



MINUTES for Virtual F2F Board Meeting 13 April 2021

Meeting Logistics:

04/13/2021 Morning Session: 9:30am – 12pm Mountain Time
Afternoon Session: 2pm – 4:30pm Mountain Time

Location:

Zoom Meeting
<https://zoom.us/j/8256677745>
Meeting ID: 825 667 7745

MORNING SESSION | 9:30am-12:00pm Mountain Time

ATTENDEES

Presiding Officer:

- Carson Rivers – **Chair**

Board Member Attendees:

- | | | |
|---|--|---|
| <input checked="" type="checkbox"/> Rohan Shahani – Vice Chair | <input checked="" type="checkbox"/> Bahman Azarm – Member | <input checked="" type="checkbox"/> Connor James – Member |
| <input checked="" type="checkbox"/> Korey Hampton – Secretary | <input checked="" type="checkbox"/> Victor Gallo - Member | <input checked="" type="checkbox"/> Billy Simpson – Member |
| <input checked="" type="checkbox"/> Cameron Annas - Treasurer | <input checked="" type="checkbox"/> Keith Jacobs - Member | <input checked="" type="checkbox"/> Shawn Tierney – Executive Director |
- Joined the call at: 10:19 MST,
left at 4:17pm*

Quorum?

- Yes
- No

Guests:

Melissa Webb
John Voegtlin

Meeting called to order at 9:33 AM Mountain Time by Carson Rivers.

Welcome Guests & Housekeeping (Carson Rivers)

Reading of the ACCT Mission Statement (Rohan)

The Association for Challenge Course Technology (ACCT) establishes and promotes the standard of care and measure of excellence that defines professional practice and effective challenge course programs. ACCT develops, refines, and publishes standards for installing, maintaining, and managing challenge courses; provides forums for education and professional development; and advocates for the challenge course and adventure industry.

Reading of the ACCT Anti-Trust Statement (Rohan)

It is the policy of the Association for Challenge Course Technology, and it is the responsibility of every Association member company, to comply in all respects with federal and state antitrust laws. No activity or discussion at any Association meeting or other function may be engaged in for the purpose of bringing about any understanding or agreement among members to:

- (a) raise, lower, or stabilize prices;



- (b) regulate production;
- (c) allocate markets;
- (d) encourage boycotts;
- (e) foster unfair trade practices;
- (f) assist monopolization, or
- (g) in any way violate federal or State antitrust laws.

Any questions regarding the meaning or applicability of this policy, as well as any concerns regarding activities or discussions at Association meetings, should be promptly brought to the attention of the Association Executive Director or the Chair of the Board of Directors.

Approval of Agenda (Carson)

Motion:	Review and approve the meeting agenda
Made by:	Rohan
Seconded by:	Bahman
Discussion:	None.
Vote:	In Favor – N/A Opposed - 0 Abstaining - 0
Motion Carries:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

2022 Conference (Shawn & Melissa): The State of OH and city of Cleveland have lifted all group size restrictions as of mid-March. Social distance guidelines still apply and will need to be considered in the planning process. Given this development, we will proceed with conference planning for an in-person event. The presentation of a hybrid event that combines traditional presentations with live streaming and virtual content would be cost-prohibitive at this time. Draft budgets have been prepared for the expectation of a smaller than average number of attendees, but hotel room blocks, and conference space were booked far in advance, and we are obligated to those numbers. Discussion included other possibilities for revenue, and possible discounts or incentives to encourage attendance (and conference hotel stays). Registration costs need to be finalized soon, as does the availability of meeting space for non-official/conference meetings.

Additionally, the call for presenters is live for this upcoming conference (2022). We will need to start updating the presenter agreement RE: virtual content and intellectual property before we put out the call for 2023 presenters, which happens soon after the conclusion of the previous year's conference. The conference committee will propose some language for that revision, and the BOD should also review the current agreement.

ACTION ITEM – (BOD) Put the presenter agreement in the review folder, then get feedback and draft a new agreement.

Membership Metrics (Shawn and John) Refer to the membership metrics file. We will be down a little on membership, but less than we might expect given the uncertainty surrounding the pandemic. There are a number of lapsed members that we could reach out to in an effort to encourage them to renew. Membership is currently our largest income stream, but there is room for growth. Many for-profit commercial organizations are not currently members, and they could be targeted with an



email or a call. However, in similar organizations like CWA, AEE, etc. they are not seeing new member growth either, which suggests that retention is our best focus right now. Discussion revolved around brainstorming of ideas for increasing/retaining membership. The P.R. & Marketing staff workgroup has put together an audit around our current membership marketing efforts, Shawn can share this. BOD is welcome to join the next call as well.

ACTION ITEM – (Shawn) Share the summary audit of current P.R. & Marketing efforts with the Board, and inform when their next meeting is scheduled, for those that might want to attend.

Recess (Carson)

Motion:	To recess until 2:00pm.
Made by:	Billy
Seconded by:	Rohan
Discussion:	none
Vote:	In Favor – N/A Opposed – 0 Abstaining – 0
Motion Carries:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

AFTERNOON SESSION | 2:00pm-4:30pm Mountain Time

ATTENDEES

Presiding Officer:

Carson Rivers – **Chair**

Board Member Attendees:

Rohan Shahani – **Vice Chair**
 Korey Hampton – **Secretary**
 Cameron Annas – **Treasurer**

Bahman Azarm – **Member**
 Victor Gallo – **Member**
 Keith Jacobs – **Member**

Connor James – **Member**
 Billy Simpson – **Member**
 Shawn Tierney – **Executive Director**

Quorum?

Yes
 No

Guests:

None

Meeting called to order at 2:01 PM Mountain Time by Carson Rivers.

Welcome Guests & Housekeeping (Carson Rivers)



FY22 Budget Planning (Shawn and Cameron) – We need to be officially approving our next budget in a June BOD meeting because the next Fiscal Year (FY) starts in July, so we should be discussing changes over the next six weeks. Review of draft budget followed. We have made great strides in tracking finances. Association expenses are mostly fixed, so the projected budget is similar to last year's projected budget, with only minor tweaks for cost-of-living increases and small increases in other costs. However, we could have a larger deficit if conference attendance numbers are way down.

Of note, the PVM membership dues are currently categorized in the vendor program category instead of the membership category, which is potentially misleading in that it is adding to the Vendor Program income total, making it look like that program is breaking even when it isn't.

ACTION ITEM – (Cameron) Have the Finance Committee consider moving that line item to the membership category and give us feedback if there are unforeseen implications of that accounting change.

Discussion followed regarding potential sources of increased revenue (i.e., increasing membership dues, which haven't been raised in almost 10 years) and reduced spending, as well as spending requests such as additional staffing and marketing initiatives.

ACTION ITEM – (Cameron) Consult with the Finance Committee on their general impression of the direction of our budget, and advice on our fiscal outlook moving forward. Continue work on the budget proposal.

Strategic Goals for Existing Programs (Korey & Carson) Continuation of discussion from previous day:

- Discussion centered around how we can measure the success of our programs, what the goals are, and how we quantify them. Allowing that quality and safety outcomes are hard to quantify, suggestions included tracking the number of people/companies in the programs, measuring the impact of the program – i.e., for the ICE program how many courses are inspected annually? Additionally, success could ultimately be determined by AHJ's requiring the program, i.e., mandating ICE certification of inspectors, requiring Operation Accreditation, requiring course inspections, etc. Other possible metrics proposed included: customer service satisfaction surveys, percent growth annually, and others. Discussion should continue within and between the ACC and the BOD on this topic.

ACTION ITEM – (Korey) put together a written summary statement to send back to ACC to give them feedback on strategic goals. Rohan volunteered to help Korey prepare this document for Board review.

TIRE Committee (Victor) Introduced a discussion regarding a proposal for an official 'ACCT Standards' publishing interval. There is some discrepancy between TIRE and the CG regarding projected/reasonable timelines and expectations.

ACTION ITEM – (Victor, for TIRE) Schedule a meeting with leadership from all parties to discuss this issue.



Proposal for Globalization Task Group (Victor) See Victor's proposal letter.

Keith left at 3:58pm MST, back at 4:01pm (but with no audio)

Discussion followed regarding potential overlap with the International Committee (IC) terms of reference. According to Victor, the IC reports that they do not currently have the time to take this initiative on. Concerns were raised regarding cost to the Association, and whether we could add volunteers to the existing framework to fill the proposed roles instead. The IC is talking with Melissa to inquire about a virtual conference, and we still are interested in a global in-person conference. Other discussion included breaking the larger initiative into smaller tasks that the IC could work on, and/or creating task forces within the current IC framework to work on them.

Keith left the call at 4:17pm MST

ACTION ITEM – (Victor) Revise proposal given today's Board feedback, and present to the BOD again soon.

Meeting Closing (Carson)

Motion:	Motion to adjourn the meeting.
Made by:	Rohan
Seconded by:	Bahman
Discussion:	None.
Vote:	In Favor – N/A Opposed – 0 Abstaining – 0
Motion Carries:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Meeting adjourned at 4:34PM Mountain Time.

	fy15-16	fy16-17	fy17-18
New Members (#)	296	189	186
Member Renewals (#)	895	639	767
Total Employee Memberships	93	105	50
B2B Member - Non-Profit	33	40	42
B2B Member	52	76	67
B2C Member - Non-Profit	126	182	175
B2C Member	128	149	174
Senior Member	44	45	33
Student Member	7	9	11
Individual Member	372	405	383
Industry Stakeholder	16	29	27
Total Paid Memberships	\$196,209.55 1191	\$208,282.65 963	\$206,438.90 962

YM Transaction Search

	amount	fy15-16	fy16-17	fy17-18
B2B Member - Non-Profit	amount	6,955.00	11,800.00	11,260.00
	transactions	29	40	39
B2B Member	amount	19,375.00	25,600.00	26,800.00
	transactions	56	64	68
B2C Member - Non-Profit	amount	42,410.00	53,985.00	51,725.00
	transactions	173	183	178
B2C Member	amount	56,840.00	64,400.00	69,115.00
	transactions	180	161	174
Senior Member	amount	3,035.00	2,925.00	2,145.00
	transactions	45	45	33
Student Member	amount	585.00	585.00	715.00
	transactions	9	9	11
Individual Member	amount	58,035.00	38,505.00	32,470.00
	transactions	680	453	382
Industry Stakeholder	amount	5,099.55	8,998.50	7,798.70
	transactions	18	30	27

Total from Transactions in YM	192,334.55	206,798.50	202,028.70
	1190	985	912

fy18-19	fy19-20	fy20-21 (YTD)	fy15-16 -> fy16-17		fy16-17 -> fy17-18
187	153	60	-107	-36.15%	-3
744	657	568	-256	-28.60%	128
32	31	28	12	12.90%	-55
34	26	18	7	21.21%	2
67	60	59	24	46.15%	-9
159	171	116	56	44.44%	-7
168	157	113	21	16.41%	25
33	27	20	1	2.27%	-12
12	14	5	2	28.57%	2
354	285	241	33	8.87%	-22
29	23	22	13	81.25%	-2
\$196,178.55	\$196,545.07	\$152,130.00	\$12,073.10	6.15%	-\$1,843.75
889	792	612	-228	-19.14%	-1
10,030.00	8,390.00	5,850.00	4,845.00	69.66%	-540.00
34	26	18	11	37.93%	-1
26,800.00	25,895.00	25,520.00	6,225.00	32.13%	1,200.00
67	60	60	8	14.29%	4
46,610.00	54,175.00	37,375.00	11,575.00	27.29%	-2,260.00
159	170	118	10	5.78%	-5
67,200.00	68,350.12	50,160.00	7,560.00	13.30%	4,715.00
170	160	119	-19	-10.56%	13
2,145.00	1,755.00	1,300.00	-110.00	-3.62%	-780.00
33	27	20	0	0.00%	-12
780.00	910.00	325.00	0.00	0.00%	130.00
12	14	6	0	0.00%	2
30,090.00	27,100.00	22,325.00	-19,530.00	-33.65%	-6,035.00
354	286	245	-227	-33.38%	-71
8,698.55	7,559.95	6,930.00	3,898.95	76.46%	-1,199.80
29	23	21	12	66.67%	-3
192353.55	194135.07	149785	14,463.95	7.52%	-4,769.80
858	766	607	-205.00	-17.23%	-73.00

	fy17-18 -> fy18-19		fy18-19 -> fy 19-20		Cal Year 2016	Cal Year 2017
-1.59%	1	0.54%	-34	-18.18%	242	207
20.03%	-23	-3.00%	-87	-11.69%	736	768
-52.38%	-18	-36.00%	-1	-3.13%		27
5.00%	-8	-19.05%	-8	-23.53%	33	42
-11.84%	0	0.00%	-7	-10.45%	65	63
-3.85%	-16	-9.14%	12	7.55%	145	191
16.78%	-6	-3.45%	-11	-6.55%	163	167
-26.67%	0	0.00%	-6	-18.18%	46	30
22.22%	1	9.09%	2	16.67%	11	11
-5.43%	-29	-7.57%	-69	-19.49%	487	411
-6.90%	2	7.41%	-6	-20.69%	25	30
-0.89%	-\$10,260.35	-4.97%	\$366.52	0.19%	\$190,228.80	\$207,768.50
-0.10%	-73	-7.59%	-97	-10.91%	978	948
-4.58%	-1,230.00	-10.92%	-1,640.00	-16.35%	9,735.00	12,390.00
-2.50%	-5	-12.82%	-8	-23.53%	33	42
4.69%	0.00	0.00%	-905.00	-3.38%	25,375.00	25,200.00
6.25%	-1	-1.47%	-7	-10.45%	65	63
-4.19%	-5,115.00	-9.89%	7,565.00	16.23%	40,950.00	56,345.00
-2.73%	-19	-10.67%	11	6.92%	145	191
7.32%	-1,915.00	-2.77%	1,150.12	1.71%	61,425.00	66,715.00
8.07%	-4	-2.30%	-10	-5.88%	163	167
-26.67%	0.00	0.00%	-390.00	-18.18%	2,990.00	2,470.00
-26.67%	0	0.00%	-6	-18.18%	46	30
22.22%	65.00	9.09%	130.00	16.67%	715.00	715.00
22.22%	1	9.09%	2	16.67%	11	11
-15.67%	-2,380.00	-7.33%	-2,990.00	-9.94%	41,565.00	34,935.00
-15.67%	-28	-7.33%	-68	-19.21%	487	411
-13.33%	899.85	11.54%	-1,138.60	-13.09%	7,473.80	8,998.50
-10.00%	2	7.41%	-6	-20.69%	25	30
-2.31%	-9,675.15	-4.79%	1,781.52	0.93%	190,228.80	207,768.50
-7.41%	-54.00	-5.92%	-92.00	-10.72%	978	975

also \$800 in

also \$800 in
and \$810 in

Cal Year 2018	Cal Year 2019	Cal Year 2020	CY2016-2017		CY2017-2018	
177	198	93	-35	-14.46%	-30	-14.49%
738	770	721	32	4.35%	-30	-3.91%
38	31	37			11	40.74%
34	31	21	9	27.27%	-8	-19.05%
63	75	62	-2	-3.08%	0	0.00%
171	183	150	46	31.72%	-20	-10.47%
172	181	143	4	2.45%	5	2.99%
32	36	26	-16	-34.78%	2	6.67%
10	13	9	0	0.00%	-1	-9.09%
367	342	282	-76	-15.61%	-44	-10.71%
29	27	23	5	20.00%	-1	-3.33%
\$198,248.55	\$218,274.57	\$183,659.95	\$17,539.70	9.22%	-\$9,519.95	-4.58%
926	917	743	-30	-3.07%	-22	-2.32%
9,490.00	9,595.00	6,795.00	\$2,655.00	27.27%	-\$2,900.00	-23.41%
33	31	21	9	27.27%	-9	-21.43%
25,200.00	31,480.00	26,455.00	-\$175.00	-0.69%	\$0.00	0.00%
64	75	63	-2	-3.08%	1	1.59%
50,545.00	55,850.00	47,715.00	\$15,395.00	37.59%	-\$5,800.00	-10.29%
174	182	152	46	31.72%	-17	-8.90%
68,400.00	75,390.12	62,840.00	\$5,290.00	8.61%	\$1,685.00	2.53%
172	184	149	4	2.45%	5	2.99%
2,080.00	2,340.00	1,690.00	-\$520.00	-17.39%	-\$390.00	-15.79%
32	36	26	-16	-34.78%	2	6.67%
650.00	845.00	585.00	\$0.00	0.00%	-\$65.00	-9.09%
10	13	10	0	0.00%	-1	-9.09%
31,195.00	30,685.00	26,210.00	-\$6,630.00	-15.95%	-\$3,740.00	-10.71%
367	343	283	-76	-15.61%	-44	-10.71%
8,698.55	8,579.45	7,229.95	\$1,524.70	20.40%	-\$299.95	-3.33%
30	27	22	5	20.00%	0	0.00%
196258.55	214764.57	179519.95	\$17,539.70	9.22%	-\$11,509.95	-5.54%
918	923	763	-3	-0.31%	-57	-5.85%
also one \$450 and \$1245 in	also one \$175 and \$1240 in	and \$1480 in				

CY2018-2019		CY2019-2020	
21	11.86%	-105	-53.03%
32	4.34%	-49	-6.36%
-7	-18.42%	6	19.35%
-3	-8.82%	-10	-47.62%
12	19.05%	-13	-20.97%
12	7.02%	-33	-22.00%
9	5.23%	-38	-26.57%
4	12.50%	-10	-38.46%
3	30.00%	-4	-44.44%
-25	-6.81%	-60	-21.28%
-2	-6.90%	-4	-17.39%
\$20,026.02	10.10%	-\$34,614.62	-18.85%
-9	-0.97%	-174	-23.42%
\$105.00	1.11%	-\$2,800.00	-41.21%
-2	-6.06%	-10	-47.62%
\$6,280.00	24.92%	-\$5,025.00	-18.99%
11	17.19%	-12	-19.05%
\$5,305.00	10.50%	-\$8,135.00	-17.05%
8	4.60%	-30	-19.74%
\$6,990.12	10.22%	-\$12,550.12	-19.97%
12	6.98%	-35	-23.49%
\$260.00	12.50%	-\$650.00	-38.46%
4	12.50%	-10	-38.46%
\$195.00	30.00%	-\$260.00	-44.44%
3	30.00%	-3	-30.00%
-\$510.00	-1.63%	-\$4,475.00	-17.07%
-24	-6.54%	-60	-21.20%
-\$119.10	-1.37%	-\$1,349.50	-18.67%
-3	-10.00%	-5	-22.73%
\$18,506.02	9.43%	-\$35,244.62	-19.63%
5	0.54%	-160	-20.97%

	Jul-17	Jul-18	Jul-19	Jul-20
New Members (#)	9	7	9	6
Member Renewals (#)	53	39	33	69
Total Employee Memberships	0	0	2	8
B2B Member - Non-Profit	6	4	2	2
B2B Member	4	3	4	6
B2C Member - Non-Profit	8	5	7	11
B2C Member	12	12	8	13
Senior Member	3	3	3	2
Student Member	2	2	2	0
Individual Member	25	14	12	23
Industry Stakeholder	2	3	2	4
Total Paid Memberships	\$ 14,465.00	11069.85	10040.12	16540
	62	46	40	61

YM Transaction Search

B2B Member - Non-Profit
B2B Member
B2C Member - Non-Profit
B2C Member
Senior Member
Student Member
Individual Member
Industry Stakeholder

Total from Transactions in YM

Aug-17	Aug-18	Aug-19	Aug-20	Sep-17	Sep-18
9	11	7	5	15	17
39	44	39	39	35	38
0	0	0	0	0	0
1	2	1	2	1	2
3	4	6	6	1	2
7	12	6	7	8	9
6	9	7	6	16	9
0	1	3	2	2	1
0	0	0	0	1	4
28	22	20	19	20	24
3	5	3	2	1	4
\$ 9,239.85	12764.75	11010	10800	\$ 11,739.95	11209.8
48	55	46	44	50	55

Sep-19	Sep-20	Oct-17	Oct-18	Oct-19	Oct-20
17	6	24	23	30	7
64	50	78	92	86	81
1	2	12	9	4	3
1	0	5	3	4	1
2	4	7	6	13	7
16	10	17	20	28	19
25	13	20	24	23	20
1	2	2	4	3	2
3	2	1	0	1	0
26	19	36	47	37	34
5	4	2	2	3	2
21820	14195	\$ 22,100.00	23999.9	30540	22520
79	54	102	115	116	88

Nov-17	Nov-18	Nov-19	Nov-20	Dec-17	Dec-18
21	18	22	8	19	12
92	63	74	79	72	57
5	4	3	3	10	2
13	5	5	5	1	3
8	8	7	7	13	9
16	12	25	18	19	13
17	16	19	17	9	8
2	1	1	1	2	0
2	1	2	1	2	0
45	32	32	32	32	31
5	2	2	3	3	2
\$ 24,319.80	18224.9	25055	22315	\$ 18,879.85	15284.9
113	81	96	87	91	69

Dec-19	Dec-20	Jan-18	Jan-19	Jan-20	Jan-21
14	7	25	32	19	9
57	59	92	133	83	92
4	4	1	1	3	3
3	1	4	4	3	4
8	12	14	14	13	12
13	9	17	17	19	16
9	8	29	26	22	23
2	3	2	7	5	3
0	0	0	2	4	1
31	28	49	52	33	39
1	1	1	2	0	0
16185	15395	\$ 28,314.95	27839.9	26310	25985
72	66	117	125	102	101

Feb-18	Feb-19	Feb-20	Feb-21	Mar-18	Mar-19
11	15	15	7	16	12
63	43	75	50	73	65
4	2	4	3	1	1
2	4	2	2	2	0
5	4	3	3	4	3
24	15	21	14	20	17
9	9	13	8	13	11
4	2	2	3	4	2
0	0	0	0	1	1
27	22	30	24	41	39
0	0	0	0	3	3
\$ 15,545.00	12885	17625	12635	\$ 18,029.85	15064.85
75	58	75	57	89	77

Mar-20	Mar-21	Apr-18	Apr-19	Apr-20	Apr-21
8	5	16	13	8	
49	49	74	63	5	
3	2	13	6	1	
2	1	3	0	0	
1	2	6	7	1	
12	12	14	15	2	
11	5	11	9	1	
3	2	7	7	1	
1	1	1	1	0	
19	23	31	27	7	
5	6	4	3	0	
13605	11745	\$ 16,894.80	16579.85	2300	
57	54	90	75	13	

May-18	May-19	May-20	May-21	Jun-18	Jun-19
13	17	2		8	10
57	58	46		39	49
2	7	5		2	0
2	5	1		2	2
1	3	1		1	4
18	14	10		7	10
19	23	10		13	12
2	4	1		3	1
0	0	1		1	1
24	16	19		25	28
2	2	0		1	1
\$ 16,059.90	18504.9	10540		\$ 10,849.95	12749.95
70	74	48		55	59

Jun-20	Jun-21	fy17-18	fy18-19
2		186	187
46		767	744
1		50	32
2		42	34
1		67	67
12		175	159
9		174	168
2		33	33
0		11	12
19		383	354
2		27	29
11514.95		\$206,438.90	\$196,178.55
48		962	889

11,260.00	10,030.00
39	34
26,800.00	26,800.00
68	67
51,725.00	46,610.00
178	159
69,115.00	67,200.00
174	170
2,145.00	2,145.00
33	33
715.00	780.00
11	12
32,470.00	30,090.00
382	354
7,798.70	8,698.55
27	29
202,028.70	192,353.55
912	858

fy19-20	fy20-21 (YTD)	Cal Year 2017	Cal Year 2018	Cal Year 2019
153	60		177	198
657	568		731	764
31	28		38	31
26	18		34	31
60	59		63	75
171	116		171	183
157	113		172	181
27	20		32	36
14	5		10	13
285	241		367	342
23	22		29	27
\$196,545.07	\$152,130.00		\$198,248.55	\$218,274.57
792	612		917	917

8,390.00	5,850.00	12,390.00	9,490.00	9,595.00
26	18	42	33	31
25,895.00	25,520.00	25,200.00	25,200.00	31,480.00
60	60	63	64	75
54,175.00	37,375.00	56,345.00	50,545.00	55,850.00
170	118	191	174	182
68,350.12	50,160.00	66,715.00	68,400.00	75,390.12
160	119	167	172	184
1,755.00	1,300.00	2,470.00	2,080.00	2,340.00
27	20	30	32	36
910.00	325.00	715.00	650.00	845.00
14	6	11	10	13
27,100.00	22,325.00	34,935.00	31,195.00	30,685.00
286	245	411	367	343
7,559.95	6,930.00	8,998.50	8,698.55	8,579.45
23	21	30	30	27
194,135.07	149,785.00	207,768.50	196,258.55	214,764.57
766	607	945	882	891

also \$800 in
and \$810 in

also one \$450
and \$1245 in

also one \$175
and \$1240 in

Cal Year 2020

CY 17->18

93
681
37

21
62
150
143
26
9
282
23

\$183,659.95
743

6,795.00
21
26,455.00
63
47,715.00
152
62,840.00
149
1,690.00
26
585.00
10
26,210.00
283
7,229.95
22

179,519.95
726

and \$1480 in

	Jul-17	Aug-17	Sep-17	Oct-17
	ACTUALS	ACTUALS	ACTUALS	ACTUALS
New Members (#)	9	9	15	24
Member Renewals (#)	53	39	35	83
Total Employee Memberships	0	0	0	12

B2B Member - Non-Profit	6	1	1	5
B2B Member	4	3	1	7
B2C Member - Non-Profit	8	7	8	17
B2C Member	12	6	16	20
Senior Member	3	0	2	2
Student Member	2	0	1	1
Individual Member	25	28	20	36
Industry Stakeholder	2	3	1	2

Total Paid Memberships	62	48	50	90
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Membership Net Income (\$)	\$ 14,465.00	\$ 9,239.85	\$ 11,739.95	\$ 22,100.00
	\$13,579.90	\$9,239.85	\$11,739.95	\$21,419.90

Old Memberships	Total
Organizational Membership	4
Organizational NP Membership	2
Individual Membership	2

Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18
ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS
21	19	25	11	16	16
92	72	93	63	73	74
5	10	1	4	1	13
13	1	4	2	2	3
8	13	14	5	4	6
16	19	17	24	20	14
17	9	29	9	13	11
2	2	2	4	4	7
2	2	0	0	1	1
45	32	49	27	41	31
5	3	1	0	3	4
108	81	116	74	91	103
\$ 24,319.80	\$ 18,879.85	\$ 28,314.95	\$ 15,545.00	\$ 18,029.85	\$ 16,894.80
\$24,319.80	\$18,879.85	\$28,314.95	\$15,545.00	\$18,029.85	\$16,599.80

May-18	Jun-18	Current Projections	Original Target	Difference
ACTUALS	Projections			
13	8	186	226	-40
57	39	773	766	7
2	2	50	30	20
2	2	42	48	-6
1	1	67	91	-24
18	7	175	218	-43
19	13	174	179	-5
2	3	33	88	-55
0	1	11	11	0
24	25	383	486	-103
2	1	27	35	-8
68	53	944	1156	-212
\$ 16,059.90	\$ 10,849.95	\$ 206,438.90	\$ 214,150.00	\$ (7,711.10)

\$16,059.90

\$10,849.95

\$ 204,578.70 (Heather's)
 \$ 204,283.70 (YM 7/1/17-6/18/18)

ance
-18%
1%
67%
-13%
-26%
-20%
-3%
-63%
0%
-21%
-23%
-18%
-4%

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18
	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS
New Members	7	11	17	23	18
Member Renew	39	44	38	92	63
Total Employee	0	0	0	9	4
B2B Member -	4	2	2	3	5
B2B Member	3	4	2	6	8
B2C Member -	5	12	9	20	12
B2C Member	12	9	9	24	16
Senior Member	3	1	1	4	1
Student Membe	2	0	4	0	1
Individual Mem	14	22	24	47	32
Industry Stakeh	3	5	4	2	2
Total Paid Mem	11069.85	12764.75	11209.8	23999.9	18224.9
	46	55	55	115	81
Membership Ne	\$ 14,500.00	\$ 9,325.00	\$ 13,000.00	\$ 22,300.00	\$ 26,125.00

Old Members	Total
Organizational	4
Organizational	2
Individual Mem	2

Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19
ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS
12	32	15	12	13	17
57	93	43	65	63	58
2	1	2	1	6	7
3	4	4	0	0	5
9	14	4	3	7	3
13	17	15	17	15	14
8	26	9	11	9	23
0	7	2	2	7	4
0	2	0	1	1	0
31	52	22	39	27	16
2	2	0	3	3	2
ACCT/AEE 1					
15284.9	27839.9	12885	15064.85	16579.85	18504.9
69	125	58	77	75	74
\$ 22,025.00	\$ 28,825.00	\$ 18,500.00	\$ 20,400.00	\$ 18,150.00	\$ 16,500.00

Jun-19	Current Projecti	Original Targe	Difference		
ACTUALS					
10		187	#REF!	#VALUE!	#VALUE!
49		704	#REF!	#VALUE!	#VALUE!
0		32	#REF!	#VALUE!	#VALUE!
2		34	#REF!	#VALUE!	#VALUE!
4		67	#REF!	#VALUE!	#VALUE!
10		159	#REF!	#VALUE!	#VALUE!
12		168	#REF!	#VALUE!	#VALUE!
1		33	#REF!	#VALUE!	#VALUE!
1		12	#REF!	#VALUE!	#VALUE!
28		354	#REF!	#VALUE!	#VALUE!
1		29	#REF!	#VALUE!	#VALUE!
12749.95		196178.55	#REF!	#REF!	#REF!
59		889			
\$ 11,000.00		#####	#REF!	#REF!	#REF!

	Jul-19	Aug-19	Sep-19	Oct-19
	ACTUALS			
New Members (#)	9	7	17	30
Member Renewals (#)	33	39	64	86
Total Employee Members	2	0	1	4
B2B Member - Non-Profit	2	1	1	4
B2B Member	4	6	2	13
B2C Member - Non-Profit	7	6	16	28
B2C Member	8	7	25	23
Senior Member	3	3	1	3
Student Member	2	0	3	1
Individual Member	12	20	26	37
Industry Stakeholder	2	3	5	3
Total Paid Memberships	10040.12	11010	21820	30540
	40	46	79	116
Membership Net Income (\$)				

Old Memberships	Total
Organizational Membership	
Organizational NP Membership	
Individual Membership	

Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20
22	14	19	15	8	8
74	57	83	75	49	5
3	4	3	4	3	1
5	3	3	2	2	0
7	8	13	3	1	1
25	13	19	21	12	2
19	9	22	13	11	1
1	2	5	2	3	1
2	0	4	0	1	0
32	31	33	30	19	7
2	1	0	0	5	0
	ACCT/AEE 1				
25055	16185	26310	17625	13605	2300
96	72	102	75	57	13

May-20	Jun-20	Current Projecti	Original Targe	Differ
2	2		153	#REF! #VALUE!
46	46		657	#REF! #VALUE!
5	1		31	#REF! #VALUE!
1	2		26	#REF! #VALUE!
1	1		60	#REF! #VALUE!
10	12		171	#REF! #VALUE!
10	9		157	#REF! #VALUE!
1	2		27	#REF! #VALUE!
1	0		14	#REF! #VALUE!
19	19		285	#REF! #VALUE!
0	2		23	#REF! #VALUE!
10540	11514.95		196545.07	#REF! #REF!
48	48		792	
			\$ -	#REF! #REF!

ence
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	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20
	ACTUALS				
New Members	6	5	6	7	8
Member Renew	69	39	50	81	79
Total Employee	8	0	2	3	3
B2B Member -	2	2	0	1	5
B2B Member	6	6	4	7	7
B2C Member -	11	7	10	19	18
B2C Member	13	6	13	20	17
Senior Member	2	2	2	2	1
Student Membe	0	0	2	0	1
Individual Mem	23	19	19	34	32
Industry Stakeh	4	2	4	2	3
Total Paid Mem	16540	10800	14195	22520	22315
	61	44	54	88	87
Membership Net Income (\$)					

Old Members	Total
Organizational Membership	
Organizational NP Membership	
Individual Membership	

Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21
7	9	7	5	0	0
59	92	50	49	0	0
4	3	3	2	0	0
1	4	2	1	0	0
12	12	3	2	0	0
9	16	14	12	0	0
8	23	8	5	0	0
3	3	3	2	0	0
0	1	0	1	0	0
28	39	24	23	0	0
1	0	0	6	0	0
15395	25985	12635	11745	0	0
66	101	57	54	0	0

Jun-21	Current Projecti	Original Targe	Difference		
0		60	#REF!	#VALUE!	#VALUE!
0		568	#REF!	#VALUE!	#VALUE!
0		28	#REF!	#VALUE!	#VALUE!
0		18	#REF!	#VALUE!	#VALUE!
0		59	#REF!	#VALUE!	#VALUE!
0		116	#REF!	#VALUE!	#VALUE!
0		113	#REF!	#VALUE!	#VALUE!
0		20	#REF!	#VALUE!	#VALUE!
0		5	#REF!	#VALUE!	#VALUE!
0		241	#REF!	#VALUE!	#VALUE!
0		22	#REF!	#VALUE!	#VALUE!
0		152130	#REF!	#REF!	#REF!
0		612			
		\$ -	#REF!	#REF!	#REF!

2021-01-30 LETTER- Proposal- Formation of ACCT Globality Task Force- DRAFT

Created by: Victor Gallo, BOD Member.

Purpose:

The purpose of the Globality Task force is to perform a complete study on the different strategies for globalization of ACCT.

If we considering the following checklist we can determine the need for the expansion of ACCT to fulfill membership needs:

- Global trends have had an impact on the industry ACCT supports
- The need for global discussion and standards with members and non-members from different countries.
- U.S.A operations have matured. Growth and revenue generation have flattened.
- There is a worldwide demand for the Association's standards and credentialling.
- Current members and PVM's would benefit from the expansion.

Objectives: To form a Task Force which can make a thorough study about the formation of either:

- Chapters of ACCT outside the US
- ACCT as a global Organization.

Scope:

- Adjust Antitrust Statement to fit Globally
- Determine possible COI terms
- Expand regulatory map worldwide with help from International Committee.
- Create tools for lobbying with AHJ's
- How to register and protect ACCT trademark worldwide
- Investigate Non-profit status worldwide.
- Create alliances with international organizations
- Report directly to BOD

Prospective task group member profiles:

- International Lawyer
- Key members from different regions outside USA
- Staff person (Executive Director)
- International Insurance Expert.

Goals:

- Member support in worldwide jurisdictions
- Promote ACCT Standards, Credentialling services Globally
- Expand Membership
- Promote industry safety worldwide.

Next steps:

- Discuss with Board Emeritus
- Budget for External Consultants
- Appointment of liaison to the BOD