



Hi, I'm George and I am the current Treasurer for NASAR. During 2014 and 2015 NASAR saw some growth that we had hoped would continue into 2016, however it did not. NASAR continues to be more financially stable than in the past, but not as strong as we would like.

Over the past 3 years we have implemented a number of processes to increase our financial transparency to the membership and to provide checks and balances that empower the Board to understand our entire financial condition. We currently post our quarterly financials on the website for members, non-members, potential donors, and interested parties to see. Board members get copies of every bank and credit card statement as well as our AP and AR reports on a monthly basis. As Treasurer, I report on and answer the Boards financial questions during our monthly meeting which are open to the membership.

Membership dues underperformed in 2016 with individual memberships off by 5% and organizational memberships off by 17%.

Education and certification was a surprise for us, underperforming almost 48% from 2015. Basically, this means that the number of courses and evaluations held in 2016 was half of what we did in 2015! We spoke with each instructor and lead evaluator that presented in 2015 and 2016, and there doesn't seem to be an underlying common issue for us to address, which is frustrating for the Board. Only 112 of our 461 instructors/lead evaluators presented in 2016 (less than 25%), and only 25 instructors/lead evaluators presented 3 times or more. To help address this slump we have implemented an instructor/lead evaluator incentive program and are accelerating the delivery of our online training platform.

Over the past 3 years, we have taken extraordinary steps to control expenses, and we are comfortable that there is very little waste in our organization. Comparing previous financial reports shows that we are decreasing operating expenses each year. One of biggest expenses and areas where we lost the most money was the annual conference. We continue with a more cost-effective strategy of attending regional SAR conferences where we can meet with thousands of SAR responders.

We appreciate your continued support of NASAR and look forward to serving you in 2017. Any questions or comments you might have can be submitted to the Executive Director at chrisb@nasar.org.