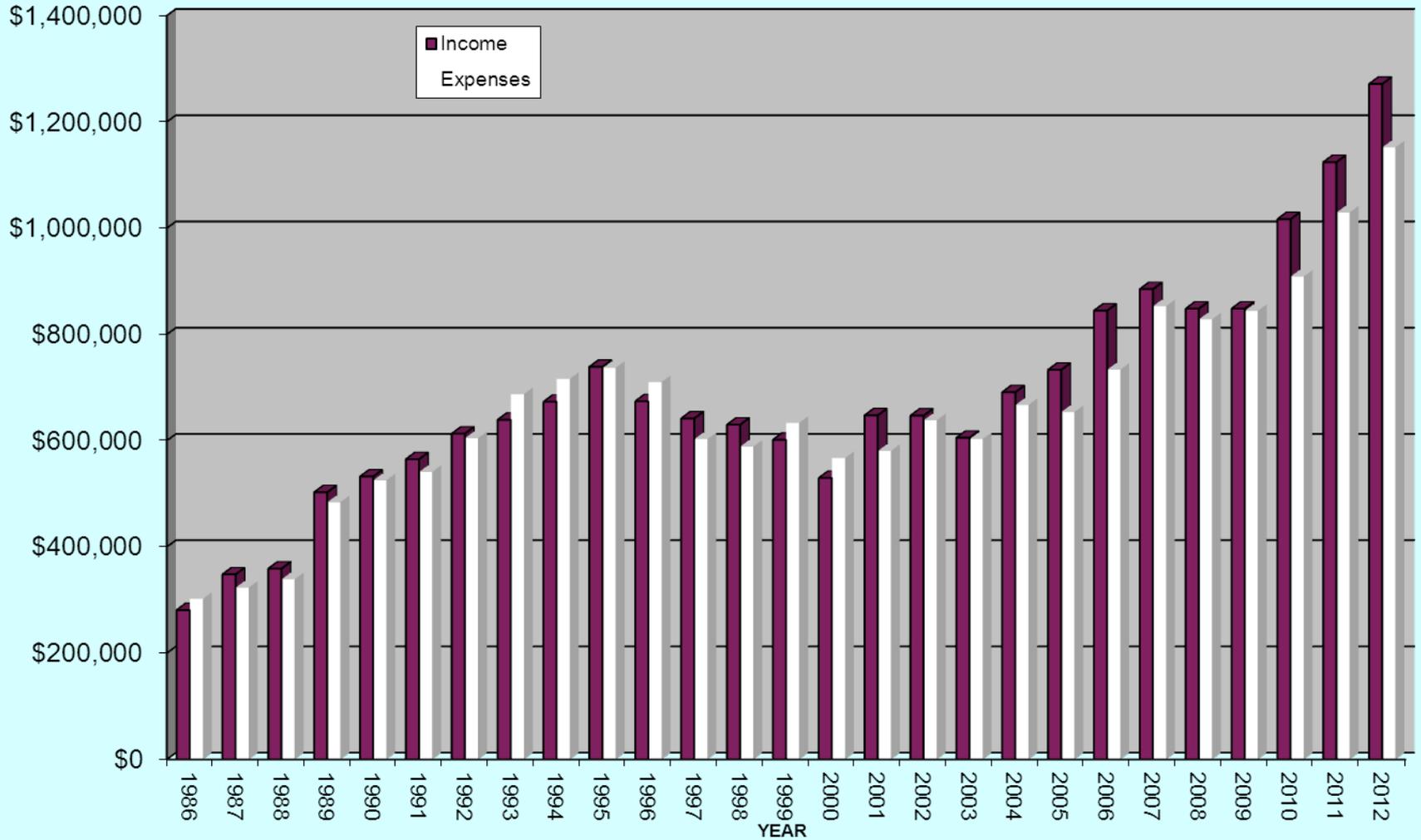# COUNCIL OF INDUSTRIAL BOILER OWNERS
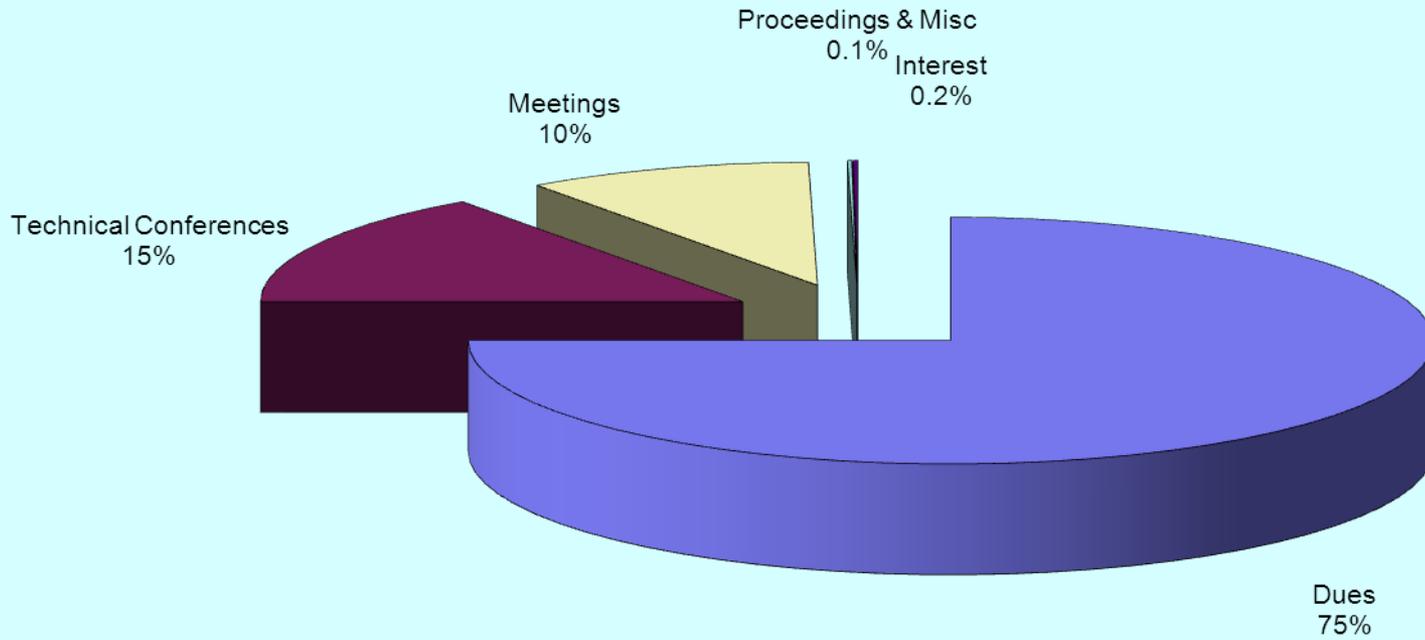
2013 ANNUAL REPORT

TREASURER'S REPORT
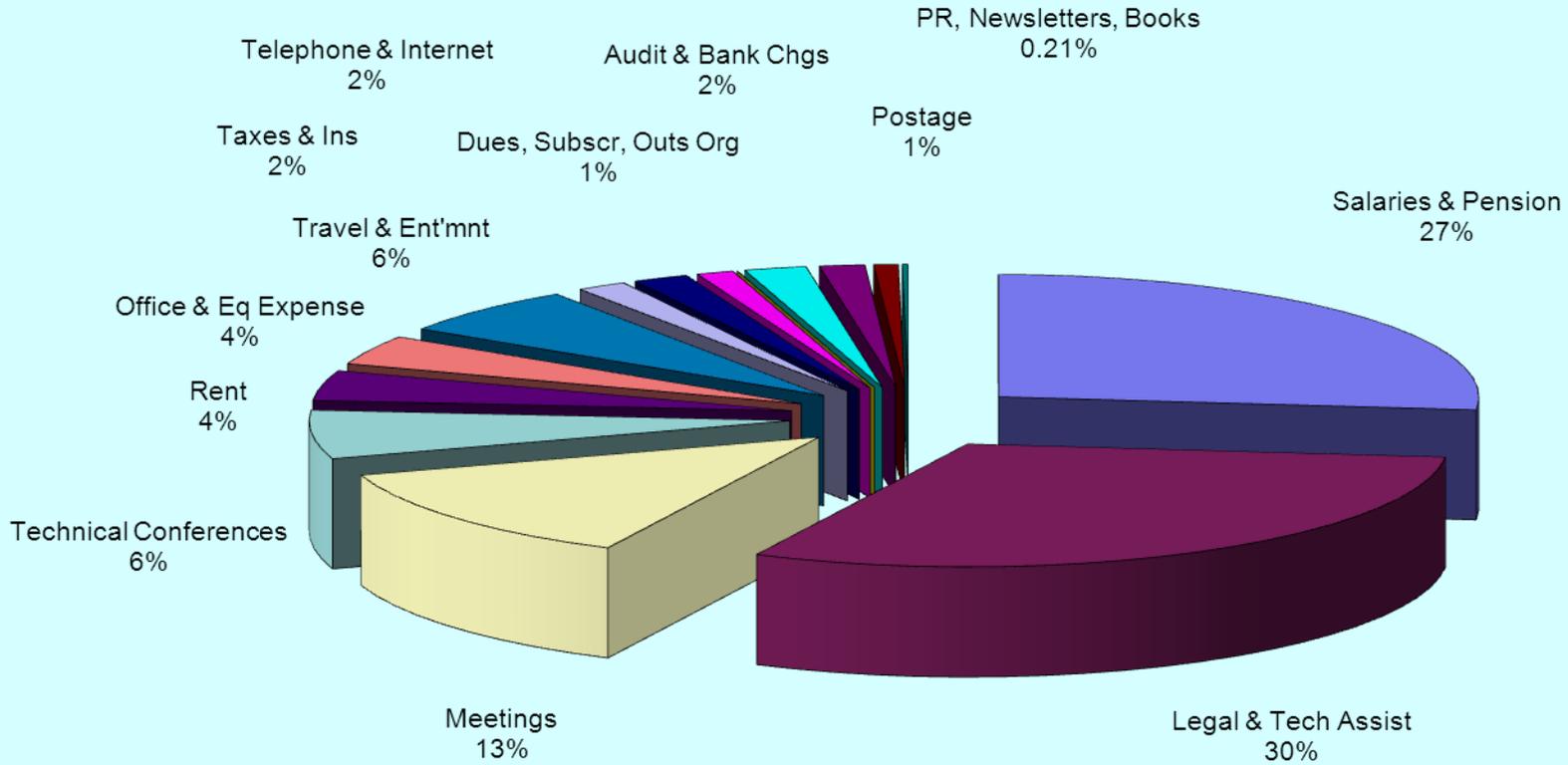
CIBO TOTAL INCOME & EXPENSES - 20013
ANNUAL REPORT

CIBO 2012 INCOME

CIBO 2012
EXPENSES

- Telephone & Internet 2%
- Audit & Bank Chgs 2%
- PR, Newsletters, Books 0.21%
- Taxes & Ins 2%
- Dues, Subscr, Outs Org 1%
- Postage 1%
- Travel & Ent'mnt 6%
- Salaries & Pension 27%
- Office & Eq Expense 4%
- Rent 4%
- Technical Conferences 6%
- Meetings 13%
- Legal & Tech Assist 30%
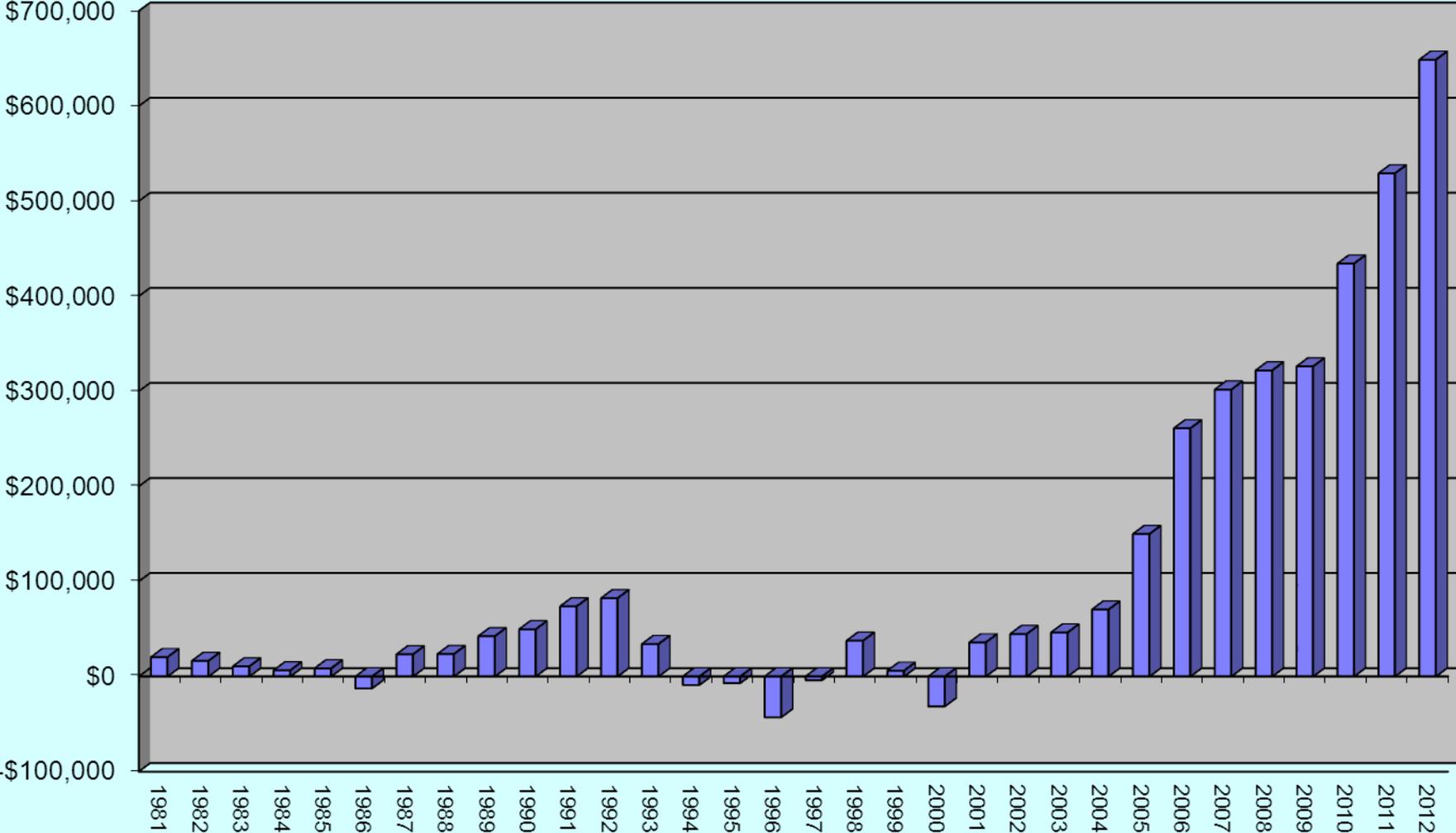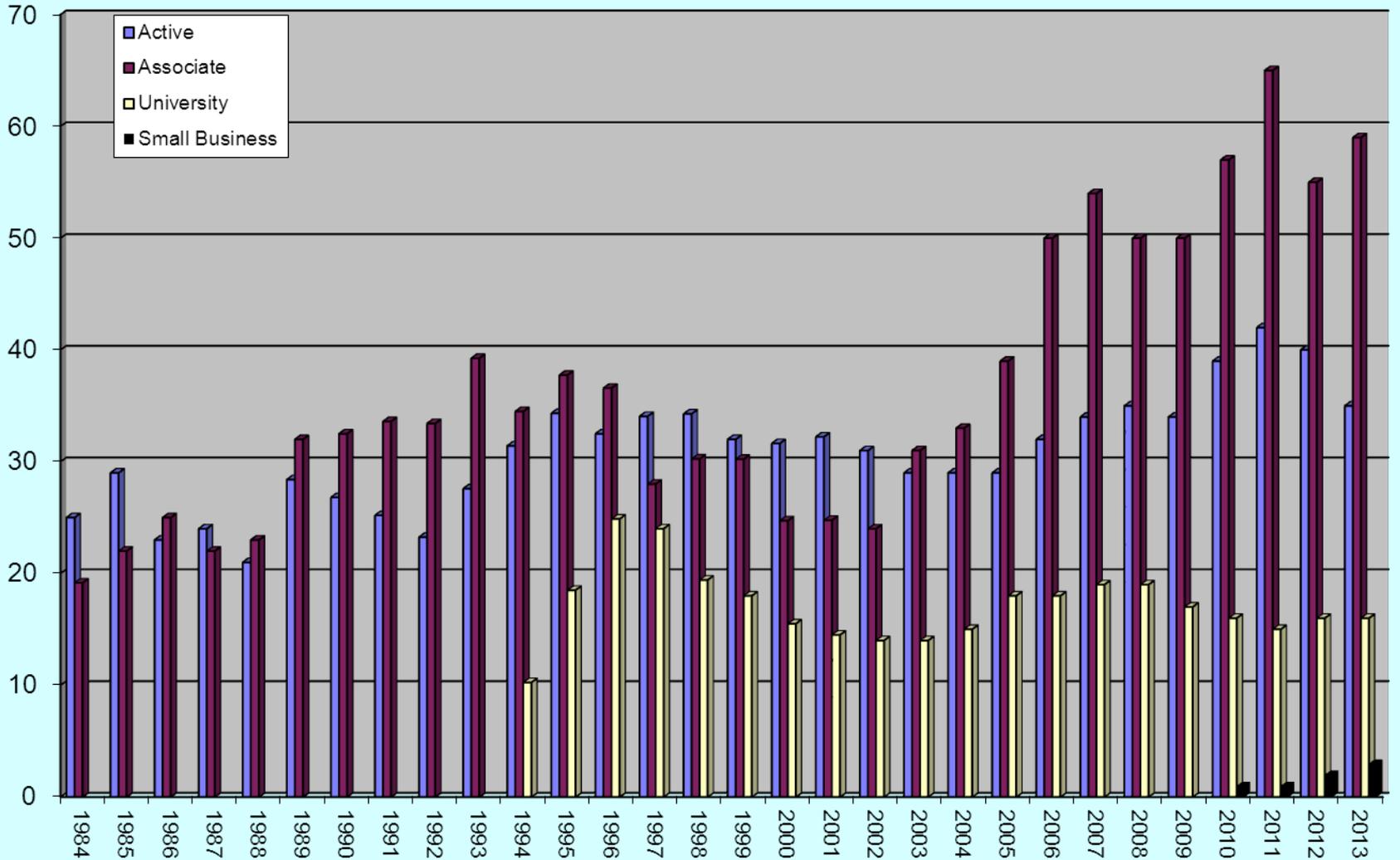
CIBO YEAR-END FUND BALANCE - 2013 ANNUAL REPORT

CIBO MEMBERSHIP - 2013 ANNUAL REPORT

CIBO Annual Meeting - 2013

- Dues continue to provide 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. Hotel costs continue to escalate.

- 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 - 2013

- In 2011, we agreed to raise the dues level and include the litigation expenses in the budget. We have lost some Associate members the first year, but some Active members last year.

- 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 - 2013

- Goals
  - Membership is still the key to success for our organization.
    - provides 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 three small business members.
  - Litigation activity has increased dramatically in the past 4 years. We expect to continue to budget for fairly high levels of activity.