

BANKING, FINANCE

	American Benefits Council	American Financial Services Association	American Institute for Chartered Property Casualty Underwriters	American Institute of CPAs	American Payroll Association
	Washington, DC	Washington, DC	Malvern, PA	New York, NY	San Antonio, TX
Chief Executive	James A. Klein	Chris Stinebert	Peter L. Miller	Barry C. Melancon	Daniel J. Maddux
Hired	1992	2006	2006	1995	1994
FINANCIALS					
Year ending	12/31/2013	12/31/2013	12/31/2013	7/31/2014	12/31/2013
REVENUE	\$4,957,391 (0.8%)	\$7,270,855 (3.2%)	\$55,741,543 (31.6%)	\$229,681,878 (4.4%)	\$9,641,289 (2.0%)
Programs	\$75,500	\$7,023,908	\$34,006,252	\$88,848,281	\$3,539,700
Member dues	\$4,694,752	\$5,292,607		\$124,438,832	\$4,113,991
Investments	\$54,115	\$117,649	\$12,483,620	\$7,136,991	
Other income	\$20,284	\$76,852	\$7,531,907	\$9,257,774	\$1,304,868
EXPENSES	\$4,417,348	\$6,896,529	\$37,716,024	\$223,207,222	\$6,358,837
Advocacy	\$1,316,631	\$240,747		\$4,082,389	\$37,372
Occupancy	\$344,589	\$335,312	\$1,477,388	\$8,500,009	
Meetings	\$247,105	\$1,004,168	\$2,066,710	\$17,154,300	\$635,045
Salaries	\$2,587,758	\$3,439,148	\$16,736,428	\$98,918,872	\$3,834,264
NET ASSETS	\$2,462,135	\$4,898,542	\$193,341,425	\$41,839,263	\$23,828,813
Assets	\$5,275,680	\$7,175,379	\$204,877,034	\$227,001,482	\$27,335,634
Liabilities	\$2,813,545	\$2,276,837	\$11,535,609	\$185,162,219	\$3,506,821
COMPENSATION					
CHIEF EXECUTIVE	James A. Klein	Chris Stinebert	Peter L. Miller	Barry C. Melancon	Daniel J. Maddux
TITLE	President	President & CEO	CEO & President	CEO & President	Executive Director
TAKE-HOME PAY	\$431,281 (-19.0%)	\$716,177 (-19.9%)	\$842,495 (15.7%)	\$1,773,331 (7.5%)	\$1,707,812 (-28.8%)
Base	\$344,380 (4.0%)	\$494,437 (15.2%)	\$541,667 (12.5%)	\$1,154,630 (3.3%)	\$710,765 (-2.6%)
Bonus	\$64,875	\$204,000	\$300,000	\$581,731	\$721,601
Other	\$22,026	\$17,740	\$828	\$36,970	\$275,446
DEFERRED	\$12,750	\$20,400	\$48,100	\$171,183	\$102,000
NONTAX	\$40,061	\$26,499	\$12,810	\$26,462	\$6,959
NAME	Lynn Dudley	William Himpler	Anita Bourke	Cynthia Fornelli	Tammy Trascher
TITLE	SVP, Retirement Policy	VP & CFO	EVP	Executive Director	COO
TAKE-HOME PAY	\$286,636	\$393,228	\$447,873	\$979,443	\$229,848
NAME	Diann Howland	Danielle Fagre Arlowe	Saul Swartout	Anthony Pugliese	Michael O'Toole
TITLE	VP, Legislative Affairs	VP, State Government Relations	EVP	SVP & COO	Director, Publications
TAKE-HOME PAY	\$221,883	\$259,749	\$400,665	\$723,048	\$222,074
NAME	Paul Dennett	Sheillah Harrison	Elizabeth Sprinkel	Arleen Thoma	Eileen Gaghran
TITLE	SVP, Health Care Reform	VP, Membership	SVP	SVP, Management, Accounting & Global Markets	Sr. Director, Communications
TAKE-HOME PAY	\$218,028	\$198,640	\$293,261	\$652,212	\$155,598
NAME	Kathryn Wilber	Thomas Morano	Alexander Vandevere	Susan Coffey	
TITLE	Senior Counsel, Health Policy	VP, Meetings & Conventions	SVP	SVP, Public Practice & Global Alliance	
TAKE-HOME PAY	\$169,578	\$174,840	\$267,040	\$647,355	
NAME	Janet Jacobson	Antonio Pelegrin	Jeffrey Scheidt	Mark Peterson	
TITLE	Senior Counsel, Retirement Policy	VP & CFO	Treasurer	SVP, Governmental & Public Policy	
TAKE-HOME PAY	\$163,731	\$174,382	\$230,661	\$572,374	