

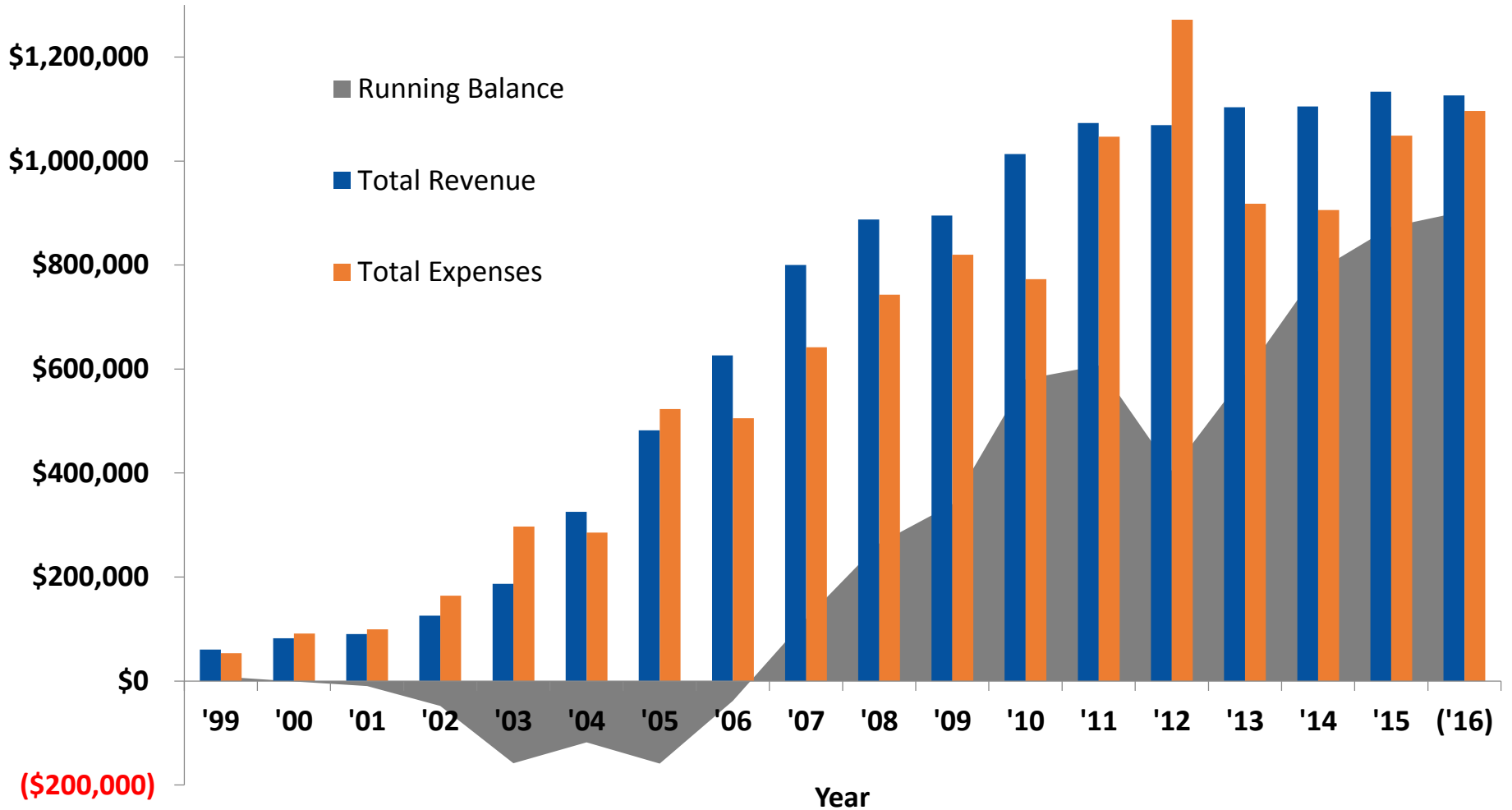


STATE OF CRRC FINANCES

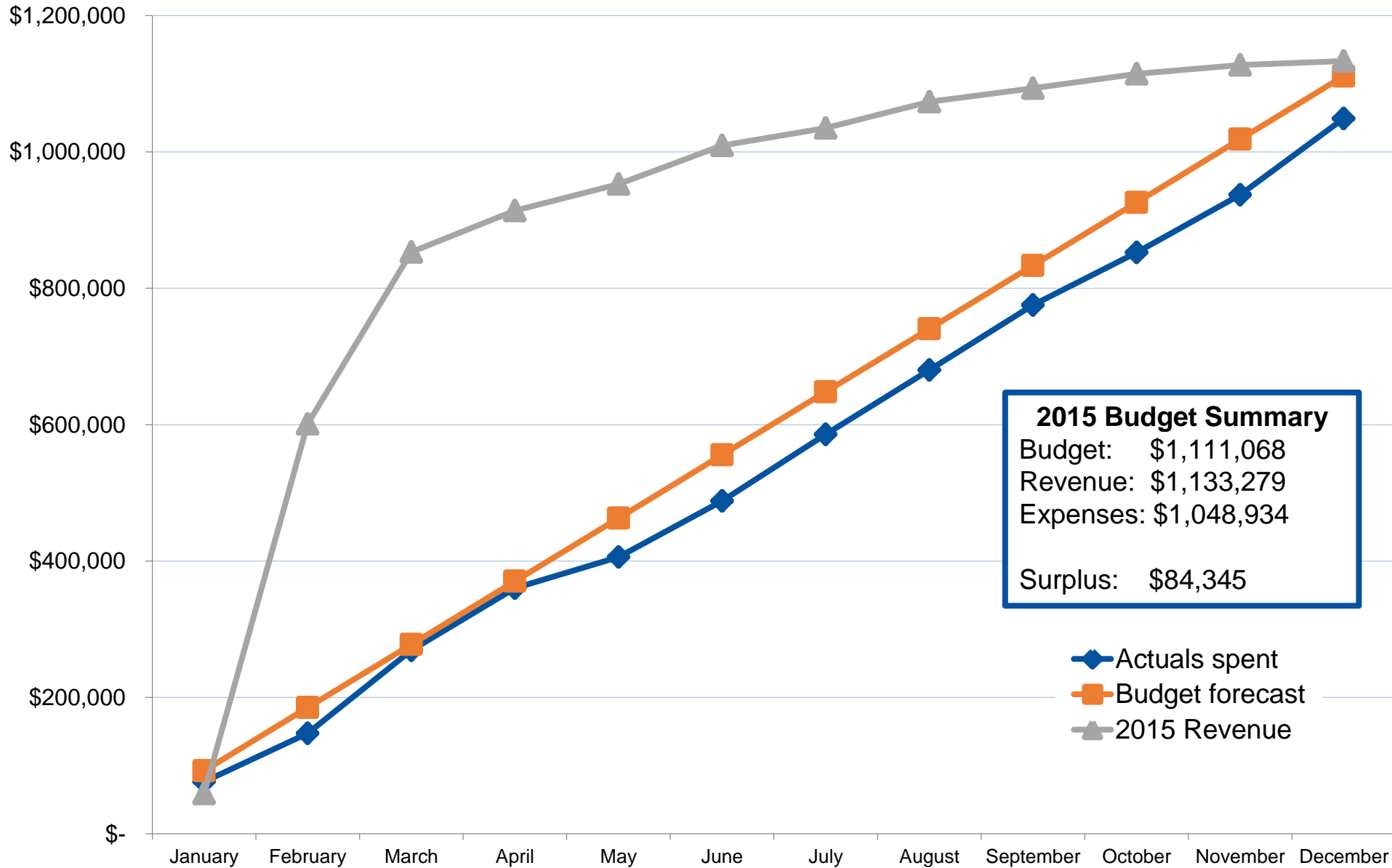
Annual Membership Meeting
June 15, 2016



FINANCIAL HISTORY



2015 Revenue & Expenditures





2015 AT-A-GLANCE

Revenue:	\$1,133,279
Expenses:	\$1,048,934
Surplus:	\$84,345
Reserves:	\$873,676



2015 REVENUE

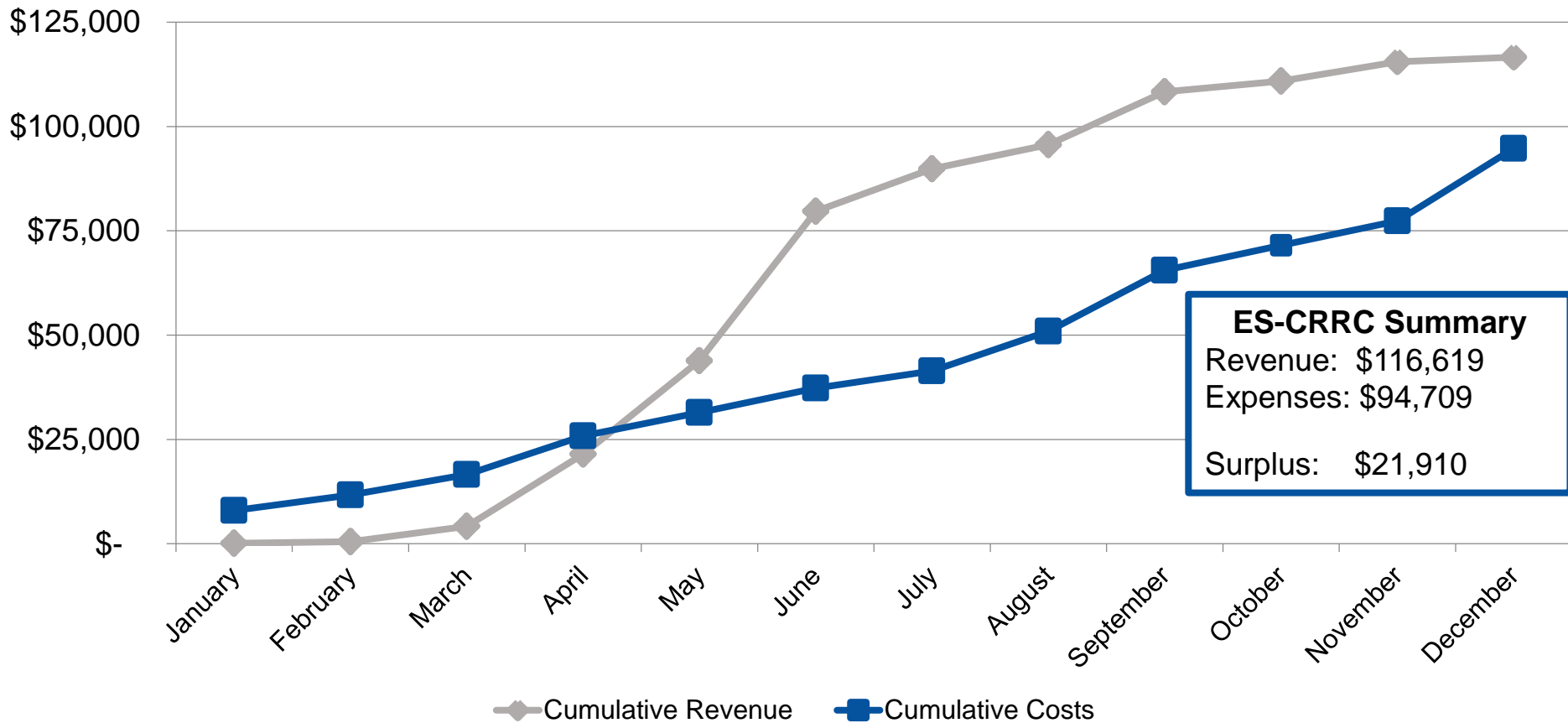
Total **\$1,133,279**

CRRC Product Rating Program	\$985,953	
Renewals		\$910,832
New Products, Licensees, and Members		\$75,121
Evaluation Services CRRC Program	\$116,619	
ES-CRRC Renewals		\$66,205
ES-CRRC New Products		\$16,375
ES-CRRC Verification Testing		\$34,039
Miscellaneous	\$30,707	
Meeting Fees		\$29,352
Bank Interest		\$1,355
External funding		-

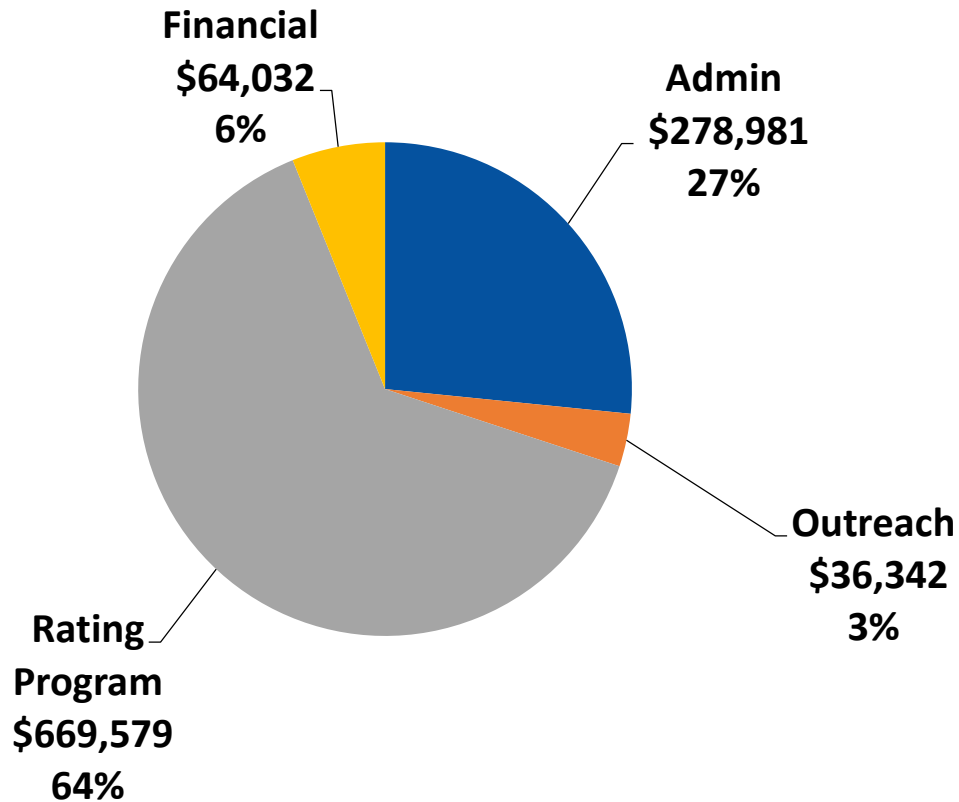


ES-CRRC PROGRAM

2015 ES-CRRC Revenue and Costs



2015 EXPENSES BY TASK



Administration: CRRC Board and committee meetings, membership meeting, legal services

Outreach: Articles, tradeshow, conferences, presentations, newsletters, other outreach

Rating Program: Application processing, renewals, ES-CRRC, random testing, technical research, web development, lab training

Finances: Budget development and tracking, invoices, taxes



2015 FEE INCREASE

Explanation and Rationale



EXPLANATION

- Overall 6% fee increase, varies by fee type
 - Ranges from 4%-10%
 - e.g. \$50 to \$55 is 10% increase, but only \$5
- Applies to Membership, Licensee, and Product fee categories
- Approved by Board on September 17, 2015
- Took effect November 1, 2015



RATIONALE

- CRRC fees have been unchanged since 2005
- Direct costs have continued to rise
- Priorities for revenue
 - Ensure operating costs less than revenue
 - Improve service level for Licensees & Members
 - Invest in future of program



ONE OF MANY STRATEGIES

- Strategies used to avoid higher costs
 - Hiring admin staff with lower bill rates
 - Shifting tasks to lower cost staff where possible
 - Streamlining administrative processes
 - Being selective about outreach efforts
 - Raising fees for ES-CRRC Program
- Regular Board and Executive Committee review of organization finances



CONCLUSION

- Maintaining positive annual cash flow
- 2015 total surplus of \$84,000
- Selectively using funds for program enhancements
 - Research
 - Program investment
- Technical Committee regularly discussing potential research projects



QUESTIONS?