

Aerospace & Electronic Systems Society

**Finance Strategy
AESS Officer's meeting
30 January 2015**

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AESS Finance VP**



Finance Mission and Vision Statements

- **Mission-** to provide timely financial assessment to support activities and budgeting
- **Vision-** to efficiently manage the financial resources, within IEEE approved guidelines to inform the AESS Board and members trends, opportunities and adjustments to insure growth and long term success.
- AESS's purpose is to provide a responsive and relevant professional society that attracts, engages, aids, and retains a diverse set of members (age, culture, community -- theoretical, managerial and applications) worldwide in the areas of our *fields of interest* as defined in our constitution.
- AESS will accomplish this via our publications, conferences, and technical activities, to include Chapter activities as well as Society activities.

Finance Strategic Plan 2014-2018

■ Three-Year Goals (2014-2016)

- Increase budget surplus to 10% by more efficient management
- Fund initiatives including UAV/UAS student competitions
- Start Budget cycle at Spring Board meeting in time for first pass on July 31
- Increase product offerings-online SE training
- Estimate total available market for AESS by geographic area and set goals
- Establish a Corporate sponsorship program

Finance Strategic Plan 2014-2018

- **Short Term Actions (1 year or less):**
- List and contact potential Corporate sponsors
- Grow operations in R8-R10
- Develop Technical Panels to identify emerging technologies to provide strategic guidance for AESS Board
- Monitor cost versus member growth for Xplore initiative
- Determine fixed and variable membership costs
- University partners- Promote SE programs
- Society partners www.aiaa.org www.auvsi.org

Finance Strategic Plan 2014-2018

	INCOME ANNUAL BUDGET	YTD BUDGET	YTD ACTUAL	EXPENSE ANNUAL BUDGET	YTD BUDGET	YTD ACTUAL	NET ANNUAL BUDGET	YTD BUDGET	YTD ACTUAL	YTD VARIANC
AESS December 2014										
INVESTMENT RETURNS	0	0	0	0	0	0	0	0	0	0
PERIODICALS	657.8	657.8	616.6	795.7	795.7	707.4	-137.9	-137.9	-90.8	47.1
NEWSLETTERS (CTR 01500)	0	0	0	0	0	0	0	0	0	0
NON PERIODICAL SALES	0	0	0	5.9	5.9	4.8	-5.9	-5.9	-4.8	1.1
MEETINGS/CONFERENCE	2,090.70	2,090.70	1,711.70	1,436.40	1,436.40	1,159.20	654.3	654.3	552.5	-101.9
GRANTS (CTR 01702)	0	0	0	0	0	0	0	0	0	0
ADMINISTRATION (CTR 01800)	0	0	0	309	309	297.4	-309	-309	-297.4	11.6
COMMITTEE/OTHER	0.4	0.4	0	239.8	239.8	163.8	-239.4	-239.4	-163.8	75.6
SUBTOTAL	2,748.90	2,748.90	2,328.30	2,786.80	2,786.80	2,332.60	-37.8	-37.8	-4.3	33.5
TOTAL	2,748.90	2,748.90	2,328.30	2,786.80	2,786.80	2,332.60	-37.8	-37.8	-4.3	33.5

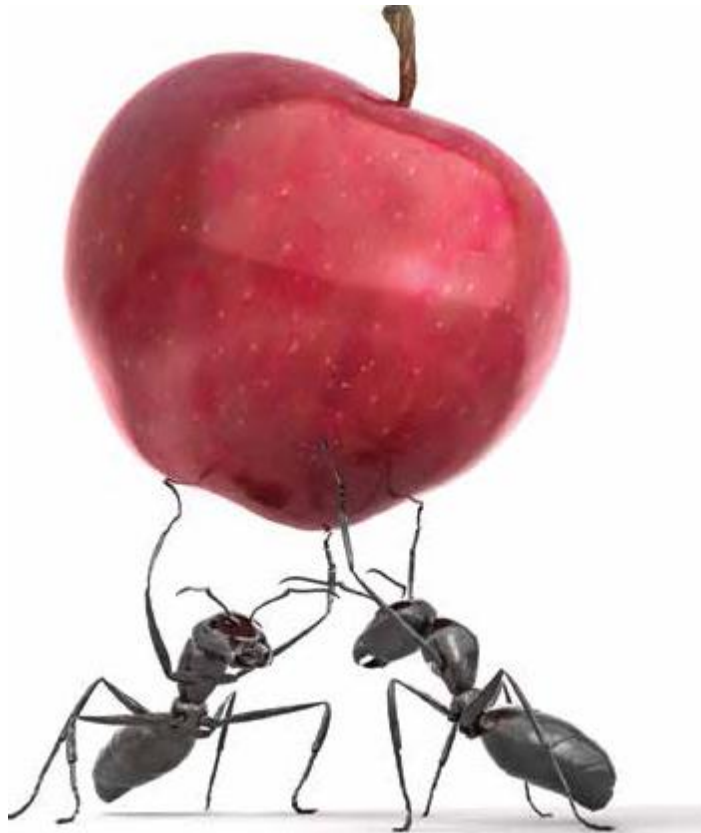
Finance Strategic Plan 2014-2018

2014 IEEE S/C BUDGET FOR THE PERIOD ENDING DECEMBER 31, 2014

BUS UNIT - 0100 SUMMARY BY COST CENTER

	2007	2008	2009	2010	2011	2012	2013	2014
	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET
00100 INTEREST INCOME	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
00380 TRANS ON AEROSP & ELECT SYS	507.5	478.2	473.5	475.1	467.2	465.3	583.8	428.5
00381 AEROSPACE & ELECT. SYS. MAG.	325.3	277.1	290.1	286.2	257.9	272.7	176.3	146.6
00382 AEROSPACE & ELECT. FEES	0.0	0.0	0.0	0.0	0.0	0.0	74.5	82.3
01499 PERIODICAL RELATED - OTHER	2.0	1.1	1.5	0.4	0.5	0.0	0.4	0.4
01600 NON PERIODICAL	0.0	4.7	5.2	2.9	2.2	0.0	4.6	0.0
01700 MEETINGS/CONFERENCES	1,760.8	2,283.9	1,730.6	2,280.3	2,216.8	2,184.6	2,223.8	2,090.8
01701 CONFERENCE RELATED - OTHER	(24.6)	30.4	0.2	0.0	0.1	(0.0)	0.0	(0.0)
01702 GRANT	3.0	1.0	0.0	5.5	0.0	0.0	0.0	0.0
01800 ADMINISTRATION	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
01900 COMMITTEE & OTHER	(0.1)	0.0	0.3	0.5	0.2	0.4	0.0	0.4
TOTAL INCOME	2,573.9	3,076.3	2,501.4	3,050.9	2,944.8	2,923.0	3,063.5	2,748.9
00100 RMBSVC-INTEREST INCOME	(123.2)	1,508.3	(756.5)	(195.0)	285.2	(224.4)	0.0	0.0
00380 TRANS ON AEROSP & ELECT SYS	229.8	269.5	278.3	479.6	396.9	404.2	281.8	425.9
00381 AEROSPACE & ELECT. SYS. MAG.	490.5	431.7	500.9	372.0	426.4	381.1	354.4	364.0
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
01499 PERIODICAL RELATED - OTHER	(7.0)	9.5	4.6	(0.0)	50.0	7.7	5.7	5.8
01600 NON PERIODICAL	7.7	10.4	13.4	13.7	9.0	5.3	5.7	5.9
01700 MEETINGS/CONFERENCES	1,187.4	1,428.4	1,022.2	1,406.9	1,496.6	1,323.0	1,412.3	1,434.4
01701 CONFERENCE - RELATED	1.2	3.2	1.9	1.9	1.9	9.9	2.0	2.0
01702 GRANT	3.0	1.0	0.0	5.5	0.0	0.0	0.0	0.0
01800 ADMINISTRATION	453.4	293.6	319.0	355.3	378.2	419.2	440.7	309.0
01900 COMMITTEE & OTHER	422.7	281.2	253.4	255.6	368.5	276.0	341.2	214.8
TOTAL EXPENSE/RMBSVC	2,665.5	4,236.7	1,637.2	2,695.5	3,412.5	2,602.2	2,843.9	2,761.8
TOTAL NET	(91.6)	(1,160.4)	864.2	355.4	(467.7)	320.8	219.6	(12.8)

2015- More to follow!



QUESTIONS?

THANK YOU

AESS Competitors comparison

Strengths, weakness, threats, opportunities and advantages compared to competitors

ITEM	AESS	AIAA	AUVSI
Conferences Financially Sponsored	5	30	7
Members	4500-5000	36,500	7,000
Publications	2	7 & 300 books	3
Growth	0	?	+10% per year
Chapters	54	60 sections US	30
Student Branch	4	190	2
Corporate Partnerships	0	?	800+