

A&WMA

Air & Waste Management Association



Jeffry Muffat
2011 International President

Planting the seeds for growth....

STATE OF THE ASSOCIATION 2010

State of the Association

Presented to LA Section Meeting

- 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.



State of the Association

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 experience 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!

