

FROM IDEAS TO SOLUTIONS

2021 REPORT TO STAKEHOLDERS





"I particularly want to reach out to our ELECTRI Council members who guided each project by providing their own peer-to-peer experience and expertise as we moved from initial concepts to finished products."

To say 2020 was a year of the unexpected would be an understatement. We had no choice but to deal with the pandemic and its incredible effect on our personal and business lives. While I would have hoped to write that "it's over", we all know there are still steps we need to take to get our companies back on track, healthier and more prosperous.

So far, 2021 has been an outstanding year for electrical construction and for our industry foundation – ELECTRI International. We learned very quickly that we did not have the option to stop. Our contractors, NECA chapters, and industry partners did not abandon ELECTRI's research and education efforts. In fact, they leaned in and made sure that every initiative was well-planned and well-executed. I particularly want to reach out to our ELECTRI Council members who guided each project by providing their own peer-to-peer experience and expertise as we moved from initial concepts to finished products.

Financially, ELECTRI is in excellent shape. We continue to attract major commitments from all quarters of the EC world. Our thanks for your time and your investment.

Whether you are just learning about our foundation or have been with us since our start, let me take a second to explain ELECTRI. **Working together, we do everything we can for our industry by keeping our promise to always move from ideas to solutions.** It's that simple. Come be part of our "together".

Larry Beltramo

President, ELECTRI International Board of Trustees

Board Member
Rosendin Electric





“We know looking back might be interesting— but it will never really help move a company forward.”

Serving ELECTRI International is truly an honor and a responsibility that our entire team takes very seriously. We know how much our contractors and partners depend upon having the most current and accurate information to protect and grow their companies. That’s what we strive to accomplish.

Today, I can say with full confidence **“the future is now”**. Long-term forecasting used to be enough to help companies set a strategy. Now, they look to ELECTRI for more immediate and impactful solutions to issues and opportunities that come their way every day.

ELECTRI commissions research for much more than having sets of facts and figures. Our solutions help save companies. We work with NECA student chapters across the country not just to give them the opportunity to come to a convention but to dive into the career opportunities open to them in the EC industry.

Most of all, we bring leaders of the EC industry together for opportunities to talk about their future and how they are preparing the steps they will take to make the construction industry even stronger. This is not an exercise just for large firms. We want to engage with contractors of every size, everywhere. We know looking back might be interesting— but it will never really help move a company forward.

Our thanks to all of the companies and NECA Chapters whose financial investments in ELECTRI during this past year help prove, once again, that ELECTRI is—and always will be—their future.

Josh Bone
Executive Director
ELECTRI International

ELECTRI International Staff



Jessica Cardenas
Executive Director
Development and
Engagement



Laura Holmes
Director of
Operations



Amanda Harbison
Director of Analytics
NECA

Since January
2020...



17

research projects
commissioned



\$534,283

invested in research



3,910

downloads of
ELECTRI reports

“ELECTRI helps us
understand, participate,
and find solutions for our
industry that make us
efficient, safer, and more
profitable.”

—Jason Seger
President
Border States Electric

ELECTRI Research

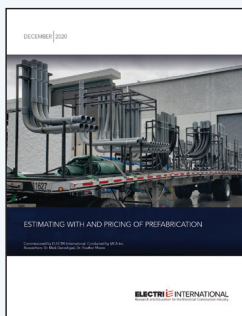
In January 2021, the ELECTRI Council commissioned the following research projects:

- **CMMC Training and Education**
Nick Espinosa, Security Fanatics
- **The Electrical Contractor's Practical Guide to Microgrid Development**
Andy Mackey, ProtoGen, Inc.
- **Key Performance Indicators: Increasing Margin and Reducing Risk**
Michael McLin, Maxim Consulting
- **Retooling ELECTRI's Value Proposition for a Changing World**
Andy Mackey, ProtoGen, Inc.
- **What's Next After Prefab? Establishing and Standardizing Quality Control for Prefabrication**
Philip Nimmo, MCA, Inc.

In July 2021, the ELECTRI Council commissioned the following Early Career Award projects:

- **Knowledge-based Visual System for Ergonomics and Safety Monitoring in Electrical Construction**
Mohamad Razkenari, State University of New York College of Environmental Science and Forestry
- **Satisfying the Need for a Systematic Incident Investigation Learning Program**
Ahmed Al-Bayati, Lawrence Technical University

Projects Released in 2021:



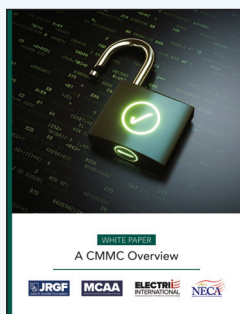
*Estimating With and
Pricing of Prefabrication*



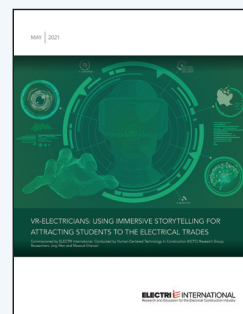
*Tips to Kickstart Your
State Advocacy Efforts*



*Industrialization of
Construction: Signal or
Noise? Threat or Promise?*



A CMMC Overview



*VR Electricians: Using Immersive
Storytelling for Attracting Students
to the Electrical Trades*

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Milwaukee Tool

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Parsons Electric Company



"By working together, we are helping ELECTRI help us to shape our industry, not just react to it."

*—Mike Abbott, President
Abbott Electric*



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Josh Bone
ELECTRI International

"This industry has provided me with tremendous opportunities. Being part of ELECTRI is my way of giving back with my time and expertise. Everyone on a committee or task force is doing exactly that."

—Michael Parkes
*ELECTRI Council Chair
VP, Power Group
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Thank you to those who participated in a task force or focus group in 2021.

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Bana Electric

Andy Berg
San Diego Chapter NECA

Chandler Brooks
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Inglett-Stubbs

Leo Poupart
The Superior Group

Vincent Real
Big State Electric

Todd Reed
Graybar

Ross Reichert
Maron Electric Company

Michael Reiser
VEC, Inc.

Sonja Rheume
Christenson Electric

Brian Rittenhouse
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Milwaukee Tool

Jason Walden
North Central Ohio Chapter,
NECA

Frank Wall
MCAA

Tony Waters
Parsons Electric

Tom Zielke
State Electric Supply



ELECTRI Education



726

viewers participated in 6 ELECTRI Council Room sessions and an additional 162 viewed the session videos



132

Council members joined the virtual Council meeting in January 2021 and 168 came together for the July in-person event in Salt Lake City.

“ELECTRI networking is invaluable. By getting together to talk about our future, we get stronger together. We are not just helping big firms. We are helping average-size contractors.”

—Rob Smith
President
Sargent Electric

“Working together for a common goal is very good. Having experienced folks in the ELECTRI room gives us the opportunity to learn how to manage issues by sharing our experiences and our ideas.”

—Carson Rogers, Jr.
CEO/President
Chewning & Wilmer



32

NECA Chapters received \$5,000 each for NECA Education Classes



1915

have watched or listened to ELECTRI's Think Like A Leader interview series



9

NECA Student Chapter teams entered the 2021 Electrical Contractors' Innovation Challenge competition

“One of the most important things we get from our involvement is access to thought leaders, the folks leading the industry. ELECTRI really gives us a chance to listen to them, to understand what current challenges they're facing...ELECTRI has been huge and helpful in helping us gain that insight through feedback from Council members”.

—Brian DiBella
President
Electrical Wiring Systems
Legrand North America and Central America

“Get connected. Contractors in every specialty have a wealth of information and knowledge. We need their input and perspective on where things are heading so we can stay out in front.”

—Tom Soles
Executive Director, New
Horizons Foundation
(SMACNA)

The following three student teams have been selected to present their proposals during the final stage of the ECIC competition at the NECA Convention in Nashville:



UNIVERSITY OF
TORONTO

IOWA STATE UNIVERSITY
OF SCIENCE AND TECHNOLOGY



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, Erik Odden

Program Guarantor - \$500,000 or more

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, David Moeller
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 RIDGID / Greenlee, Joel Smith

Regent - \$250,000 or more

Contractors

Cannon & Wendt Electric Company, Shane Snyder
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

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

** denotes first contributor

*** denotes no longer in business

d. denotes deceased.

Champion - \$200,000 or more

NECA Chapters and Affiliates

Greater Toronto Electrical Contractors Association,
Tim Birnie
Illinois Chapter NECA*, Larry Glaenger
Los Angeles County Chapter NECA, James Willson
North Florida Chapter NECA, Katie Enkiri
Northern New Jersey Chapter NECA, Henry J. Sassaman

Manufacturers, Distributors, Utilities and Affiliates

McCormick Systems, Jack McCormick

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., John Hillock
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

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Cascade Chapter NECA, Dave Ginestra
Central Indiana Chapter NECA, Steven Gottfried
Dakotas Chapter NECA, Ed Christian
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D. Long

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Greater Cleveland Chapter NECA, David Haines
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Long Island Chapter NECA, Donald Leslie, Jr.
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Oregon Pacific-Cascade Chapter NECA, Thomas Kyle
Penn-Del-Jersey Chapter NECA, Kenneth R. MacDougall
South Florida Chapter NECA, Curtiss Morgan
South Texas Chapter NECA, Leslie M. Moynahan
Washington, D.C. Chapter NECA, JT Thomas

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Legrand North America, Steve Killius
Lutron Electronics Co., Inc., Richard Angel
Panduit Corporation, Gary Humbert

Founder - \$100,000 or more

Contractors

Abbott Electric, Inc., Michael C. Abbott
ADCO Electrical Corporation, Gina M. Addeo
Alcan Electrical & Engineering, Inc., Chrys Fleming
Allison Smith Company LLC, Chris Reichart
Alterman, Inc., John C. Wright
Amaya Electric, John Amaya
ARS Proyectos, Mexico, Carlos Anastas
B&D Industries, Inc., Clinton Beall
Bagby & Russell Electric Co., In memory of Robert L. Russell
Baker Electric, Inc., Justen Decker
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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Chewning & Wilmer, Inc., Carson Rogers
Christenson Electric, Inc., Sonja Rheaume
Classic Electric & Consulting Corp., Toby Mitchell

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 Continental Electrical Construction Co., David A. Witz
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 Corona Industrial Electric, Herbert P. Spiegel
 - A tribute in memory of Flora Spiegel
 CSI Electrical Contractors, Inc., Steve Watts
 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
 Edward G. Sawyer Company, Inc., Joseph J. McCluskey, Jr.
 Egan Company, Duane Hendricks
 Electric Power Equipment Company ***
 Electrical Corporation of America, Donald Laffoon
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 ERMCO Electrical and System Contractor, Greg Gossett
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 Fisk Electric Company, Orvil Anthony*
 Fuller Electric, Earl Restine
 - Honoring our founders and family
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 Shaw Electric Company, Robert C. Minielly
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 TEC-Corp / Thompson Electric Co., Skip Perley
 - In memory of Alfred C. Thompson
 Thompson Electric Inc., Scott 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

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 Arizona Chapter NECA, Joe Graham
 Atlantic Coast Chapter NECA, Carson Rogers
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 Central Ohio Chapter NECA, Jonathan Mandl

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 electrical training ALLIANCE, Marty Reisberg
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 Wisconsin Chapter NECA, Daniel Shea

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 Procore Technologies, Darryl Kysar
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 Sonepar USA, Paul Hollenbacher
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 Thomas Industries, Inc.
 United Rentals, Jon McCracken
 Viewpoint Construction Software, Karl Rajotte
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 Border States Electric, Ryan Evans
 Build Ops, Alok Chanani
 Cerro Wire, LLC, Stewart Smallwood
 Cree Inc.
 Crescent Electric Supply, Tim Rooney
 E2E Summit, Timothy Speno
 Elliott Electric Supply, Kevin Dodson
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 Mayer Electric Supply, Kyle Walters
 MCA, Inc., Heather Moore
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 Mosaic Learning, Brendan Connors

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GE Lighting
Thomas C. Halperin, *Commercial Light Company, To honor Aaron Halperin and Robert Halperin*
Micheal Mazzeo, *d.*
Sprig Electric
Werner Company

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Marco de la Barrera Garcia, *Bufete de Ingenierias Especializadas*
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General Cable
John M. Grau, *Past NECA CEO*
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Harold Leviton, *Leviton Manufacturing Company, Inc.*
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New Mexico Chapter NECA
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Southern Tier Chapter NECA
St. Francis Electric
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UNCE - Union Nacional de Constructores Electromecanicos, A. C.

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R. F. Kinney, *All-Phase Electric Supply Company*
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Kevin McKosky, *Coastal Electric Construction Company*
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MRM Electrical Communications, Inc.
Oles Morrison Rinker & Baker LLP
Olson Electrical Group
Patraba Electrical Systems

Keneath F. Robinson, *Ken Robinson of Florida, Inc.*
Saint Paul Foundation, *on behalf of William A. Muska*
Siemens Industry, Inc.
D. L. Smith, *D. L. Smith Electrical Construction*

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Peter W. Doe, *Doe & Associates, Inc.*
Gulf Electric Company, Inc. *of Mobile, In tribute to Bernard Brooks, Jr.*
Howard D. Hughes, *Hughes Electric Company, Inc.*
Diane R. Keltner, *Synergy Electric Company, Inc.*
Allen A. Lindberg, *The Lindberg Family Trust*
J. Robert Mann, Jr., *E-J Electric Installation Co.*
William R. Miller, *Miller Electrical Construction, Inc.*
Oklahoma Electrical Supply Company
Peer Group 3, *In honor of W. Terry Lindsay & Robert J. (Bob) Kaemmerlen*
Sidney Electric, *In memory of Herbert Schlater*
Flora and Herbert Spiegel, *In memory of Alexander Berg*
Trade Service Corporation
Vern H. Penning Memorial Fund

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Bill Collins
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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, *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.*

NECA Chapters & Partner Contributors

Platinum Chapter Century Circle

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.

Central Florida
Eastern Oklahoma
Florida West Coast
Gulf Coast
Mahoning Valley
North Louisiana
Northern Illinois

Chapter Century Circle

\$100 per chapter member for each of five years.

Albany
East Central California
Hawaii
Intermountain
Louisville
Ohio/Michigan
Quad-Cities
Red River Valley
Rochester
San Mateo
Southwest Washington
Twin Ports-Arrowhead
West Texas-New Mexico

Chapter Investors

One-time contributions of up to \$5000.

Baton Rouge
Central Massachusetts
Cincinnati
El Paso
Florida Gold Coast
Georgia
Hudson Valley
Idaho
Memphis
Middle Tennessee
Nebraska
Northeast Louisiana
Panhandle
Saguaro
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
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
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
Ohio/Michigan Chapter
Oregon-Columbia Chapter
Phalcon LTD
Plumbing-Heating-Cooling Contractors National Association
Rhode Island and SE Massachusetts Chapter
Sacramento Area Electrical JATC
San Joaquin Valley Chapter
Santa Clara County Electrical JATC
South Central Minnesota Electrical JATC
Southwestern Line Constructors Chapter
St. Louis Chapter
Topeka Electrical JATC
Washington, D.C. Electrical JATC
Western Line Constructors Chapter

Emerson Hamilton Scholarship Fund*

Contributions designated specifically for the Scholarship Fund and included in overall level of giving.

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

Oregon-Columbia Chapter
Oregon Pacific-Cascade Chapter
Patra Electrical Systems
Puget Sound Chapter
Schultheis/TSB, Inc.
Sidney Electric Company
Southern Contracting Company
Southwest Washington Chapter
Sprig Electric Company, Inc.
VEC, Inc.
Wisconsin Chapter

Transmission & Distribution Enterprise*

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

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
L & O Electric
North Texas Chapter
Oklahoma Chapter
J. T. Osborn, NECA
Shawver and Son, Inc.
The Superior Group

Statements of Financial Position

December 31	2020	2019
ASSETS		
Cash and cash equivalents	\$ 1,279,643	\$ 823,699
Accrued interest receivable	44,454	45,249
Investments	22,441,378	20,907,375
Assets held under charitable trusts	1,094,518	1,080,036
Promises to give, net	3,349,427	3,852,680
TOTAL ASSETS	\$28,209,420	\$26,709,039
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	\$ 17,500	\$ 17,500
Due to affiliate	187,645	344,066
Liability under split-interest agreements	325,324	346,830
Total liabilities	530,469	708,396
Commitments (Note 9)		
Net assets		
Without donor restrictions	7,068,723	4,748,731
With donor restrictions	20,610,228	21,251,912
Total net assets	27,678,951	26,000,643
TOTAL LIABILITIES AND NET ASSETS	\$28,209,420	\$26,709,039

Statements of Activities

Year Ended December 31, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE AND SUPPORT			
Contributions	\$ —	\$ 290,300	\$ 290,300
Net recovery on uncollectible pledges	—	17,334	17,334
Operating investment return and appropriation, net	2,477,528	—	2,477,528
Contributions from affiliate	460,114	—	460,114
Other income	25,596	—	25,596
Sales and publications revenue	3,410	—	3,410
Net assets released from restrictions			
Satisfaction of purpose restrictions	886,241	(886,241)	—
Total revenue and support	3,852,889	(578,607)	3,274,282
EXPENSES			
Program services			
ELECTRI Council	248,484	—	248,484
Research	464,419	—	464,419
Education	168,040	—	168,040
International	16,817	—	16,817
Disaster relief	153,528	—	153,528
Total program services	1,051,288	—	1,051,288
Supporting services			
General and administrative	444,127	—	444,127
Fundraising	37,482	—	37,482
Total supporting services	481,609	—	481,609
Total expenses	1,532,897	—	1,532,897
Change in net assets before other changes	2,319,992	(578,607)	1,741,385
Endowment loss, net of appropriation	—	(99,064)	(99,064)
Change in value of split-interest agreements	—	35,987	35,987
Change in net assets	2,319,992	(641,684)	1,678,308
Net assets			
Beginning	4,748,731	21,251,912	26,000,643
Ending	\$ 7,068,723	\$ 20,610,228	\$ 27,678,951

Statements of Cash Flows

Year ended December 31	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 1,678,308	\$ 2,474,389
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Net gain on investments	(1,946,320)	(2,682,031)
Change in value of split-interest agreements	(35,987)	(70,228)
Net (recovery) loss on uncollectible pledges	(17,334)	187,862
Endowment contributions	(925)	(4,423)
Changes in assets and liabilities:		
(Increase) decrease in:		
Accrued interest receivable	795	(5,107)
Promises to give, net of discount	505,865	119,737
(Increase) decrease in:		
Due to affiliate	(156,421)	209,553
Liability under split-interest agreements	92,593	72,408
Net cash provided by operating activities	120,574	302,160
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale or maturity of investments	3,745,232	4,157,162
Purchases of investments	(3,347,397)	(4,664,622)
Net cash provided by (used in) investing activities	397,835	(507,460)
CASH FLOWS FROM FINANCING ACTIVITIES		
Endowment contributions received	15,647	34,410
Payments on split-interest agreement obligations	(78,112)	(75,649)
Net cash used in financing activities	(62,465)	(41,239)
Net increase in cash and cash equivalents	455,944	(246,539)
Cash and cash equivalents		
Beginning	823,699	1,070,238
Ending	\$ 1,279,643	\$ 823,699

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

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