



Committee on Membership and Budget

Gina Mitchell, SVIA

May 7, 2013

Membership and Budget Committee

Co-Chairs:

Sharon Cowher, Halliburton Company

Aruna Hobbs, New York Life

Doris Fritz, Fidelity Institutional Retirement Services Company

Bill Gardner, Morley Financial Services

Gina Mitchell, SVIA

James King, Prudential Financial

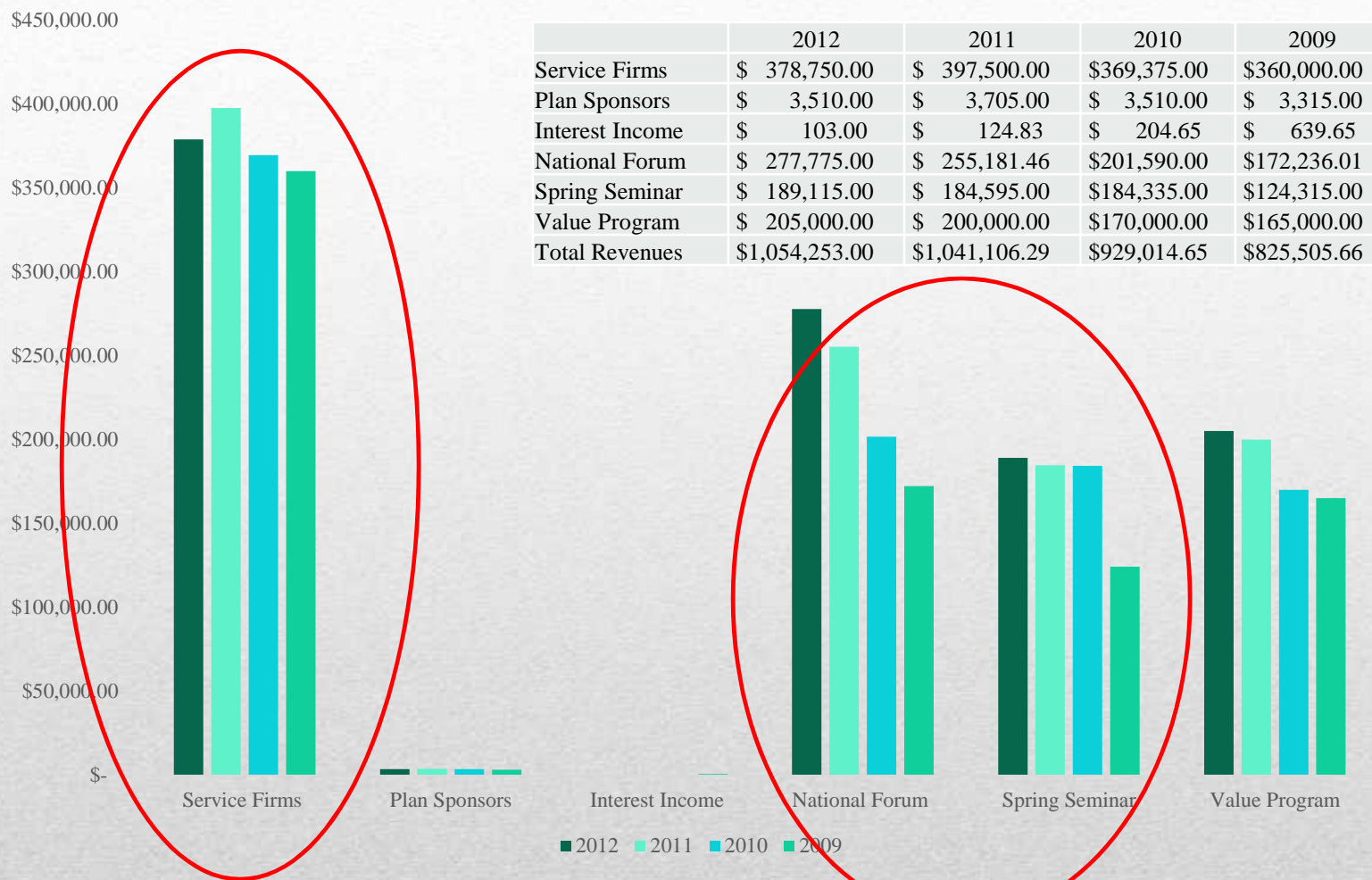
Committee Membership

■ Accomplishments

- Committee put Association audit and tax work out for bid
 - Seeking best work and price
 - Nine firms were solicited
 - Five firms bid including CliftonLarsonAllen
 - CliftonLarsonAllen selected for next three years

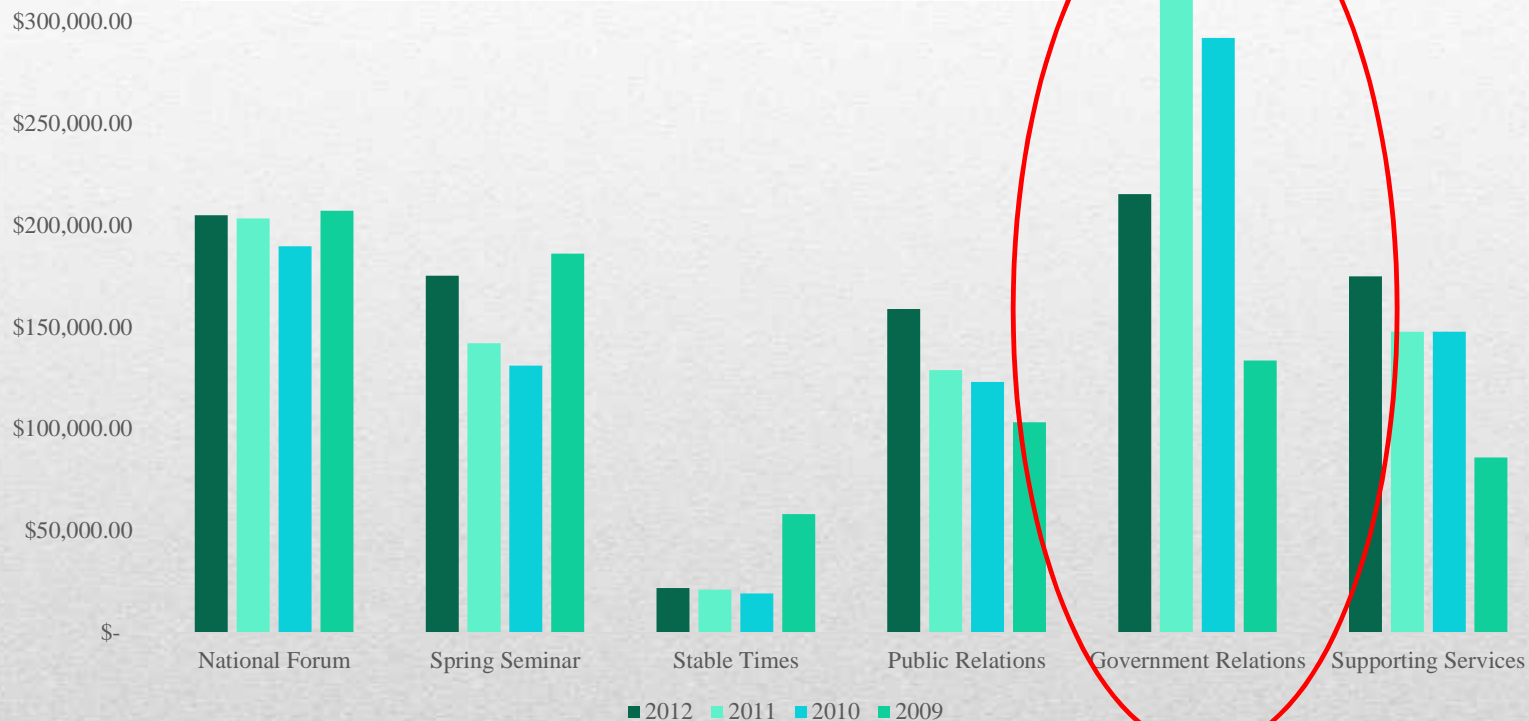
- Received unqualified opinion on audited financial statements for 2012
- Prepared and filed Form 990 for 2012
- Responded and provided guidance on financial and accounting issues

2013 Highlights



SVIA Revenues 2009 – 2012

Expenses	2012	2011	2010	2009
National Forum	\$ 204,941.00	\$ 203,425.00	\$189,764.00	\$207,152.00
Spring Seminar	\$ 175,324.00	\$ 142,195.00	\$131,139.00	\$186,212.00
Stable Times	\$ 21,908.00	\$ 21,135.00	\$ 19,168.00	\$ 58,224.00
Public Relations	\$ 158,932.00	\$ 128,852.00	\$123,141.00	\$103,362.00
Government Relations	\$ 215,370.00	\$ 360,927.00	\$292,145.00	\$133,640.00
Supporting Services	\$ 174,948.00	\$ 147,853.00	\$147,853.00	\$ 85,994.00



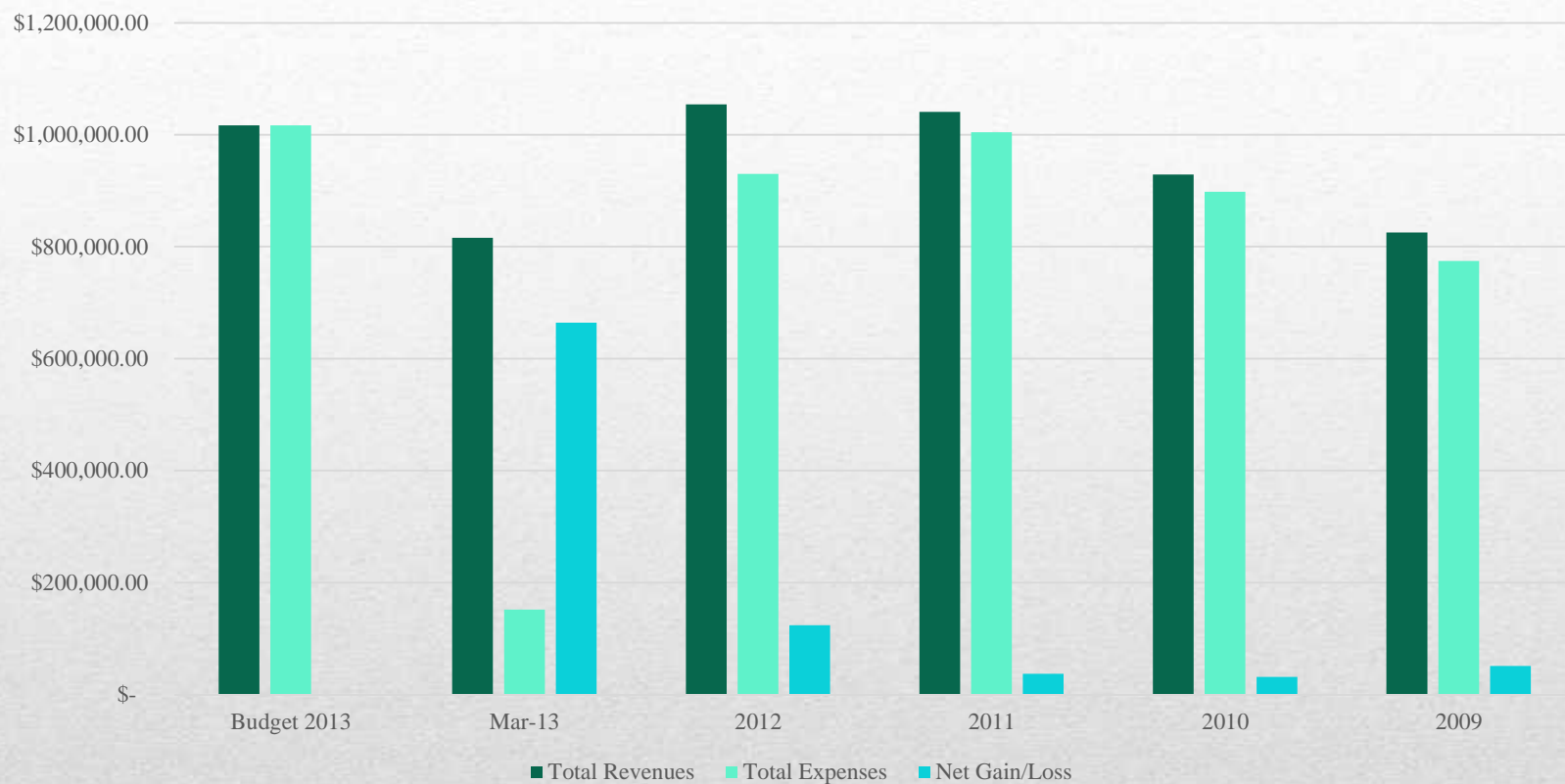
SVIA Expenses 2009-2012



Cash	\$ 755,846
Prepaid Expenses	\$ 33,235
Property & Equipment	\$ 4,994
Deposits	\$ 25,848
Total Assets	\$ 819,923
Accounts Payable and Accrued Expenses	\$ 37,661
Deferred Revenue	\$ 446,618
Total Current Liabilities	\$ 484,618
Net Assets Unrestricted (Retained Earnings)	\$ 335,305
Total Liabilities and Net Assets	\$ 819,923

Balance Sheet

as of December 31, 2012



Revenues and Expenses 2009 to March 2013

Membership 2012

- 51 service firms
- 18 plan sponsors
- \$205,000 value program

Membership 2013

- 52 service firms
- 18 plan sponsors
- \$215,000 value program
- 96% of dues collected

2013 Dues Review

Evaluate SVIA's ability to respond to environmental challenges

- Current annual dues
 - Service firm: \$7,500
 - Plan sponsor: \$195
 - Value program:
 - Bronze \$5,000
 - Silver \$10,000
 - Gold \$15,000
- Last dues increase in 2008
 - Service firm only from \$6,000 to \$7,500

Membership and Dues
