

2010 Annual Report



 **AHMP**
**ALLIANCE OF HAZARDOUS
MATERIALS PROFESSIONALS®**
Global leadership for a sustainable future®

www.ahmpnet.org

W. Scott Butterfield



A. Cedric Calhoun

AHMP Vision:
To be the recognized
global leader and resource
for hazardous materials
professionals.

Dear AHMP Members & Friends:

The driving force of the Alliance of Hazardous Materials Professionals is to strive to achieve its vision to become the recognized global leader and resource for hazardous materials professionals. Regardless of the direction taken the focus of the Board of Directors and staff is to move the membership and profession forward.

Our success was on display throughout 2011 as your volunteer leaders and your national headquarters staff worked diligently to attain a number of achievements on your behalf. For example, last year we:

- Launched a joint brochure with the Institute of Hazardous Materials Management promoting both organizations to government, industry and the public,
- Offered a Regional Regulatory Review in Washington, DC,
- Implemented the new Leadership Committee process for the first time, and
- Provided the Essentials of Hazardous Materials Management Course materials as a corporate training tool.

These and other AHMP achievements have helped arm its members and other stakeholders with the information and resources they need to tackle the new and future challenges of their chosen profession. These achievements are making AHMP's voice stronger on hazardous materials and environmental issues as well as cementing our reputation as the national leader in the hazardous materials management industry.

We take our hats off to Zehra Schneider Graham, CHMM, REM, under whose leadership these program were implemented, for her strong and consistent commitment to true servant leadership for her organization and profession.

This 2010 Annual Report provides details about our finances as well as some of the work from last year.

We hope after reading it that you will have a greater appreciation for the scope of the work your association is engaged in to ensure the immediate and long-term success of its members.

While this report takes a look back at 2010 we want to ensure you that your volunteer leaders and staff are future focused!

Yours truly,

W. Scott Butterfield, CHMM
President

A. Cedric Calhoun, FASAE, CAE
Executive Director

INSIDE AHMP

2011 Board of Directors

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INSIDE AHMP

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AHMP VISION, MISSION & STRATEGY

Vision

To be the recognized global leader and resource for hazardous materials professionals.

Mission

To provide value to our members and other stakeholders by focusing on the key goal areas of:

- Advocating for our membership while enhancing government relations and public relations
- Strengthening communications among members and stakeholders
- Strengthening our membership and partnership bases
- Improving management and governance operations and strengthening our financial base
- Providing superior educational resources and opportunities
- Serving our membership and chapters by providing new products, services and tools for success.

Our Strategy

To achieve its mission, AHMP will work with its chapters, the Institute of Hazardous Materials Management (IHMM) and other professional organizations to link industry, government and academia, establishing its vision for the future.

2010 FINANCIAL OVERVIEW

AHMP continues to strive to produce high-quality programs and benefits while managing the costs it requires to maintain them.

In 2010, the AHMP Board of Directors elected to scale back on making new investments in programs to better serve the longer-term sustainability of the association and to focus on improving the member benefits for our more than 4,000 members. Among these improvements were:

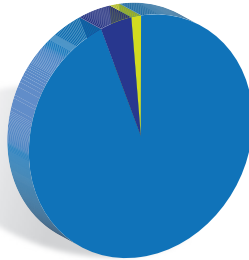
- Expanding our connection with IHMM to produce the first joint brochure highlighting both organizations in over 5 years;
- Upgrading the AHMP Recertification Tracking Service with new features and capabilities; and
- Continuing to solidify its advocacy role—deemed important by members—by authoring and publishing articles related to hazardous materials and homeland security issues.

For the year AHMP generated revenues of \$885,140 from all sources, up more than \$34,000 from the previous year. Meanwhile, AHMP had operating expenses of \$873,833, a decrease of more than \$229,650 from 2009. The net gain for 2009 was \$11,307, which includes a \$29,000 rollover expense from 2009 that was accounted for in 2010 and a \$45,000 deposit in to the AHMP Reserves.

This actual 2010 operating surplus of \$11,307 is attributable to three primary factors: 1) Exceeding the Membership Dues revenue budget by \$9,850 which was 2 percent over budgeted revenue. This was due in large part to a dues increase that was implemented in 2010; 2) Higher than-anticipated revenues from Training (\$11,375 over budget) and the National Conference (\$11,075 above budget); and 3) The Board making the decision to hold on any new investments for 2010.

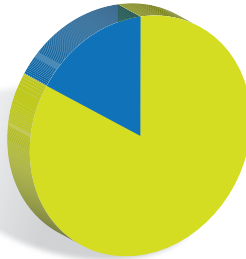
There were other positives in 2010, as well. For instance, the AHMP National Conference historically generates a positive net income. However, in 2010 the positive net income was \$159,000 which was \$75,773 more than 2009. This was primarily due to National Conference expenses being \$51,000 less than anticipated. AHMP continues to strive to produce high-quality programs and benefits while managing the costs it requires to maintain them.

2010 FINANCIAL OVERVIEW



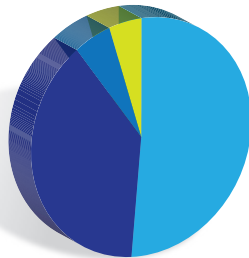
Total Assets \$230,287

- Cash Equivalents
\$222,299
- Inventory
\$3,497
- Accounts Receivable
\$4,491



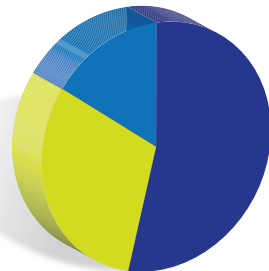
**Total Liabilities \$230,287
& Net Assets**

- Net Assets
\$193,562
- Current Liabilities
\$36,725



Income \$885,141

- Member Training
\$47,832
- Other
\$40,069
- Member Dues
\$340,459
- Annual Conference
\$456,781



Expenses \$873,833

- National Office
\$124,332
- Annual Conference
\$297,377
- Member Services
\$452,125

MAJOR 2010 ACHIEVEMENTS

By supporting these modifications you have helped set the stage for what we believe will be a way for AHMP to build stronger leaders from within its ranks.

Leadership Committee Implements New Process

With the implementation of our new Bylaws the Leadership Committee was developed. The role of this Committee is to look for individuals who are qualified candidates for elective positions on the Board of Directors (BoD) from the certified members of AHMP and Committee positions from the certified and professional members of AHMP.

The Leadership Committee began its work to further develop the procedures governing the new process. The goal is to develop a pool of potential leaders so that there is a group of people who are willing and able to step in to leadership positions within AHMP. The Committee has developed a Nominee Packet that will be sent to those that have been nominated to serve. Members can self-identify themselves as potential candidates or can be recommended by other members of AHMP. Once an individual has been identified, the Committee will utilize a standard set of objective criteria to evaluate the candidates "readiness" to serve in a leadership position. It is our goal to continually improve this process with the ultimate goal of having a "Leadership curriculum" available to potential candidates that they can participate in over a specified time period.

We thank you for supporting these changes to a process that needed an overhaul. By supporting these modifications you have helped set the stage for what we believe will be a way for AHMP to build stronger leaders from within its ranks.

Essentials of Hazardous Materials Management Course Content Reaches Out

For the first time in its history, AHMP licensed its Essentials of Hazardous Materials Management (EHMM) Course materials to a corporation to provide the hazmat overview to its employees as an internal training resource. In late 2010, AHMP licensed the EHMM content to Booz Allen Hamilton to take over 20 employees through the course, using internal CHMMs and other subject matter experts, to prepare those students to take the CHMM exam. Booz Allen Hamilton executives agreed to take between 100–200 of their environmental consultants through the course material to expose them to areas they don't work in or touch every day.

MAJOR 2010 ACHIEVEMENTS

As a strategic partnership, both AHMP and IHMM are stepping out to promote their brands and associated products and services separately, but united.

There are many advantages to this type of business model:

1. It is a great win for AHMP because this type of business relationship provides an opportunity to gain greater exposure for its educational material to a large company that has a diverse group of professionals working in offices across the country. This will also expose those same employees to AHMP membership and networking opportunities that will eventually increase the membership numbers.
2. AHMP Affiliated Chapters will also see an increase their numbers (membership and participation) as many of the individuals are learning of AHMP and its Chapter structure for the first time. The ability to network locally is of great interest to individuals new to any membership group and as AHMP chapters are the foundation of the organization it serves a dual purpose.
3. There is good chance that 100-200 new CHMMs will be added to the ranks thus strengthening the credential and the number of active certificants. Building the number of CHMMs is a goal of AHMP and penetrating a large corporate structure is a solid way to do so.

AHMP and IHMM Create Joint Brochure

The "Program Overview" made its emergence after over five years of being completely dormant. This joint project as a document lays out the advantages of membership in AHMP as well as the importance and process for obtaining the three IHMM designations; Hazardous Materials Manager in Training, Certified Hazardous Materials Practitioner and Certified Hazardous Materials Manager.

As a strategic partnership, both AHMP and IHMM are stepping out to promote their brands and associated products and services separately, but united. Special attention was paid to ensure there would be no confusion when it came to the roles and responsibilities both organizations played in the environmental, health, safety and security (EHS&S) industry.

This piece is a direct byproduct of the renewal of the affiliation agreement that was renewed in 2009. These activities and others will increase the number of credential holders, strengthen AHMP's membership base and solidify IHMM's position as the administrator of several essential EHS&S industry credentials.

MAJOR 2010 ACHIEVEMENTS

AHMP embarked on this inaugural education program because over fifty percent of its membership indicated they are involved in regulatory compliance at some level in their jobs.

AHMP Regional Regulatory Review

AHMP embarked on this inaugural education program because over fifty percent of its membership indicated they are involved in regulatory compliance at some level in their jobs and it was felt that it was time that the organization offered a regulatory review that was taught by a combination of industry peers and regulators. The objective was to match up practical application with the rules in a forum that provided an exchange of ideas as well as information that could be taken back and immediately used to assist a facility with being prepared.

This was a one-day program that specifically covered changes and proposed rules related to SPCC, GHS, TSCA and CFATS and allowed participants to maximize a short time out of the office while obtaining the knowledge necessary to stay ahead of the changes that affected their business success. The EHS&S landscape is changing rapidly and AHMP knows that companies cannot afford any surprises that may result in lost revenue or hefty fines.

The speakers were the following individuals:

- Jennifer Schuch, CHMM, CPEA, Project Environmental Scientist, URS Corporation
- Daniel Levine, CHMM, President, Product Safety Solutions, LLC
- John Farrell, DHS Inspections–Infrastructure Security Compliance Division

A special thank you to our speakers and attendees who made this a successful and productive event.

MEETINGS & EVENTS

National Conference Draws Strong Attendance

Nearly 700 hazardous materials management professionals from across the United States, India and other countries gathered in Atlanta for the 2010 AHMP National Conference.

Among the highlights were addresses from EHS&S leaders. Prominent speakers included former chairman and chief executive officer of the U.S. Chemical Safety Board (CSB) John Bresland; Dr. Patrick Moore, Ph.D., Greenpeace Cofounder; and Dr. John Howard, MD, MPH, JD, LLM, NIOSH Director.

For the first time at the national conference, AHMP had to cancel its emergency response scenario due to unforeseen circumstances at the hosting facility. This set back however did not prevent our attendees from networking and information sharing .

Other memorable features of the AHMP 2010 National Conference were a Citizen Corps Panel discussing how hazardous materials professionals can get involved in their local communities, an exhibit hall with numerous leading EHS&S organizations showcasing the latest products and services as well as nearly 90 technical sessions addressing many of today's key issues affecting the EHS&S and hazardous materials communities and national security. Another first was a student session that occurred all day on Tuesday. The event allowed interaction between college students, EHS&S professionals and our exhibitors and sponsors. A similar event is being planned for 2011. Attendees also took advantage of facility tours of the Georgia Aquarium, World of Coca-Cola and the Westin Peachtree Plaza Hotel; as well as various special events and numerous networking opportunities.

The AHMP National Conference is the premier worldwide educational, training and networking event for environmental, health, safety and security (EHS&S) and hazardous materials management professionals. The 2011 event will take place August 28 through 31, 2011, at the Hilton Austin in Austin, Texas. Program information and online registration is available at www.ahmpnet.org/austin2011/.



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