

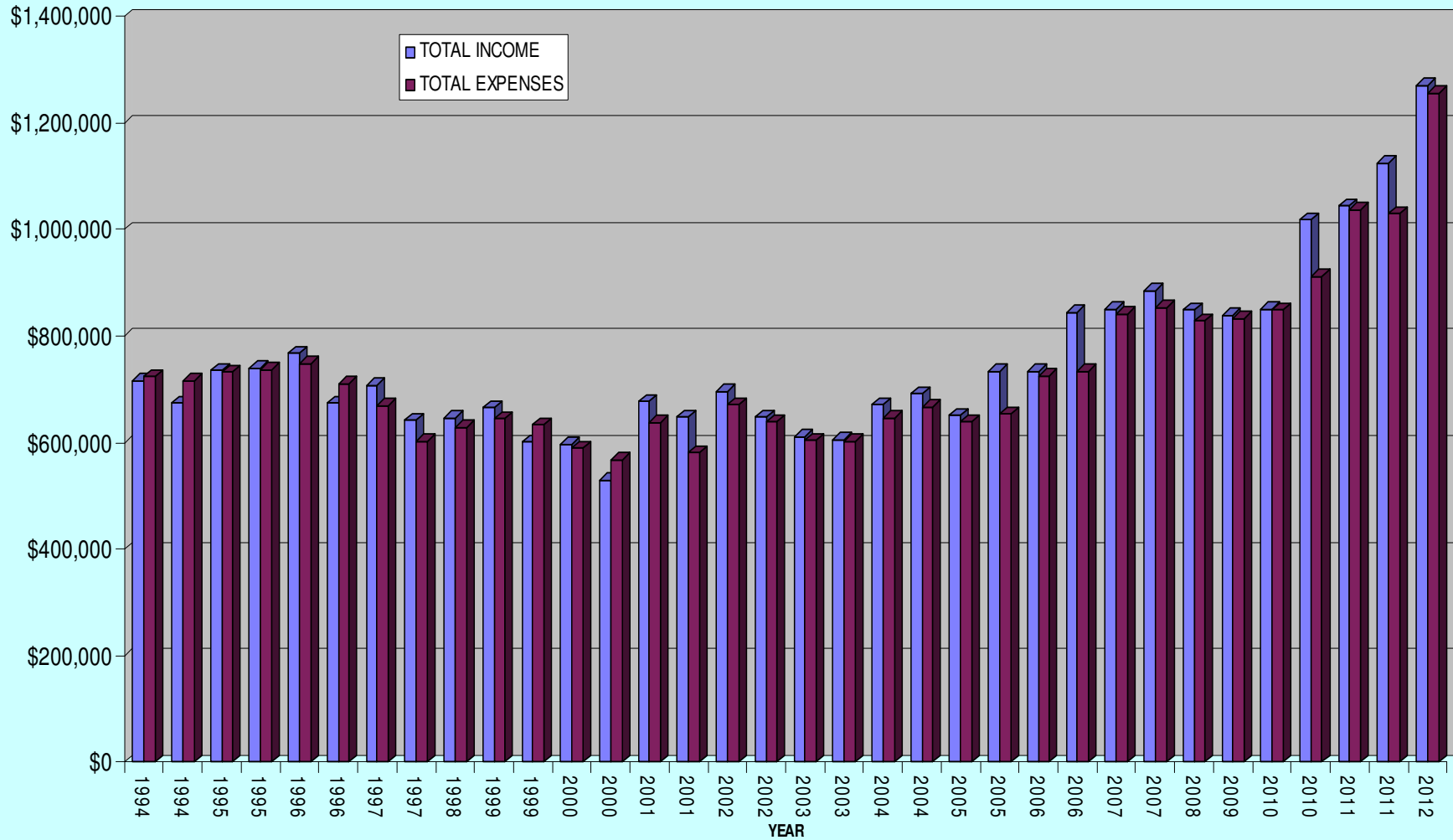
# **COUNCIL OF INDUSTRIAL BOILER OWNERS**

## **2012 ANNUAL REPORT**

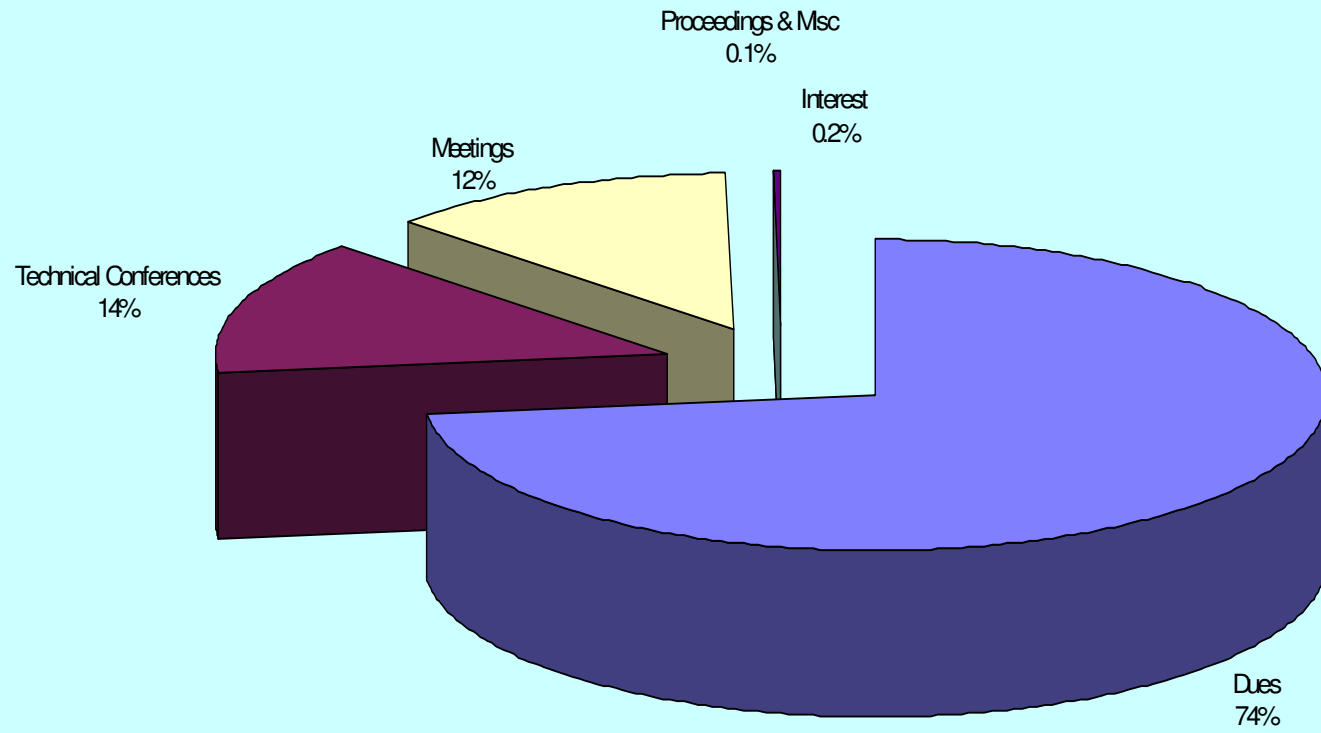


## **TREASURER'S REPORT**

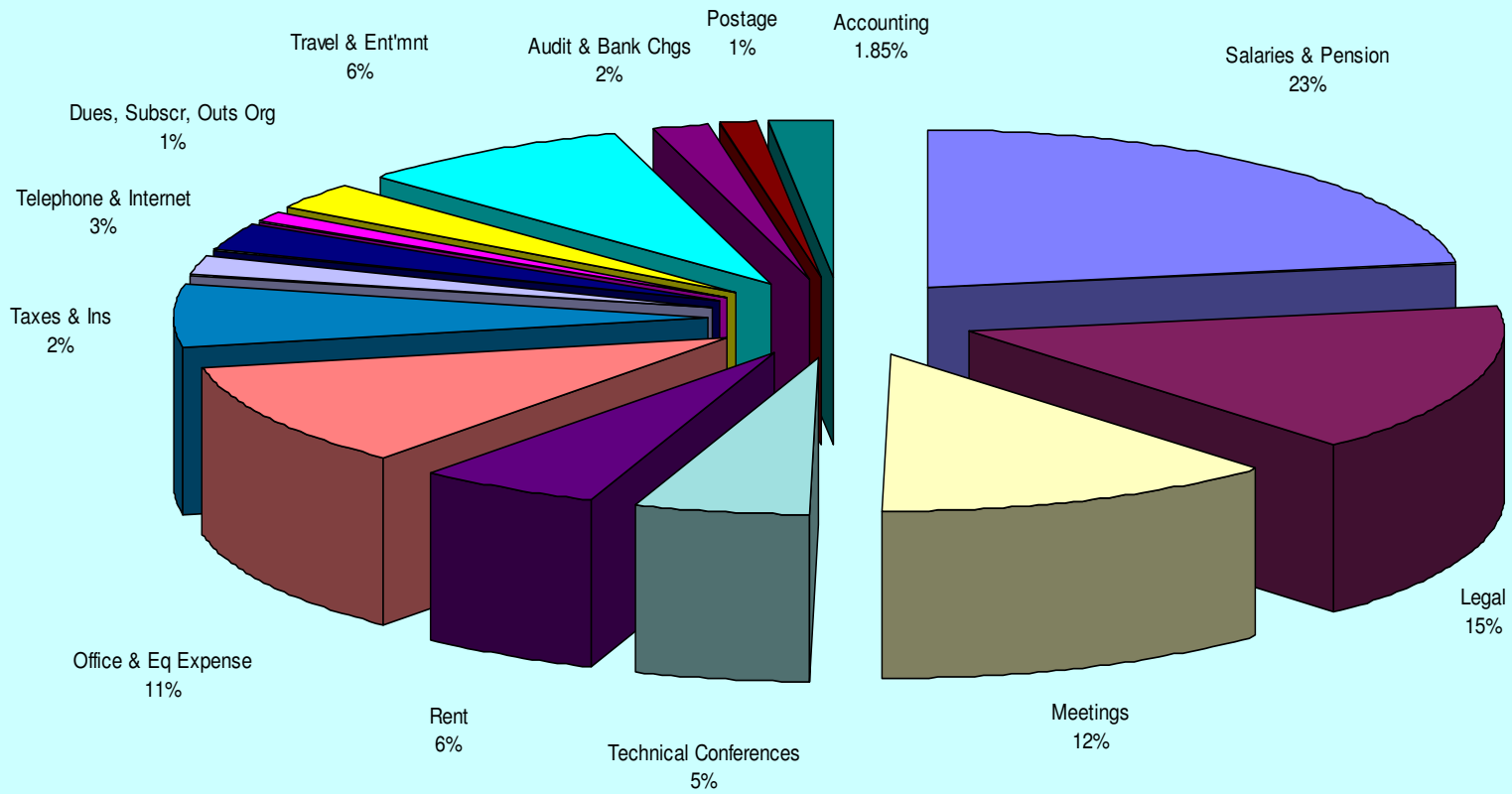
**CIBO TOTAL INCOME & EXPENSES - 2011  
ANNUAL REPORT**



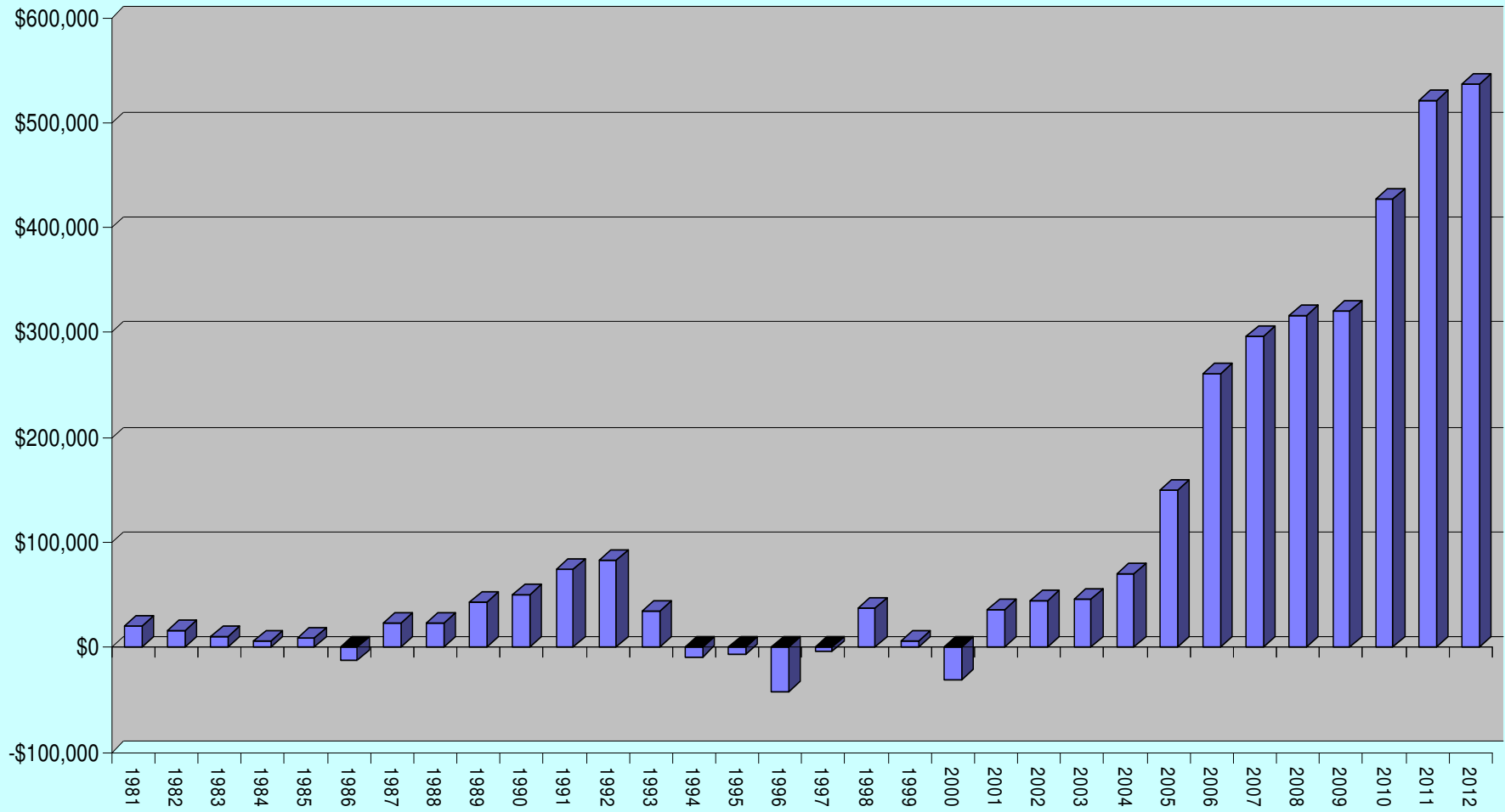
## CIBO 2011 INCOME



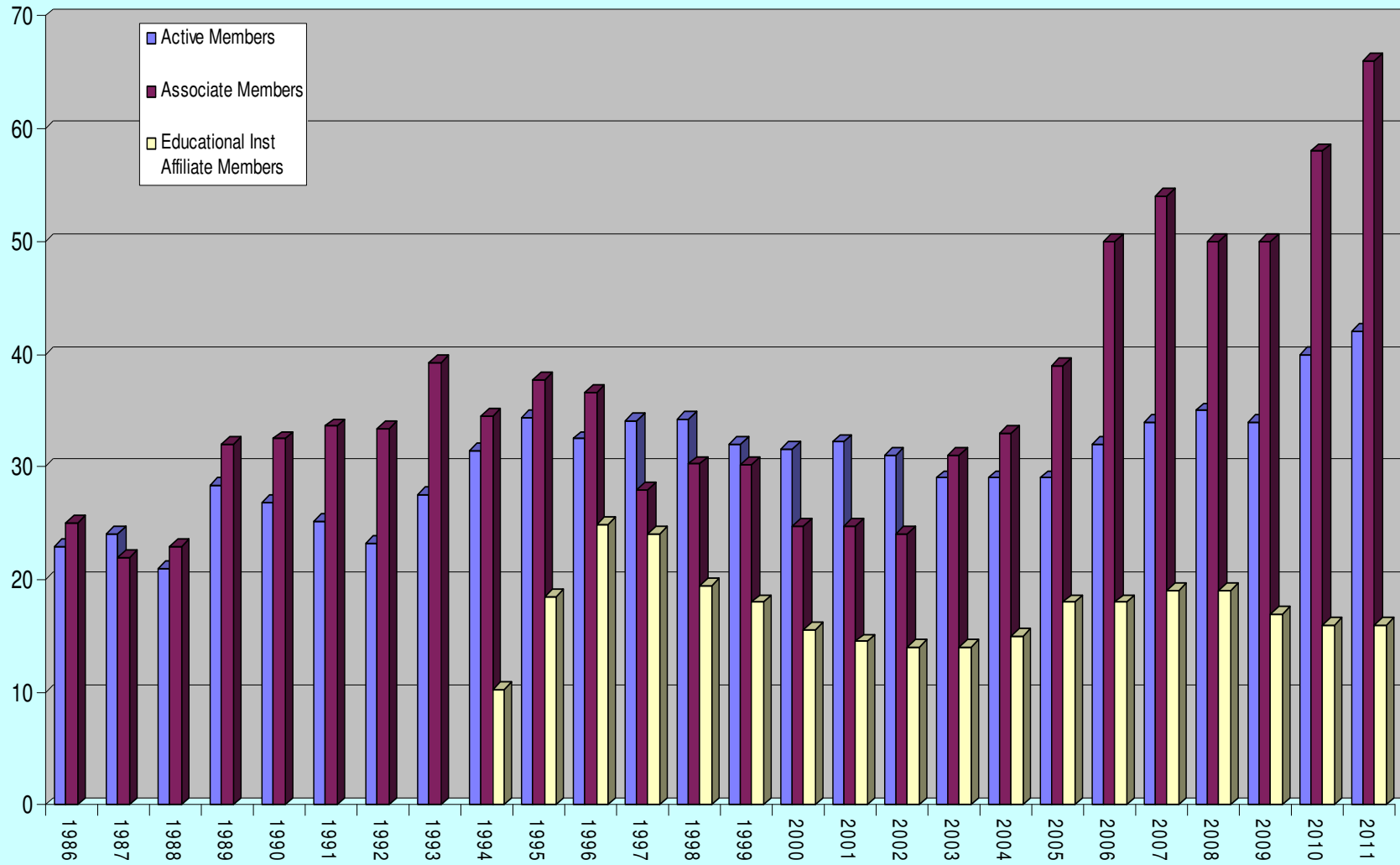
# CIBO 2011 EXPENSES



CIBO YEAR-END FUND BALANCE - 2011 ANNUAL REPORT



CIBO MEMBERSHIP - 2011 ANNUAL REPORT



## CIBO Annual Meeting - 2012

- Dues continue provide nearly 75% of the income and cover nearly 75 -80% of expenses.
- Meetings and Conferences provide most of the other 25%. Meetings are budgeted to break even. Conferences provide a surplus. Successful conferences have been key to providing surplus funds over the last 8 years. Adequate conference attendance is important to the budget process as hotels and conference centers want more guarantees in order to host meetings.
- Dues come from members. Most conference and meeting attendees are members. Therefore, in order to remain a going concern, we need to continually recruit new members. Membership is everyone's concern.

## CIBO Annual Meeting - 2012

- Last year, we agreed to raise the dues level and include the litigation expenses in the 2012 budget. Although we have lost some Associate members, we should still manage to meet the budget for the year.
- Litigation activities will continue to need funds. We have budgeted for a fairly high level of activity. The number of new regulations is at an all time high. Gas firing will not escape.



# CIBO Annual Meeting - 2012

- Goals

- Membership is still the key to success for our organization.

- provides about 75% of the funds
- supports the conferences and meetings

- We need more “Active Members”

- Active members are the key to attracting other members to CIBO.
- We have established a new level of membership for the small business community. We now have two small business members.

- \_ Litigation activity has increased dramatically in the past 3 years. We expect to continue to budget for fairly high levels of activity.