



Association of Contingency Planners

ACP Chapter Briefing

September 2006

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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 \$

- ◆ Inexpensive Education & CEUs
 - 3 for being a member
 - 5 for being an officer/director
 - 4 each meeting (48 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 LA metro area)
- ◆ 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
- ◆ Approved first international chapter – Mexico City



Membership/Chapter Growth

◆ Membership Growth Over Time:

- 9/11/06 - 2278 active members (23% growth – 8 + 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:

- 9/11/06 - 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
- ◆ 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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