



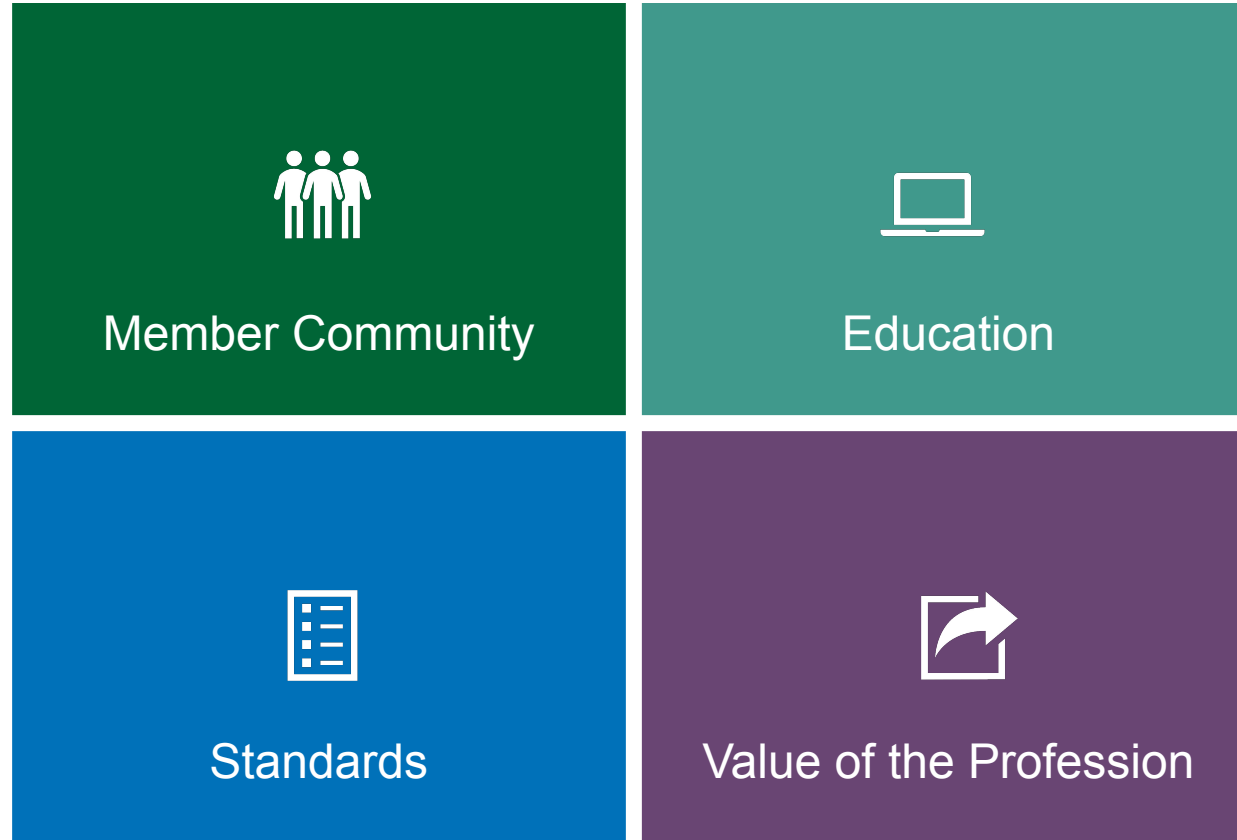
AMERICAN SOCIETY OF
SAFETY PROFESSIONALS

State of the Society

Creating a Safe, Strong Future

Region I
Spring 2022 ROC

ASSP Strategic Priorities



ASSP has shifted our value creation from strictly a product sales to a campaign model approach, building a customer journey leveraging our unique IP



Key Priorities

1

Meet Plan &
Manage Cash

2

Topline Growth

3

Governance

Goal 1: Meet Plan & Manage Cash

ASSP Financial Update

- **P&L:** On track for a significantly lower than budgeted loss for the year.
 - Forecasting an expected loss of (\$500k)
- **PPP loan:** SBA forgave \$1.5MM loan in January 2022.
- **Insurance Claim:** Have settled and collected on claims for PDC/Safety 2020 as well as educational seminars.
 - Safety 2020/PDC – Total settlement of \$5.164 million.
 - Education seminars – Total settlement of \$315,000.
- **Line of Credit:** Not yet accessed.
- **Investment Reserves:** Remain strong at \$10.1 million at end of February 2022

Planning for Future Program Years

Projected budget for FY23 (April 1, 2022 – March 31, 2023)

- Revenue = \$15,474,000
- Expense = \$16,243,000
- Profit / (Loss) = **(\$768,000)**

FY23 Assumptions/Risks

- Attendance at Safety 2022 in Chicago will rebound strongly benefiting the conference and expo.
- Costs in Chicago will be significantly higher than other recent PDCs.
- There is demand for event-based education along with a virtual option. The budget meets this demand by including 2 SafetyFocus events.
- Membership numbers and dues revenue begin to grow.
- Continue cost controls, while remaining competitive in the labor market to meet operational staffing needs.



AMERICAN SOCIETY OF
SAFETY PROFESSIONALS

Membership

Membership – March 1

- ASSP total membership on March 1, 2022, was 36,076 a -.57% decrease from March 1, 2021
 - Full paid declined -1.7%, at 26,913
 - All paid declined -2.7%, at 32,863
- The overall membership retention remained at 81%
 - Full paid member remained at 88%
 - Exceeding our membership KPI of retaining 80% of full paid members
 - All paid increase to 82% from 80%



AMERICAN SOCIETY OF
SAFETY PROFESSIONALS

Professional Development



SAFETY22

CONFERENCE + EXPO

Chicago, IL & Virtual

June 26 – 29

Registration is open!

<https://safety.assp.org>





Grants

Susan Harwood

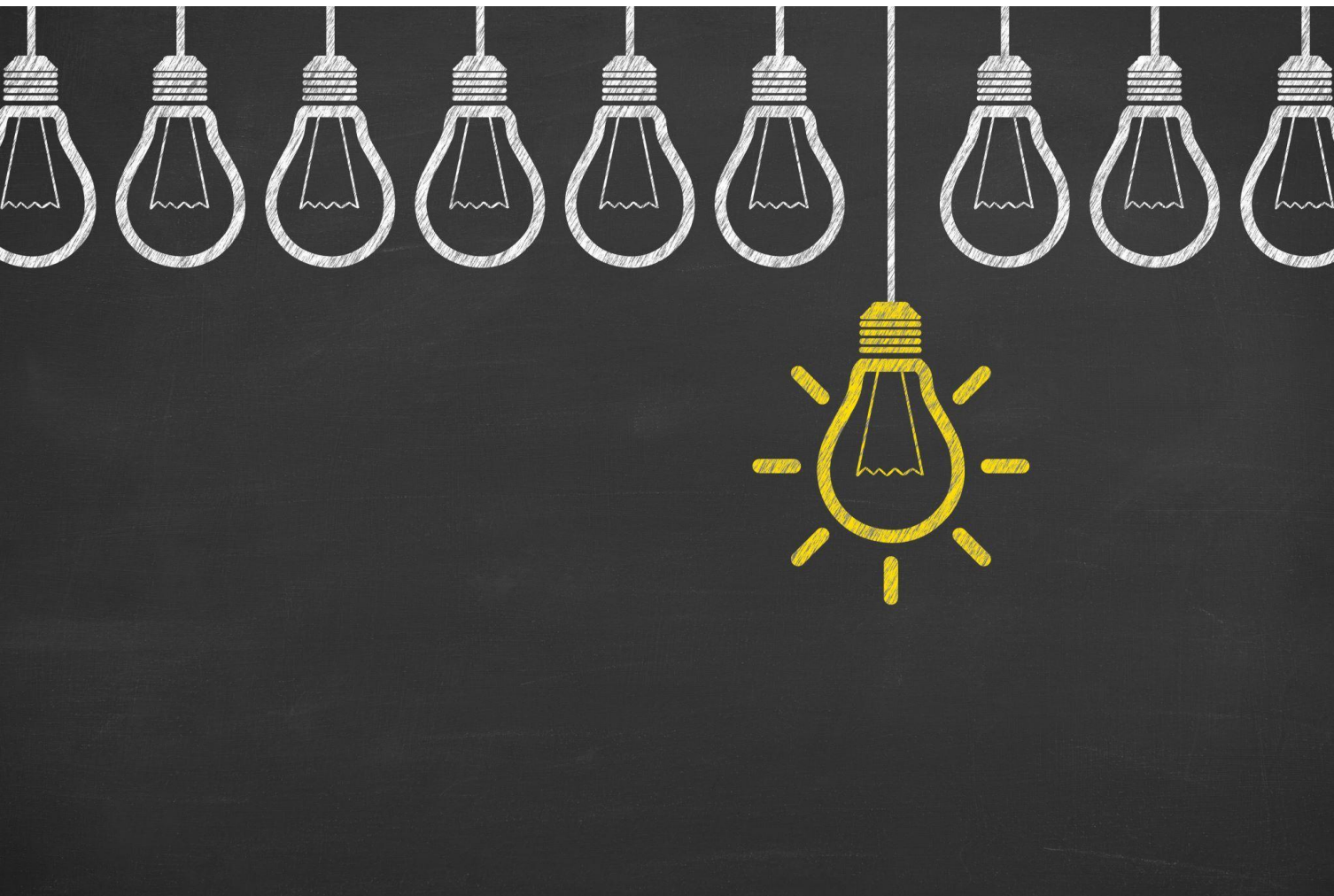
- In partnership with the ASSP Foundation, selected to receive \$75,000 grant to develop 6 online modules on PPE.

CDC-NIOSH Training Program

- In partnership with the ASSP Foundation, applied to develop five courses on Pandemic-related topics for OSH professionals.
- Awaiting notification on grant proposal

Goal 2: Grow Topline





Three Key Workstreams Continue

1. Enhance Current Products
2. Expand Corporate Engagement
3. Expand Partnerships that Build Shared Value

Goal 3: Governance

Governance

Voting concluded on March 14 with 191 of 252 (75%) delegates voted

- Motion 1: Grant real estate transaction authority to the Board of Directors to sell ASSP's headquarters building in Park Ridge, IL. **Approved**
- Motion 2: Approve revised bylaws enacting the governance changes approved by the Board of Directors. **Approved**
- Results have been posted, <https://www.assp.org/about/house-of-delegates>

Reflective Questions

- What am I most proud of accomplishing this year?
- What didn't work so well, why, and what am I going to do about it?
- Who do I need to acknowledge and why?
- What do I need from ASSP to help me be successful?

