



# The Status of SHARE

Brian Peterson  
President, SHARE Inc.

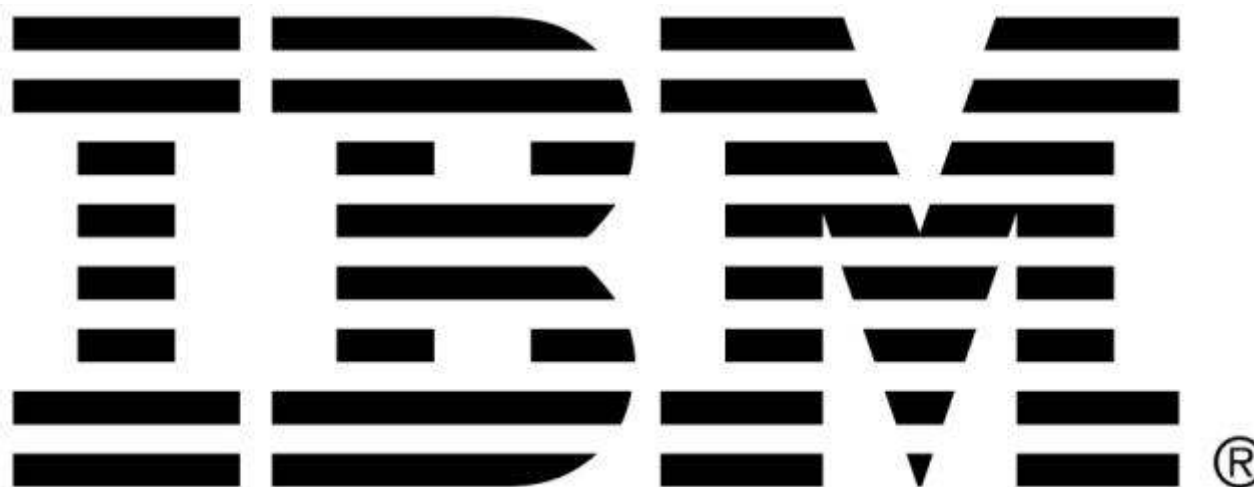
Thursday, August 15, 2013  
Session # 14202



## The Status of SHARE - Agenda

- **SHARE in Boston Results**  
*Brian Peterson, President, SHARE Inc.*
- **2013 Member Needs Survey**  
*Ray Sun, Director of Marketing, SHARE Inc.*
- **Financial Update**  
*Harry Williams, Treasurer, SHARE Inc.*
- **Election Update**  
*John Hogan, Chief Inspector*
- **Nominating Committee Solicitation**  
*Janet Sun, Immediate Past President & Nominating Committee Chair*
- **Future SHARE Event Location**  
*Brian Peterson, President, SHARE Inc.*

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# SHARE in Boston Tradeshow Results

- Number of Exhibitors - 52
- Number of New Exhibitors - 6

## SHARE in Boston Attendance Results

- Number of people onsite – 1,337
- Number of attendees (excludes exhibitors, press, and staff) – 1,093
- Number of Full Week Paid attendees – 638
- Number of Member Companies represented - 272



# 2013 Member Needs Survey





# Treasurer's Report

## Harry Williams, Treasurer



## 2012 Budget/Financial Status - Audited

- 2012 Budget was a loss of (\$196,706)
- 2012 Actual results were a \$617,211 revenue surplus
  - 2012 Actual net **operating** income was \$212,510 revenue surplus
  - 2012 Actual net **non-operating** income was \$404,701 revenue surplus

## 2012 Budget versus 2012 YE Actual

	2012 Budget	2012 Year-End Actual
Non-Operating Revenue	\$80,000	\$558,704
Operating Revenue	\$2,604,992	\$2,607,628
<b>Total Revenue</b>	<b>\$2,684,922</b>	<b>\$3,166,333</b>
Non-Operating Expenses	\$169,087	\$154,003
Operating Expenses	\$2,712,540	\$2,395,119
<b>Total Expenses</b>	<b>\$2,881,627</b>	<b>\$2,549,121</b>
<b>Net Income/(Loss)</b>	<b>(\$196,705)</b>	<b>\$617,211</b>

These numbers are based on a audited December 2012 financial statement. We expect the results to be finalized within 30 days.

## 2013 Budget versus 2013 Mid-Year Actual

	2013 Budget	June 2013 Actual	Percentage
Non-Operating Revenue	\$80,000	\$242,955	303.69%
Operating Revenue	\$2,594,466	\$1,677,599	64.66%
<b>Total Revenue</b>	<b>\$2,674,466</b>	<b>\$1,920,555</b>	<b>71.81%</b>
Non-Operating Expenses	\$192,260	\$18,391	9.57%
Operating Expenses	\$2,910,138	\$1,442,499	49.57%
<b>Total Expenses</b>	<b>\$3,102,398</b>	<b>\$1,460,890</b>	<b>47.09%</b>
<b>Net Income/(Loss)</b>	<b>(\$427,932)</b>	<b>\$459,644</b>	<b>-107.42%</b>

These numbers are based on June 2013 financial statement.  
Most of Boston revenue and expenses are not included

# 2013 San Francisco Event

San Francisco 2013	Budget	Actual	Variance
Revenue			
Conference	\$1,061,406	\$832,615	(\$228,791)
STE	\$266,000	\$265,359	(\$641)
Total Revenue	\$1,327,406	\$1,097,974	(\$229,432)
Expenses			
Conference	\$915,779	\$701,663	\$214,116
Scheduling	\$17,735	\$0	\$17,735
STE	\$168,440	\$117,672	\$50,768
Total Expenses	\$1,101,954	\$819,335	\$282,619
<b>Net Event Income</b>	<b>\$225,452</b>	<b>\$278,639</b>	<b>\$53,187</b>

# SHARE Finance Policies

- **FIN-4 General Financial Policies**
  - Establish guidelines that promote consistent, equitable, and prudent control of the Organization's finances.
- **FIN-8 Reserve Fund**
  - Maintain a reserve fund to help ensure the ongoing financial health of our organization.
- **FIN-9 Strategic Investment Fund**
  - Maintain a Strategic Initiatives Fund to provide funding separate from the annual operating budget for significant projects that benefit our organization

## FIN-4 Investment and Reserves

- Section 4.7 Investment Goals:
  - Attain a growth rate of the total fund of at least 4 percentage points greater than the rate of money market accounts over a 3 to 5 year period.
  - Ensure there is no more than a 15% loss in a single year.
  - The equity portion of the fund is expected to outperform the average institutional equity portfolio over a 3 to 5 year period. The equity portion may include International equities.
  - The whole fund is expected to outperform the average institutional fund with a comparable equity commitment.
    - Since Nov 2009, average 8.61% growth per year
    - Since Sept 2009, no loss has exceeded 15%.

## Investment and Reserves

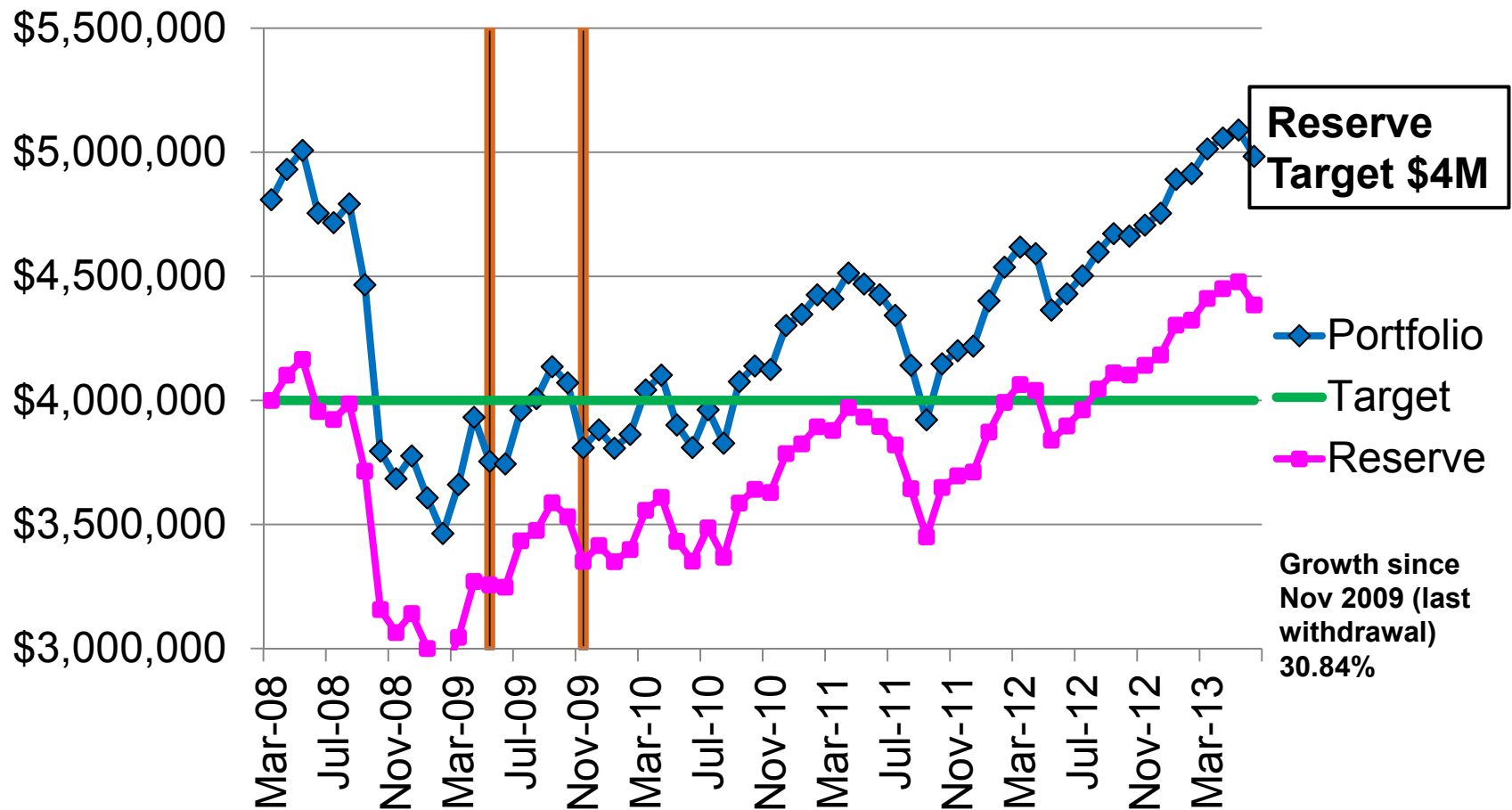
- Section 4.7 Investment Restrictions:
  - The equity portfolio should be diversified with no single holding representing more than 10% of the portfolio.
  - Approximately 70% of assets should be invested in stock with the remainder in bonds or other fixed assets. The maximum exposure to stocks should not exceed 75% of the total assets.
    - Currently spread over 64 stocks and funds.
    - Largest stock holding is 2.9%
    - Largest fund holding is 6.6%
    - Equity are 72.8% of holdings



## FIN-8 Reserve Fund

- It is the policy of SHARE to maintain a reserve fund to help ensure the ongoing financial health of our organization.
- Current Reserve Target is \$4,000,000
  - Set by SHARE Board of Directors
  - Based on advice of auditors and ASAE

- Portfolio Performance Since March 2008



## Comments on SHARE's Reserve Fund

- Most recent contribution to Reserve was March 2008
- Most recent withdrawal from Reserve was November 2009
- 16 of the last 62 months (March '08) have been above our Reserve target of \$4 million
- 10 of the last 12 months have been above our Reserve target of \$4 million

## Election Update

Jerry Seefeldt - Elected



Buzz Woeckener -Elected



# SHARE Nominating Committee Needs You!



# Future SHARE Event Location Winter 2014



**SHARE in Anaheim  
Anaheim Marriott  
March 9 – 14, 2014**



# Future SHARE Event Location Summer 2014



**SHARE in Pittsburgh**  
**David L. Lawrence Convention Center**  
**August 3 – 8, 2014**





# Questions?

