A&WMA
Air & Waste Management Association

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2011 International President

Planting the seeds for growth....

STATE OF THE ASSOCIATION 2010
2010 has been a “turn-around” year for the A&WMA

New staff leadership in key roles including; a new Executive Director, a Chief Information Officer, new senior managers in Conference & Events, and Marketing

Renewed energies and fresh skill sets are being brought in to blend and compliment the deep institutional knowledge of loyal staffers.

Financial Performance: After three straight years of losses, the projections for 2010 remain conservatively optimistic and positive with a modest projected surplus of approximately $27-$50K.

Membership attrition remains a challenge in this recessionary economy, Membership is off about 8.7%, but strong inroads into returning lapsed members (347) and cultivating new membership is under way.

YP category is up 32% this year.
Some of the key successes this year include:

- Improved Liquidity and cash management
- Operational restructuring around function and member services
- The securing of a $265,000 LOC to help balance cyclical business model
- Profitable meetings such as ACE, MEGA, X’ian Conference, Vapor Intrusion, IT3-HWC – were all well attended and member focused on providing a unique attendee experience and attendee value
  - ACE had 2200 attendees, net $340K, highest Sponsorship ever
  - Mega – over 675 attendees, netted approx. $197K
  - IT3 yielded $11,000
  - Vapor Intrusion – 175 attendees (130 planned) $24K
State of the Association

Get Ready for “re-dedication” to a member-centric Association in 2011!

After years of discussion, the Association has chosen a new Association Management System. More than just a Membership database, this system is a totally new approach and workflow restructuring touching on every aspect of managing and executing the Association’s business – and will be the catalyst for vast improvements in;

- Streamlining and flattening operations for productivity
- Focusing International staff on members service
- Personalized and self directed member record keeping
- User run forums and discussion groups
- Social Networking tools and access
- Section & Chapter support for Event planning and Registration

The iMis AMS is currently under implementation and in the next six months you will see the A&WMA’s new flagship services taking root – it’s going to be a revolutionary expiereince to boost the value your membership brings.
State of the Association

✓ In 2010 to date… Staff was able to initiate or create cost-containments exceeding budgeted targets in the neighborhood of $400K

✓ Two more staffing hires are planned this year, and the budget for 2011 includes additional hiring’s to improve and secure balanced dept. services

✓ AWMA has applied for a 1.3MM grant for Educational development in the Environmental Sciences for servicing a future workforce at the K-12 student level, with a mission to renew and reinstitute the EERG materials for academic support. We should know by year end if we won the grant.

✓ Both the Publications and Education departments have had successful year with increased attendance on our webinars and class room offerings.

✓ In IT, A&WMA has made great strides this year, outside the AMS selection, new foundational hardware, upgraded servers, Virtual services and Disaster Recovery provisions have laid a foundation to build a strong and sustainable Association to take us through the next decade of membership service and support.
We’re all in it together...

And your International Board and Staff are dedicated to helping you succeed!

Thank you!