



THE IEC FOUNDATION

2006 ANNUAL REPORT

THE YEAR IN REVIEW

FROM THE CHAIRMAN, BY JEFF HEITKER



In 1996, while I was celebrating the birth of my oldest son, a birth of a different kind occurred brought about by the vision of a group of businessmen dedicated to the IEC and the electrical industry - the creation of an organization devoted to providing much-needed equipment and resources to IEC training programs - the IEC Foundation. And as all of us know, children grow and thrive and before long learn to walk. And so grew the IEC Foundation, thanks to the vision of its founders. In effect it was learning to stand on its own two feet and establishing its own identity. Just as children will, the Foundation was learning to “speak and communicate,” establishing itself as a true philanthropic entity, an educational and humanitarian non-profit organization. Collaborating with those of a similar vision, the Foundation began providing grants of equipment to IEC Training Centers. In essence, it became a “voice” in the electrical industry of the need and benefit of providing top-notch training to those who are our future.



Over the years the Foundation has continued to grow, as does a healthy child. In 11 years the IEC Foundation has grown into a progressive, financially responsible, and generous entity whose main purpose is to provide resources to IEC Training Centers so they can provide the best career training possible. Quality-trained workers mean excellent employees in thriving businesses, responsible business owners, satisfied consumers and successful individuals.

As good parents, we all plan and prepare for our children’s future and education costs. The IEC Foundation Board is preparing for the future as well. Through fund-raising efforts and sound financial planning the Foundation is prepared to continue its administrative work under its own steam. As revenues grow, our five-year business plan calls for continued support to IEC Training Centers, scholarship programs and work force development programs.



Our work will never be finished....there will always be the need to provide career training, to provide well-qualified workers, to ensure successful businesses, to lend a hand to folks who are trying to raise families and live the dream of the all-American life. And to ensure that work will always go on, the IEC Foundation Endowment is being established to ensure the long-term stability of the Foundation and provide continued funding opportunities for IEC Training Centers over and above the flow of outside grants. Each year, a percentage of the investment income from this endowment will be allocated for programs in IEC Training Centers.

With your help, we’ll always be there to help IEC training centers and subsequently their members, succeed. Please consider the IEC Foundation as you allocate your charitable dollars. You will be investing in the electrical industry, AND you will be investing in your future. For more information on how you can help, please contact me at (513) 717-2690 or Barbara Duncan at (502) 417-0157.

Thank you for all you do to support your IEC Foundation!

THANKS TO OUR DONORS—2006

\$100,000 and above

Eaton Cutler-Hammer
Square D/Schneider Electric
Company
TechSoup

\$10,000 - \$99,999

The Mary Reynolds Babcock
Foundation
The Gannett Foundation
Leviton Manufacturing

\$5,000 - \$9,999

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\$1,000 - \$4,999

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Mr. William Coleman
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\$500 - \$999

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\$100 - \$499

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Mr. John Boender
Ms. Cindy Bond
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Mr. Rod Dahl
Mr. Leo Doyle
Mr. Stephen Durgin
Mr. Joseph Esposito



Michelle Shockley (center) of KSDK-TV Channel 15 St. Louis with Dan McCord and Sheila Sperla (IEC Greater St. Louis). KSDK-TV awarded a grant to the Foundation to be used to train students in St. Louis.

\$100 - \$499 (continued)

Mr. John Ferguson
 Mr. Bill Fischer
 Mr. Jay Flewharty
 Mr. Hal Frye
 Mr. Michael Gaffney
 Mr. Fred Galiardi
 Garner Electric
 Mr. Ted Garrison
 Mr. William Giampolo
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 Greenlee Textron
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 Mr. Tom Hammans
 Ms. Mary Henderson
 Mr. Keith Hinderliter
 Mr. Douglas Hoff III
 Mr. John Hoffard
 Mr. James Holt
 Mr. Joseph Hovanec
 IEC Fort Worth/Tarrant Co.
 IEC Idaho
 IEC Mid-Oregon
 IEC New England
 IEC NOECA
 IEC Texas Rio Grande
 Ireland Electric Corporation
 Mr. Robert Jones
 Mr. Mike Kallmeyer
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 Mr. Michael Kelly
 Mr. Vince Kensil
 Mr. Daniel Kenworthy
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 Mr. Bob Leitner
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 Mr. Kevin Lewis-Grenz
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 Mr. Cleve Taylor
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 Mr. Darryl Vasko
 Mr. Rick Villareal
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 Mr. Steve Wiede
 Mr. Kingsley Wientge
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 Mr. Randy Wilkinson
 Mr. Bob Wilkinson
 Mr. David Williams
 Mr. Marvin Wilson

Mr. Keith Woods
 Mr. John Zielinski

Up to \$99

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 Mr. Al D'Amico
 Mr. David Daniels
 Ms. Lisa Dutton
 Ms. Sandy Feldhaus
 Ms. Phyllis Franzoy
 Mr. Todd Hawkins
 IEC Arizona
 IEC Central Indiana
 IEC Central Ohio
 IEC Central Pennsylvania
 IEC Chesapeake
 IEC Dakotas
 IEC Kentucky and
 Southern Indiana
 IEC Rocky Mountain
 IEC South Florida
 IEC Washington State
 IEC Wichita
 Ms. Renee
 McDonough
 Ms. Tracy Sims



**IEC FOUNDATION BOARD
OF TRUSTEES**

Chairman - Jeff Heitker

Denier Electric Company

**Senior Vice Chairman -
Gordon Stewart**

Joe Swartz Electric Company

**Second Vice Chairman -
Gary Baumgartner**

Baumgartner's Electric

Secretary - Niel Dawson

IEC Atlanta Chapter

Treasurer - Greg Haren

Enertech Electrical

Gene Mini - EPM Electric, Inc.

**Jim Golly - Eaton Cutler-
Hammer**

**Bill Fischer - Square D/Schneider
Electric Company**

**Joe Lovett - Siemens Energy &
Automation, Inc.**

**Bill Crawford - Crawford Elec-
tric Company (retired)**

**Steve Wiege - Damascus Com-
munications, Inc.**



Soli Vargus (right) provides information on apprenticeship training and the electrical industry at a career fair in Atlanta.

2006 STATEMENT OF FINANCIAL POSITION

	<u>2006</u>	<u>2005</u>
ASSETS:		
Cash and cash equivalents	\$146,069	\$143,653
Certificates of deposit	201,652	195,840
Investments	407,532	351,368
Due from affiliate	-	14,052
Unconditional promises to give	62,227	42,566
Other assets	773	315
TOTAL ASSETS	<u>\$818,253</u>	<u>\$747,794</u>
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$13,013	\$6,445
Due to affiliate	<u>2,627</u>	-
Total liabilities	\$15,640	\$6,445
Net Assets		
Unrestricted	764,736	725,472
Temporarily restricted	<u>37,877</u>	<u>15,877</u>
Total net assets	\$802,613	\$741,349
TOTAL LIABILITIES AND NET ASSETS	<u>\$818,253</u>	<u>\$747,794</u>

IEC ATLANTA

Recruiting new apprenticeship students is a challenge shared by all IEC Chapter Training Centers, and IEC Atlanta is no exception. Niel Dawson, Executive Director of IEC Atlanta, worked closely with the Foundation to develop a plan and a proposal to add a recruiter to his staff. With literally dozens of proposals submitted on behalf of Atlanta's request, full funding for this endeavor was awarded. Soli Vargus was selected by Niel from several candidates interviewed.

Among other duties, Soli's job is to attend job fairs in the community, meet students at local schools and work with faith-based organizations to educate them on the IEC career training program. As of this writing, Soli has recruited over 25 apprenticeship students for IEC Atlanta's program, and visited over two dozen local schools, while establishing a working relationship with community organizations in a collaborative effort to bring more individuals into the program and likewise more well-qualified workers into the workforce.

2006 GRANT RECIPIENTS

\$50,000 and above

IEC Atlanta
IEC Greater St. Louis
IEC Rocky Mountain
IEC WECA, Inc.

\$25,000 - \$49,999

IEC Chesapeake
IEC Florida West Coast
IEC Greater Cincinnati
IEC Kansas City
IEC National
IEC Rio Grande

Under \$25,000

IEC Centex
IEC Central Alabama
IEC Central Indiana
IEC Central Ohio
IEC Central Pennsylvania
IEC Dakotas

Under \$25,000 (continued)

IEC Dallas
IEC Fort Worth/Tarrant County
IEC Greater Montana
IEC Idaho
IEC Kentucky and Southern Indiana
IEC Mid-Oregon
IEC Mid-South
IEC New England
IEC Northern New Mexico
IEC Northwest Washington
IEC Oregon
IEC Phoenix
IEC San Antonio
IEC South Florida
IEC Southern Colorado
IEC Southern New Mexico
IEC Texas Gulf Coast
IEC Texoma
IEC Utah
IEC Wichita



From left, Scott Harding, IEC Chesapeake Chapter President, Barbara Duncan, IEC Foundation Coordinator, Grant Shmelzer, IEC Chesapeake Executive Director, and Niel Dawson, IEC Atlanta Executive Director, at the IEC National Leadership Conference. Both chapters were awarded cash grants from the Foundation for specific projects in their areas.

IEC GREATER ST. LOUIS

In the words of Greater St. Louis Executive Director Sheila Sperla, "Thanks to the tireless efforts of grant-writing by the IEC Foundation, the overwhelming generosity of the IEC Industry Partners, and dollars donated by the Foundation to facilitate diversity in the electrical contracting workforce, we have reached far beyond anything we could have imagined in the past four years." Sperla added that through Foundation resources IEC Greater St. Louis has been able to offer new challenges for apprentices and members that enhance the IEC Apprenticeship Program. In addition, opportunities to reach the community through training days for minorities and local high schools, which would otherwise not have been possible, are now also a reality. "IEC of Greater St. Louis no longer takes a back seat to our competitors," said Sperla. "We are the organization providing the 'competitive edge' in St. Louis, and frankly, it's a position that members are enjoying and reaping the benefits! St. Louis has been blessed with an awesome membership of contractors and associates - many of whom are ensuring that donations from the Foundation are used to create the best workforce in the country!"



Greater St. Louis apprentice students learning pipe-bending.

IEC CENTRAL PENNSYLVANIA

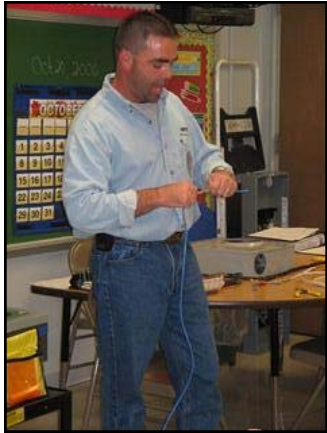
A grant from the IEC Foundation helped IEC Central Pennsylvania hold an Apprenticeship Open House inviting high school students, teachers and the general public to visit and learn about career training. Executive Director Christi Buker said that for a first-time event they had a full house and several attendees qualified during open enrollment to enter the program.

Buker said, “The grant from the Foundation allows us to reach out to the public and the high schools in a way that was not previously possible. “The database that was created has since been used for two additional mailings to the schools—the first for our Chapter Wire-Off Competition and another promoting opportunities for students to job shadow and providing speakers for high school science and math

classes,” said Buker, adding, “As of this date we have developed relationships with four new schools through this outreach program.”

In addition, signs, giveaways and literature created with the funding received from the IEC Foundation have been used at several schools for Career Days, and a regional conference for training of high school guidance counselors. “In fact,” Buker added, “local vocational schools asked to keep one of our signs to promote electrical work to their students.

Summing it up Buker commented, “The grant from the IEC Foundation gave us the jump start we needed to do more recruiting. We certainly aren’t done, but we are certainly on our way!”



Mike Gaffney, A&T Committee Chair, IEC Central Pennsylvania, spoke to a local elementary school during their unit on electricity.

IEC GREATER MONTANA

“A mobile lab to bring the classroom to more students in rural parts of Montana was a dream of IEC Greater Montana Executive Director Margaret Morgan and her Board for a long time. With such an expansive rural area and members spread throughout Montana it was imperative to find a better way to provide vocational training to students sorely needed by local contractors. Other chapters have had tremendous success putting a lab on wheels to give students the hands-on experience

critical in their training. With backing from some members and a plan-of-action in place, Morgan approached the Foundation with a request: Would funding for a

mobile lab be possible? As in so many cases, it was, and from a very generous local donor who, until approached, was not aware of the IEC Apprenticeship Program.

Morgan said, “We have needed a lab available in our schools for a long time and it is very rewarding to see the mobile lab project coming together. We hope to have the lab ready for students for this fall semester. It will allow hands-on training for all of our IEC apprentices. We have not been able to have labs in each school and now we can move this lab between all three of our schools.” She added, “Hands-on lab training is so effective and essential to the electrical apprentice. We are delighted to be adding this tool for our instructors.”



GREATER CINCINNATI IEC

Marketing, although vital, is costly and finding the money to “get your name out there” is not always easy. Through a grant from the IEC Foundation, IEC Greater Cincinnati developed and printed a tri-fold brochure that they are using at job fairs, high schools, vocational schools and outreach programs. Said Executive Director David Hittinger, “It has been very helpful in promoting the IEC apprenticeship program and provides a more professional approach to our recruitment efforts.”

There was also a need for monitors in

Greater Cincinnati’s classrooms to be used for playing safety training videos and related curriculum materials to apprenticeship students. A second Foundation grant enabled the purchase of these monitors.



IEC KENTUCKY AND SOUTHERN INDIANA

The work of recruitment and IEC-name recognition is a common denominator for all IEC Chapter Training Centers. Becky Patteson, Executive Director of IEC Kentucky and Southern Indiana, has worked tirelessly with local high school technical centers educating counselors, teachers and students about the IEC apprenticeship pro-

gram. With a grant from the Foundation, Patteson was able to provide promotional items for the schools to promote electrical programs during “Open House” events, including hands-on “Fun With Electricity” items. Said Patteson, “Results are expected to show an increased enrollment in our program in the Fall of 2007.”



Steven Carpenter, IEC Kentucky and Southern Indiana, working on a panel.

MID-SOUTH IEC

In response to an announcement of grants to be awarded by the IEC Foundation, Mid-South Executive Director Walt Czyrnik proposed an “Educational Breakfast” to which local secondary school principals and counselors would be invited, breakfast served, a tour of the facility conducted and information provided. Mid-South’s grant request was awarded.

Forty representatives from local schools attended the event in Memphis. In addition, Memphis Mayor A.C. Wharton attended and addressed the group commenting, “I encourage all of you to take a serious look at the good things that the IEC

has to offer as it relates to education. The training that the IEC does is first-class and the apprentices are held to a high standard of education.

Czyrnik said, “This event could not have occurred if not for the IEC Foundation. They believe in, and support IEC Chapters in the success of our training endeavors.”



Guidance counselors at the educational breakfast sponsored by Mid-South IEC.

ANSWERING THE CALL TO SERVE

In memory of Tom Jones, former Executive Director of IEC Fort Worth/Tarrant County, Texas, who passed away during the summer of 2006 after a long battle with cancer, the IEC Foundation contributed awards to two national organizations that work diligently to fight the battle to both cure cancer and help those who are the survivors.

A \$4,000 grant was made to the National Prostate Cancer Coalition, and a \$3,000 grant was made to Living Beyond Breast Cancer, both in memory of Tom.

One of the goals of the IEC Foundation is to improve the quality of life and create a better world for all of us.



The Independent Electrical Contractors Foundation's mission is to fund, promote and support educational opportunities in the electrical and communications industries.

As a responsible partner and stakeholder in these industries, the IECF is dedicated to improving the electrical and communications professions and the quality of life in our communities.

IEC SAN ANTONIO

Instructors at IEC San Antonio are great trainers but there's a limit to what anyone can teach when details can only be explained verbally. Executive Director Lisa Dutton knew that audio/visual training aids would make instructors' jobs easier and help students understand difficult concepts more quickly but, as most everyone understands, funding for expensive equipment is difficult to find.

Working with the Foundation, grant money was found to enable the purchase of an overhead projector and three screens. Dutton said, "Student enrollment increased and we started three first-year classes instead of the expected two."



IEC San Antonio first-year instructor, James Martinez, uses the new A/V equipment with his class.

"The grant funding enabled San Antonio students a better opportunity for success and," said Dutton, "the balance of the grant funding enabled us to pay extra instructor fees brought on by increased enrollment."

YOU CAN HELP!

Send your tax-deductible gift to the address below, payable to the IEC Foundation. If you'd like to use a credit card or be billed in installments many options are available.

**Please contact
Foundation Coordinator
Barbara Duncan at
(502) 417-0157
or Executive Director
Larry Mullins at (703) 549-7351.**

THE IEC FOUNDATION

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