



INDEPENDENT ELECTRICAL CONTRACTORS

NATIONAL 2018 ANNUAL REPORT

ANOTHER YEAR OF TREMENDOUS PROGRESS



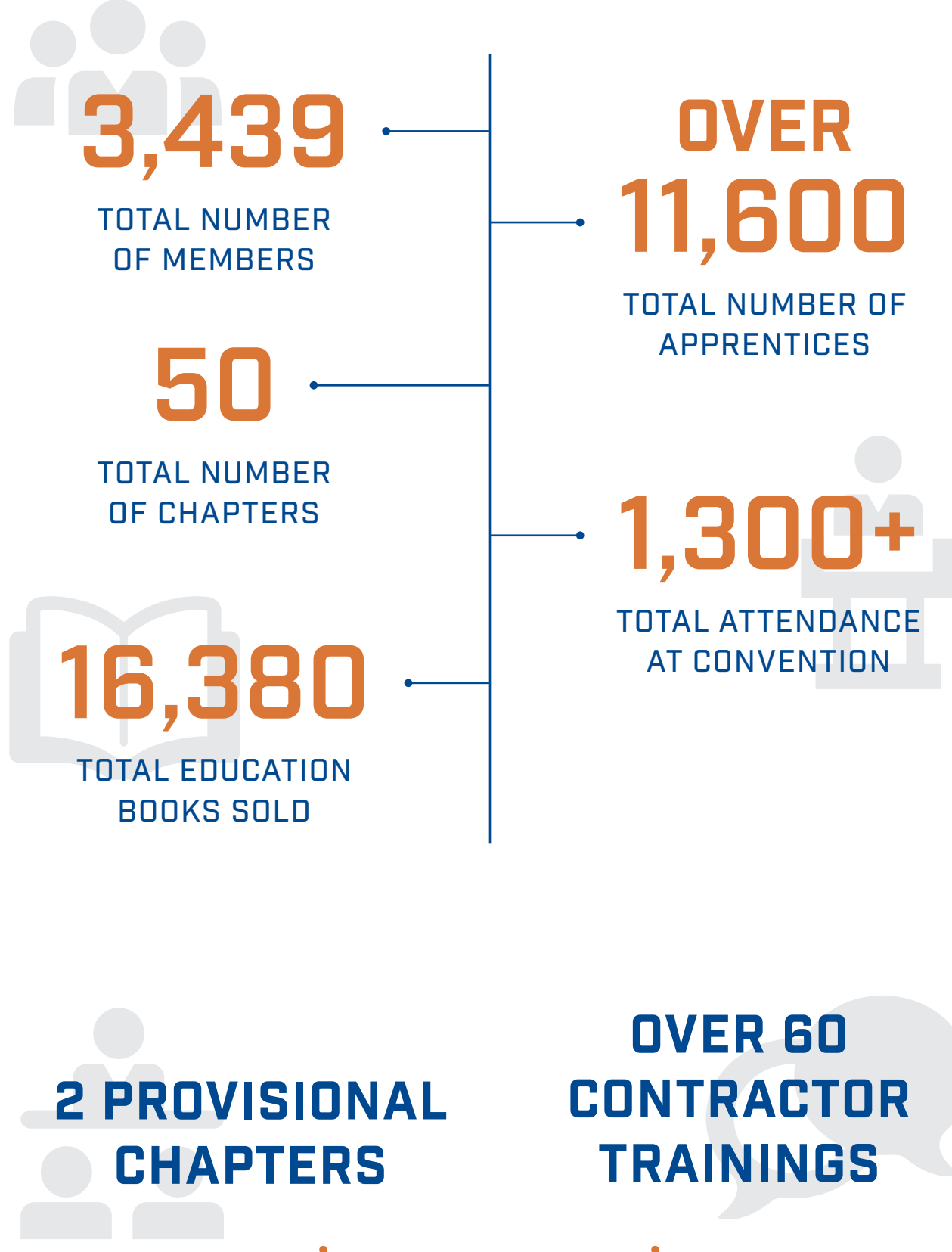
SPENSER VILLWOCK
CEO, IEC National

2018 was another year of tremendous progress and another great opportunity in achieving our mission to serve the members, students, and chapters of IEC. We continued to work diligently to overhaul virtually every aspect of what we do to elevate our success in the merit shop electrical and systems contracting industry; and to continue to bring you the best possible products and events.

Our world-class educational products have been updated and further enhanced, from the apprenticeship program to launching new initiatives within the ESTS (Electrical and Systems Training Series) suite of courses. We've begun to work through an engineered growth strategy of new chapter development to help serve contractors in metropolitan areas within the United States who are not currently connected and would benefit from a local IEC chapter presence. We've launched our newest official chapter in almost two decades: IEC Florida East Coast Chapter. We've spoken loud and clear to our elected representatives in our nation's capital to advance our members' voice on business and labor priorities. We've fundraised and lobbied for the causes that most effect our great industry. And we've achieved a record high of over 11,600 apprentices enrolled in over 50 IEC campuses across the country this year. We've collected a record number of scholarship and scholarship dollars. We even launched a new podcast series starring IEC members and supporters: The Electrical Current. A huge victory to celebrate over 6-decades of fighting the good fight for free enterprise, the open shop, and the American way at IEC.

We've continued to work through the long-term roadmap set forth by your National Board of Directors to elevate all of our success at IEC, called Vision 2025: The Pathway to Success. Many exciting mile markers have passed on this exhilarating road that we're on together, and so many more are in store for all of us ahead. We're focused and we're here for you! **#WeAreIEC**

2018 IEC DASHBOARD



1 NEW CHAPTER

FLORIDA EAST COAST CHAPTER

First new successful chapter in 18 years

50,500+ hits on MyElectricCareer.com

1,100 plays of the Electrical Current Podcast between the September 2018 launch and December 31st

20% increase in Facebook followers from 2017 to 2018

\$100,000

RAISED FOR PRIDE PAC AND POLITICAL EDUCATION FUND

OVER \$4.3M

INVESTED INTO SERVING OUR MERIT SHOP MEMBERS AND MISSION

Data reflected in this report are as of December 31, 2018

2019 IEC NATIONAL EXECUTIVE COMMITTEE

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GARY GOLKA

Immediate Past President

LLOYD QUINNEY

Secretary

JANET MARTIN

Treasurer

CANDY BRANHAM

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2019 IEC NATIONAL REGIONAL DIRECTORS

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Northeast Region

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CECIL LEEDY, KRISTEN WILLIAMS

Greater Texas Region

TOMMY MONACO, STEVE HUMPHREY, JERRY KENT

Platinum Partner Representative

MARK WILKE

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