



# 2016 Membership Report

## **ANNUAL MEETING SUMMARY**

October 19-21, 2016



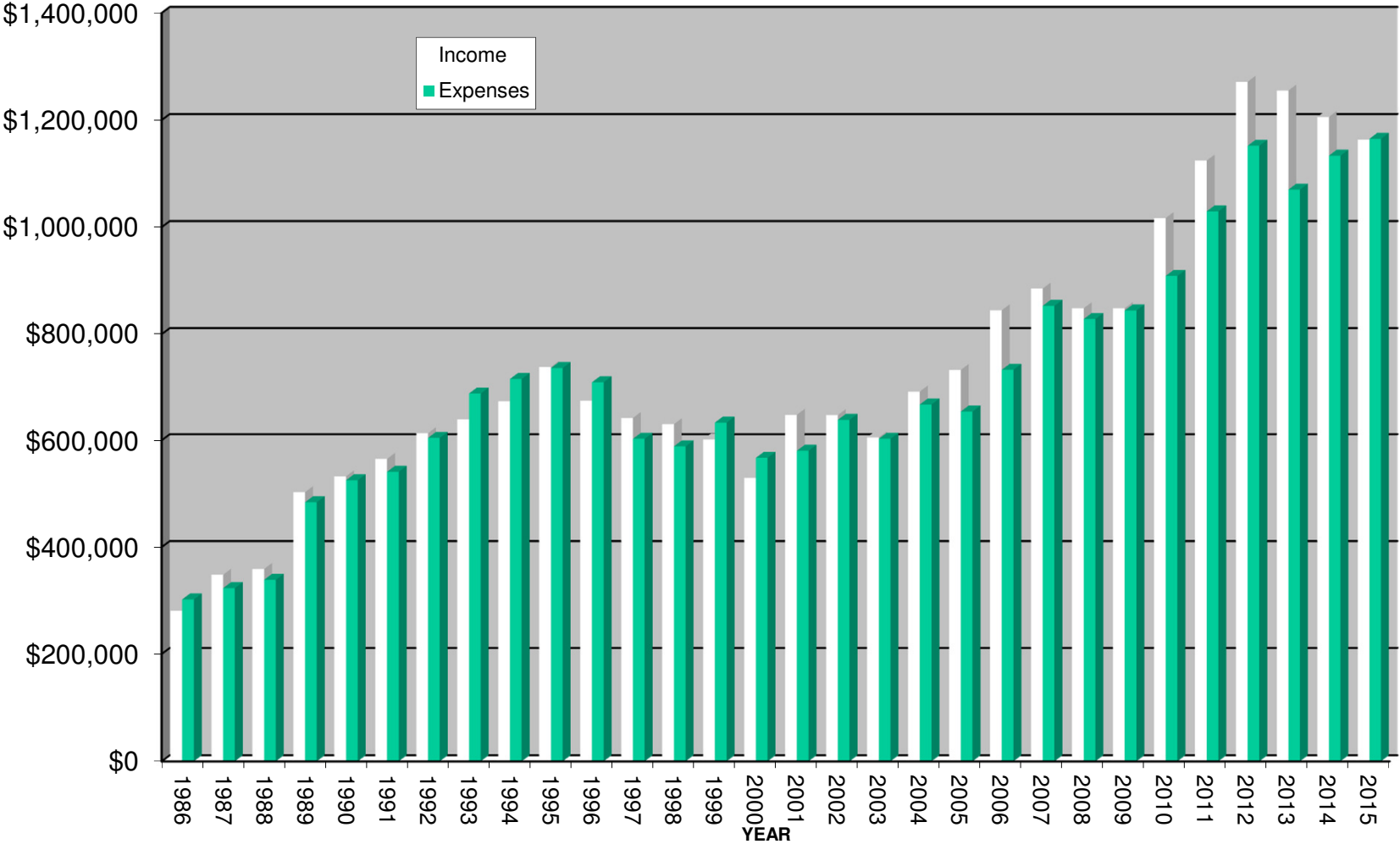
# **COUNCIL OF INDUSTRIAL BOILER OWNERS**

## **2016 ANNUAL REPORT**

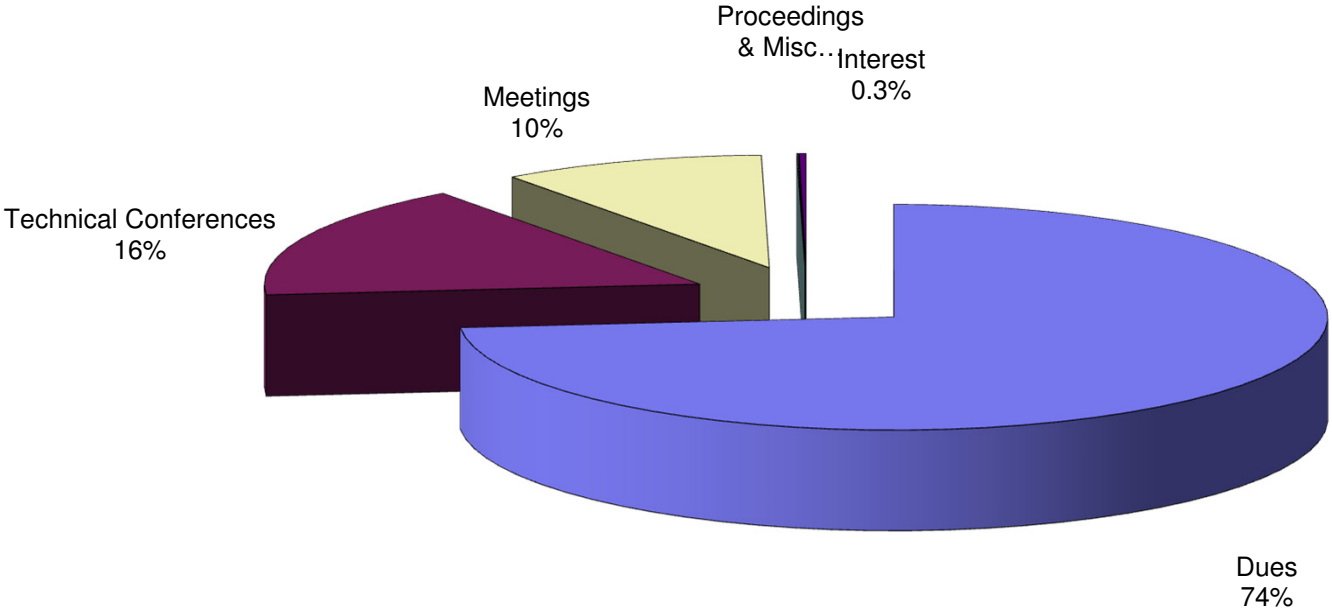


## **TREASURER'S REPORT**

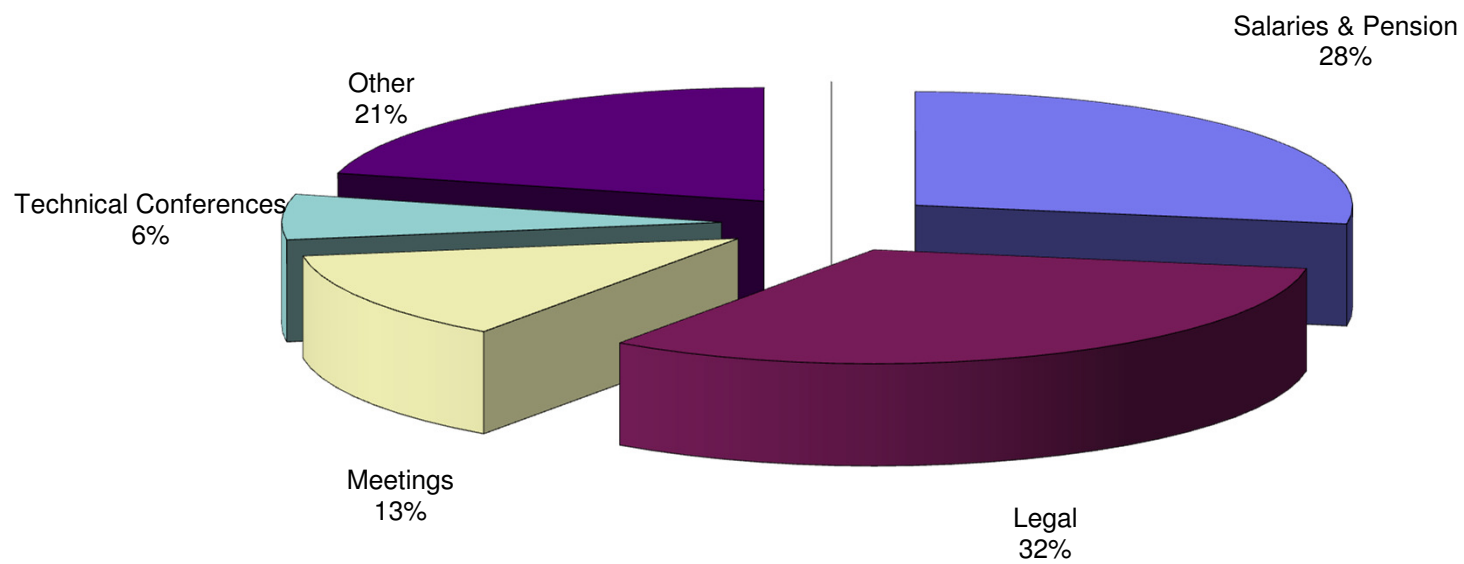
**CIBO TOTAL INCOME & EXPENSES  
2016 ANNUAL REPORT**



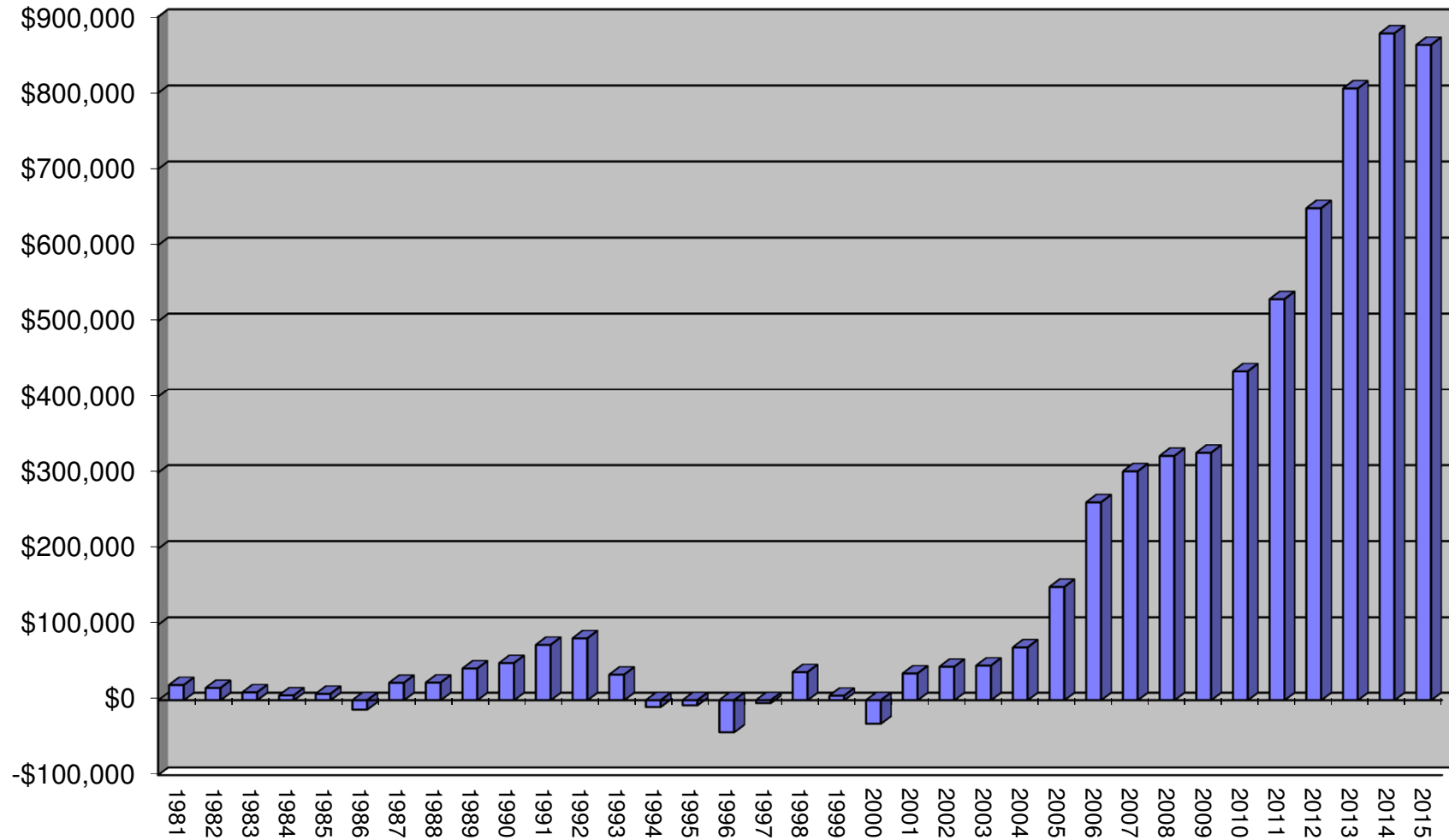
# CIBO 2015 INCOME – 2016 Annual Report



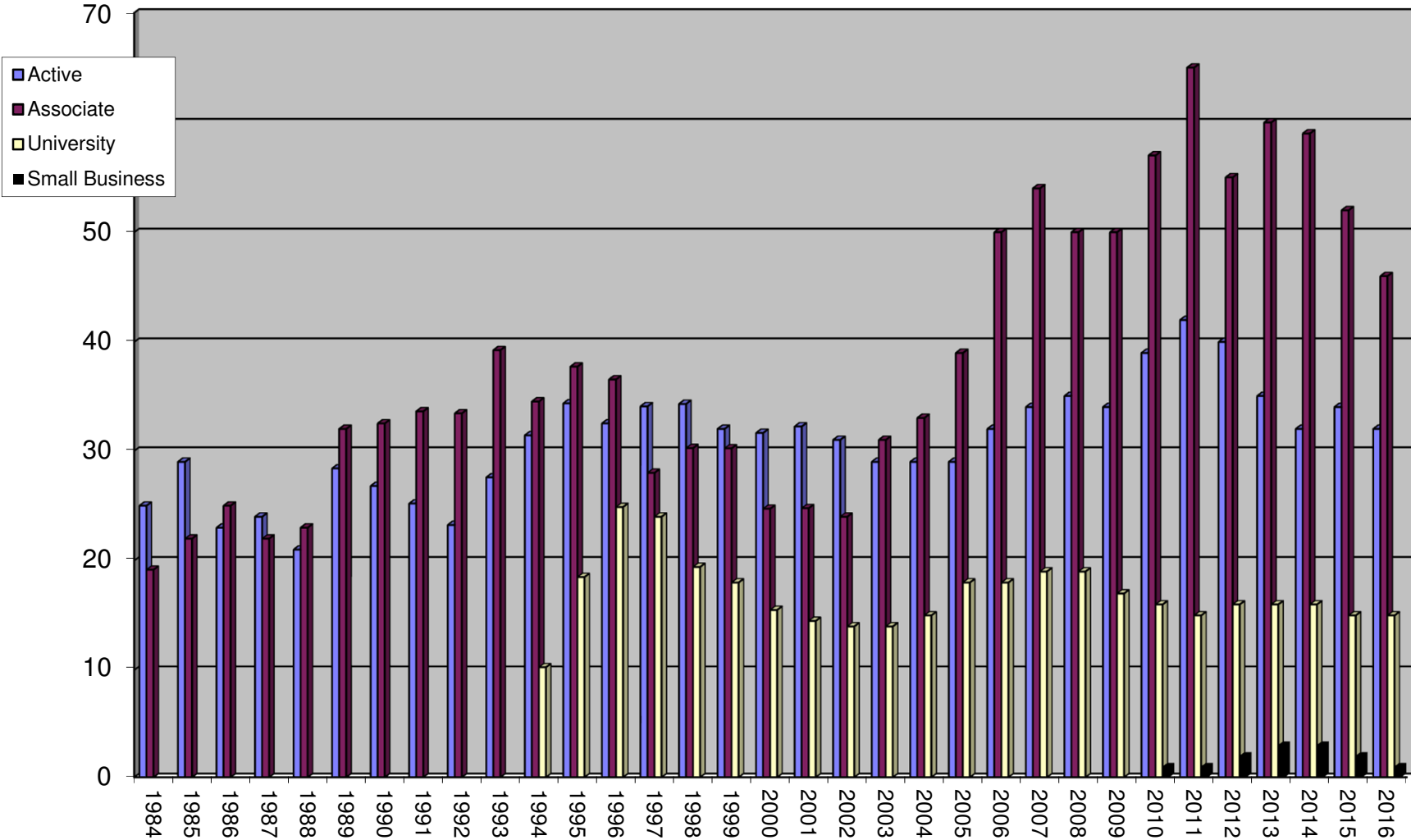
## CIBO 2015 EXPENSES – 2016 Annual Report



### CIBO YEAR-END FUND BALANCE - 2016 ANNUAL REPORT



CIBO MEMBERSHIP - 2016 ANNUAL REPORT





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- Dues continue to provide about 75% of the income and cover about 75% of expenses.
- Meeting and conference fees provide most of the other 25% (income).
  - Meetings are budgeted to break-even.
  - Conferences can provide a surplus (conference and booth fees), but we struggled in 2016. Adequate conference attendance is important to the budget process as hotels and conference centers need guarantees in order to host meetings.
  - Venue costs continue to escalate.
- Dues come from members. Most conference and meeting attendees are employed by member companies. Therefore, we need to continually recruit new members and to effectively promote the **conferences** to members and non-members alike.
- The timeliness of the conference subject matter and the quality of the conference presentations are also very important.





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- We have not raised dues since 2011.
- Our membership level dropped below 100 this year (currently at 94) for the first time since 2005
  - We are down from an all time high of 125 members (2011)
  - We all need to work harder to bring in new members
- We have lost a number of Associate members over the past several years. 46 Associate members is the lowest count since 2005. (59 in 2014, 52 in 2015)
- Owners + Universities = 48 (51 in 2014 and 2015)



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- In 2016, we budgeted for a fairly high level of litigation activity. We will likely come in under budget on this expense category.
- However, we will have trouble meeting the budget for this year due to the loss of coal related associate members and a stagnating economy resulting in less than expected membership dues and somewhat less than anticipated conference income.
- The number of new and developing environmental regulations is still near an all time high.
- Litigation activities will continue to need funds going forward.



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## The Treasurer's Key "Wish List" for 2017

- Get membership UP! Still the key to ongoing financial stability. Membership starts with you.
  - Provides 75% of the funds
  - Supports the conferences and meetings
  - Generally, the more Active members we have, the easier it is to recruit new Associate members
- Litigation activity may increase in 2017. I expect we will continue to budget for fairly high levels of activity.
- A concerted focus on making the 2017 conferences attractive to a broader audience
  - Increases income
  - Exposes CIBO to more potential new members