

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION

**FINANCIAL STATEMENTS
AND INDEPENDENT AUDITORS' REPORT**

DECEMBER 31, 2010

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Independent Auditors' Report

To the Board of Directors
Independent Electrical Contractors Foundation
Washington, DC

We have audited the accompanying statement of financial position of the Independent Electrical Contractors Foundation (the "Foundation"), a nonprofit organization, as of December 31, 2010, and the related statement 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.

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 audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Independent Electrical Contractors Foundation, 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.

Ribis, Jones and Maresca, P.A.

September 26, 2011

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2010

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$	229,547
Accounts receivable		95
Pledges receivable		21,050
Due from affiliate		25,101
Total Current Assets		275,793

FURNITURE AND EQUIPMENT

Furniture and equipment		4,182
Accumulated depreciation		(4,182)
Furniture and equipment, net		-

NON-CURRENT ASSETS

Investments		798,200
Pledges receivable, net of current portion		50,900
Total Non-Current Assets		849,100

TOTAL ASSETS

\$ 1,124,893

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable and accrued expenses	\$	21,080
Total Current Liabilities		21,080

NET ASSETS

Unrestricted		698,199
Temporarily restricted		45,529
Permanently restricted		360,085
Total net assets		1,103,813

TOTAL LIABILITIES AND NET ASSETS

\$ 1,124,893

See independent auditors' report and accompanying notes to the financial statements.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2010

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
REVENUE AND SUPPORT				
Contributions and grants	\$ 79,129	\$ 124,725	\$ 10,000	\$ 213,854
In-kind contributions	472,377	-	-	472,377
Investment income	51,851	21,870	-	73,721
Sponsorships	34,380	-	-	34,380
Net assets released from restrictions	146,296	(146,296)	-	-
Total revenue and support	<u>784,033</u>	<u>299</u>	<u>10,000</u>	<u>794,332</u>
EXPENSES				
Program services:				
Training Equipment and Education	616,943	-	-	616,943
Scholarships	20,000	-	-	20,000
Total program services	<u>636,943</u>	<u>-</u>	<u>-</u>	<u>636,943</u>
Supporting services:				
Management and general	118,751	-	-	118,751
Total expenses	<u>755,694</u>	<u>-</u>	<u>-</u>	<u>755,694</u>
CHANGE IN NET ASSETS	28,339	299	10,000	38,638
NET ASSETS:				
Beginning of year	<u>669,860</u>	<u>45,230</u>	<u>350,085</u>	<u>1,065,175</u>
End of year	<u>\$ 698,199</u>	<u>\$ 45,529</u>	<u>\$ 360,085</u>	<u>\$ 1,103,813</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2010**

CASH FLOWS FROM OPERATING ACTIVITIES	
Change in net assets	\$ 38,638
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Net appreciation in investments	(49,268)
Decrease (increase) in assets:	
Accounts receivable	200
Pledges receivable	109,507
Due from affiliate	(23,424)
Increase (decrease) in liabilities:	
Accounts payable and accrued expenses	16,516
Net Cash Provided by Operating Activities	<u>92,169</u>
 CASH FLOWS FROM INVESTING ACTIVITIES	
Purchases of investments	<u>(170,092)</u>
Net Cash Used for Investing Activities	(170,092)
 NET DECREASE IN CASH AND CASH EQUIVALENTS	
	(77,923)
 CASH AND CASH EQUIVALENTS, beginning of year	 <u>307,470</u>
 CASH AND CASH EQUIVALENTS, end of year	 <u><u>\$ 229,547</u></u>

See independent auditors' report and accompanying notes to the financial statements.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010

NOTE A – NATURE OF THE ORGANIZATION

The Independent Electrical Contractors Foundation (the “Foundation”) was formed in 1996 to fund, promote and support educational opportunities in the electrical and communications industries. As a responsible partner and stakeholder in the electrical industry, the Foundation is dedicated to improving profession and quality of life in our communities.

The following is a general description on the program activities:

Endowment - The education of future electricians and technicians is the main priority of the Foundation. Earnings from the Endowment Fund will fund grants for IEC Chapters nationwide to continue educating future electricians and technicians with the latest technology. The Independent Electrical Contractors, Inc. (“IEC”) members need skilled, well-trained workers and qualified, competent managers and the IEC training centers require up-to-date equipment, training aids, curriculum and books, classrooms, labs and instructors to provide top-notch education.

Training Equipment and Education - The Foundation provides opportunities for introducing and guiding men and women to successful and satisfying careers in the electrical and communications industries through equipment grants for use by local training and education centers.

Scholarships – The Foundation awards scholarships to deserving and qualified students who have demonstrated drive, dedication and leadership in their pursuit of careers in the electrical industry. The Foundation’s scholarships are offered to IEC members and their immediate families who plan to pursue post-secondary education in college or state accredited apprenticeship programs.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting whereby revenue is recognized when earned and expenses are recognized when incurred.

Basis of Presentation

The accompanying financial statements are those of the Foundation and are not intended to be the financial statements of the primary reporting entity. The financial statements of the primary reporting entity include Independent Electrical Contractors, Inc. (“IEC”) and its affiliates on a consolidated basis. These financial statements should be read in conjunction with IEC’s consolidated financial statements.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Basis of Presentation – continued

Net assets, revenue, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows:

Unrestricted net assets – net assets that are not subject to donor-imposed stipulations.

Temporarily restricted net assets – net assets subject to donor-imposed stipulations that may or will be met either by actions of the Foundation and/or the passage of time.

Permanently restricted net assets – net assets subject to donor-imposed stipulations that they be maintained permanently by the Foundation.

Cash and Cash Equivalents

The Foundation considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

Accounts and Pledges Receivable

Accounts and pledges receivable are stated at the amount management expects to collect from balances outstanding at year end. Annually, management determines if an allowance for doubtful accounts is necessary based upon review of outstanding receivables, historical collection of information and existing economic conditions. As a result of these reviews, allowances are recorded for customer balances deemed to be uncollectible. The Foundation believes all receivables are collectible. Therefore, no allowance for bad debts has been established as of December 31, 2010.

Investments

Investments in marketable securities, such as mutual funds, are stated at fair value based on quoted market prices. Cash and certificates of deposit are reported at fair value, which equals cost. Investment income is included as an increase in unrestricted net assets in the accompanying statement of activities unless donor restrictions apply.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Property and Equipment

Property and equipment are stated at cost or, if donated, at fair value as of the date of donation. Expenditures greater than \$1,000 that significantly improve or extend the life of an asset are capitalized, while repairs and maintenance are expensed. Depreciation is provided using the straight-line method over the estimated useful lives of the assets, generally five to seven years.

In-Kind Contributions

In-kind contributions are recorded at fair value of the services or items received. The Foundation recognizes in-kind contributions that create or enhance non-financial assets, or that require specialized skills and are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Revenue Recognition

Contributions including unconditional promises to give are recognized as revenue in the period in which they are received. Grants are recognized as revenue in the period in which such promises or agreements are made, generally when the agreements have been received. Pledges expected to be collected within one year are recorded at their net realizable value. Pledges that are expected to be collected in future years are recorded at the present value of the estimated future cash flow.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Functional allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the statements of activities and the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE C – INCOME TAXES

The Foundation is a 501(c)(3) organization exempt from federal income tax under Section 501(a) of the Internal Revenue Code except on business income unrelated to the Foundation's exempt purpose, and has been classified as other than a private foundation.

The Foundation recognizes the effect of income tax positions only if those positions are more likely than not to being sustained. The Foundation believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

NOTE D – PLEDGES RECEIVABLE

Pledges receivable, recorded in the statements of financial position, have been discounted to present value and consist of the following as of December 31, 2010:

December 31, 2011	\$ 21,050
December 31, 2012	54,100
Less discount to present value	<u>(3,200)</u>
Pledges receivable, net of discount	<u>\$ 71,950</u>

Pledges receivable have been discounted using rates of 2.45% and 4.4% at December 31, 2010.

NOTE E – INVESTMENTS AND FAIR VALUE MEASUREMENTS

FASB *Accounting Standards Codification* (ASC) 820, *Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priorities to unobservable inputs (level 3 measurements).

The three levels of the fair value hierarchy are described as follows:

- Level 1* Inputs are based on unadjusted quoted prices for identical assets traded in active markets that the Foundation has the ability to access.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE E – INVESTMENTS AND FAIR VALUE MEASUREMENTS – continued

Level 2 Inputs to the valuation methodology include a) quoted prices for similar assets or liabilities in active markets; b) quoted prices for identical or similar assets or liabilities in inactive markets; c) inputs other than quoted prices that are observable for the asset or liability; and d) inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specific (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value:

Mutual funds: Valued at the net asset value ("NAV") of shares held at year end.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation's management believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE E – INVESTMENTS AND FAIR VALUE MEASUREMENTS – continued

The following table sets forth by level, within the fair value hierarchy, the Foundation's investments at fair value as of December 31, 2010:

Assets at Fair Value as of December 31, 2010				
	Level 1	Level 2	Level 3	Total
Equity mutual funds	\$ 606,366	\$ -	\$ -	\$ 606,366
Fixed income mutual funds	191,834	-	-	191,834
Total Assets at Fair Value	\$ 798,200	\$ -	\$ -	\$ 798,200

Investment income consists of the following for the year ended December 31, 2010:

Interest and dividends	\$ 24,453
Net appreciation on investments	49,268
	\$ 73,721

NOTE F – IN-KIND CONTRIBUTIONS

The Foundation recognizes contribution revenue and expenses for donated in-kind goods and services received, at the fair value of those services. For the year ended December 31, 2010, donated goods and services revenue and expense totaled \$472,377.

NOTE G – RELATED PARTY TRANSACTIONS

The Foundation provides education and training programs that allow apprentices the opportunity to gain valuable training they need to become professional electricians and join the workforce. Independent Electrical Contractors Inc. ("IEC") collected revenue on behalf of the Foundation, which was not paid as of year end. The total amount due from IEC was \$25,101 as of December 31, 2010.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE H - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets represent contributions that are restricted by the donor as to either purpose or time. Temporarily restricted net assets consist of the following:

	Balance December 31, 2009	Contributions & Investment Income	Released from Restriction	Balance December 31, 2010
Chapter Education	\$ 38,417	\$ 97,525	\$ (110,545)	\$ 25,397
Endowment activities	-	21,870	(15,751)	6,119
Scholarship	6,813	27,200	(20,000)	14,013
	<u>\$ 45,230</u>	<u>\$ 146,595</u>	<u>\$ (146,296)</u>	<u>\$ 45,529</u>

NOTE I - ENDOWMENT

The Foundation's endowment consists of funds contributed as a permanent source of income for the IEC Training Centers located throughout the United States.

Interpretation of Relevant Law

The Foundation has interpreted the *Uniform Prudent Management of Institutional Funds Act of 2008* (UPMIFA) enacted by the General Assembly of the Commonwealth of Virginia as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment fund absent explicit donor stipulations to the contrary. As a result of the interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment funds that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in the manner consistent with the standard of prudence prescribed by the *Uniform Prudent Management of Institutional Funds Act of 2008* (UPMIFA).

UPMIFA was enacted to provide uniform and fundamental rules for the investment of funds held by charitable institutions and the expenditure of funds donated as "endowments" to those institutions and applies to the Foundation because it is a Virginia non-profit corporation.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE I – ENDOWMENT - continued

The Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purposes of the Foundation and the donor-restricted endowment fund
3. General socioeconomic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the Foundation
7. The investment policy of the Foundation.

Earnings on endowment assets earnings will be distributed as follows per the Foundation's manual of procedures: 50% of the earnings will be distributed in annual grants, and the remaining 50% of the earnings to be used by the Board for other grants, scholarships, and reinvestments into the endowment fund.

Return Objectives and Risk Parameters

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets.

Strategies Employed for Achieving Objectives

To satisfy its investment objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term objectives within prudent constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy of maintaining the full historical value of the permanently restricted endowments. The full investment portfolio is invested using an asset allocation mix with a range of 40 to 65% equities, 20 to 50% fixed income and up to 20% cash, per the Board approved investment policy, in an effort to generate funds to cover the endowment's long-term spending targets. The investment portfolio is managed by Merrill Lynch.

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE I – ENDOWMENT - continued

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor originally contributed as an endowment fund to the Foundation. In accordance with generally accepted accounting principles, deficiencies of this nature are reported in unrestricted net assets. The deficiency as of January 1, 2010 has been replenished through net appreciation for the year ended December 31, 2010. There were no deficiencies as of December 31, 2010.

Endowment net asset composition consists of the following at December 31, 2010:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Investments designated for endowment	\$ <u>-</u>	\$ <u>6,119</u>	\$ <u>360,085</u>	\$ <u>366,204</u>

Changes in endowment net assets consist of the following for the year ended December 31, 2010:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets beginning of year	\$ (35,680)	\$ -	\$ 350,085	\$ 314,405
Contributions	-	-	10,000	10,000
Interest, net of fees	-	9,339	-	9,339
Net appreciation	35,680	5,780	-	41,460
Amounts appropriated for expenditure	<u>-</u>	<u>(9,000)</u>	<u>-</u>	<u>(9,000)</u>
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 6,119</u>	<u>\$ 360,085</u>	<u>\$ 366,204</u>

INDEPENDENT ELECTRICAL CONTRACTORS FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2010
(continued)

NOTE J - SUBSEQUENT EVENTS

In preparing these financial statements, the Foundation's management has evaluated events and transactions for potential recognition or disclosure through September 26, 2011, the date the financial statements were available to be issued. There were no additional events or transactions that were discovered during the evaluation that required further disclosure.
