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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
ELECTRI International
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.
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.
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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- 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

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,197,746</td>
<td>$1,529,715</td>
</tr>
<tr>
<td>Due from affiliate</td>
<td>-</td>
<td>29,478</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
<td>31,621</td>
<td>26,799</td>
</tr>
<tr>
<td>Investments</td>
<td>18,380,945</td>
<td>15,853,041</td>
</tr>
<tr>
<td>Assets held under charitable trusts</td>
<td>1,113,989</td>
<td>1,081,951</td>
</tr>
<tr>
<td>Promises to give, net</td>
<td>4,650,998</td>
<td>4,493,679</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$25,375,299</td>
<td>$23,014,663</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$17,500</td>
<td>$17,500</td>
</tr>
<tr>
<td>Due to affiliate</td>
<td>56,241</td>
<td>-</td>
</tr>
<tr>
<td>Liability under split-interest agreements</td>
<td>388,544</td>
<td>382,712</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>462,285</td>
<td>400,212</td>
</tr>
</tbody>
</table>

|                  |            |            |
| 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**

## Revenue and Support

<table>
<thead>
<tr>
<th></th>
<th>2017 Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$</td>
<td>—</td>
<td>$ 1,611,148</td>
<td>$ 2,909</td>
<td>$ 1,614,057</td>
</tr>
<tr>
<td>Net (loss) recovery on uncollectible pledges</td>
<td>(134,541)</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>(134,541)</td>
</tr>
<tr>
<td>Operating investment return and appropriation</td>
<td>876,758</td>
<td>1,102,586</td>
<td>—</td>
<td>—</td>
<td>1,979,344</td>
</tr>
<tr>
<td>Contributions from affiliate</td>
<td>687,164</td>
<td></td>
<td>687,164</td>
<td>—</td>
<td>687,164</td>
</tr>
<tr>
<td>Other income</td>
<td>45,445</td>
<td></td>
<td>45,445</td>
<td>—</td>
<td>45,445</td>
</tr>
<tr>
<td>Sales and publications revenue</td>
<td>6,802</td>
<td></td>
<td>6,802</td>
<td>—</td>
<td>6,802</td>
</tr>
<tr>
<td>Net assets released from restriction satisfaction of purpose restriction</td>
<td>442,748</td>
<td>(442,748)</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td></td>
<td>Total revenue and support</td>
<td>2,058,917</td>
<td>2,136,445</td>
<td>2,909</td>
<td>4,198,271</td>
</tr>
</tbody>
</table>

## Expenses

### Program Services

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project development</td>
<td>951,986</td>
<td>794,915</td>
</tr>
<tr>
<td>Product development</td>
<td>268,154</td>
<td>190,410</td>
</tr>
<tr>
<td>Disaster relief</td>
<td>43,793</td>
<td>4,810</td>
</tr>
<tr>
<td>Total program services</td>
<td>1,263,933</td>
<td>990,135</td>
</tr>
</tbody>
</table>

### Supporting Services

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>General and administrative</td>
<td>483,311</td>
<td>478,977</td>
</tr>
<tr>
<td>Fund raising</td>
<td>103,075</td>
<td>85,684</td>
</tr>
<tr>
<td>Total supporting services</td>
<td>586,386</td>
<td>564,661</td>
</tr>
</tbody>
</table>

### Total Expenses

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,850,319</td>
<td>1,554,796</td>
</tr>
</tbody>
</table>

### Change in Net Assets from Operations

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowment return, net of appropriation</td>
<td>(75,595)</td>
<td>(338,362)</td>
</tr>
<tr>
<td>Change in value of split-interest agreements</td>
<td>16,229</td>
<td>26,206</td>
</tr>
<tr>
<td></td>
<td>208,598</td>
<td>234,752</td>
</tr>
</tbody>
</table>

## Change in Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets, beginning of year</td>
<td>(10,274,700)</td>
<td>22,614,451</td>
</tr>
<tr>
<td></td>
<td>13,769,557</td>
<td>19,119,594</td>
</tr>
<tr>
<td></td>
<td>2,152,674</td>
<td>12,886</td>
</tr>
<tr>
<td></td>
<td>12,886</td>
<td>1,044,126</td>
</tr>
<tr>
<td></td>
<td>2,298,563</td>
<td>1,044,126</td>
</tr>
<tr>
<td></td>
<td>133,003</td>
<td>21,570,325</td>
</tr>
<tr>
<td></td>
<td>2,152,674</td>
<td>2,298,563</td>
</tr>
<tr>
<td></td>
<td>13,769,557</td>
<td>21,570,325</td>
</tr>
<tr>
<td></td>
<td>12,886</td>
<td>1,044,126</td>
</tr>
<tr>
<td></td>
<td>2,298,563</td>
<td>1,044,126</td>
</tr>
</tbody>
</table>

### Net Assets, End of Year

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$ (10,141,697)</td>
<td>$ 24,913,014</td>
</tr>
<tr>
<td></td>
<td>$ 15,922,231</td>
<td>$ 22,614,451</td>
</tr>
<tr>
<td></td>
<td>$ 19,132,480</td>
<td>$ 22,614,451</td>
</tr>
</tbody>
</table>
Statements of Cash Flows

<table>
<thead>
<tr>
<th>Year Ended December 31</th>
<th>2017</th>
<th>2016</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>$ 2,298,563</td>
<td>$ 1,044,126</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>(1,529,987)</td>
<td>(850,329)</td>
</tr>
<tr>
<td>Change in value of split-interest agreements</td>
<td>(26,206)</td>
<td>77,568</td>
</tr>
<tr>
<td>Loss (recovery) on uncollectible pledges</td>
<td>134,541</td>
<td>(4,476)</td>
</tr>
<tr>
<td>Endowment contributions</td>
<td>(2,909)</td>
<td>(27,915)</td>
</tr>
<tr>
<td>Changes in assets and liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Due to/from affiliate</td>
<td>85,719</td>
<td>34,479</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
<td>(4,822)</td>
<td>(1,416)</td>
</tr>
<tr>
<td>Promises to give</td>
<td>(315,711)</td>
<td>144,619</td>
</tr>
<tr>
<td>Liability under split-interest agreements</td>
<td>76,509</td>
<td>76,007</td>
</tr>
<tr>
<td>Total adjustments</td>
<td>(1,582,866)</td>
<td>(551,463)</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>715,697</td>
<td>492,663</td>
</tr>
</tbody>
</table>

**CASH FLOWS FROM INVESTING ACTIVITIES**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases of investments</td>
<td>(3,255,387)</td>
<td>(10,061,354)</td>
</tr>
<tr>
<td>Proceeds from sale or maturity of investments</td>
<td>2,257,470</td>
<td>10,166,535</td>
</tr>
<tr>
<td>Net cash (used in) provided by investing activities</td>
<td>(997,917)</td>
<td>105,181</td>
</tr>
</tbody>
</table>

**CASH FLOWS FROM FINANCING ACTIVITIES**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowment contributions received</td>
<td>26,760</td>
<td>86,605</td>
</tr>
<tr>
<td>Payments on split-interest agreement obligations</td>
<td>(76,509)</td>
<td>(76,007)</td>
</tr>
<tr>
<td>Net cash (used in) provided by financing activities</td>
<td>(49,749)</td>
<td>10,598</td>
</tr>
</tbody>
</table>

**NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents, beginning of year</td>
<td>1,529,715</td>
<td>921,273</td>
</tr>
</tbody>
</table>

**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.
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.