48th Annual General Membership Meeting

May 24, 2016
Charlotte, North Carolina
IAHSS AC&E - # of Practitioner Attendees

*Charlotte data as of 5/12/16
## Budget vs Actual

<table>
<thead>
<tr>
<th></th>
<th>2015 BUDGET</th>
<th>2015 ACTUAL</th>
<th>2016 BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income</td>
<td>$1,064,200</td>
<td>$1,090,842</td>
<td>$1,124,250</td>
</tr>
<tr>
<td>Expenses</td>
<td>$1,227,405</td>
<td>$1,088,613</td>
<td>$1,176,143</td>
</tr>
<tr>
<td>Net Operating Income</td>
<td></td>
<td>$2,228</td>
<td></td>
</tr>
<tr>
<td>Investment Income</td>
<td></td>
<td>$56,214</td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td></td>
<td>$58,442</td>
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</tr>
</tbody>
</table>

**Lower Expenses in 2015 primarily due to:**
- Printing of new Basic Manual moved to 2016
- Audit moved to 2016
- Lower legal costs
- Lower supply costs
- Delayed HQ staffing

**Increased Income (＆most Expense) already realized through 2016 AC&E**
2015 Revenue Sources

- Membership: 23%
- Cert & Manuals: 42%
- AC&E: 28%
- Other*: 7%

Great Diversification!

*Other = product sales, annual sponsors and misc. advertising
Strategic Plan – 3 Primary Objectives

2015 - 2017

- Education
- Sphere of Influence
- Brand Awareness
Strategic Plan – Sphere of Influence

Expand the influence of IAHSS within the healthcare industry to promote and support a secure and safe healthcare environment.

2015
- Develop strategic and collaborative partnerships with 1-2 healthcare associations for key stakeholders of IAHSS
- Better support IAHSS Chapters to strengthen local influence

2016
- Develop 1-2 additional strategic/collaborative partnerships
- Provide speakers for 2-3 conferences of IAHSS partner associations
- Increase chapter collaboration with local IAHSS partner associations

2017
- Develop an advisory group of Healthcare executives to guide the direction, education and training of IAHSS members
- Promote internationally relevant IAHSS benefits outside N. America

IAHSS
International Association for Healthcare Security & Safety
Position IAHSS as the trusted authority in healthcare security and safety.

**2015**
- Redesign website
- Leverage social media to share IAHSS thought leadership
- Create a Marketing/Branding task force (tagline, branding standards)

**2016**
- Proactive PR campaign to promote IAHSS
- Increased job postings (all channels) requiring IAHSS certifications
- Promote and enhance IAHSS career center
- Organizational membership

**2017**
- Refine and strengthen PR campaign
- Develop healthcare security industry data center (statistics) *
Strategic Plan – Education

Provide new delivery channels for knowledge transfer and refocus content on future needs of healthcare security & safety

2015
- Hire Education Manager
- Online webinars
- Refine certification review and development processes

2016
- ACE breakout/track sessions
- Online CHPA training
- Business Management & Leadership training

2017
- Chapter “roadshow”
- Additional topics incorporated to CHPA (i.e. EM, IT, etc.)
• Reviewed & decided to keep 3 primary strategic objectives
• Updated the strategic goals for 2016-2018 based on “high priority” initiatives

“Be more business like”
2016 IAHSS structure

- Foundation
- Commission on Certification
- Board of Directors
  - Governance
  - Nominations
  - Ethics
  - Finance/Audit
  - Exec Asst (Nancy Felesena)
- Executive Director (Colleen Kucera)
- Membership
- Marketing
  - Marketing Coordinator (TBD)
- International
- Guidelines
  - Education Manager (Debbie Hecker)
- Education
- Affiliations
- Chapters
  - Chapter Relations Assoc (Jill Burgos)
IAHSS Members as of 12/31/2015

Total = 2192

- Senior*: 73%
- Associate: 19%
- Partner: 8%

*Senior includes Life and Honorary
Membership – New Category Definition

- In April 2016, the Membership Council voted to recommend a new set of Member Types and Descriptions to the Board.
- The Board approved the new Member Types, which will be implemented immediately:

<table>
<thead>
<tr>
<th>NEW</th>
<th>OLD</th>
<th>Description</th>
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</table>
| Professional     | Senior| - Work in a Healthcare facility  
|                  |       | - Security, Safety and/or Emergency Mgmt responsibilities  
|                  |       | - Mgmt/Supervisor responsibilities                                          |
| Partner          | Partner| Engaged in the selling or providing of security and safety products, equipment or services. |
| Associate        | Associate| - Work in a Healthcare facility  
|                  |       | - Security, Safety and/or Emergency Mgmt responsibilities  
|                  |       | - NO Mgmt/Supervisor responsibilities                                     |
| Healthcare Stakeholder | n/a   | - Work in a Healthcare facility  
|                  |       | - Primary responsibility is not security, safety or emergency management  |
New website implemented in April 2015
Social Media Channels

Increased Engagement!

International Association for Healthcare Security & Safety (IAHSS) Organization

IAHSS Discussion Group
IAHSS AC&E

2017
IAHSS
Annual Conference & Exhibition
April 23-25 | Vancouver, BC, Canada

2018
IAHSS
Annual Conference & Exhibition
April 15-18 | Chicago, IL