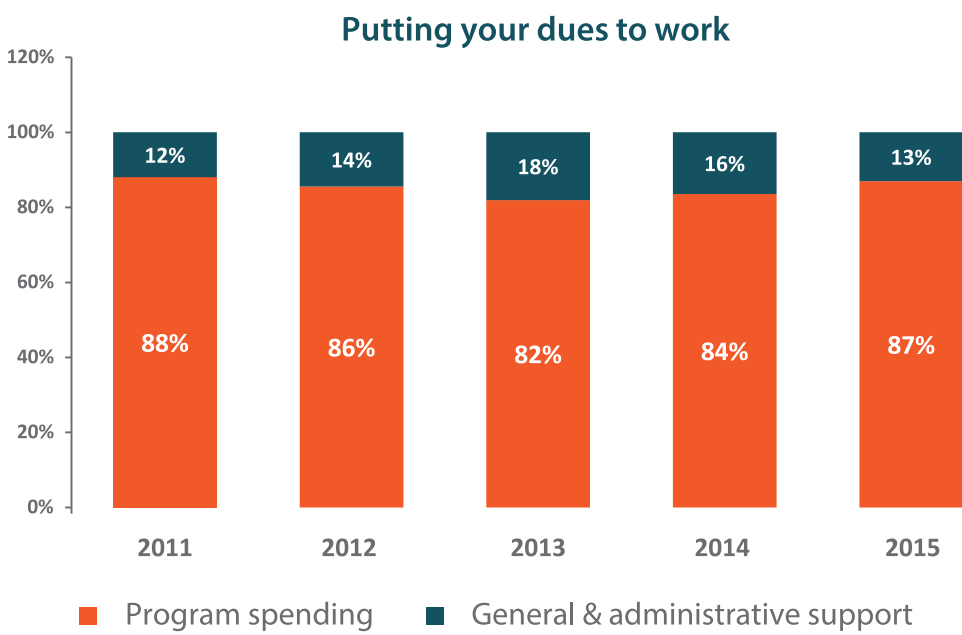


350 member companies
52 product sections

NEMA delivers a competitive advantage:

- Business intelligence
- Effective advocacy at all levels of government
- Market representation by our network of 52 product sections



87%
of every dollar paid by members spent on section and program activities

17
years
average length of membership with NEMA

- \$118 billion in shipments
- \$40 billion in exports
- 400,000 domestic employees
- 7,000 plants covering every state

Providing business intelligence

Economic data and business intelligence are the lifeblood of strategic planning and operational decision making.

- 462 market data reports
- 32 sector-specific product shipment forecasts
- 20 product shipment index reports
- 4 global electroindustry economic outlook reports
- Daily digest of news and analysis—totaling more than 4,200 articles that generated 50,000 views
- Electroindustry Business Economic Outlook reports each month
- Monthly confidence indices similar to ISM Purchasing Manager's Index

nema.org/bis

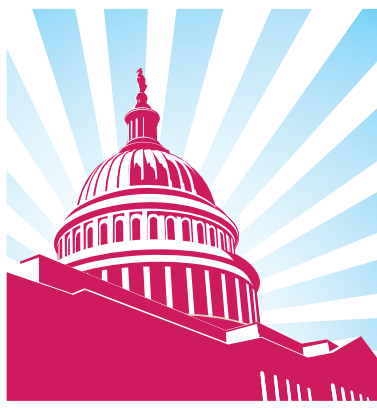
7
divisions

- Building Systems
- Commercial Products
- Connect Systems
- Industrial Products & Systems
- Lighting Systems
- Medical Imaging
- Utility Products

nema.org/membership

Advocating at every level of government

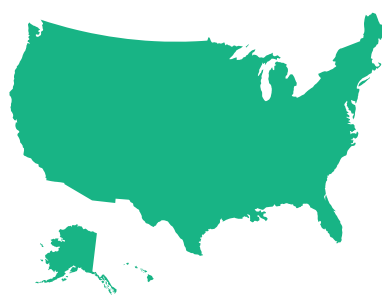
- Local building code adoption
- Infrastructure funding
- National energy laws
- International trade



- Passed 29 NEMA-supported provisions into House and Senate energy bills
- Incorporated 75 percent of NEMA's recommendations into Department of Energy regulations

nema.org/pac

- Achieved legislation for energy-efficient tenant space designation covering 5.6 million U.S. commercial buildings
- Won extension of the tax deduction for energy-efficient commercial buildings



- Secured 40 state victories on building codes, lamp and battery recycling, outdoor lighting, and building energy benchmarking
- Successfully advocated for 9 code adoptions at local and state levels



- \$23 billion of NEMA products became duty-free due to successfully helping to expand global trade agreement on information technology
- Conducted market familiarization trip to Cuba with several member companies; another NEMA trade mission to Cuba is planned

\$58K
*176% increase from last year
NEMA PAC Contributions

Expanding market opportunities

3 ways

- Facilitate production
- Promote product interoperability
- Develop performance standards that increase market demand

Setting the global standard

- 27 new standard documents, some with ANSI collaboration
- Revised dozens of standards to incorporate new technologies
- Expanded technical library to include more than 700 documents

nema.org/standards



Advancing medical imaging technologies

- Successfully led Medical Device User Fee negotiation with the Food and Drug Administration to improve time to decision for bringing a medical device to market
- Improved time to market by participating with World Bank in procurement discussions for medical technology
- Published 4 standards, including *Good Refurbishment Practices for Medical Imaging Equipment*
- Earned an "A" grade for CT colonography from U.S. Preventive Services Task Force, paving the way for broader procedure coverage



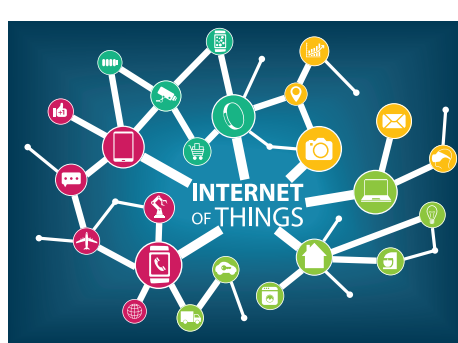
MITA represents

90%
of the global market for advanced medical imaging, and radiopharmaceuticals

nema.org/medical-imaging

Investing in research & development

NEMA invests in the future of the U.S. electrical industry through our Strategic Initiatives Program, which explores the latest market trends and identifies new market opportunities for our products.



In 2016, NEMA:

- Published Internet of Things handbook detailing how some 40 protocols can be used in NEMA members' products
- Established a new network of about 75 utility representatives, manufacturers, and officials

from the U.S. Department of Energy and Homeland Security to address cyber and other grid-impacting matters

- Compiled energy efficiency savings opportunities for 51,000+ U.S. water utilities through the use of NEMA Members' products



nema.org/si

Communicating with members and industry

50
thousand
standards download



60
thousand
magazine subscribers



2
million
web and social views



3
billion
views from 2,800
media mentions



nema.org/media

32 national awards

