COUNCIL OF INDUSTRIAL BOILER OWNERS

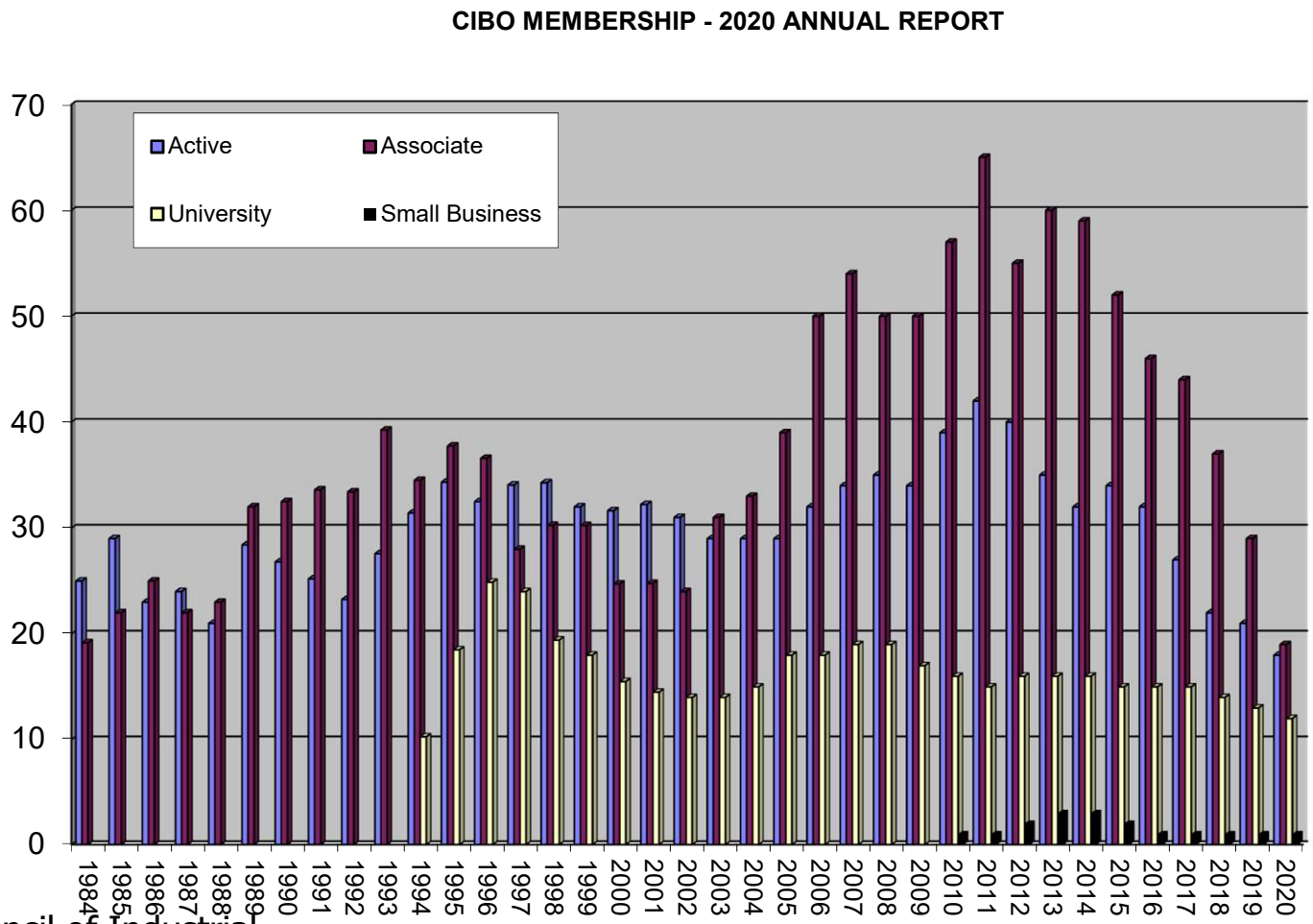
2020 ANNUAL REPORT

TREASURER'S REPORT

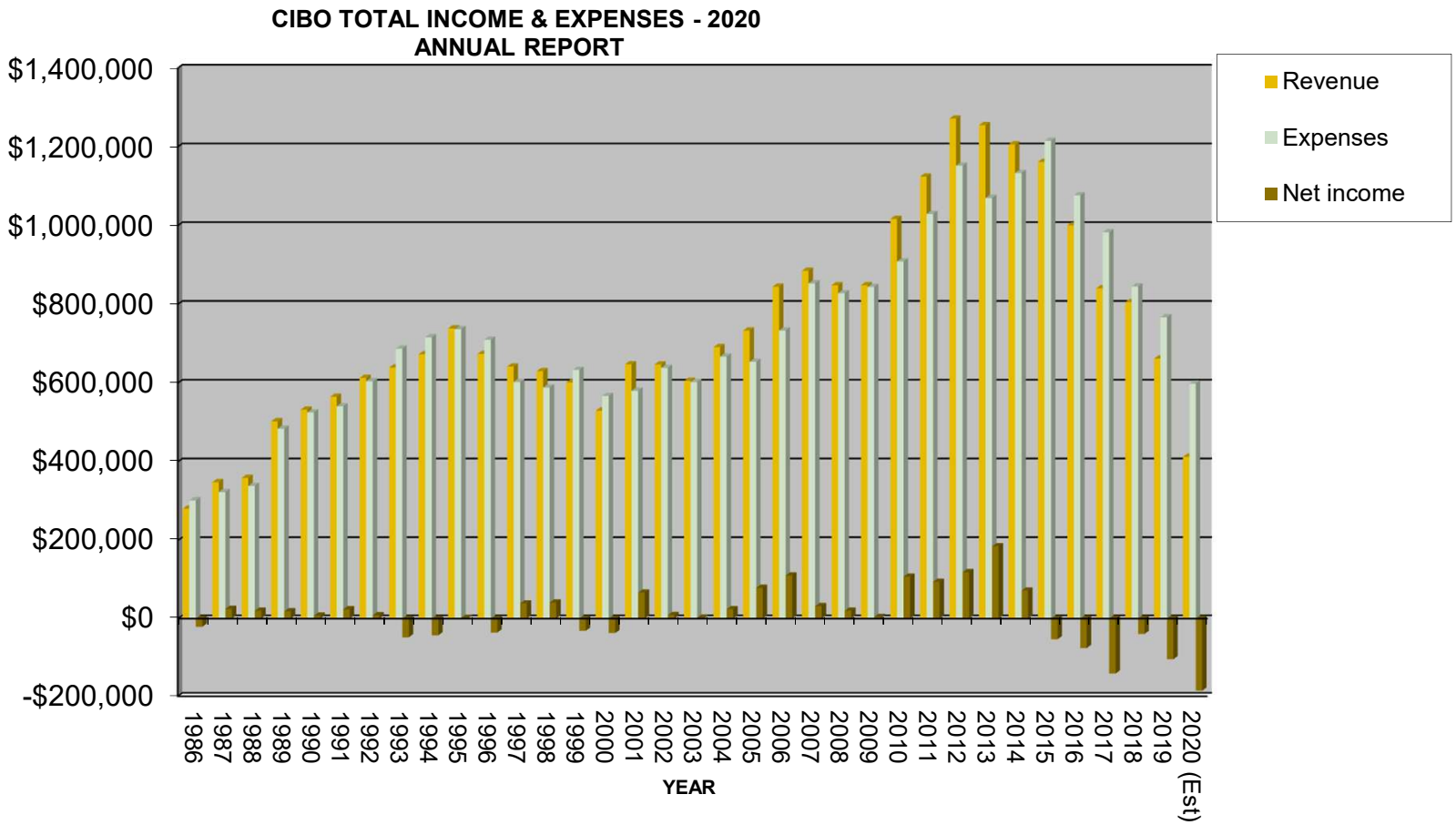
Council of Industrial
Boiler Owners

November 10, 2020

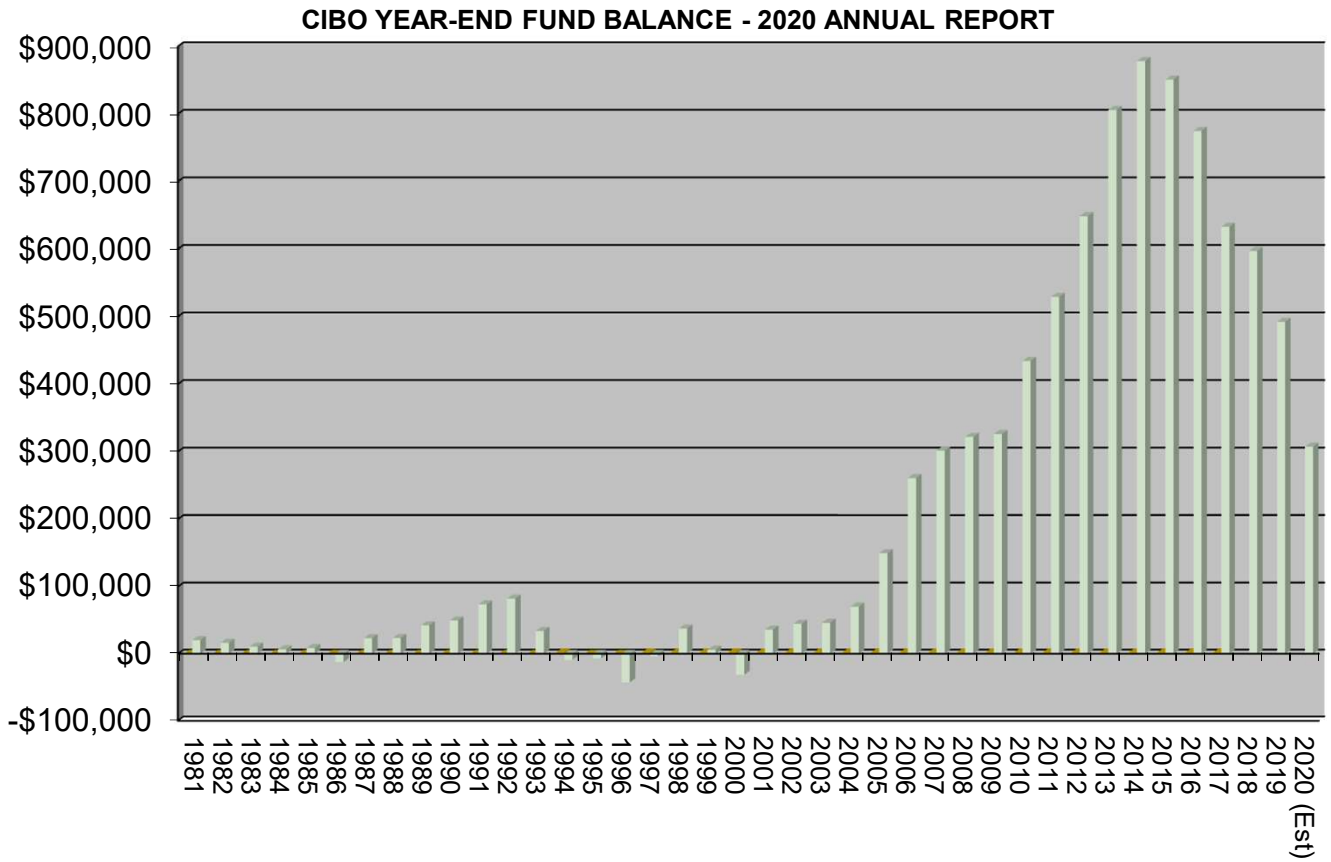
CIBO Membership – 2020 Report



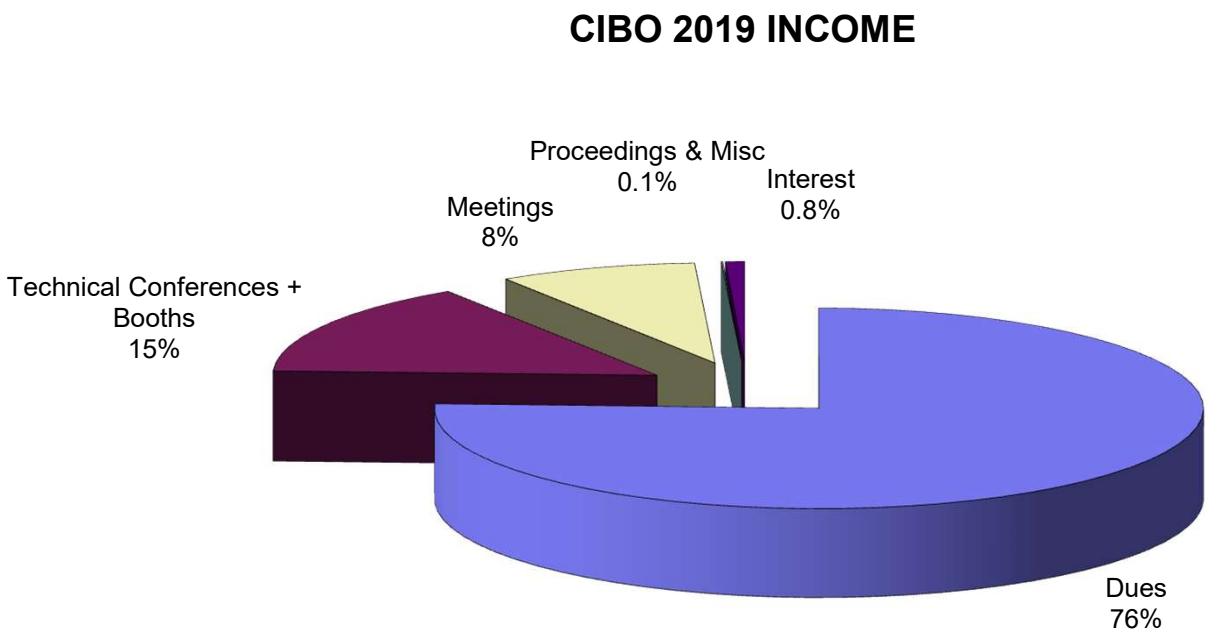
CIBO TOTAL INCOME & EXPENSES – 2020 REPORT



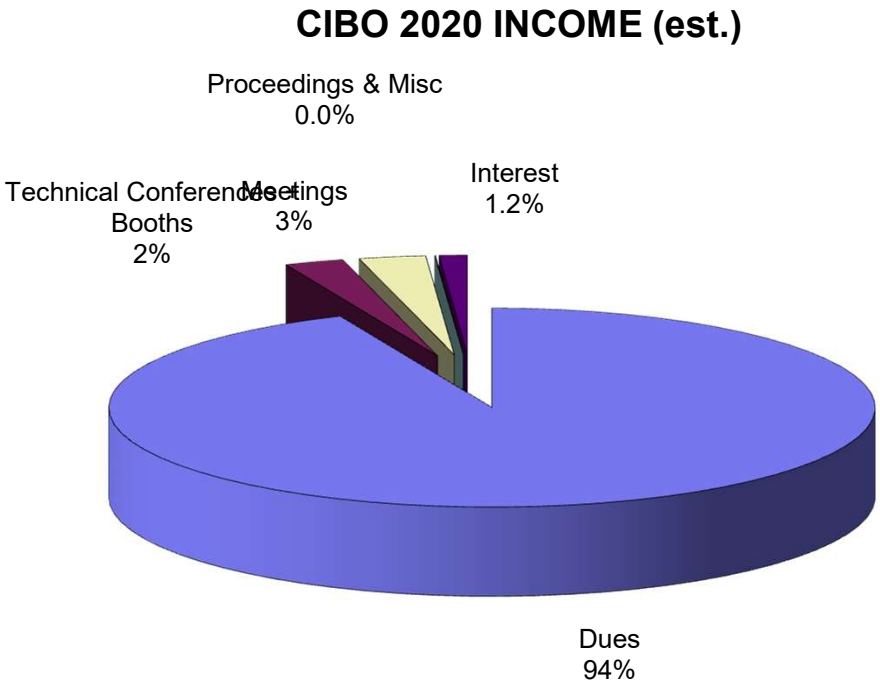
CIBO YEAR-END FUND BALANCE - 2020 REPORT



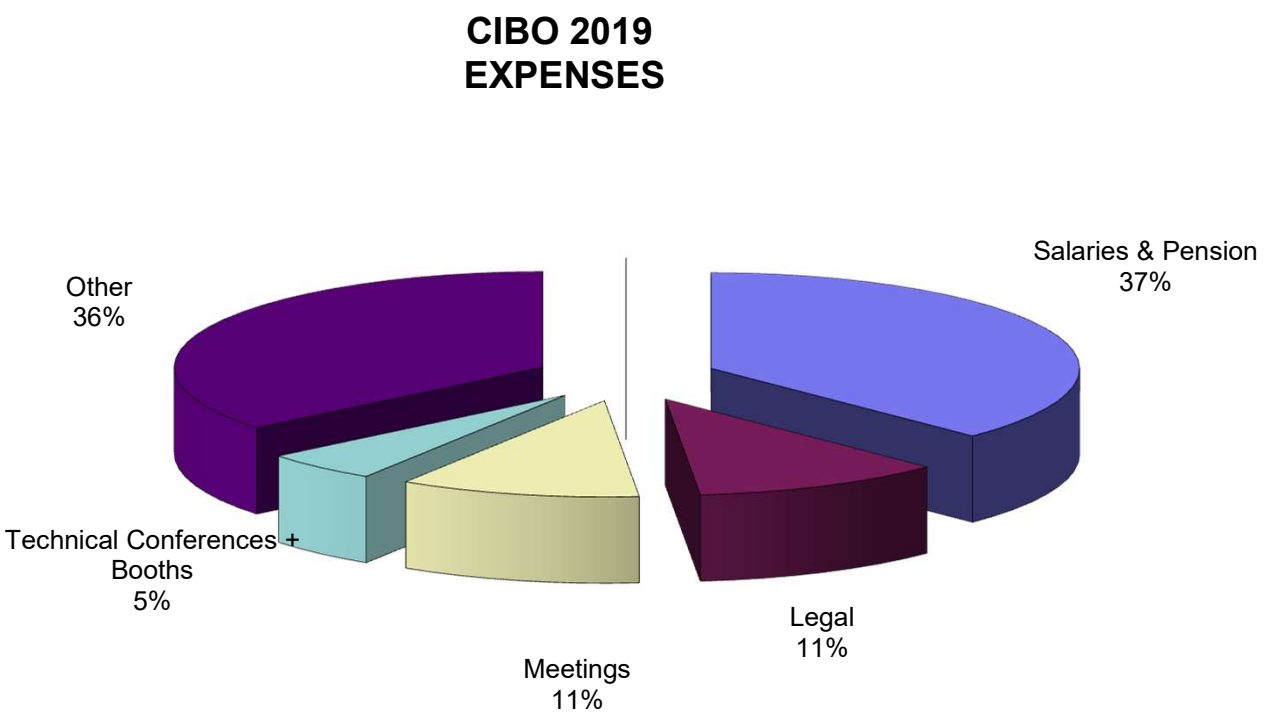
2019 Income – 2020 Report



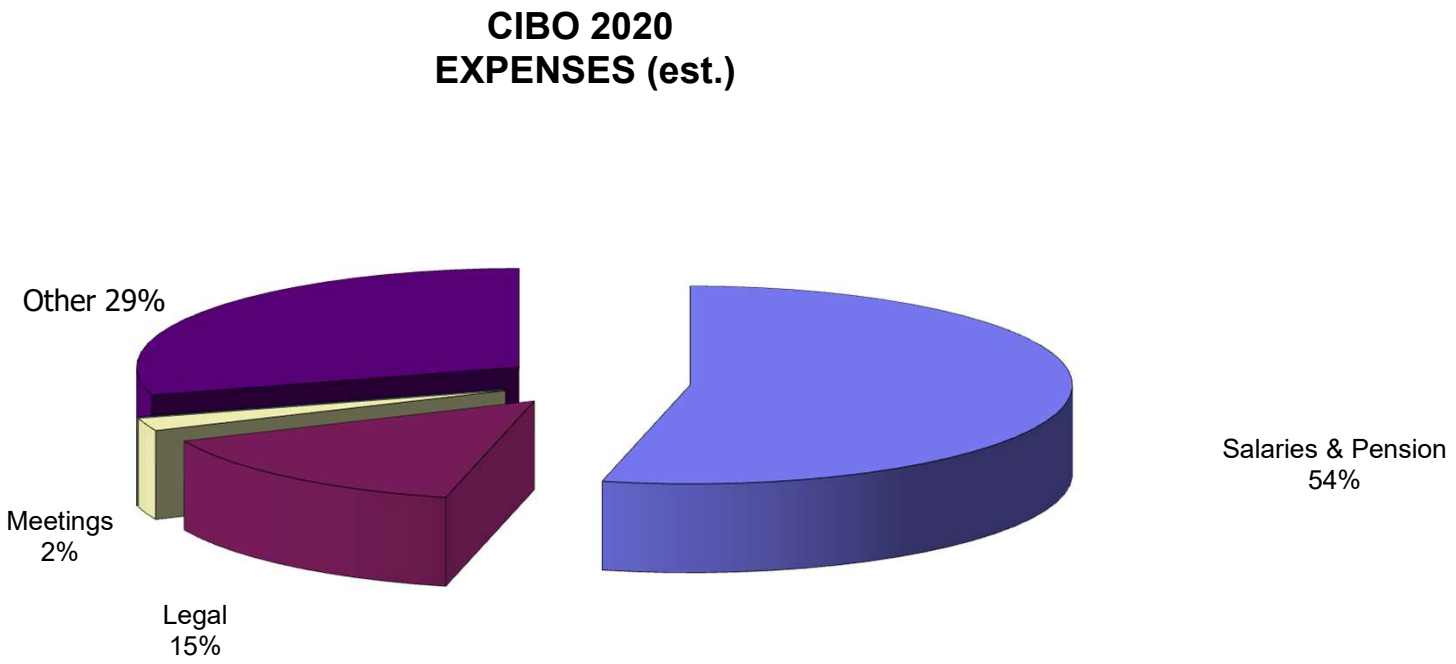
2020 Income (est.) – 2020 Report



2019 Expenses – 2020 Report



2020 Expenses (est.) – 2020 Report



2020 Annual Report

- We have not raised dues since 2011. Meanwhile other costs have gone up.

- Our membership level dropped below 60 this year (currently at 50)
  - We are down from an all time high of 125 members (2011)

2020 Annual Report

- Member dues provided more than 90% of CIBO's income in 2020.
- With membership numbers falling, dues may need to increase soon to cover expenses.

2020 Annual Report

The Treasurer's Key "Wish List" for 2021

- Get membership UP!
  - Directly providing 75%+ of the council's income.
  - Members and new members are key to successful conferences and meetings.
  - Generally, the more Owner/Active members we have, the easier it is to recruit new Associate members.
- Continue to be a leader among the various stakeholders in addressing energy needs and challenges.
- Widen the scope of CIBO's vision and member companies - become essential to more and different types of owners.

2020 Annual Report

The Treasurer's Key "Wish List" for 2021

- Work hard to help make the Membership Committee meet its goals with effective outreach.
  - Work with committees and CIBO's new ED to effectively and efficiently market CIBO's meetings and conferences to NEW members!
  - Effectively harness social media and other channels to make more companies/people aware of CIBO's activities