



**Project**  
Management  
Institute®  
New Jersey

# **2020 Membership Business Meeting February 21, 2020**



Discussion Points

**2019 Chapter and Financial Review**

**2020 Chapter Preview**

## Statistics



**As of 31 Jan 2020:**

**5601 Members**

**4290 Credential Holders**

**237 Volunteers**

## 2019-20 Officers



**Mark Barash – President**

**Wes Tervo – VP – Membership**

**Lisa Blake – VP – Symposium**

**Cathy Bruce – VP – Administration**

**Judy Balaban – Past President**

**Lystra Haynes – VP – Recognition**

**Joyce Nussbaum – VP – Finance**

**Charles Rosen – VP – Programs**

**Jon Rice – VP – Outreach**

**John Tse – VP – Professional Development**

**Steve Warnek – VP – Marketing & Business Relationships**

**John Bufe – Advisor**



# 2020 Objectives

## 2019 Areas of Focus

### Chapter Initiatives

- **Growth**
  - *Emerging professionals*
  - *Member experience*
  - *Advisory Board*
  - *Sponsorship support*
  - *Partnerships*
- **Outreach**
  - *Chapters*
  - *Corporate*
  - *Community*
  - *Within PMINJ*



## 2020 Areas of Focus

### Chapter Initiatives

- **Growth**
  - *Emerging professionals*
  - *Transform Communication channels*
  - *New forms of Partnerships*
- **Outreach**
  - *Other PMI Chapters*
  - *Corporate /Executive Awareness*
  - *Community*
  - *Education/PMIEF*
  - *LCI growth*

# 2019 Year End Financials



VP	Revenue	Expense
Administration	\$ -	\$ 39,525
Business Relationships	\$ 15,000	\$ 1,500
Finance	\$ 42,000	\$ 20,950
Marketing	\$ 100	\$ 16,800
Membership	\$ 135,000	\$ 2,700
Outreach	\$ 4,000	\$ 8,050
President	\$ -	\$ 940
Professional Development	\$ 87,650	\$ 34,530
Programs	\$ 31,620	\$ 68,000
Recognition	\$ -	\$ 86,600
Symposium	\$ 192,000	\$ 198,540
Total	\$ 507,370	\$ 478,135
Actual	\$ 423,701	\$ 374,655
Surplus - goes to Reserve	\$ 49,046	



# Year End Financials - Trend

	2019		2018		2017	
VP	Revenue	Expense	Revenue	Expense	Revenue	Expense
Administration	\$ -	\$ 39,525	\$ -	\$ 2,475	\$ -	\$ 2,450
Business Relationships	\$ 15,000	\$ 1,500	\$ 10,000	\$ 1,500	\$ 10,000	\$ -
Finance	\$ 42,000	\$ 20,950	\$ -	\$ 21,875	\$ 22,000	\$ 15,750
Marketing	\$ 100	\$ 16,800	\$ -	\$ 15,000	\$ -	\$ 15,000
Membership	\$ 135,000	\$ 2,700	\$ 132,500	\$ 2,700	\$ 100,000	\$ 4,050
Outreach	\$ 4,000	\$ 8,050	\$ -	\$ 5,750	\$ -	\$ 2,250
President	\$ -	\$ 940	\$ -	\$ 17,690	\$ -	\$ 17,690
Professional Development	\$ 87,650	\$ 34,530	\$ 67,600	\$ 38,670	\$ 56,000	\$ 45,920
Programs	\$ 31,620	\$ 68,000	\$ 45,370	\$ 84,300	\$ 45,370	\$ 84,300
Recognition	\$ -	\$ 86,600	\$ -	\$ 57,000	\$ -	\$ 54,050
Symposium	\$ 192,000	\$ 198,540	\$ 170,425	\$ 163,821	\$ 187,925	\$ 179,026
Total	\$ 507,370	\$ 478,135	\$ 425,895	\$ 410,781	\$ 421,295	\$ 420,486
Actual	\$ 423,701	\$ 374,655	\$ 356,540	\$ 333,794	\$ 383,135	\$ 324,372
Surplus - goes to Reserve	\$ 49,046		\$ 22,746		\$ 58,763	

# 2020 Budget

VP	Revenue	Expense
Administration	\$ -	\$ 29,401
Business Relationships	\$ 8,000	\$ 6,500
Finance	\$ 27,000	\$ 22,371
Marketing	\$ -	\$ 26,900
Membership	\$ 137,500	\$ 2,700
Outreach	\$ 4,000	\$ 12,000
President	\$ -	\$ 940
Professional Development	\$ 60,750	\$ 61,575
Programs	\$ 32,300	\$ 82,980
Recognition	\$ -	\$ 25,900
Symposium	\$ 192,000	\$ 187,800
<b>Total</b>	<b>\$ 461,550</b>	<b>\$ 459,067</b>







<http://www.pminj.org>