



ACP Chapter Briefing
August 2006

Agenda



- What is a non-profit?
- Industry Fit
- Finances
- Accomplishments
- Membership / Chapter Growth
- Current Activities
- ACP Membership Survey Results
- Questions

What is a Non-Profit Corporation?



- ACP is a non-profit, mutual benefit 501(c)(6) corporation that is exempt from federal taxation
- Non-profit means
 - No distribution of net revenues
 - No private inurement
 - No owners (shareholders)
 - Synonymous with not-for-profit
- What is a corporation?
 - Characterized by limited liability
 - Incorporated by state (California)
 - Need to adhere to formalities (annual meeting, etc.)

Industry Fit



- ACP provides continuing education and networking opportunities for its members
 - ACP HQ – Technical Enterprises (TEI) – processes member’s applications and dues
- ACP is not:
 - DRII, BCI – provides certification / professional practices
 - DRJ, CPM, Continuity Insights – provide conferences/symposiums and editorial content
 - NEDRIX, CPE, BRMA, BRPA, etc. – local groups not affiliated with ACP

Finances



Where does the \$50.00 go?

ACP HQ (TEI)	\$32.50
Insurance	\$5.50
Phone – 800 service	\$1.50
Administration	\$1.50
Meetings and Trade Shows	\$6.40
Awards / Election	\$1.50
Newsletter	\$0.05
On-line Administration	\$0.05
<u>Filings (IRS and Ca.) / Service Mark</u>	<u>\$1.00</u>
TOTAL	\$50.00

What Do I Get For My \$90



- Inexpensive Education & CEUs
 - 3 for being a member
 - 5 for being an officer/director
 - 2 each meeting (24 per year)
- Exclusive discounts
 - DRJ (15-19%)
 - CPM (10%)
 - WCDM (18%)
 - BCI (application fees waived until May 2007)
 - IBCT (20% - nationwide, 40% - if held in Houston)
- Standard discounts
 - Continuity Insights, DRII
- Networking (local & national)

Accomplishments – 2006 YTD



- Hired Advanced Insights to help facilitate development of ACP's Strategic Plan
 - Completed 1st draft 4/06
- Facilitated approval of new bylaws
- Published Hurricane Katrina white paper
- Added new membership benefits
 - Discounts w/ Liberty Mutual Insurance
 - Fees waived on BCI certifications
- Signed new ACP HQ (TEI) contract
 - Outsourced finances / website
- Approved inaugural class for ACP Hall of Fame
- Conducted People Continuity Survey
- Approved organizational membership structure and sponsorship program
- Finalized new logo / color scheme

Membership/Chapter Growth



■ Membership Growth Over Time:

- 8/7/06 - 2218 active members (19% growth – 7 months)
- 1/1/06 - 1844 active members (37% growth)
- 1/1/05 - 1343 active members (10% growth)
- 1/1/04 - 1223 active members (31% growth)
- 1/1/03 - 933 active members (10% growth)
- 1/1/02 - 850 active members

■ Chapter Growth Over Time:

- 8/7/06 - 41 chapters
- 1/1/06 - 35 chapters
- 1/1/05 - 24 chapters
- 1/1/04 - 20 chapters
- 9/1/01 - 18 chapters

Current Activities



- Continue to aggressively grow membership / chapters and expand internationally
- Provide assistance to small and mid-sized businesses through IBHS' Open For Business tool
- Implement Corporate Bylaw Revisions
 - Add new membership types (organizational, student, etc.)
- Implement strategic plan
 - Redesign brand image / website / newsletter / brochures
 - Acquire display booth
 - Establish greater ACP and industry media presence
 - Diversify revenue stream – sponsorship program
- Provide additional member benefits with new partnerships (i.e. DRII)
- Improve membership retention (84% in 2005)
- Initiate speakers bureau, tool library and virtual chapter

Membership Survey Results - 2005



- 564 out of 1852 members responded (34%)
- 52% of members have 3 to 10 years industry experience
- 62% of members have more than 6 years of industry experience
- 53% of members have certification through DRII
- 34% of members have no certification
- Over 70% of members have bachelor's degrees

Questions?



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