



TO: All PMI Buffalo Chapter Members and Associates
FROM: Jeff Manhardt, President, Board of Directors, PMI Buffalo Chapter
SUBJECT: 2016 Chapter Operating Results
DATE: February 9, 2017

On behalf of the **2016 Chapter Award winning** PMI Buffalo Chapter Board, it is my pleasure to share with you our 2016 Operating Results.

Why join our chapter? Professional growth and networking opportunities... PDUs for re-certification... professional contacts... staying current with the latest PM practices...

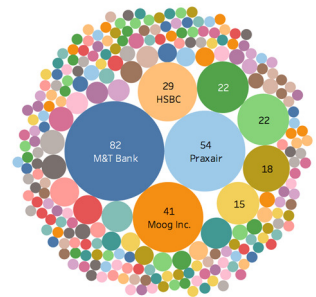
If you chose to attend all of our events in 2016, you would have earned more than **35 PDUs**. This is more than 1/2 of your 3-year PMP recertification requirement of 60 PDUs.

In 2016 our Professional Development and Membership teams offered the following programs:

- **2 Professional Development Day (PDD) Events (7 PDUs each)** - provided education to our members and prospective members at an average cost of \$36/PDU:
 - **Spring 2016 PDD** - had **109** individuals - Speaker - Susanne Madsen - Project Manager to Project Leader
 - **Fall 2016 PDD** - had **161** attendees - Theme - Perfect partnership between project management and business analysis. Speaker - Craig Price - The Realist's Guide™ to Getting a Grip on Negativity
- **6 Chapter Dinner Meetings (1-1.5 PDUs each)** - These meetings attracted **176** attendees at an average cost of \$20/PDU. Topics included a presentation on a project leadership and a tour of Niagara Falls Culinary Institute. Speakers included world renowned Frank Salidas (International Project Management Day) and Michael O’Brochta who helped develop and implement the new Federal Acquisition Certification for Program and Project Managers (FAC-P/PM) - both are PMI rock stars!
- 1st ever collaborative event at Praxair - free to first **50** PMI attendees
- **8 Breakfast meetings (1.5 PDUs each)** - held monthly at various locations around our area. Kudos to those who participated in these self-directed meetings for sharing their experiences to help one another grow professionally!
- **February Annual Business Meeting (1.5 PDUs)** - reviewed 2015 highlights and 2016 plans at Riverworks!
- **November Networking event (.5 PDU)** - our members and prospective members were able to mingle at Chef’s in downtown Buffalo.
- **2 PMP Preparation Classes** - held in Winter/Spring and Fall with a total of **64** registrants.

Services provided by our Membership and Marketing teams included:

- **640 members from 238 companies**
- **Weekly chapter emails, pre-event presentations** with updates on Chapter news, programs and events, new members, membership anniversaries, new certification achievements, volunteer awards, Project of the Year award winner, PM Tips and developments in project/program/portfolio management.
- **Networking Opportunities** prior to each meeting.
- **New Member Welcome emails** with information on our chapter and how to collect a free dinner and welcome gift.
- **Social Media networking** to stay connected with Chapter events and network with other members. Members can connect through www.pmibuffalo.org and our three Chapter social media networks - LinkedIn, Facebook, and Twitter.
- **PDU activity logging for Dinner events** was performed on your behalf with PMI Global if you provided your PMI ID number.
- **Volunteer Recognition** was performed through the Volunteer of the Quarter awards, Annual Achievement award and Volunteer Recognition dinner at the Mahony Fairmont.



Giving Back to the Community:

- Once again, our chapter sponsored and assisted in the evaluation of local teams in the Future City Competition.

- Outreach continued strengthening partnerships with other organizations, including the University at Buffalo and a 5-day boot camp for engineering graduate students about project management and PMI certifications.
- Our first ever education scholarship was awarded in 2016 for a deserving project management student - Lydia Parent

Recognizing Our Chapter Volunteers:

- Once again the amazing efforts of our volunteers allowed us to deliver a variety of quality services and programs to our membership and other associates. In 2016 we were fortunate to have ~75 volunteers.
- In addition to Volunteer of the Quarter awards, our Annual Achievement award was presented to **JoAnn Boehm**.

Chapter Administration:

The PMI Buffalo Board continued to focus on the Chapter’s sustainability and fiscal stability:

- We held our annual strategic planning meeting in August 2016. Annual survey results from both Buffalo and PMI Global were reviewed, and used to reaffirm our key strategies: 1) Deliver & Promote Stakeholder Value; 2) Engage & Recruit Members and Volunteers; and 3) Ensure the Chapter’s Sustainability.
- We invested in our Board and Directors by sending representatives to both the Regional and North America PMI Leadership Development Meetings. These forums provided us with new ideas and insights as to how to improve our chapter’s performance and increase stakeholder value.
- We held our annual elections for the appropriate Board positions.

Technology:

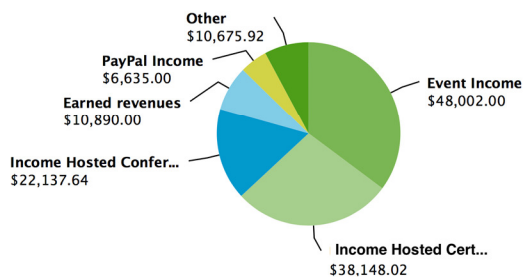
The Chapter was a leader among our peers through the implementation of technology to enable you, our members to interact in new and easier ways and to allow our volunteers to better meet your needs:

- We implemented Tableau - a tool to better visualize and interact with data to better serve our membership
- Presented our innovative 3 year Technology Roadmap at PMI Region 4 and PMI leadership Institute meetings.

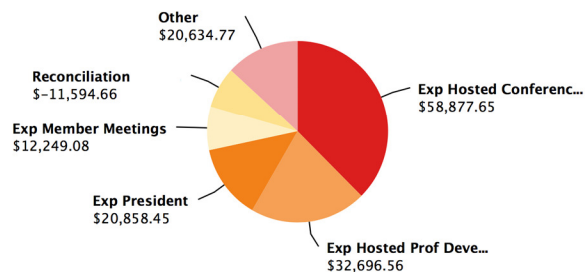
Financial Operating Results:

- The Buffalo PMI Chapter is incorporated under a 501-C6. Annual 990 Tax filings were successfully completed and overall the chapter was in excellent shape financially at 2016’s closing.
- In 2016, we invested nearly every dollar earned back into our membership, while retaining our current 1.5 years worth of operating expenses in reserve
- Each year we have presented percentages. Going forward, we will provide full transparency.
 - Total Income: \$136,488.58, Total Expense: \$133,721.85

Income By Category



Expense By Category



In Summary:

The PMI Buffalo Chapter strives to deliver high value to you, our stakeholders. We value your membership, and believe that the programs and services we offered last year delivered you benefits, including over \$200 in member discounts to our events. We are always looking for ways to improve, so please share your suggestions with any chapter volunteer.

Thank you for your continued support. We hope to see you at our 2017 events!