



Quality Management Division 2016 WCQI Breakfast/ AG meeting

Monday, May 16th 2016



Agenda

- Welcome & introductions
- Membership status
- Strategic Objectives
- Financial report
- Any questions

Membership 1st quarter 2016

- The Quality Management Division of ASQ has 25,403 members as of April 1, 2016. This is a 0.5% increase over April last year.
- QMD added 532 members in March, but lost 398 members for a total membership increase of 134 members.
- Student membership is 1,696 for April 2016. There was a gain of 45 student members in March.
- The Quality Management Division has 2,398 members from ASQ Global in April 2016. This is a gain of 6 members in March.

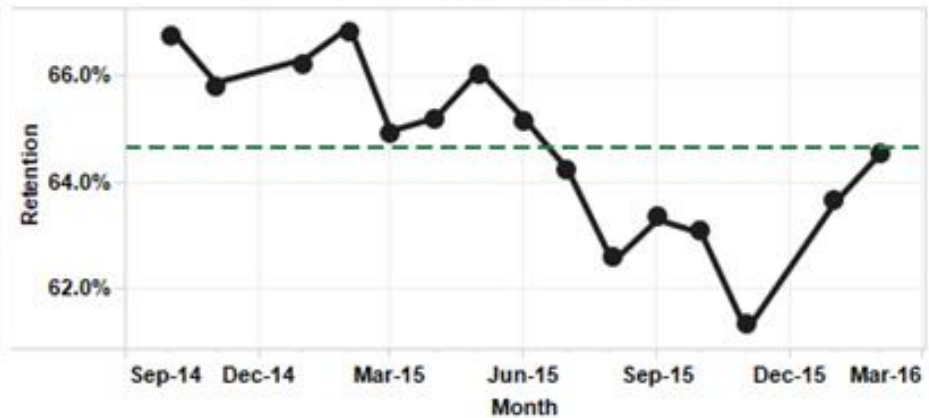


Membership – P.A.R. measures

Annual Membership Growth

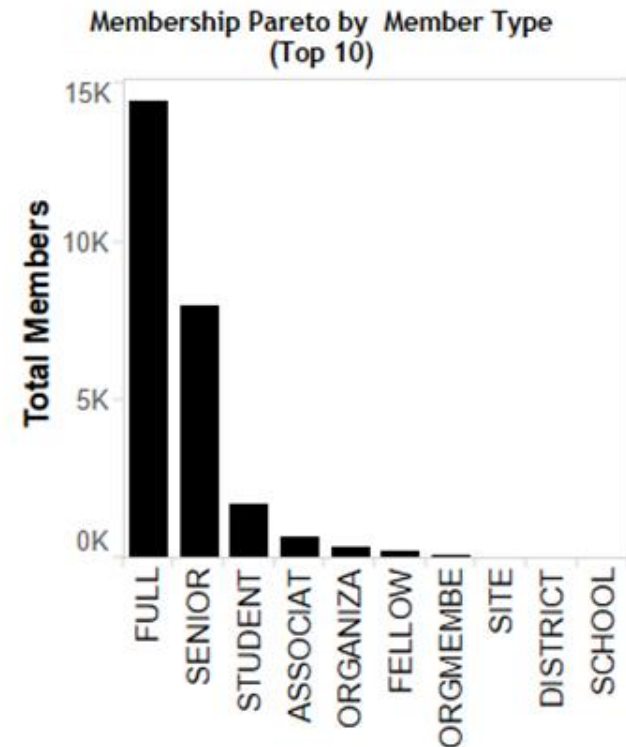
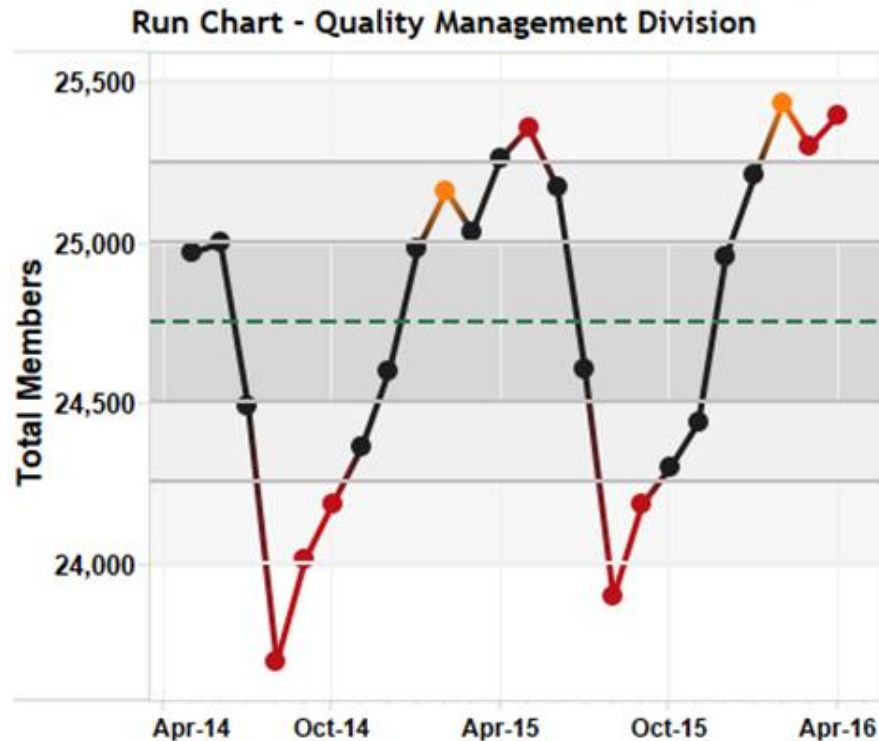


Retention Per PAR Calculation



Membership – Dashboard

ASQ Quality Management Division Membership Dashboard



QMD 2016 – Strategic Objectives

1. Global Expansion

- i. Leverage the ASQ brand to increase market share Worldwide, emphasizing growth in current and new ASQ markets

2. Membership Transformation

- i. Serve the needs of individuals around the World to ensure their professional success through membership, products and services.



QMD Global Outreach

- Denis Devos – VC - Global.
- Milt Krivokuca- Deputy VC Global

- 5 Exec Regional Directors

- Juan Hector Garcia Mexico & Latin America
- Vineet Sharma – India
 - Sarah Mak – Hong Kong
 - Richard Feng – China

QMD 2016 – Strategic Objectives

3. Growing Organizations

- i. Serve the needs of organizations around the World, providing quality solutions to increase impact through membership, products and services

4. QBOK Leadership

- i. Design and develop relevant, innovative offerings that directly influence how our Customers practice quality.

QMD 2016 – Strategic Objectives

5. Operational Excellence

- i. Empower employees, collaborate with member leaders and design and deploy reliable systems with technology that provide an exceptional Customer experience.

6. Gift of Quality

- i. Enhance the ASQ brand by supporting the use of quality to make the World a better place.



Financial Status 1st quarter 2016

The report is based on the following:

- QMD Financial Report from ASQ Financial Management for Month Ended February 29, 2016 (preliminary unaudited report that was sent on 4/2/16)
- QMD Checks that have been issued as of 4/10/16.

QMD Financial Report from ASQ Financial Management:

- The division continued to have a very strong Balance Sheet (Statement of Financial Position) with over \$568,900 in its checking, money market accounts and ASQ investment account.
- Investments in ASQ's reserve fund program were over \$104,100.
- Membership revenue for the two months ended 2/29/16 was \$28,800.
- Investment income for the two months ended 2/29/16 was **(\$2,674)**.
- Total division revenue from all sources for the two months ended 2/29/16 was \$26,126.
- Expenses for the two months ended 2/29/16 were \$730.
- The net surplus (net profit) for the two months ended 2/29/16 was \$25,395.



Financial Status 1st quarter 2016

2016 Year-to-date Revenue and Expenses

REVENUE			
Account # - Account Description	Total Annual Budget	General & Administrative	Member Value
4000 - Member Dues	\$ 210,000.00	\$28,800.00	
4100 - Retail Sales	\$ 5,000.00		
4200 - Advertising	\$ 10,000.00		
4300 - Conference Registrations			
4360 - Exhibits			
4521 - Course/Education Registration			
4871 - Interest	\$ 2,000.00	\$611.93	
4871.20/4898/4899.20 - Dividend	\$ 2,000.00	-\$3,285.53	
4920 - Royalties	\$ 15,000.00		
4990 - Miscellaneous	\$ 1,000.00		
Total Revenue	\$ 245,000.00	\$26,126.40	\$0.00

Any questions.....?

