

	American Bankruptcy Institute	American Financial Services Association	American Institute of CPAs	American Investment Council	American Payroll Association
	\$8.6 million trade association in Alexandria, VA with 49 staff	\$11 million trade association in Washington, DC with 29 staff	\$192 million professional society in New York, NY	\$10 million trade association in Washington, DC with 17 staff	\$23 million trade association in San Antonio, TX with 114 staff
Chief Executive	Amy Quackenboss	Bill Himpler	Barry C. Melancon	Drew Maloney	Dan Maddux
Hired	2020	2019	1995	2018	1994
FINANCIALS (MAIN ORGANIZATION)					
	12/31/18	12/31/18	12/31/18	12/31/18	12/31/18
REVENUE	\$8,639,431 (-0.4%)	\$11,439,610 (1.0%)	\$189,838,267 (-29%)	\$10,260,550 (3.5%)	\$10,080,975 (7.1%)
Programs	\$7,989,529	\$10,927,013	\$36,387,680	\$9,282,414	\$4,719,177
Investments	\$191,283	\$389,991	\$3,088,983	\$34,267	
Contributions/grants	\$349,282	\$122,606	\$140,620,565		\$4,220,740
Other income	\$109,337		\$9,741,039	\$943,869	\$1,141,058
REVENUE SOURCES	Meetings/conferences 54%	Membership dues 66%	Products, services 66%	Membership dues 90%	Meetings/conferences 47%
	Membership dues 30%	Meetings/conferences 25%	Meetings/conferences 15%		Membership dues 35%
	Publications/magazine 9%		Education, credentialing 13%		
			Publications/magazine 7%		
EXPENSES	\$9,467,801	\$10,416,998	\$184,306,469	\$8,466,373	\$8,369,196
Advocacy		\$1,451,981	\$5,362,966	\$2,080,000	\$2,525
Meetings	\$2,419,556	\$1,434,884	\$3,658,943	\$150,417	\$868,436
Occupancy	\$4,343,832	\$5,438,603	(\$838,284)	\$4,357,728	\$3,930,590
Salaries	\$637,323	\$327,234	\$8,194,430	\$560,861	\$604,927
NET ASSETS	\$14,125,230	\$9,557,774	\$20,302,262	\$4,468,437	\$33,285,854
Assets	\$18,310,363	\$13,229,940	\$160,189,656	\$6,069,208	\$39,353,278
Liabilities	\$4,185,133	\$3,672,166	\$139,887,394	\$1,600,771	\$6,067,424
CHIEF EXECUTIVE COMPENSATION					
CHIEF EXECUTIVE	Sam Gerdano (former)	Chris Stinebert (former)	Barry C. Melancon	Mike Sommers (former)	Dan Maddux
ANNUAL COMP	\$524,371 (-11%)	\$907,932 (3.5%)	\$2,532,340 (42%)	\$572,781	\$1,695,342 (-20%)
Base & Bonus	\$490,455 (1.3%)	\$865,932 (3.7%)	\$2,139,948 (28%)	\$549,792	\$1,538,659 (-12%)
Base	\$430,455 (1.5%)	\$567,025 (1.4%)	\$1,439,948 (3.8%)	\$549,792	\$1,123,942 (-17.3%)
Bonus	\$60,000	\$298,907	\$700,000		\$414,717
Deferred	\$33,916	\$42,000	\$392,392	\$22,989	\$156,683
OTHER		\$18,400	\$13,384		\$299,534
NONTAX	\$113,120	\$40,189	\$33,787	\$20,505	\$14,802
			\$350,000 toward SERP	Six months' salary	\$123,683 toward SERP
ADDITIONAL STAFF COMPENSATION					
	Amy Quackenboss Deputy Executive Director \$249,766	William Himpler President-Elect, EVP, Fed Govt Affairs \$513,928	Scott Spiegel CFO \$637,283	Jason Mulvihill General Counsel \$821,402	Michael O 'Toole Sr. Director, Publication \$419,444
	Kathy Sheehan CFO \$245,620	Danielle Arlowe SVP, State Gov Affairs \$300,930	Michael Buddendeck Secretary \$563,164	Drew Maloney President & CEO (part year) \$732,040	Tammy Trascher COO \$364,649
	Karim Guirguis CIO \$209,291	Antonio Pelegrin VP/CFO \$200,521	Anthony Pugliese Treasurer \$502,852	Bronwyn Bailey VP, Research & Investor Relations \$471,019	Eileen Gaughran Sr. Director, Communication \$205,244
	Mary Kleppinger Director, Administration \$179,896	Thomas Morano VP, Mtgs/Conventions \$200,520		Emily Schillinger VP, Public Affairs \$334,629	Jim Medlock Director, Education \$195,270
		Philip P. Bohi VP, Compliance Education \$195,853		Heath Hall Director, Grassroots and Government Affairs \$232,614	Robert Wagner Sr. Director, Certification \$192,081