

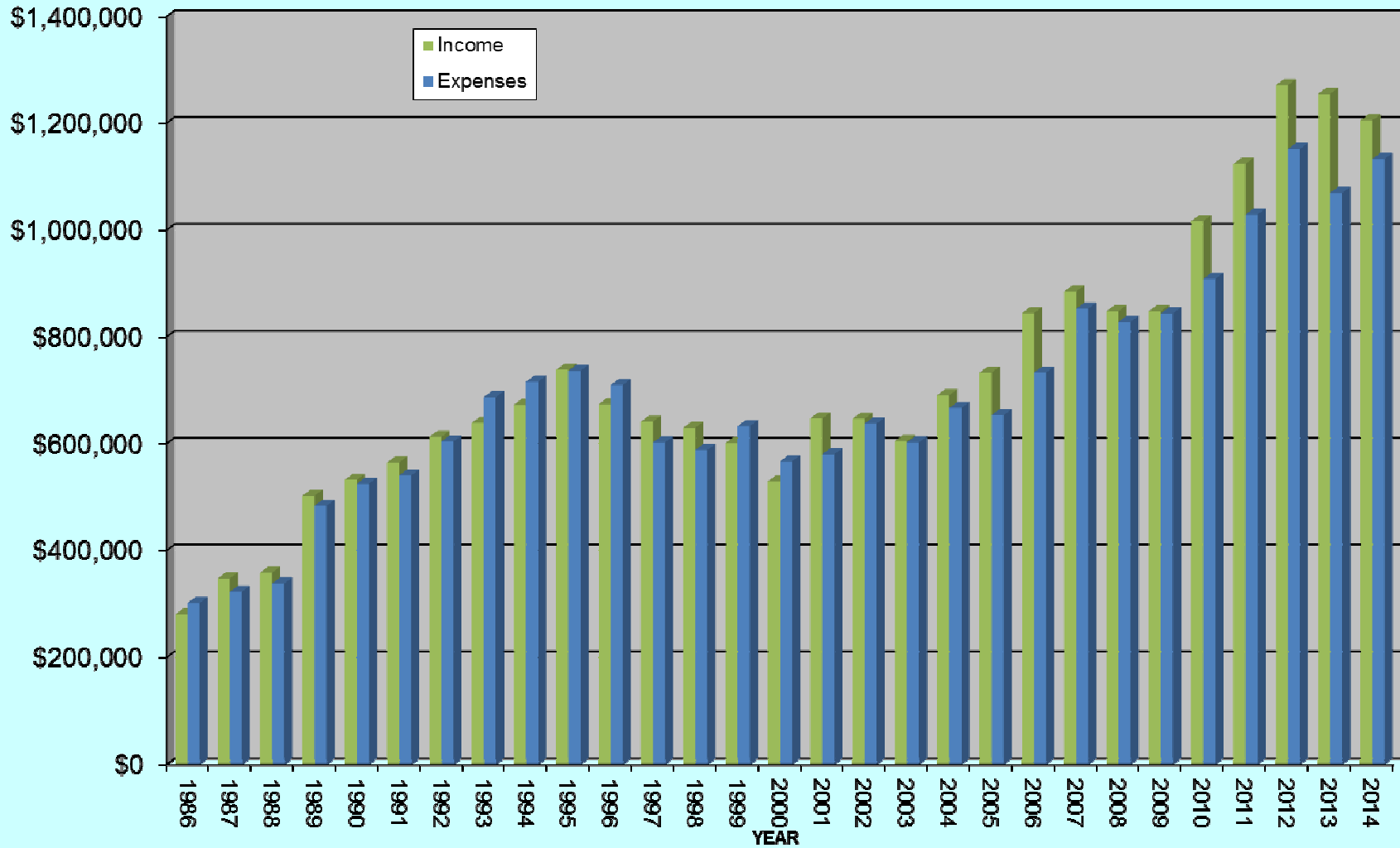
# **COUNCIL OF INDUSTRIAL BOILER OWNERS**

## **2015 ANNUAL REPORT**

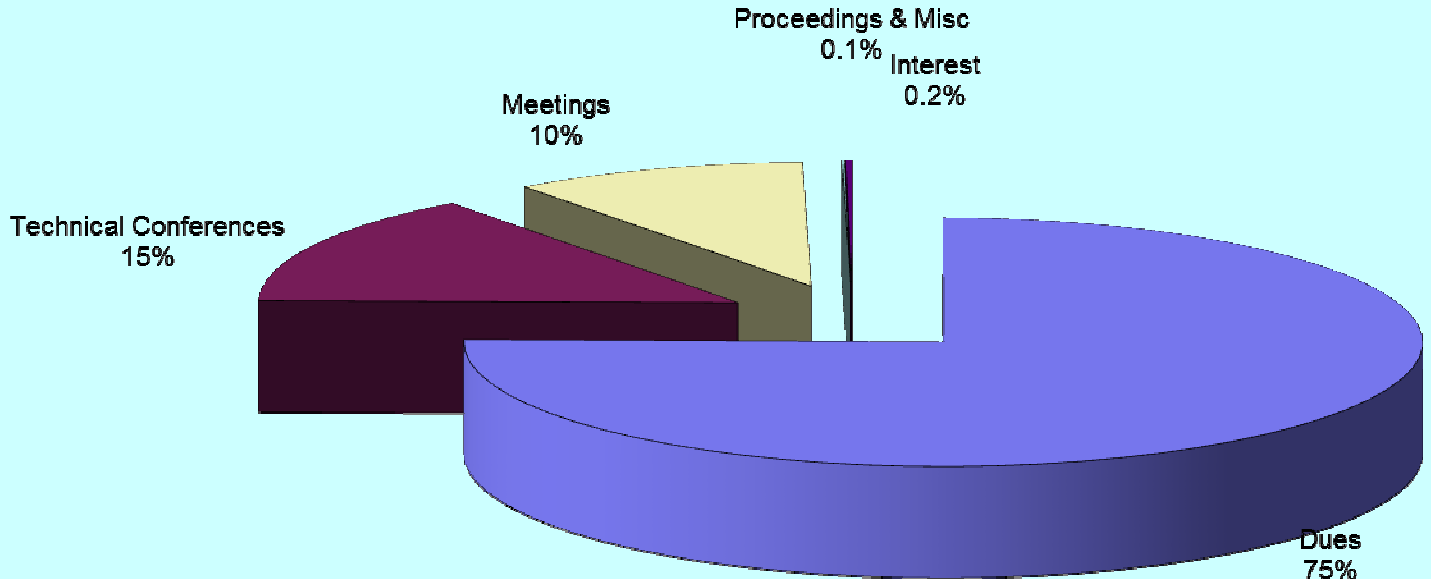


## **TREASURER'S REPORT**

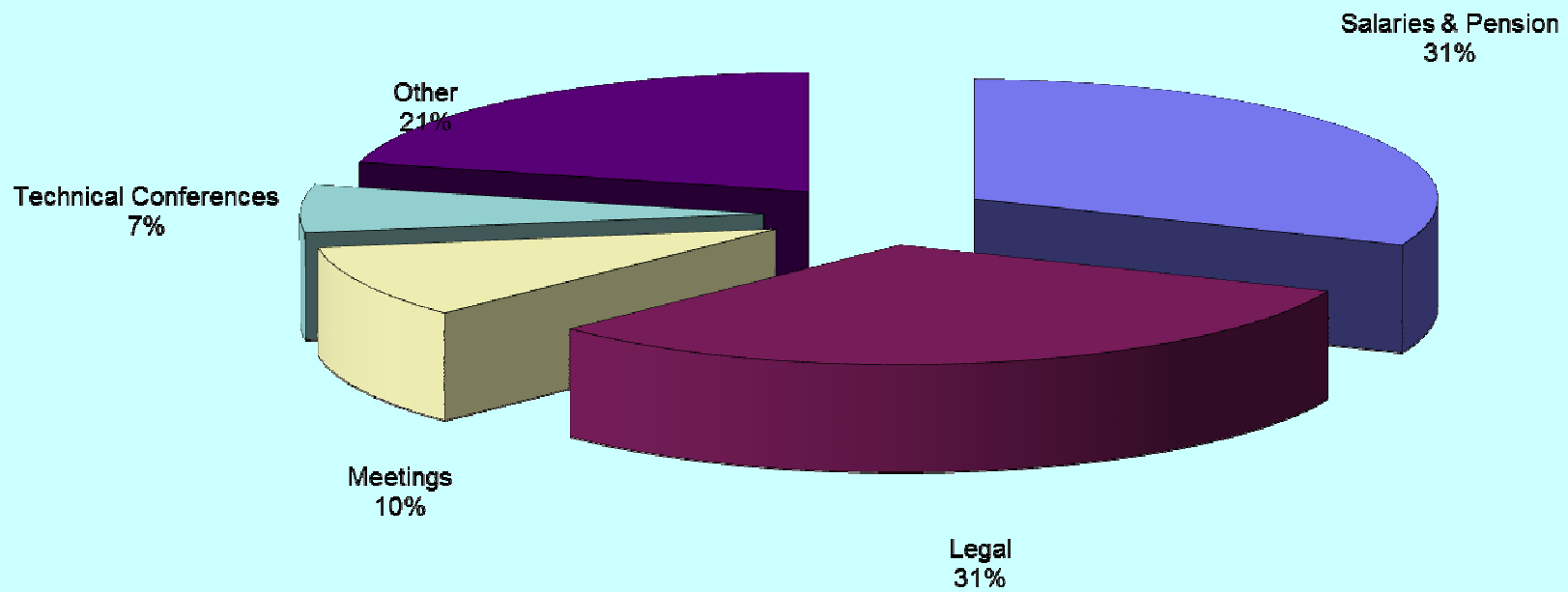
**CIBO TOTAL INCOME & EXPENSES - 2015  
ANNUAL REPORT**



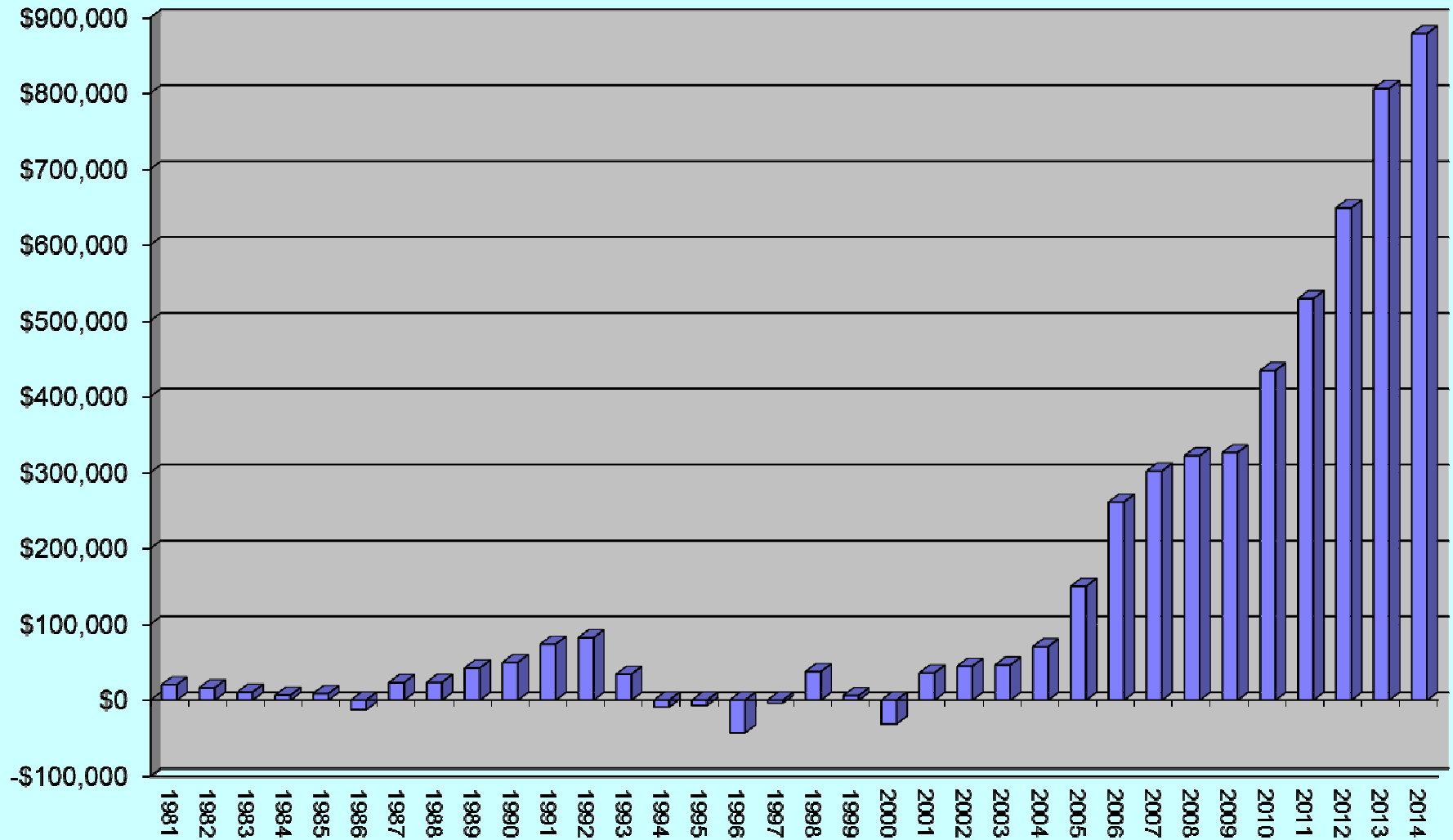
# CIBO 2014 INCOME



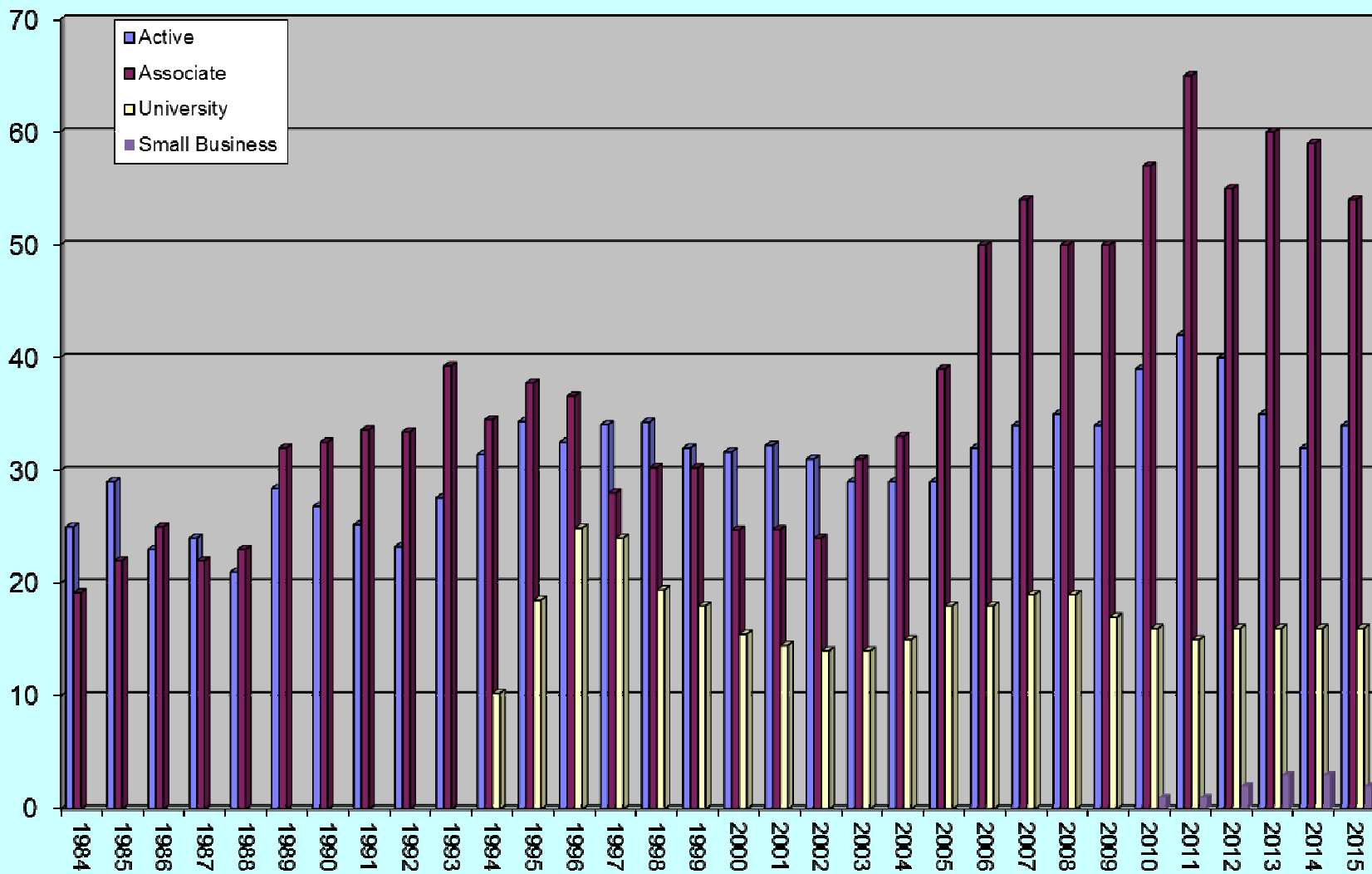
## CIBO 2014 EXPENSES



### CIBO YEAR-END FUND BALANCE - 2015 ANNUAL REPORT



### CIBO MEMBERSHIP - 2015 ANNUAL REPORT



# CIBO Annual Meeting - 2015

- 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 10 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 - 2015

- In 2011, we agreed to raise the dues level and include the litigation expenses in the budget. We have lost a number of Associate members this year.
- We need to recruit more Active members.
- We will have trouble meeting the budget for this 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. Water is next.



# CIBO Annual Meeting - 2015

- Goals
  - Membership is still the key to success for our organization. Membership starts with you.
    - 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.
  - While our membership level has held above 100 members, we are down from 125 members. You all need to work harder to bring in new members.
  - Litigation activity has increased dramatically in the past 5 years. We expect to continue to budget for fairly high levels of activity.