



Project
Management
Institute.
New Jersey

2022 Membership Business Meeting May 17, 2022



It's our 40 year anniversary!

- 2021 Member Survey
- 2021 Chapter Summary and Financial Review
- 2022 Chapter Objectives and Budget



As of 30 Apr 2022:

4737 members (-212 from 2020 review)

3990 credentials held

161 Volunteers



2021-22 Officers

Officers

Mark Barash – President

Lystra Haynes – VC-Membership and VP DEI

Lisa Blake – VC-Education

Cathy Bruce – VC-Technology

Charles Rosen – VC-Operations

Steve Warnek – VC-Marketing

Judy Balaban – Past President

Advisors

John Bufe – Advisor and VP-Infrastructure

2021 Year-End Survey by PMI Global



Satisfaction: Membership

Overall Satisfaction with Chapter Membership

	2019	2020	2021	Region Average 2021
Very satisfied	49%	62%	68%	50%
Somewhat satisfied	33%	26%	22%	27%
Neither satisfied nor dissatisfied	14%	8%	9%	16%
Somewhat dissatisfied	3%	2%	1%	6%
Very dissatisfied	1%	2%	0%	2%

Satisfaction with Chapter Leadership

	2019	2020	2021	Region Average 2021
Very satisfied	55%	67%	68%	52%
Somewhat satisfied	24%	17%	18%	21%
Neither satisfied nor dissatisfied	19%	12%	14%	22%
Somewhat dissatisfied	2%	2%	1%	3%
Very dissatisfied	1%	1%	0%	1%

Likelihood to Renew Chapter Membership



2021 Year-End Survey by PMI Global

	2019	2020	2021	Region Average 2021
Extremely likely	57%	66%	67%	59%
Very likely	31%	22%	24%	23%
Somewhat likely	8%	8%	7%	13%
Not very likely	3%	3%	2%	3%
Not at all likely	1%	1%	0%	2%

Overall Value of Chapter Membership

	2019	2020	2021	Region Average 2021
Excellent	36%	45%	47%	36%
Very good	34%	30%	34%	30%
Good	18%	16%	12%	18%
Fair	10%	6%	6%	12%
Poor	2%	3%	1%	4%

Adapted to changes due to COVID-19

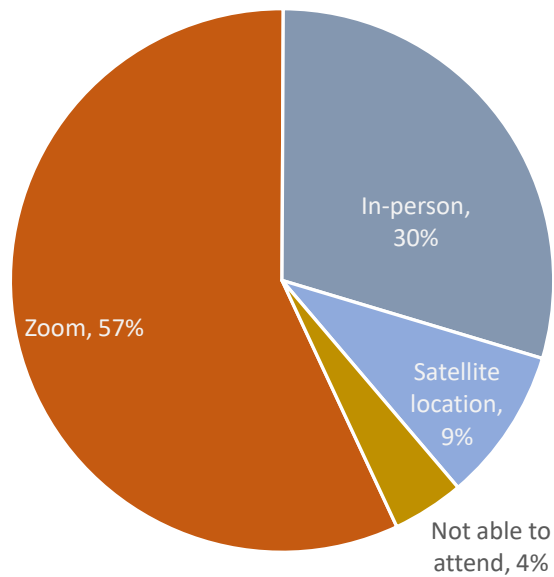
	2019	2020	2021	Region Average 2021
Adapted very well	0%	0%	81%	62%
Adapted somewhat well	0%	0%	16%	27%
Adapted somewhat poorly	0%	0%	0%	4%
Adapted very poorly	0%	0%	0%	1%
No changes to the chapter	0%	0%	3%	6%



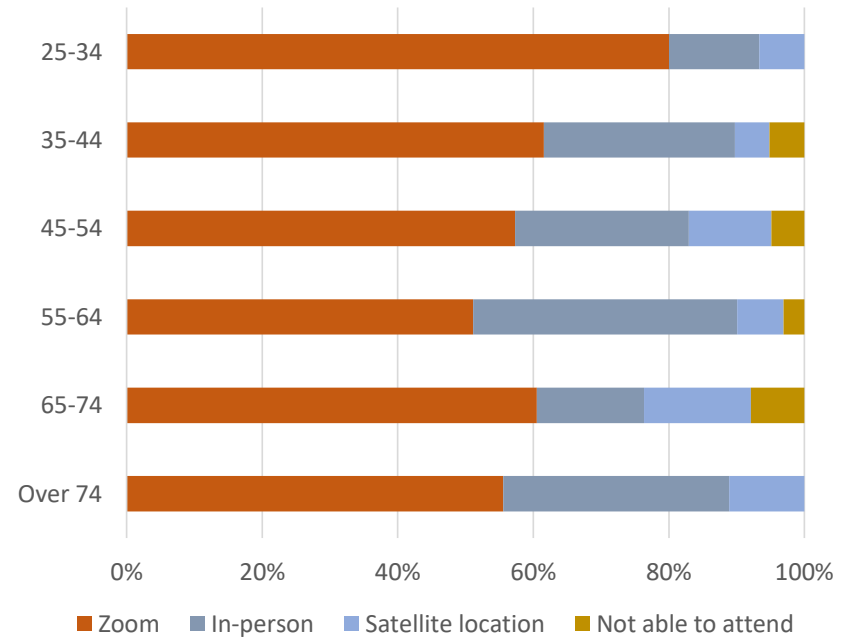
Q1 2022 Member Survey by PMINJ

Assuming there were not any COVID risk, and the meeting location were convenient, how would you prefer to attend a monthly meeting?

ATTENDANCE PREFERENCE
(n = 328)



ATTENDANCE PREFERENCE, BY AGE GROUP
(n = 314)





Q1 2022 Member Survey by PMINJ

Assuming there were not any COVID risk, and the meeting location were convenient, how would you prefer to attend a monthly meeting?

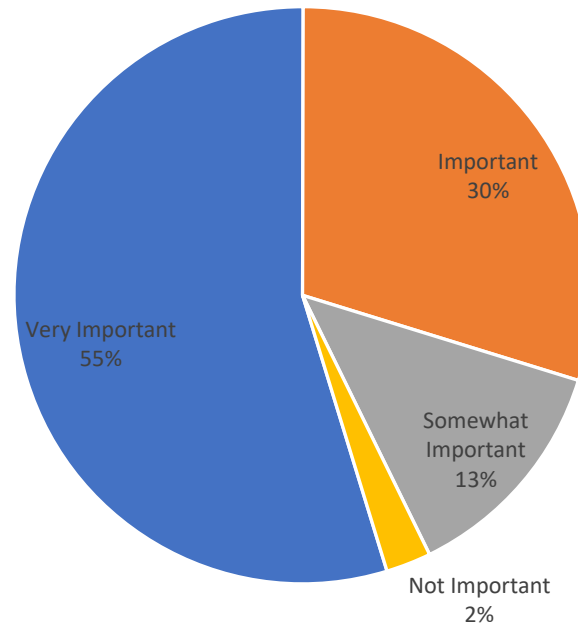
	Zoom	In-person	Satellite location	Not able to attend	Total
NJ	144	88	26	9	267
Northern New Jersey	67	44	10	4	125
	54%	35%	8%	3%	
Bergen	9	8	3		20
Essex	9	5		3	17
Hudson	2	4			6
Morris*	25	19	6		50
Passaic	3	1			4
Sussex	1	3			4
Union	17	3	1	1	22
Warren	1	1			2
Central New Jersey	64	37	15	3	119
	54%	31%	13%	3%	
Hunterdon	5	2	1		8
Mercer	4	3	4		11
Middlesex*	22	18	3		43
Monmouth	12	6	5	2	25
Ocean	3	1		1	5
Somerset*	18	7	2		27
Southern New Jersey	13	7	1	2	23
	57%	30%	4%	9%	
Atlantic		1			1
Burlington	8	4	1	1	14
Camden	2	1		1	4
Cape May	1	1			2
Cumberland	1				1
Salem	1				1



Q1 2022 Member Survey by PMINJ

Assuming there were not any COVID risk, and the meeting location were convenient, how important would it be to have a virtual option?

VIRTUAL OPTION IMPORTANCE
(n = 316)



2021 Objectives



2021 Areas of Focus

- **Prepare for the “new normal”**
 - *LCI – women, veterans, new*
 - *Student alliances and student competition*
 - *Leverage members new to profession*
 - *Expand DEI programs, resources, focus*
- **Demonstrate PMINJ value to Decision Makers**
 - *Corporate Advisory Board*
 - *Ambassadors within employers*
 - *Articulate PMINJ value to employers*
 - *Enhance PMINJ PM days*
- **Improve & Grow Stakeholder Engagement**
 - *Improve 2 way communication between Chapter and Members*
 - *Review website navigability and appeal*
 - *Engage unengaged members*



2021 Results

- **Transform the “new normal”**
 - *LCI - Continued success with veterans career fair jointly with Great Lakes MI*
 - *Women in Leadership established Book Club*
 - *Identified members new to profession thru welcome calls*
 - *Expanded DEI programs, resources, focus*
 - **Demonstrate PMINJ value to Decision Makers**
 - *Corporate Advisory Board meeting regularly*
 - **Improve & Grow Stakeholder Engagement**
 - *Website redesign completed; work started, to be available in Fall 2022*
 - *Engage unengaged members – definitions and approach completed*
-
- **Core Services delivered**
 - *Symposium*
 - *Professional Development*
 - *Monthly programs*
 - *Meetups*
 - *LCI*
 - *POY/PMOY/Scholarships*
 - *Volunteer Recognition*



2021 Year End Financials

Area	Revenue	Expense
Administration/Ops	\$ -	\$ 3,064
Business Relationships	\$ 3,561	\$ 640
Finance		\$ 6,882
Marketing		\$ 985
Membership	\$ 96,410	
Outreach	\$ 1,455	
President		
Professional Development	\$ 23,574	\$ 17,000
Programs	\$ -	\$ 1,218
Recognition		\$ 14,074
Symposium	\$ 25,245	\$ 40,419
Technology		\$ 9,950
Budget	\$ 195,050	\$ 161,412
Actual	\$ 150,245	\$ 94,232
Surplus - goes to Reserve	\$ 22,376	



Year End Financials - Trend

Area	2021		2020		2019	
	Revenue	Expense	Revenue	Expense	Revenue	Expense
Administration/Ops	\$ -	\$ 3,064	\$ -	\$ 4,477	\$ -	\$ 17,209
Business Relationships	\$ 3,561	\$ 640	\$ 2,480	\$ -	\$ 11,746	\$ 128
Finance		\$ 6,882	\$ 2,092	\$ 19,419	\$ -	\$ 14,626
Marketing		\$ 985	\$ 3,800	\$ 13,265	\$ -	\$ 12,364
Membership	\$ 96,410		\$ 125,132	\$ -	\$ 139,065	\$ -
Outreach	\$ 1,455		\$ 1,050	\$ 400	\$ 6,545	\$ 6,660
President			\$ -	\$ -	\$ -	\$ -
Professional Development	\$ 23,574	\$ 17,000	\$ 67,367	\$ 21,783	\$ 66,283	\$ 23,688
Programs	\$ -	\$ 1,218	\$ 6,668	\$ 27,668	\$ 38,365	\$ 81,228
Recognition		\$ 14,074	\$ -	\$ 20,577	\$ -	\$ 78,542
Symposium	\$ 25,245	\$ 40,419	\$ 17,411	\$ 25,249	\$ 166,765	\$ 136,425
Technology		\$ 9,950				
Budget	\$ 195,050	\$ 161,412	\$ 461,550	\$ 459,067	\$ 507,370	\$ 478,135
Actual	\$ 150,245	\$ 94,232	\$ 226,000	\$ 132,838	\$ 428,769	\$ 370,870
Surplus - goes to Reserve	\$ 22,376		\$ 93,162		\$ 57,899	



Balance Sheet/ Reserves as of Charter Renewal

Financial Highlights for Fiscal Year 2021:

Currency:	USD
Reserves as of 31 December 2020:	1,381,721.00
2021 Incoming Funds (gross receipts):	183,786.00
2021 Expenses:	100,211.00
Reserves as of 2021:	1,465,296.00

Chapters who filed taxes with their government must send a copy of the annual tax filing to PMI Global Headquarters.

By completing and signing this form, I attest that I have verified the information submitted is true and complete to the best of my knowledge.

I agree to the terms mentioned above

Prepared By: Mark Barash

Date: 18 March 2022

2022 Objectives



2021 Areas of Focus

- **Prepare for the “new normal”**
 - LCI – women, veterans, new
 - Student alliances and student competition
 - Leverage members new to profession
 - Expand DEI programs, resources, focus
- **Demonstrate PMINJ value to Decision Makers**
 - Corporate Advisory Board
 - Ambassadors within employers
 - Articulate PMINJ value to employers
 - Enhance PMINJ PM days
- **Engagement**
 - Improve 2 way communication between Chapter and Members
 - Review website navigability and appeal
 - Engage unengaged members



2022 Areas of Focus

- **Transform the “new normal”**
 - LCI – military expansion, new LCI
 - Student alliances and student competition
 - Leverage members new to profession
 - enhance DEI as a core cultural component of PMINJ.
- **Demonstrate / Communicate / Actualize / the Value of PMINJ/PM to Decision Makers**
 - Enhance and leverage Corporate Advisory Board
 - Ambassadors within employers
 - Articulate PMINJ value to employers
 - Enhance PMINJ PM days
- **Improve & Grow Stakeholder Engagement and Broaden our Reach**
 - Transform Volunteer program
 - Update website for navigability and mobile use
 - Explore ways to reach broader Changemakers community (PMI 4.0)

2022 Budget



Area	Revenue	Expense
Administration/Ops		\$ 23,631
Business Relationships	\$ 1,500	\$ 1,920
Finance		\$ 16,350
Marketing	\$ -	\$ 1,000
Membership	\$ 112,500	\$ 750
Outreach	\$ 2,000	\$ 3,800
President		
Professional Development	\$ 85,949	\$ 78,500
Programs	\$ 27,355	\$ 28,775
Recognition		\$ 16,900
Symposium	\$ 28,750	\$ 45,800
Technology		\$ 18,675
Budget	\$ 258,054	\$ 236,101
Actual		
Surplus - goes to Reserve	\$ 21,953	



<http://www.pminj.org>