The Path Forward
AHMP Annual Report 2017
The Path Forward

Michael D. Maheux, CHMM
AHMP 2017 President

Journeys—both personal and professional—often encounter unexpected twists, turns, and obstacles. Organizations also occasionally run into roadblocks and detours that delay or set back their progress.

AHMP is no different. In recent years, the Alliance has faced numerous obstacles and detours. Declining membership. Staff turnover. Financial constraints. Strained relations with its chapters. But, in spite of this difficult journey of late, AHMP has persisted. And slowly, incremental progress has been made…and continues to be made.

This 2017 Annual Report highlights the organization’s continued path forward: membership has stabilized; finances have improved and deficits have been eliminated; management has been professionalized; partnerships have been launched; and a future-focused, multiyear strategic plan has been implemented.

AHMP’s journey won’t always be smooth sailing, but the twists and turns have been straightened out and the detours and obstacles minimized. While honoring its 30-year legacy, AHMP has its sights set on what lies ahead, not on what is in the rearview mirror.

I was honored to serve as your president during the past year as my own journey led me down a different path and new professional opportunity. I am confident that with the active national leadership in place and the support of members, AHMP will continue its path forward!
The Path Forward...Strategically

In early 2017, the AHMP board of directors adopted a new strategic plan designed to guide the organization’s path forward for the next several years. The document’s key elements—mission, vision, values, and outcomes—serve as a “blue print” or directional compass for the organization’s initiatives (e.g., annual action plans, budgets).

Mission
(Why AHMP exists)
AHMP maximizes its community, voice, knowledge exchange, and management support of hazardous materials professionals, making our world safer and healthier.

Vision
(What it aspires to become)
AHMP is the premier global leader for hazardous materials professionals.

Values
(Non-negotiable uniting factors and unchanging principles)
• We are trusted, ethical advisors, operating with professional integrity.
• We believe in lifelong learning, continuous transfer of knowledge, and professional growth.
• We foster two-way, transparent, and frequent communication.
• We are good stewards, accountable for our responsibilities and to our communities.
• We are innovative and accessible and seek excellence in order to be sustainable.
• We take pride in AHMP, our professional contributions, and the benefits they bring to others.

Outcomes Focus
(What will be different)
# 1: Members experience consistent premier-value delivery.
# 2: Chapters are partners in, and receive, premier-value delivery.
# 3: Short and long-term financial and staff resources are sustainable.
# 4: Internal and external premier brand recognition is maximized.
In 2017, AHMP all but eliminated year-over-year six-figure deficits that had plagued it for at least six years. Recent and current leadership had a plan to return the organization to financial solvency. It achieved this by proving that AHMP understands its resource limitations and manages effectively within a conservative, well-defined budget.

In the two most recent years alone, there was a positive turnaround of nearly $116,000 in AHMP’s net assets, as reflected in the accompanying graphic. At year-end 2017, AHMP had net revenue versus expenses of $68,484 on a budget of more than $500,000. Refer to the pie charts on the following page for the sources of income and how resources were allocated last year.

The path to improving health and stability from near financial ruin was accomplished with the dedication of the board and the oversight of AHMP’s management company. We are optimistic that AHMP will sustain this forward progress and will seek to parlay the healthier financial situation into enhanced value for members. At the same time, though, the leadership and staff will remain cautious and not allow past complacency and spendthrift tendencies to return.

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Rev. vs. Expenses</td>
<td>$(36,361.00)</td>
<td>$(25,837.00)</td>
<td>$(3,433.00)</td>
<td>$7,403.00</td>
<td>$45,442.00</td>
<td>$47,295</td>
<td>$68,484.00</td>
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<tr>
<td>Net Asset/Fund Balance</td>
<td>$(146,544.00)</td>
<td>$(172,381.00)</td>
<td>$(175,814.00)</td>
<td>$(168,411.00)</td>
<td>$(122,969.00)</td>
<td>$(75,674.00)</td>
<td>$(7,190.00)</td>
</tr>
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2017 Year-End Financial Results

Income
$562,808
- Membership Dues: 6%
- National Conference: 36%
- Publications & Training: 57%
- Other: 1%

Year-End Expenses
$494,324
- National Conference: 55%
- General & Admin.: 17%
- Publications & Training: 6%
- Member Services: 15%
- Board & Committees: 7%
AHMP National Conference:
The Annual Resource for EHS&S Professionals

The AHMP National Conference is the only convention designed exclusively and specifically for hazardous materials professionals. It is widely considered the “go to” event for industry representatives who want to improve their skills and build their peer network.

The 30th anniversary event in 2017 was no exception. Despite Hurricane Harvey devastating southern Texas and impeding plans for some attendees, hundreds gathered in Fort Worth. During the conference’s three days, they heard insights from two keynote speakers, gained valuable knowledge at three-dozen technical sessions and the Emergency Response Scenario (ERS), learned about new products and services in the exhibit hall, and developed strong bonds with colleagues.

The post-conference evaluation revealed decidedly favorable results. 92% indicated the conference met or exceeded their expectations, and 89% felt the value was greater than or equal to the registration fees paid to attend. The keynote and technical sessions, ERS, and networking opportunities each had “excellent” or “good” ratings that exceeded 90%. Evaluation comments underscored the positive ratings:

“My 1st time attending. I thought everything was well-done!”

“It was an excellent conference – a great experience!”

Mark your calendar and plan to attend!
➢ 2018: Reno, August 26–29
➢ 2019: Atlanta, August 25–28
➢ 2020: Omaha, August 30–September 2
AHMP 2017 Leadership

The ability of AHMP to move forward is a result of the tireless efforts of professionals who volunteer their time and expertise to develop and provide oversight for the programs and services offered to members. AHMP thanks the following individuals for their dedication and also expresses its appreciation to countless others—committee members, chapter leaders, conference speakers, etc.—for their complementary efforts.

Board of Directors

**President** – Michael D. Maheux, CHMM  
**Past President** – Joe E. Jenkins, CHMM, PG, CPESC  
**Vice President / President-Elect** – Bruce A. Donato, CSP, CHMM, CECD  
**Treasurer** – Mark Bruce, CHMM  
**Secretary** – Ron Kurtz, CSP, CHMM

**Directors-at-Large:**  
Korey Brunken, PG, CHMM (until August 2017)  
Kimberly Hearns-Belser, CHMM  
Carl W. Heinlein, ARM, CPEA, CRIS, CSP, OHST, STS  
Eric R. Johnson, CHMM, AICP  
Linda H. Lawhorn, CHMM, CDGP  
Chris Leney, CHMM  
Brian Prince, CHMM, MBA, CSAM, FSA (as of August 2017)

**Advisory Directors:**  
Brian Prince, CHMM, MBA, CSAM, FSA (until August 2017)  
Zehra Schneider Graham, CHMM, REM

**Ex-Officio** – Charles W.L. Deale, FASAE, CAE, AHMP Executive Director

Committee and Task Force Chairs

**Awards** – Thomas Whitman, MS, CSP, CHMM  
**Chapter Development** – Rebecca Neal, CHMM  
**Finance** – Mark Bruce, CHMM  
**Governance** – Zehra Schneider Graham, CHMM, REM  
**Government Affairs** – Kent Shadley, CHMM  
**Leadership** – Joe E. Jenkins, CHMM, PG, CPESC  
**Professional Development** – Paul A. Hausman, CHMM  
**Student Engagement** – Joe E. Jenkins, CHMM, PG, CPESC
AHMP Awards Program
This long-standing program honors individuals, chapters, and organizations for their outstanding contributions to AHMP and the hazardous materials management profession. The following individuals and AHMP chapters were recognized at the 2017 National Conference in Fort Worth.

AHMP Certified Member Awards

**Pete Cook Founder’s Award**
Zehra Schneider Graham, CHMM, REM

**Hazardous Materials Professional of the Year Award**
John McDonald III, CHMM

**AHMP Distinguished Service Recognition Award**
Elena G. Capsuto, CHMM

AHMP Chapter Awards

**Chapter of the Year Award**
Gateway Society of Hazardous Materials Managers

**AHMP Distinguished Chapter Recognition Award**
• Alabama Society of Hazardous Materials Managers
• Chicago AHMP Chapter
• East Tennessee Chapter of AHMP
• First Coast Chapter of AHMP
• Gateway Society of Hazardous Materials Managers
• Heartland Chapter of ACHMM
• Lone Star Chapter of AHMP
• New England Chapter of the ACHMM

**Chapter Communication Program of the Year Award**
Gateway Society of Hazardous Materials Managers

AHMP Friend Award

**Friend of the Alliance Award**
Susan Zapata