

The background is a vibrant, abstract collage. It features various mechanical and symbolic elements: interlocking gears in orange, purple, and green; puzzle pieces in orange and red; a large stylized head silhouette in orange and red; a ladder extending from the head; a globe; a question mark; and various arrows and lines suggesting movement and connectivity. The overall theme is innovation and forward-thinking.

BUILDING TODAY FOR YOUR FUTURE

REPORT TO STAKEHOLDERS
2020

ELECTRI
INTERNATIONAL

Research and Education for the Electrical Construction Industry

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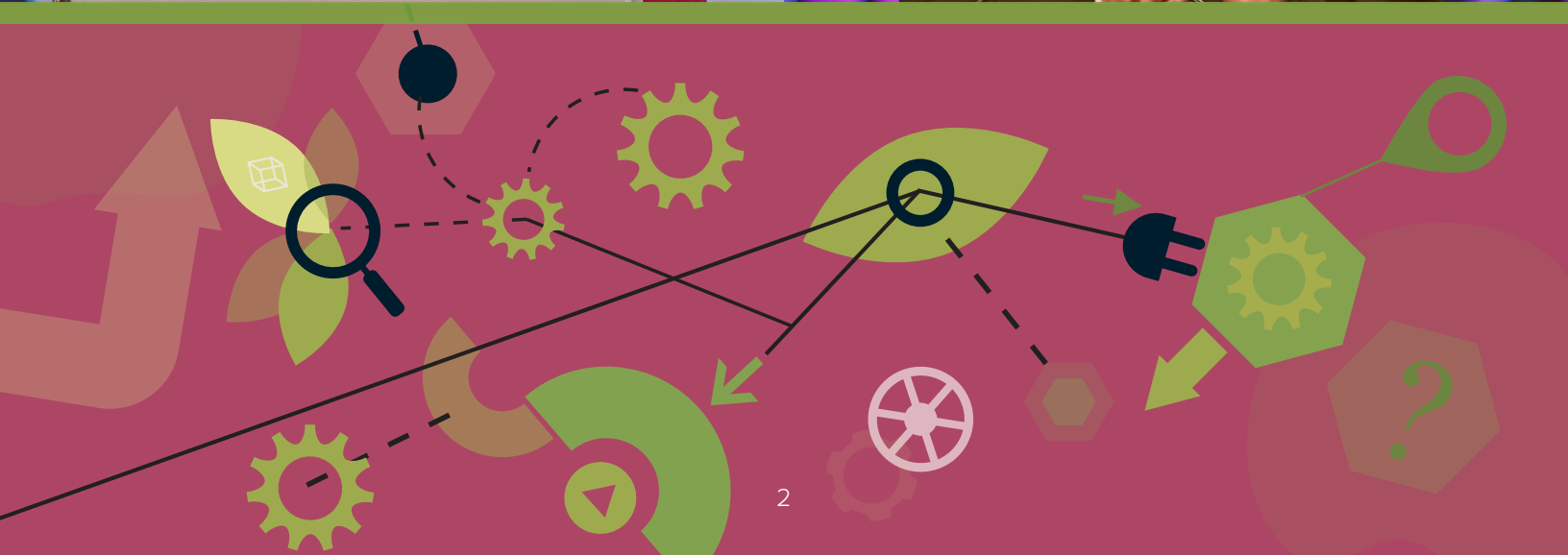
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Whenever I have the opportunity to talk with electrical contractors and our industry partners, there is one question at the top of my list: How are you doing? I'm not asking how many new projects have come your way. I'm not asking how many change orders you've successfully negotiated. I'm asking about you as my colleague and friend.

Throughout its entire history, ELECTRI International has done an amazing job of helping us build and keep long-lasting relationships. ELECTRI keeps us connected so that what we do, who we are, and where we want to go become so inter-related that we feel a sense of strength by association.

Building today for your future is exactly the ELECTRI International message I want to share with you. We can all agree that 2020 has been a chaotic year. We have managed to keep our distance while we keep engaged. We have managed to work from remote locations while we still feel we are part of a team.

But, what about our future and where does ELECTRI's research and education agenda fit in?

In these unsettled times, ELECTRI is helping our industry by commissioning studies and finding solutions that address key issues that may be too overwhelming for us to take on alone.

- How have our business and personal cultures shifted this year?
- How can innovation capitalize on our differences so we can become even more creative and forward-thinking?
- How can we successfully invest in new technologies and new systems that will keep us healthy, safe, and productive?
- How can we better educate our workforce so that, together, we are better builders and better people?

I am confident we have more good years ahead in the electrical construction industry. Many new business opportunities will emerge from this worldwide health and economic crisis. On behalf of everyone who has invested time and resources in ELECTRI International, I want to invite you to work with us. Help us meet these challenges head on. Help us today to develop the programs, the people, and the direction we need to build our collective future.

Larry Beltramo
President, ELECTRI International Board of Trustees



COVID-19 Response

In April 2020, ELECTRI and NECA came together to re-search one of the most difficult and most critical issues the electrical construction industry has ever faced—COVID-19 and its aftermath.

Working with a top-tier investigative team and an outstanding Task Force of EC industry leaders, the project was completed in record time. The results were first offered—at no charge—to every member of the construction industry by webinar on May 12th. The numbers are impressive:

- **633 participants** attended that first live presentation.
- **350+ individuals** have downloaded the pandemic reports.
- **700+ individuals** have downloaded and watched the video.
- **900+ individuals** have watched the supporting videos.
- **300% increase** in visitor traffic to the ELECTRI web site.

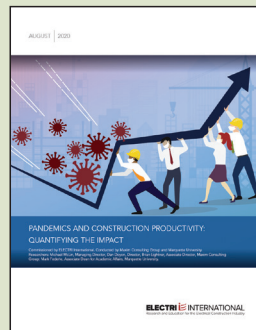
ELECTRI Research

Selecting and commissioning the research that will have the most benefit for EC contractors takes much discussion and analysis. Once a research project gets the green light, the next step is hours of investigation by the researcher and even more hours provided by each Project Task Force. These **industry leaders work side by side with the investigator** to make sure the approach to the project is meaningful and the results valuable.

Once a project has been vetted and approved for publication, ELECTRI works closely with NECA's education department and technology staff to make sure contractors, industry allies, NECA Chapters and research faculty members across the country...

- know about the available findings and recommendations,
- know how to get to the report and any accompanying materials on ELECTRI's website, and
- know how to access educational programs from NECA to help them understand how specific recommended actions can strengthen and protect their businesses.

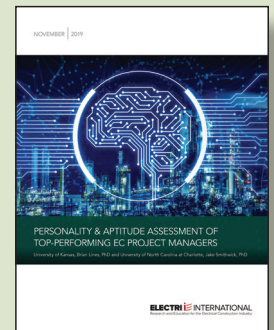
Recently Completed Projects



*Pandemics and Construction Productivity:
Quantifying the Impact*



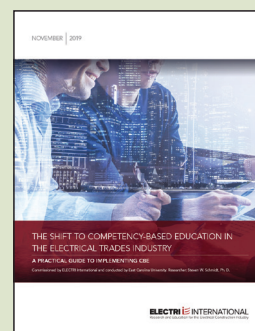
Electrical Management Training



Personality & Aptitude Assessment of Top-Performing EC Project Managers



The Electrical Contractor as the Integrator



The Shift to Competency-Based Education in the Electrical Trades Industry



Improving RFI Efficiency & Insights through a Common Data Exchange (CDX)

Over the past two years, ELECTRI International has commissioned a total of 14 full-length research initiatives. Added to this are the four Early Career Awards presented to younger faculty members for whom electrical construction is a new part of their portfolio.

With a Task Force of 6 to 16 members for each project, ELECTRI can confidently estimate a total of 560 volunteer hours spent guiding its research agenda.

2020 Research

- Electrical Contractors: Driving Through Business Growth Roadblocks, *Michael McLin, Maxim Consulting Group*
- Electrical Construction Management Training, *Ben Bigelow, Anthony Perrenoud and Matthew Reyes, University of Oklahoma*
- Estimating with and Pricing of Prefabrication for Electrical Contractors, *Meik Daneshgari, MCA, Inc.*
- The Future of Line Contracting, *Michael McLin and Walead Atiyeh, Maxim Consulting Group*
- Industrialization of Construction: Signal or Noise? Threat or Promise?, *Heather Moore, MCA, Inc.*
- Pandemics and Construction Productivity: Quantifying the Impact, *Michael McLin and Dan Doyon, Maxim Consulting Group*
- Robots in Construction – Current Use in Electrical Line Work and Inside Construction, and Outlook for the Future, *Lonny Simonian, California Polytechnic State University*
- VR Electricians: Using Immersive Storytelling for Attracting Students to the Electrical Trades, *Masoud Gheisari, University of Florida*

2019 Research

- Data-driven Strategies to Increase Market Share, *Hisham Said, Santa Clara University*
- The Electrical Contractor as the Integrator, Part II, *Michael McLin, Maxim Consulting Group*
- Electrical Construction Management Training, *Ben Bigelow, University of Oklahoma*
- Improving Collaboration Efficiency between Trade and General Contractor Through a Common Data Exchange (CDX), *Nathan Wood, CP Coalition*
- Personality and Aptitude Assessment of Top Performing of EC Project Managers, *Brian Lines, University of Kansas and Jake Smithwick, University of North Carolina*
- The Shift to Competency-Based Education in the Electrical Trades Industry, *Steven Schmidt, East Carolina University*

Early Career Award Winners

2020

- Examining a Latent Side-Effect of Electrical Safety Interventions among T&D Line Workers, *Sogand Hasanzadeh, Purdue University*
- Allocating and Leveraging BIM Efforts for Electrical Contractors, *Hala Nassereddine, University of Kentucky*

2019

- Measuring Situational Awareness Among Electric T&D Line Workers, *Siddarth Bhandari, Western Michigan University*
- Harnessing Knowledge and Experience of Specialty Contracting Supervisors, *Anthony Sparkling, Purdue University*

2020 Program Review Committee

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Kansas City Chapter NECA

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Bana Electric Corp.

John Frantz
Sidney Electric

Kevin Gini
Collins Electrical Company Inc.

Gregory Gossett
ERMCO, Inc.

Kellie Holland
Empire Electric, Inc.

Steve Killius
Legrand, North America

Darryl Kysar
Procore Technologies

James MacDonald
Miller Electric Company

Heather Moore
MCA, Inc.

Tim Moore
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Phil Santoro
Schneider Electric

Tim Speno
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Tony Waters
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David Long
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Designated Secretary
National Electrical Contractors Association

Josh Bone
Committee Liaison
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National Electrical Contractors Association

Josh Bone
Committee Liaison
ELECTRI International

BUILDING TODAY...

It takes hundreds of hours and many invested dollars to make ELECTRI International as successful as it is today. Contractors, manufacturers, distributors, utilities, and NECA Chapters come together regularly to produce outstanding research with real-world, real-time recommendations and educational programs for the EC industry.

213

As of August 1, 2020, there are 213 contractors, NECA Chapters, and industry allies who are members of the ELECTRI Council. Each one has a Council representative. Each one has a voice.

2,670

From Maine to Florida to Oregon, 57 NECA Chapters have contributed and joined the ELECTRI Council on behalf of their members. The member total for these 57 Chapters is 2,670 contractors. That means each contractor has access, through the Chapter, to ELECTRI's decision-making process and the development of its research and education agenda.

ENGAGEMENT

Every Council member and, by extension, the members of every Chapter can find opportunities to engage with ELECTRI. Some respond to ELECTRI's request for key data to help our researchers with their analysis. Others with specific industry expertise choose to join a Project Task Force and work with the investigative team from project start to final publication.



... FOR YOUR FUTURE

Deciding on the right career path is not easy. Finding, training, and retaining the right employees is not easy. Engaging with ELECTRI makes it all possible.

ELECTRI's **Talent Initiative** brings together college students, faculty members, apprentices, and contractors to shine a light on the electrical construction industry as a vibrant, profitable career path to consider.

CREATE CHALLENGES THAT REQUIRE CLEAR THINKING

Too many university students are totally unaware of what it takes to design electrical projects that meet their community's needs and will really work.

Each year, NECA Student Chapters and their faculty advisors put together their best proposals for the **Green Energy Challenge**. An EC industry jury selects the top three schools for final, in-person presentations plus Q&A during the NECA Convention. Students have to answer the hard questions. Contractors get to see—and hire—the best and brightest from across North America. ELECTRI offers financial prizes to each of the top three schools.

The following schools have competed in the finals through the years

Ball State University	Oregon State University
Colorado State University	Pennsylvania State University
Illinois Institute of Technology	San Diego State
Iowa State University	University of Toronto
Milwaukee School of Engineering	University of Washington
Youngstown State University	

Helping communities in dire need of electrical upgrades is another aspect of ELECTRI's student engagement. Student teams design electrical upgrades they will actually install in domestic or international locations. Once the ELECTRI Council selects the winning **Student Passport** project, NECA Chapter members mentor the team to ensure proper and safe installation.

Student Passport projects have been funded to the following schools

California Polytechnic State University
California State University Long Beach
Pennsylvania State University
University of Kansas
University of Toronto

Looking at the industry from the other side of the table can be an eye-opener for electrical apprentices. ELECTRI and NECA work closely with the *electrical training Alliance* and JATCs across the country to encourage electrical apprentices to submit **Start-Up Business Plans** as their challenge. As these young men and women work their way through designing a new business, one common theme is "Wow! I never knew how much a contractor has to do to run a business."

Winner
Flint/Saginaw Electrical JATC

Talent Initiative Committee

Tricia L. Ferry, Co-Chair
VEC Inc.

Adam Rude, Co-Chair
ERMCO Inc.

Angela Hart
Rosendin Electric Inc.

Paul Hollenbacher
Sonepar

Michael Meyer
Continental Electrical Construction

Les Moynahan
South Texas Chapter, NECA

Joelle Salerno
Western Pennsylvania Chapter NECA

Wanessa Alves
National Electrical Contractors Association

Josh Bone
ELECTRI International





How long has electricity been part of our lives? Well, the White House was outfitted with electrical lighting in 1891 and the construction industry took notice. In the intervening 129 years, our dependence upon electricity has become an integral part of our lives and livelihood.

As members of the electrical construction industry, we have the responsibility to ensure the safety of our workers and customers and the effective use of our product. That's why it is so important that we have the resource we know as ELECTRI International.

This Foundation provides quality, valuable research and education for the entire EC industry. We can do this thanks to the extraordinary investment of both hours and financial commitments from contractors and industry partners across North America.

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ELECTRI Council

Development and Enhancement Committee

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O'Connell Electric Company

Michael Abbott
Abbott Electric, Inc.

Duane Hendricks
Egan Industries

Ted Robertson
Fisk Electric

Andrew Berg
San Diego Chapter, NECA

Tom Kyle
Kyle Electric

Greg Stewart
The Superior Group

Doug Berwick
Berwick Electric Company

Greg Long
Long Electric Company

Josh Bone
ELECTRI International

Richard McBride
*The Richard W. and Darlene Y.
McBride Trust*



Thomas Edison wrote, "There's a way to do it better. Find it." Every initiative we take on at ELECTRI International starts from that premise.

The research ELECTRI commissions and the education built upon the findings all focus on helping industry members find better and more innovative ways to do things. Whether exploring the advantages of pre-fabrication or helping contractors understand how to gather data for change order claims, ELECTRI works with a pool of talented investigators coupled with experienced leaders in our industry who volunteer to serve on each project Task Force. They make sure the results are on point and on time.

ELECTRI's leaders also understand the importance of attracting and enlisting young professional talent into the electrical construction world. Today's students are masterful when it comes to working quicker and better and we are fortunate to capture their attention through our student competitions.

Curiosity turned into action is what drives innovation. Used well, innovation leads to success. That's ELECTRI's hallmark.

Josh Bone, Executive Director
ELECTRI International



Working For The Industry



"ELECTRI is doing amazing work. I can say with confidence that we are on the cutting edge. Working together in ELECTRI allows us to make our electrical construction industry better and helps guarantee our collective future."

—Sonja Rheame, *ELECTRI Council Chair 2019-2020, Christenson Electric*



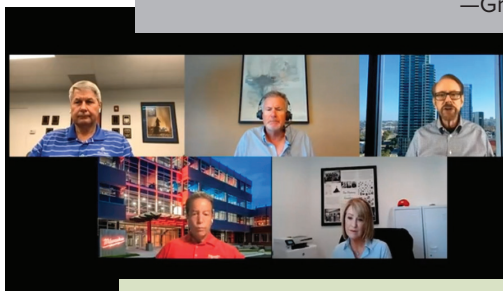
"ELECTRI International is a partnership in which all of us gain. We work hard to think outside the box so ELECTRI can deliver the best products in a timely and efficient manner."

—Greg Long, *Long Electric*



"By working with the ELECTRI Council, we have contractors, manufacturers, and distributors learning together about the challenges facing the EC industry and how to address them."

—Steve Killius, *Legrand North America*



"ELECTRI offers direct help in answering tough questions and addressing tough problems. It is also the glue binding like-minded craftsmen together in a cause to make construction safer and more efficient in a way that they couldn't do on their own."

—Frank S. Piatt, *Southern Region Field Representative, NECA*

"The Foundation is for us, our industry, our businesses, our families, and the customers we serve. The research and education programs are designed for both small businesses and major corporations."

—H.E. "Buck" Autrey, *ELECTRI International Founding Chair, Miller Electric Company*

"I am impressed with ELECTRI's research studies, its education, and its work to involve students in real-life projects."

—Robert Davies, *Davies Electric Company*



BUILDING TODAY FOR YOUR FUTURE

The ELECTRI Council

President's Counsel • \$1,000,000 or more

Contractors

The Hugh D. 'Buz' and Irene E. 'Betty' Allison Trust, Hugh D. 'Buz' Allison, d.
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*, David Long

Manufacturers, Distributors, Utilities and Affiliates

Schneider Electric / Square D, Phil Santoro

Program Guarantor • \$500,000 or more

Contractors

McCormick Systems, Jack McCormick

NECA Chapters and Affiliates

Electrical Contractors Trust of Alameda County,
Jody Brahmst

Manufacturers, Distributors, Utilities and Affiliates

The Okonite Company, Bruce Sellers

Ambassador • \$450,000 or more

Contractors

Southern Contracting Company, Timothy McBride

Commissioner - \$400,000 or more

NECA Chapters and Affiliates

San Diego County Chapter NECA, Bob Friar, Jr.

Diplomat • \$350,000 or more

NECA Chapters and Affiliates

Boston Chapter NECA, Joseph H Bodio

Manufacturers, Distributors, Utilities and Affiliates

Eaton Corporation, Rob Haynes
Graybar, Edward Deems
Trimble, featuring Accubid Products, Ron King

Envoy • \$300,000 or more

Contractors

O'Connell Electric Company, Walter T. Parkes* and
Michael Parkes

NECA Chapters and Affiliates

Northeastern Illinois Chapter NECA, Tony Mulizio
Northeastern Line Constructors Chapter NECA,
George Troutman
Northern Indiana Chapter NECA, Anthony J. Maloney, III
Santa Clara Valley Chapter NECA, Michael Jurewicz
Western Pennsylvania Chapter NECA, Robert J. Bruce

Manufacturers, Distributors, Utilities and Affiliates

EMERSON RIGID / Greenlee, Joel Smith
Viewpoint Construction Software, Karl Rajotte

Regent • \$250,000 or more

Contractors

Cannon & Wendt Electric Company, David E. Fagan
Capital Electric Construction, Robert E. and Sharon Doran* - In
memory of Robert E. Doran, Jr.
John R. Colson, TX
Maron Electric Co., Jerold H. Nixon, d., and Eric F. Nixon
Miller Electric Company, H. E. "Buck" Autrey* ** and
Henry Brown
Robert L. Pfeil, d., IN

NECA Chapters and Affiliates

Chicago & Cook County Chapter NECA, Richard Jamerson
New York City Chapter NECA*, Stephen Gianotti
Northern California Chapter NECA, Greg E. Armstrong
Oregon-Columbia Chapter NECA, Pat Maloney
Puget Sound Chapter NECA, Michael J. Holmes
Southeastern Michigan Chapter NECA*, Thomas Mittelbrun, III

Manufacturers, Distributors, Utilities and Affiliates

ABB Installation Products, David Kendall
MCA, Inc., Heather Moore

Champion • \$200,000 or more

NECA Chapters and Affiliates

Greater Toronto Electrical Contractors Association,
Paul Sheridan
Illinois Chapter NECA*, Terry Buhs
Los Angeles County Chapter NECA, James Willson

* denotes founding member of ELECTRI'21 COUNCIL (1989-1990)

** denotes first contributor

*** denotes no longer in business

d. denotes deceased.

Champion continued

North Florida Chapter NECA, Katie Enkiri
Northern New Jersey Chapter NECA, Henry J. Sassaman

Governor • \$150,000 or more

Contractors

Bana Electric Corporation, Stephen Bender
Center Line Electric, Inc., Clyde Jones
Brian Christopher, OR
Clennon Electric, Inc., Lawrence H. Clennon
Cogburn Bros Electric, Inc., Larry Cogburn and
Ron L. Cogburn
Ferndale Electric Co., Arthur Ashley
J. Ranck Electric, Inc., Jeremy Rowley
Kelso-Burnett Company, Stefan Lopata
L.L.D. Electric Co. (Hyslop Shannon Foundation), Tom Morton
Lone Star Electric, Mark A. Huston
M. J. Electric, LLC, Edward Farrington
McPhee, Ltd., Michael E. McPhee
Michels Corporation, Gerald W. Schulz
Pieper Electric, Richard R. Pieper, Sr.*
Quebe Holdings, Inc., Dennis F. Quebe
Sidney Electric Company, John S. Frantz
The Superior Group, A Division of Electrical Specialists, Gregory
E. Stewart
Turner Electric Service, Inc., Robert J. Turner, II
United Electric Company, Inc., Dan Walsh
VEC, Inc., Rex A. Ferry
Zenith Systems, LLC, Michael B. Joyce

NECA Chapters and Affiliates

Atlanta Chapter NECA, Rilo Stephens
Cascade Chapter NECA, Dave Ginestra
Central Indiana Chapter NECA, Steven Gottfried
Dakotas Chapter NECA, Ed Christian
Eastern Illinois Chapter NECA, Gregory Outsen
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Gregory D. Long
Finger Lakes New York Chapter NECA, Todd Usmail
Greater Cleveland Chapter NECA, David Haines
Kansas City Chapter NECA, Kenneth C. Borden
Long Island Chapter NECA, Donald Leslie, Jr.
Michigan Chapter NECA, Neil Parish
Milwaukee Chapter NECA, Dave Washebek
Oregon Pacific-Cascade Chapter NECA, Thomas Kyle
Penn-Del-Jersey Chapter NECA, Kenneth R. MacDougall
South Florida Chapter NECA, Wade Helms
South Texas Chapter NECA, Leslie M. Moynahan
Washington, D.C. Chapter NECA, JT Thomas

Manufacturers, Distributors, Utilities and Affiliates

Legrand North America, Steve Killius
Lutron Electronics Co., Inc., Richard Angel
Panduit Corporation, Ronald Greaves

Founder • \$100,000 or more

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Alterman, Inc., John C. Wright
Amaya Electric, John Amaya
ARS Proyectos, Mexico, Carlos Anastas
B&D Industries, Inc., Clinton Beall
Bagby & Russell Electric Co., Franklin D. Russell
- In memory of Robert L. Russell
Baker Electric, Inc., Ted N. Baker
Berwick Electric Company, Doug Berwick
- to honor the leadership and passion that Jim Peterson
has provided for the growth and success of Berwick
Electric Co.
Big State Electric, Vincent Real
Boggs Electric Company, Inc., Michael H. Boggs
Daniel Bozick, d., CA
Bruce & Merrilees Electric Co., Jay H. Bruce
Richard L. Burns*, d., FL
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Christenson Electric, Inc., Sonja Rheume
Collins Electric Company, Inc., Kevin E. Gini
Continental Electrical Construction Co., David A. Witz
Ben and Jolene Cook, TX
Corona Industrial Electric, Herbert P. Spiegel
- A tribute in memory of Flora Spiegel
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Thomas F. and Alana Curran, CA
Daniel's Electrical Construction Company, Inc.,
Thomas G. Ispas
DiFazio Power & Electric, LLC, Robert DiFazio
Divane Bros Electric Co.,
- In memory of William T. Divane, Sr. and
Daniel J. Divane III
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Electrical Corporation of America, Donald Laffoon
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Ferguson Electric Construction Co., Jim Schneider
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Fuller Electric, Earl Restine
- Honoring our founders and family
Giles Electric Company, Inc., Bradley S. Giles
Gregg Electric, Inc., Randy Fehlman*
Gurtz Electrct Company, Frank Gurtz
- In honor of Gerald Gurtz
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Harrington Electric Co., Thomas A. Morgan
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Founder continued

Hunt Electric Corporation, Michael Hanson
Jamerson & Bauwens Electrical Contractors, Inc., Kenneth J. Bauwens
Johnson Electrical Construction Corporation, Donald Leslie, Jr.
Jordan-Smith Electric, Travis A. Smith
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L K. Comstock & Co., Inc., Ben D'Alessandro
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The Lindheim Family, Michael Lindheim*
Long Electric Company, Gregory D. Long

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R. W. Leet Electric, Inc., Tim Russell
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- In honor of George T. and Mary K. Curran
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Roman Electric Company, Phillip G. Rose
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Sargent Electric Company, Frederic B. Sargent
Schultheis Electric / TSB, Inc., Tim Schultheis
Gerald W. Schulz, WI
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Shaw Electric Company, Robert C. Minielly
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- In memory of Alfred C. Thompson
Toomer Electrical Co., Inc., Ronald J. Toomer
Tri-City Electric Co., Inc., D. R. "Rod" Borden, Jr.*
Triangle Electric Company, Roy C. Martin
Truland Systems Corporation ***
Truland Walker Seal Transportation, Inc.***
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Universal Systems, Gene W. Dennis
Whitehead Electric Company, Christopher Foster
Zwicker Electric Company, Inc., David Pinter

NECA Chapters and Affiliates

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Arizona Chapter NECA, Joe Graham
Atlantic Coast Chapter NECA, Carson Rogers
Canadian Electrical Contractors Association, Colin Campbell
Central Ohio Chapter NECA, Jonathan Mandl
East Tennessee Chapter NECA, Mike Young
electrical training ALLIANCE, Marty Reisberg

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Kansas Chapter NECA, Tom Zoglmann
Minneapolis Chapter NECA, Duane Hendricks
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Joe Mitchell
North Central Ohio Chapter NECA, Jason Walden
North Texas Chapter NECA, Steve Hargrove
Rocky Mountain Chapter NECA, Rory Berumen
San Francisco Chapter NECA, Leonard Lynch
Southeastern Line Constructors Chapter NECA,
C. Stephen Gaines, Jr.
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Southern Indiana Chapter NECA, Jeff Hayden
Southern Nevada Chapter, NECA, Donald Campbell
Southern Sierras Chapter NECA, David Shankle
St. Louis Chapter NECA, Robert Senf
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Mosaic Learning, Brendan Connors
Moss-Adams LLP, Buddy Wall
Philips Lighting
Procore Technologies, Darryl Kysar
Rexel/Gexpro, Chris Chickanosky
San Diego Gas & Electric, James Boland
Sonepar USA, Paul Hollenbacher
Southwire Company LLC, Russ King
Thomas Industries, Inc.
United Rentals, Kevin Parr
Werner Company, Lenny Colasuonno
WESCO Distribution, Inc., John Muenchen

ELECTRI Associates

Counselors • \$50,000 or more

AMERIC Foundation (Mexico)
Robert Egizii, *EEL Holding Corporation*
GE Lighting
Thomas C. Halperin, *Commercial Light Company, To honor Aaron Halperin and Robert Halperin*
Micheal Mazzeo, *d.*
Sprig Electric

Patrons • \$25,000 or more

Russell J. Alessi, *Past President, ELECTRI International Association of Electrical Contractors, In memory of A. David Yadlovker*
Noel Bailey, *N. G. Bailey & Company*
Marco de la Barrera Garcia, *Bufete de Ingenierias Especializadas*
D. N. Gardner, *Hooper Corporation*
General Cable
John M. Grau, *Past NECA CEO*
Richard Jardeen, *Totem Electric of Tacoma, Inc.*
Harold Leviton, *Leviton Manufacturing Company, Inc.*
Edward C. Mattox, *Inland Electric Corporation*
Metropolitan Electrical Construction
New Mexico Chapter NECA
Kenneth and Doris Peltz, *Pel-Bern Electric*
Southern Tier Chapter NECA
St. Francis Electric
Arthur M. Tieso, *St. Paul, Minnesota*
UNCE - Union Nacional de Constructores Electromecanicos, A. C.

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Donors • Up to \$5,000

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

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Grants*

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Shawver and Son, Inc.
The Superior Group

Statements of Financial Position

December 31	2019	2018
ASSETS		
Cash and cash equivalents	\$ 823,699	\$ 1,070,238
Accrued interest receivable	45,249	40,142
Investments	20,907,375	17,717,884
Assets held under charitable trusts	1,080,036	1,001,032
Promises to give, net	3,852,680	4,190,266
TOTAL ASSETS	\$26,709,039	\$24,019,562
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	\$ 17,500	\$ 17,500
Due to affiliate	344,066	134,513
Liability under split-interest agreements	346,830	341,295
Total liabilities	708,396	493,308
Commitments		
Net assets		
Without donor restrictions	4,748,731	2,433,286
With donor restrictions	21,251,912	21,092,968
Total net assets	26,000,643	23,526,254
TOTAL LIABILITIES AND NET ASSETS	\$26,709,039	\$24,019,254

Statements of Activities

Year Ended December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE AND SUPPORT			
Contributions	\$ —	\$ 416,884	\$ 416,884
Net recovery on uncollectible pledges	—	12,138	12,138
Operating investment return and appropriation, net	2,750,900	—	2,750,900
Contributions from affiliate	469,111	—	469,111
Other income	54,675	—	54,675
Sales and publications revenue	3,260	—	3,260
Net assets released from restrictions			
Satisfaction of purpose restrictions	734,399	(734,399)	
Total revenue and support	4,012,345	(305,377)	3,706,968
EXPENSES			
Program services			
ELECTRI Council	542,899	—	542,899
Research	416,661	—	416,661
Education	202,950	—	202,950
International	114,101	—	114,101
Disaster relief	686	—	686
Total program services	1,277,287	—	1,277,287
Supporting services			
General and administrative	369,319	—	369,319
Fundraising	50,294	—	50,294
Total supporting services	419,613	—	419,613
Total expenses	1,696,900	—	1,696,900
Change in net assets before other changes	2,315,445	(305,377)	2,010,068
Endowment return, net of appropriation	—	394,093	394,093
Change in value of split-interest agreements	—	70,228	70,228
Change in net assets	2,315,445	158,944	2,474,389
Net assets			
Beginning	2,433,286	21,092,968	23,526,254
Ending	\$ 4,748,731	\$ 21,251,912	\$ 26,000,643

Statements of Cash Flows

Year ended December 31	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,474,389	\$ (1,386,760)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Net (gain) loss on investments	(2,682,031)	1,276,876
Change in value of split-interest agreements	(70,228)	65,708
Net loss on uncollectible pledges	187,862	156,030
Endowment contributions	(4,423)	(2,436)
Changes in assets and liabilities:		
(Increase) decrease in:		
Accrued interest receivable	(5,107)	(8,521)
Promises to give, net of discount	119,737	272,878
(Increase) decrease in:		
Due to affiliate	209,553	78,272
Liability under split-interest agreements	72,408	77,746
Net cash provided by operating activities	302,160	529,793
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale or maturity of investments	4,157,162	2,970,274
Purchases of investments	(4,664,622)	(3,584,089)
Net cash used in investing activities	(507,460)	(613,815)
CASH FLOWS FROM FINANCING ACTIVITIES		
Endowment contributions received	34,410	34,260
Payments on split-interest agreement obligations	(75,649)	(77,746)
Net cash used in financing activities	(41,239)	(43,486)
Net decrease in cash and cash equivalents	(246,539)	(127,508)
Cash and cash equivalents		
Beginning	1,070,238	1,197,746
Ending	\$ 823,699	\$ 1,070,238

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.



Research and Education for the Electrical Construction Industry

1201 Pennsylvania Ave. NW, Suite 1200

Washington, DC 20004

tel 202-991-6257

www.electri.org