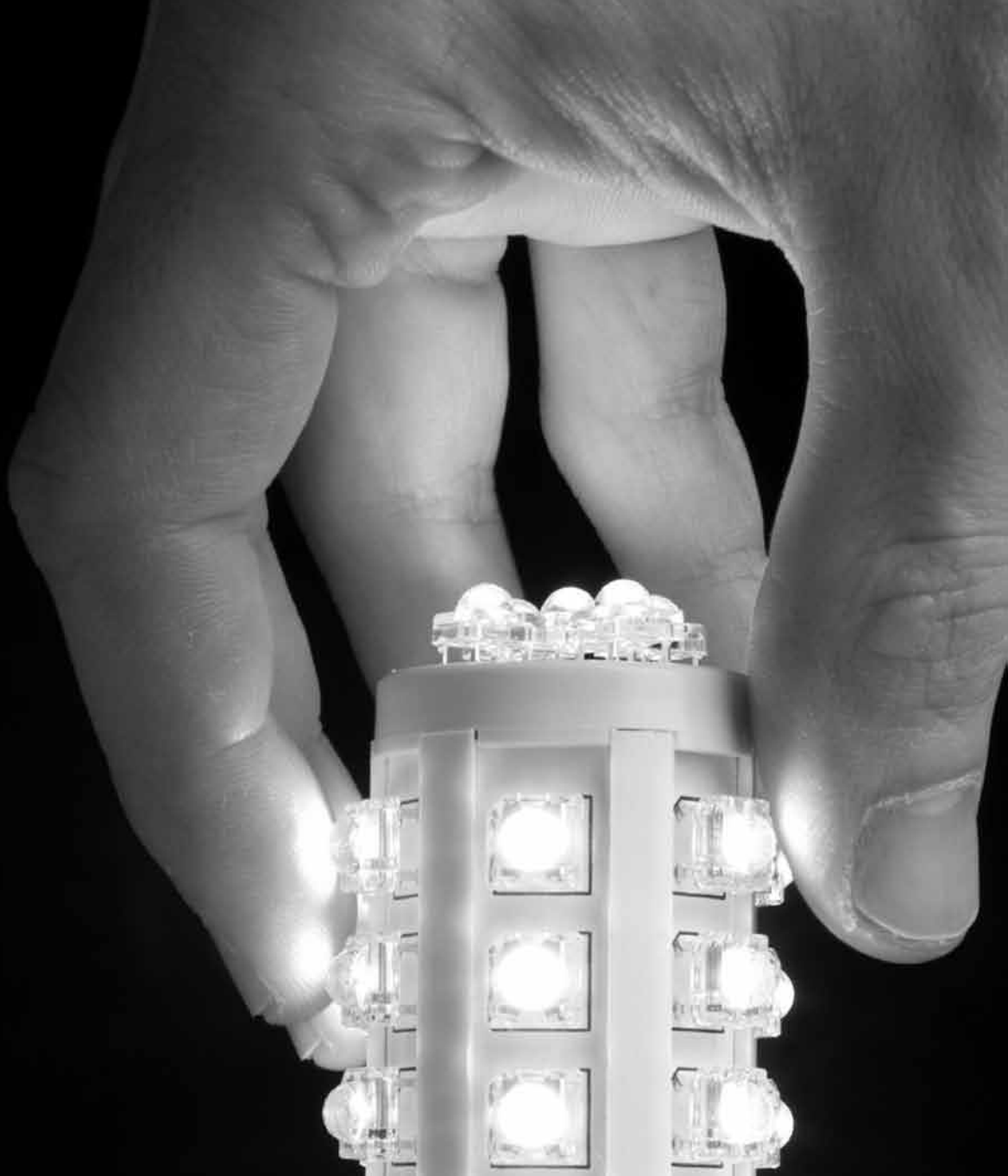


Invest in Excellence Engage in Excellence

2011 Report to Stakeholders

ELECTRI  INTERNATIONAL
THE FOUNDATION FOR ELECTRICAL CONSTRUCTION INC.



Working together as the ELECTRI Council, our contractors, chapters, and industry partners have one focus: ***Commission transformational research and education projects that ultimately help our contractors improve as business owners and managers.***

Darrell Gossett
Chairman, ELECTRI Council



I'm often asked about ELECTRI International—why we have it...why my company and many others support it...why it's important for the electrical contracting industry. So, I sat down and created my personal Top Ten list about ELECTRI International.

- ELECTRI brings together thinking contractors and industry partners from throughout North America to talk about electrical construction and where we're headed.
- ELECTRI discussions bring valuable research topics to our attention.
- ELECTRI invites outstanding researchers from major universities to compete for the opportunity to work with us.
- ELECTRI can leverage its resources to commission business-solution projects that most of us could never afford independently.
- ELECTRI creates a Task Force to guide and monitor every project it initiates.
- ELECTRI has creative programs like the annual *Green Energy Challenge* and the *Cross-Border Service Project* that bring outstanding young talent to our attention.
- ELECTRI helps our NECA Chapters offer quality educational programs for their members by providing them with Wendt Scholarship grants.
- ELECTRI reaches out to contractors across borders to help foster international relationships and business opportunities for our members.
- ELECTRI gives me a way to give back to an industry that has been very good to me, my family, and my company.
- ELECTRI contributors live and breathe to make our industry better for all of us—and I like being part of a winning team.

Well, I'm not David Letterman, but I hope some of my "top ten" will strike a chord as you read through ELECTRI International's Annual Report.

Sincerely,


Rex Ferry
Chairman, Board of Trustees
ELECTRI International



Recently, I was asked what makes ELECTRI International important. Without hesitation, I replied that it's ELECTRI's **reach** that makes our Foundation unique and exciting.

ELECTRI is fortunate to have so many contractors, chapter leaders, and industry partners working together. Their ideas and vision and our program results take us outside our comfortable "box" and make us really focus on what's happening in the larger realm of electrical construction.

The men and women engaged in the work of ELECTRI International are the fuel that gives us the energy to achieve broad industry involvement in our work. The next generation

of professionals gains from participating with our contractors in ELECTRI-sponsored student events across the country. Our annual Cross-Border meeting brings NECA contractors and potential partners directly to one another's attention. Our research teams put "electrical" front and center in construction management programs at leading institutions.

Our collective thanks to our contributors, without whom none of this would be possible, and to all those who have served on an ELECTRI Committee or Project Task Force. Your involvement and your **personal reach** continue to bring ELECTRI International closer together with so many members of our industry.

Russell J. Alessi

President, ELECTRI International

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Whenever I think about ELECTRI International, my next thought is always about the many exciting ways that people are engaged with the Foundation.

ELECTRI International pays attention to the needs, concerns, and aspirations of our industry members. Working together as the ELECTRI Council, our contractors, chapters, and industry partners have one focus: **Commission transformational research and education projects that ultimately help our contractors improve as business owners and managers.** We are involved every step of the way from proposal review, to monitoring project progress, to making sure ELECTRI products get maximum use throughout the industry and across all borders.

Both the Talent Initiative and our work with educators at the finest US institutions are marks of pride for ELECTRI. We strive to ensure that the brightest students are aware early on about the broad spectrum of career opportunities that are available to them in electrical construction. We want the finest researchers to think of ELECTRI as their best collaborator for state-of-the art investigation for our industry. We believe we have been very successful in these efforts.

Our investment portfolio is strong and steady. That's because companies and industry partners are engaged in making the financial commitment to help our industry stay strong. I especially want to thank our ELECTRI Council Kitchen Cabinet. This network of Council members is determined to make ELECTRI's "case" with contractors and partners and enlighten them on why they should be involved with the Foundation. The Cabinet has an impressive record of enlisting new contributors to ELECTRI International and encouraging others to upgrade their already-generous commitments.

The constant flow of projects, ideas, networking, innovation, and creativity that happens in every Foundation project and at every ELECTRI Council meeting is proof that we are working together to help move our contracting industry forward. That's my definition of engagement.

I invite each one of you to become engaged in the excitement that is ELECTRI.



Darrell Gossett
Chairman, ELECTRI Council



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Getting the right research accomplished at the right time is essential to ELECTRI International's mission. When electrical contractors and partners identify topics that we see as important to our industry, we have a fantastic resource available to us—the research community. ELECTRI notifies more than 200 leading universities and institutions across the US that we are interested in commissioning research that will help make electrical construction a stronger industry.

ELECTRI usually receives 50 to 70 responses. Each investigative team provides a one-page summary:

this is the aspect of the identified topic that we will research; this is the way that we will conduct the research; this is what ELECTRI will have


available at the end of the project; this is our team; this is how long it will take; this is what it will cost.

ELECTRI puts together a Program Review Committee to review these mini-presentations and evaluate them against ELECTRI's mission and objectives. We look for several things: relevance for our industry, timeliness, and the quality of the project. The Committee narrows the field by identifying projects we believe will best meet **your** needs. ELECTRI invites a small group of researchers to prepare full written proposals and to make in-person presentations to the ELECTRI Council.

Once the Council votes and selects the top projects, ELECTRI moves into "program action". At the July Council meeting, we break into focus groups (Task Forces) to get a project methodology outline from each researcher as well as direction and feedback from other interested Council members. Throughout the life of a research project, ELECTRI holds conference calls with each researcher, distributes project updates to Task Force members and post updates on the ELECTRI web site.

ELECTRI goes through the selection process twice every year. Major research awards are decided each January and Early Career Awards (smaller dollar amounts, shorter timeframe) are named in July.

I want to thank each member of this year's Program Review Committee for reviewing close to 60 submissions. Our conference call meetings were thoughtful and focused. We each learned a lot about new ideas for our industry. More importantly, working together as the Program Review Committee we are making a difference for electrical construction and for ELECTRI International.


Anthony J Maloney III
Chairman, Program Review Committee

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Central Massachusetts
Cincinnati
El Paso
Florida Gold Coast Chapter
Georgia
Hudson Valley (Eastern New York)
Idaho
Maryland
Memphis

Middle Tennessee
Nebraska
Northeast Louisiana
Panhandle
Rocky Mountain
Saguaro
South Louisiana
Southeast Texas
Southwest Louisiana
Steubenville Div., N. Central Ohio
Western Ohio

Grants*

Air Conditioning Contractors of America
Akron Area Electrical JATC
Alaska Chapter
American Line Builders Chapter
Associated General Contractors of America
Cleveland Electric Company
Cleveland Electrical JATC
Collins Electric
Connecticut Chapter
Contra Costa Elec Industry Trust
Crescent Electric Supply
Dakotas Chapter
Des Moines Electrical JATC
Detroit Electrical JATC
Dillard Smith Construction Company
Edison Electric Institute
Electrical Contractors Trust of Alameda County
Finger Lakes New York Chapter
Finishing Contractors Association Foundation of the American Subcontractors Association
Graybar Electric
Hartford Electricians JATC
Hudson Valley Chapter
Inglett & Stubbs, LLC
Kansas City Chapter
Long Island Chapter
Mechanical Contracting Education and Research Foundation
Metro Electrical JATC, Portland, OR
Milwaukee Chapter
Missouri Valley Line Constructors Chapter
MYR Group, Inc.
National Association of Electrical Distributors Education and Research Foundation
National Insulation Association
National Joint Apprenticeship & Training Committee, Upper Marlboro, MD
National Roofing Foundation
National Subcontractors Alliance
National Utility Contractors Association
New Horizons Foundation
Northeastern Line Constructors Chapter
Northern California Chapter
Northern New Jersey Chapter
Northwest Line Constructors Chapter
O'Connell Electric Company
Ohio/Michigan Chapter
Oregon-Columbia Chapter
Plumbing-Heating-Cooling Contractors Association
Red Top Electric Company Emeryville

Rhode Island and SE Massachusetts Chapter
Sacramento Area Electrical JATC
San Diego County Chapter
San Joaquin Valley Chapter
Santa Clara County Electrical JATC
Santa Clara Valley Chapter
South Central Minnesota Electrical JATC
South Florida Chapter
Southeastern Line Constructors Chapter
Southwestern Line Constructors Chapter
St. Louis Chapter
Topeka Electrical JATC
Washington, D.C. Electrical JATC
Western Line Constructors Chapter
Western Pennsylvania Chapter

Emerson Hamilton Scholarship Fund*

Alaska Chapter, NECA
Cascade Chapter, NECA
Holmes Electric Company
Max N. Landon
Long Island Chapter, NECA
Oregon-Columbia Chapter, NECA
Oregon Pacific-Cascade Chapter, NECA
Sidney Electric Company
Southwest Washington Chapter
Southwest Washington Chapter, NECA
VEC, Inc.

Transmission & Distribution Enterprise*

Cooper Crouse-Hinds
Lighthouse Electrical Group
Miller Electric Construction Inc.
MCA, Inc.
M. J. Electric, LLC
Missouri Valley Line Constructors, NECA
Northeastern Line Constructors, NECA
Thomas & Betts Corporation
Walter Parkes

Talent Initiative Student Competition*

Southern Contracting Company

Chris Schoolcraft Memorial Education Fund*

Robert Corbo
Wayne Brinkmeyer
Boggs Electric Company
EMSCO
Francis J. 'Bud' Hoch
Kansas Chapter, NECA
L & O Electric
North Texas Chapter, NECA
Oklahoma Chapter, NECA
J. T. Osborn
Shawver and Son Inc.
The Superior Group

**Contributions designated specifically for a special fund or project*

Funded Projects and Programs

2011 New Research Center Projects*

- National Energy Leadership Corps (N.E.L.C.) (*Dave Riley, Penn State University*)
- Combining Charging Station Installation with Energy Efficiency Upgrades (*Thomas Korman, Cal Poly State University*)
- An Economic Analysis of Portability (*Justin Reginato, Sacramento State Univ.*)
- ELECTRI International-Preparing for the Next 20 Years (*Matt Syal, Michigan State Univ. & Carolyn Fazio, Fazio Int'l.*)

Early Career Awards**

- Broadening the EC Portfolio: Pilot Studies into Service as a Core of Business Excellence (*Andrew McCoy, Virginia Tech*)
- Succession Planning & Mentoring Programs For ECs (*Kenneth Sullivan, Arizona State University*)

*approved by ELECTRI Council, January 2011

**approved by ELECTRI Council, July 2011

Education Center Programs

ELECTRI International delivers quality research products that are implemented as training programs through NECA's Management Education Institute (MEI). Educational seminars and workshops are offered for electrical contractors and their managers who need the expertise to steer their companies through periods of rapid change.



- In 2011, ELECTRI's Education Center awarded grants to 18 NECA Chapters to offer training through MEI for their members.

Launched in 2007, the Talent Initiative was established to foster interest in the electrical construction industry among college students in construction management and related fields. Success in the Talent Initiative will result in well-rounded electrical managers prepared to improve the delivery of electrical construction projects and enhance company profits.

- In 2011, up to 20 grants will be awarded to NECA Chapters to supplement chapter scholarships and/or travel funds to Convention for member of their Student Chapters.

- Up to 20 additional grants will be awarded to faculty members who develop and coordinate NECA Student Chapter activities.

- ELECTRI awards prizes to the three finalist student teams in the annual ELECTRI International Green Energy Challenge Competition to offset travel and presentation costs. Eleven teams participated in the 2011 Competition.

International Center Programs

Annual ELECTRI International Cross-Border Meetings were established to offer electrical contractors an opportunity to exchange ideas with counterparts in other countries, learn about the rewards and challenges of joint ventures, and network.

- In March 2011, 50 Cross-Border meeting attendees traveling at their own cost convened in Playa Conchal, Costa Rica. Representatives from U.S. electrical contracting firms, local firms and international manufacturers presented seminars including an overview of US initiatives, conducting business in Costa Rica and other countries, local energy-related projects, and updates in Mexico's development of a national electrical construction organization.

- Cal-Poly Student Chapter members presented their work to design a renewable energy service project which will be performed in Costa Rica as part of ELECTRI International's International Student Service Project.

Independent Auditor's Report

To the Board of Trustees
ELECTRI International—The Foundation for Electrical Construction, Inc.

We have audited the accompanying statement of financial position of ELECTRI International—The Foundation for Electrical Construction, Inc. (the Foundation) as of December 31, 2010, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from the Foundation's 2009 financial statements and, in our report dated May 12, 2010, we expressed a qualified opinion on those financial statements because of the scope limitation described in the third paragraph.

Except as discussed in the following paragraph, we conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

At December 31, 2010, third-party audit evidence regarding the fair values of the Foundation's investments in a hedge fund (\$63,091) and certain real estate equity and debt investments (\$723,715 and \$275,000, respectively), which totaled \$1,061,806 in the accompanying statements of financial position, was not available. As such, we were unable to satisfy ourselves about the recorded values of these investments.

At December 31, 2009, third-party audit evidence regarding the fair values of the Foundation's investments in a private equity fund (\$350,011); certain real estate investments (\$904,898); and coins and bullion (\$391,430); which totaled \$1,646,339 in the accompanying statements of financial position, was not available. As such, we were unable to satisfy ourselves about the recorded values of these investments.

In our opinion, except for the effects of such adjustments, if any, as might have been determined to be necessary had we been able to satisfy ourselves about the investments mentioned in the preceding paragraph, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of ELECTRI International - The Foundation for Electrical Construction, Inc. as of December 31, 2010, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Tate & Tryon
Washington, DC
May 6, 2011

Statements of Financial Position

December 31	2010	2009
ASSETS		
Cash and cash equivalents - Notes B and H	\$ 1,506,723	\$ 3,191,371
Accrued interest receivable - Note H	18,612	4,401
Investments - Notes B, C, and H	11,277,963	9,616,106
Assets held under charitable trusts - Notes C, D and H	1,262,636	1,273,167
Promises to give - Notes E and H	4,568,987	3,069,633
Total assets	\$18,634,921	\$17,154,678
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	24,409	—
Due to affiliate - Note F	145,236	233,262
Due to brokers for securities purchased - Note H	—	607,920
Liability under split-interest agreement - Notes D and H	525,169	575,857
Total liabilities	694,814	1,417,039
Commitments - Note I	—	—
Net assets - Notes G and H		
Unrestricted	(8,794,762)	(7,855,974)
Temporarily restricted	4,819,667	1,697,713
Permanently restricted	21,915,202	21,895,900
Total net assets	17,940,107	15,737,639
Total liabilities and net assets	\$18,634,921	\$17,154,678

See notes to the financial statements. A full copy of the ELECTRI International audited Financial Statement including note pages can be obtained from the ELECTRI office (301)215-4539.

Statements of Activities

Year Ended December 31, 2010, with Comparative Totals for 2009

	2010			Total	2009 Total
	Unrestricted	Temporarily Restricted	Permanently Restricted		
REVENUE AND SUPPORT					
Contributions	\$ —	\$ 2,597,734	\$ 2,016	\$ 2,599,750	\$ 1,438,832
Operating investment return - Note C	145,356	822,010		967,366	1,004,880
Contributions from affiliate - Note F	485,812			485,812	612,077
Other income	12,250			12,250	—
Sales and publications revenue	8,747			8,747	10,464
Net assets released from restriction:					
Satisfaction of purpose restriction	320,661	(320,661)		—	—
Total revenue and support	972,826	3,099,083	2,016	4,073,925	3,066,253
EXPENSES					
Program services					
Project development	830,017			830,017	1,129,380
Product development	131,236			131,236	171,849
Disaster relief	50			50	730
Total program services	961,303	—	—	961,303	1,301,959
Supporting services					
General and administrative	342,243			342,243	448,228
Fund raising	97,162			97,162	122,415
Total supporting services	439,405	—	—	439,405	570,643
Total expenses	1,400,708	—	—	1,400,708	1,872,602
Change in net assets from operations	(427,882)	3,099,083	2,016	2,673,217	1,193,651
Endowment return, net of appropriation - Notes C & H	8,553			8,553	393,010
Impairment loss on investments - Notes C & H	(519,459)			(519,459)	—
Change in value of split-interest agreements - Note C		22,871	17,286	40,157	341,526
Proceeds from legal settlement - Note C				—	2,931,705
Change in net assets	(938,788)	3,121,954	19,302	2,202,468	4,859,892
Net assets, beginning of year	(7,855,974)	1,697,713	21,895,900	15,737,639	10,877,747
Net assets, end of year	\$ (8,794,762)	\$ 4,819,667	\$ 21,915,202	\$ 17,940,107	\$ 15,737,639

See notes to the financial statements. A full copy of the ELECTRI International audited Financial Statement including note pages can be obtained from the ELECTRI office (301)215-4539.

Cash Flows

Year Ended December 31, 2010, with Comparative Totals for 2009

Year ended December 31	2010	2009
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,202,468	\$ 4,859,892
Adjustments to reconcile change in net cash provided by (used in) operating activities:		
Net gain on investments	(830,688)	(1,103,259)
Impairment loss on investments	519,459	—
Change in value of split-interest agreements	(40,157)	(341,526)
Endowment contributions	(2,016)	(212,786)
Changes in assets and liabilities:		
Accrued interest receivable	(14,211)	8,410
Promises to give	(1,997,134)	(875,113)
Accounts payable	24,409	—
Due to affiliate	(88,026)	(121,571)
Total adjustments	(2,428,364)	(2,645,845)
Net cash provided by (used in) operating activities	(225,896)	2,214,047
CASH FLOWS FROM INVESTING ACTIVITIES		
Net purchases of investments	(1,958,548)	(523,924)
Net cash used in investing activities	(1,958,548)	(523,924)
CASH FLOWS FROM FINANCING ACTIVITIES		
Endowment contributions received	499,796	851,211
Net cash provided by financing activities	499,796	851,211
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(1,684,648)	2,541,334
Cash and cash equivalents, beginning of year	3,191,371	650,037
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 1,506,723	\$ 3,191,371

See notes to the financial statements. A full copy of the ELECTRI International audited Financial Statement including note pages can be obtained from the ELECTRI office (301)215-4539.

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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.

ELECTRI  INTERNATIONAL
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