line.

The Foundation is commissioning research with the clear objective that supporting the development of technological solutions is supporting the core of each business, giving contractors the tools to make better informed decisions.

Developing the software that will help deliver hard-news empirical data takes rigorous, collaborative work. ELECTRI International, with its strong network of contractors and industry allies, is making it happen.



2018 EARLY CAREER AWARDS

Safety Training of Electrical Workers in a 360-degree Immersive Digital Environment
Masoud Gheisari
University of Florida

Improving Project Planning and As-Built Verification of Electrical Construction with Mixed Reality: A Healthcare Case Study,
Yilei Huang,
South Dakota State University

2018 RESEARCH GRANTS

The Electrical Contractor as the Integrator
Michael McLin
Maxim Consulting

Handbook Development: Electrical Contractor's Guide for Great Employers
Kim Ruyle
Inventive Talent

Digital Transformation at the Frontline Supervision Level for Electrical Contractors
Guy Skillett
Rhumbix

Smart Buildings and the Internet of Things (IOT) Impact on Electrical Contracting
Hisham Said
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2018 STUDENT COMMUNITY SERVICE PROJECTS

PV Power Pumped Water
Systems for Indigenous
Communities in the Amazon
Basin, Ecuador,

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End, Roatán, Honduras,

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The Workforce *IS* Our Future

For decades, the construction industry has taken a back seat to other professions and disciplines. Students, parents, faculty members, and guidance advisors have focused all of their attention on getting into the “right” college, even as employment prospects were undefined and unclear.

As worker retirements in the EC industry continue to mount and the market for quality workers intensifies, contractors know the problem is increasing. The industry must make an investment in preparing its future workforce -- from apprentice to project manager, to company executive. Contractors, manufacturers and suppliers agree that opportunity, innovation, technology, and individual creativity must be encouraged and emphasized in the recruiting process.

The EC industry is taking a strong stand on re-branding the industry to help students understand what opportunities are open to them. Students and their families are becoming more receptive to developing a career path that might include a “learn while you earn” apprenticeship as a means to a life-long, well-paid career. Other students who choose college majors in construction management, engineering, or architectural design are also learning about the value and prospects of careers in electrical construction.

*That's where **ELECTRI**
International comes into action.*



The ELECTRI Council is looking at new ways to bring the EC industry to the attention of colleges and universities, middle schools, high schools, parents, and even school boards. ELECTRI works closely with NECA Student Chapters at universities across North America. The Foundation also sponsors annual competitions, both domestic and international, that give students real-time, real-world design and implementation initiatives. ELECTRI has also produced a report on attracting and retaining the best and brightest. It is a simple portfolio of creative recruitment ideas, offered by the members of the ELECTRI Council and shared with the entire industry.

As a not-for-profit educational foundation, ELECTRI's role is not to promote only one path leading to apprenticeships. ELECTRI's efforts are designed to help all students make informed decisions about how they can best meet their potential and move forward professionally and personally.

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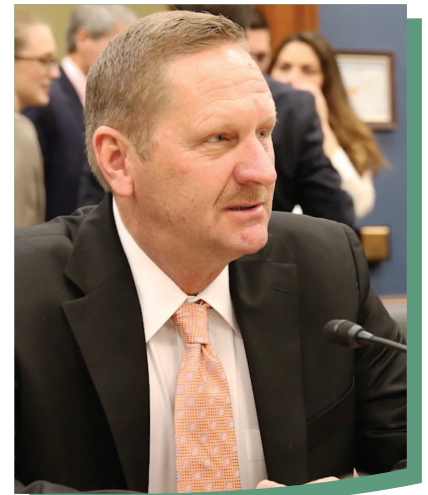
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Our Research is a Game Changer

Occasionally, there's a topic that gets every head in the room nodding in agreement. For electrical construction the issue is a combination of getting paid fairly for work approved and accomplished and getting paid on time.

Contractors wanted something done to address the growing problem of change orders and approvals, unrealistic expectations, and unreasonable payment delays for completed changes made by the EC team. The question: how to get contractors to understand their rights and obligations and how to mesh those with the expectations and contractual requirements set in place with the general contractor and developer.



*That's where **ELECTRI**
International comes into action.*

The members of the ELECTRI Council commissioned several studies that offer recommendations of ways to deal with change orders, inequitable payments, and prompt payments. The results of this work are having a steady impact on attitudes and practices in the EC industry and construction-wide.

Recognizing the importance of using technology to advance the industry, ELECTRI has made each of its projects easily accessible on its app. Contractors, managers, and other decision-makers can all take a close-up look at what will work and what will make the construction industry stronger together.

ELECTRI International has so many connections with knowledgeable people. Many contractors and industry allies want to be part of the research -- not just benefit from it. They see ELECTRI as an unbiased industry peer group. Through the research process, led by well-prepared, knowledgeable investigators, everyone has the opportunity to contribute ideas and recommendations from their own experience base.



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- 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.
- 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
- 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
- Topeka Electrical JATC
- Washington, D.C. Electrical JATC

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
- L.L.D. Electric Co. (Hyslop Shannon Foundation)
- Lone Star Electric
- Los Angeles County Chapter NECA
- Miller Electric Company
- O'Connell Electric 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 2018



Every person who picks up an Annual Report wants to know more about the organization. *What new things are being done to make stakeholders better? Why do people want to be involved with this particular group? How is it doing financially?*

ELECTRI International has had an extraordinary year and we can honestly and successfully answer each of those questions. The Foundation is blessed with individuals and companies that recognize the importance of making the electrical construction industry stronger, more productive, and more profitable. ELECTRI draws upon the technologies that are emerging across the industry and marries them to the research and educational initiatives we commission. Doing so can mean the difference for a company between just OK and truly great.

People have many ways they can volunteer their time and expertise and so many different venues through which to do so. Again, ELECTRI is fortunate that our industry leaders, our NECA Chapters, our manufacturing and distribution allies and our academic connections all want to help electrical construction grow and prosper. The ELECTRI Council provides countless hours of advice and action to make every part of our agenda work. Universities and research institutes across the country work together with the Foundation to deliver the most accurate and forward-thinking recommendations for improving our industry and fostering new talent for our companies.

Students, who are the lifeblood of the future of the EC industry have many ways to get involved with ELECTRI. Some involve technology application while others offer student teams the opportunity for real-world, real-life construction projects for which they take charge.

EC contractors travel from far and wide for our Cross-Border annual event to help forge new business partnerships with the international contracting community. More importantly, they gain insight into the cultures and business operations found in other parts of the world.

ELECTRI invests heavily in our people and we also invest carefully to manage our multi-million dollar portfolio. We acknowledge and recognize all of our contributors, especially those who have joined the ELECTRI Council and those who have included the Foundation as part of their personal estate plans.

On a personal note, I want to thank Russ Alessi for all of his work in guiding and building ELECTRI International since it opened its doors in 1990. Russ retired at the end of 2017 and I am honored to serve as ELECTRI's Executive Director and I look forward to meeting and working with each of you.

Why? Because you are ELECTRI.

Sincerely,

Joey Shorter

Executive Director
ELECTRI International

Statements of Financial Position

December 31	2017	2016
ASSETS		
Cash and cash equivalents	\$ 1,197,746	\$ 1,529,715
Due from affiliate	-	29,478
Accrued interest receivable	31,621	26,799
Investments	18,380,945	15,853,041
Assets held under charitable trusts	1,113,989	1,081,951
Promises to give, net	4,650,998	4,493,679
TOTAL ASSETS	\$25,375,299	\$23,014,663
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable	\$ 17,500	\$ 17,500
Due to affiliate	56,241	-
Liability under split-interest agreements	388,544	382,712
Total liabilities	462,285	400,212
Net assets		
Unrestricted	(10,141,697)	(10,274,700)
Temporarily restricted	15,922,231	13,769,557
Permanently restricted	19,132,480	19,119,594
Total net assets	24,913,014	22,614,451
TOTAL LIABILITIES AND NET ASSETS	\$25,375,299	\$23,014,663

Statements of Activities

Year Ended December 31, 2017,
with Comparative Totals for 2016

	2017				2016
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Total
REVENUE AND SUPPORT					
Contributions	\$ —	\$ 1,611,148	\$ 2,909	\$ 1,614,057	903,407
Net (loss) recovery on uncollectible pledges		(134,541)	—	(134,541)	4,476
Operating investment return and appropriation	876,758	1,102,586		1,979,344	1,587,004
Contributions from affiliate	687,164			687,164	476,024
Other income	45,445			45,445	34,889
Sales and publications revenue	6,802			6,802	9,052
Net assets released from restriction satisfaction of purpose restriction	442,748	(442,748)		—	—
Total revenue and support	2,058,917	2,136,445	2,909	4,198,271	3,014,852
EXPENSES					
Program services					
Project development	951,986			951,986	794,915
Product development	268,154			268,154	190,410
Disaster relief	43,793			43,793	4,810
Total program services	1,263,933	—	—	1,263,933	990,135
Supporting services					
General and administrative	483,311			483,311	478,977
Fund raising	103,075			103,075	85,684
Total supporting services	586,386	—	—	586,386	564,661
Total expenses	1,850,319	—	—	1,850,319	1,554,796
Change in net assets from operations	208,598	2,136,445	2,909	2,347,952	1,460,056
Endowment return, net of appropriation	(75,595)			(75,595)	(338,362)
Change in value of split-interest agreements		16,229	9,977	26,206	(77,568)
CHANGE IN NET ASSETS	133,003	2,152,674	12,886	2,298,563	1,044,126
Net assets, beginning of year	(10,274,700)	13,769,557	19,119,594	22,614,451	21,570,325
NET ASSETS, END OF YEAR	\$ (10,141,697)	\$ 15,922,231	\$ 19,132,480	\$ 24,913,014	\$ 22,614,451

Statements of Cash Flows

Year Ended December 31	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,298,563	\$ 1,044,126
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Net gain on investments	(1,529,987)	(850,329)
Change in value of split-interest agreements	(26,206)	77,568
Loss (recovery) on uncollectible pledges	134,541	(4,476)
Endowment contributions	(2,909)	(27,915)
Changes in assets and liabilities:		
Due to/from affiliate	85,719	34,479
Accrued interest receivable	(4,822)	(1,416)
Promises to give	(315,711)	144,619
Liability under split-interest agreements	76,509	76,007
Total adjustments	(1,582,866)	(551,463)
Net cash provided by operating activities	715,697	492,663
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of investments	(3,255,387)	(10,061,354)
Proceeds from sale or maturity of investments	2,257,470	10,166,535
Net cash (used in) provided by investing activities	(997,917)	105,181
CASH FLOWS FROM FINANCING ACTIVITIES		
Endowment contributions received	26,760	86,605
Payments on split-interest agreement obligations	(76,509)	(76,007)
Net cash (used in) provided by financing activities	(49,749)	10,598
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(331,969)	608,442
Cash and cash equivalents, beginning of year	1,529,715	921,273
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 1,197,746	\$ 1,529,715

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

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.