The State of NFRC

NFRC Fall Meeting
Minneapolis, MN
September 21, 2015
ORIGINALITY
INNOVATION
NECESSITY
Fenestration Rating Council is the leader in energy performance information, education, and certified ratings for fenestration products.
A point at which the essential nature of character of a person or group is revealed or identified.
ADVANCING NFRC

• 2015 Annual Report
• Exploring commercial market needs
• Providing easier access to educational materials
• Developing our programs
• Reaching the international community
ADVANCING NFRC

- Improving billing procedures
- Maintaining a viable financial house
- Involving and engaging membership
HALLMARKS OF A THRIVING ORGANIZATION

Organizational Success

Financial Health

Better and Innovative Services

Satisfied Members/Capable Employees

Lean Operations
If you want to break new ground and set new standards, you have to rethink your models, and your way of doing things. You have to be brave, and you have to have the courage to do things differently, leaving old conventions behind.
FINANCIAL SUMMARY
FOR THE PERIOD ENDING 08/31/2015

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$5,311,122</td>
</tr>
<tr>
<td>Expenses</td>
<td>$3,210,748</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$2,100,374</td>
</tr>
</tbody>
</table>

Revenue

Expenses

Net Assets
Measuring Success
Key Indicators

- Performance
- Progress
- Problems
Operating Reserve Ratio

- NFRC: 66.0%
- Best Practices: 25.0%
High numbers indicate
• Stability
• Productivity
• Efficiency
Vision

Alliances

programs

SERVICES