PODS 2018 Business Meeting
Membership Providing Revenue to Meet Expenses

Kathy Mayo, Executive Director
Jackie Smith, President
Chad Hultman, Treasurer
AGENDA

• PODS Membership
• PODS Financial Statement (summary)
• PODS Annual Conference
  – seeking input from Members
Growing PODS Membership

• PODS is recognized as the leader in Data Model Standards

• Deliver Value to our Members
  • Networking and Knowledge Sharing
  • Development of Solutions and Tools
Engaging PODS Members -- Volunteers

1. PODS Pool of Volunteers
   - Documented in the member-record
   - Submitted in email (generally); PODS volunteer form used; collected since 2014
   - https://www.pods.org/technical-committees/technical-committees-call-for-volunteers/

2. PODS solicitation for volunteers
   - PODS Communication Coordinator posts in member email and/or email

3. Preliminary review of submissions and volunteer pool for qualifications and interest-area (staff)
   - See Operating Guidelines
   - https://www.pods.org/technical-committees/technical-committees-call-for-volunteers/

4. Forward to Committee Chair
   - TCG review of recommendation and makes final decision
   - All are notified, including those selected and those not selected

5. Committee review and ranking
163 PODS Members as of 5/1/18

- Service Provider: 82 (50%)
- Large Pipeline Operator: 53 (33%)
- Small Pipeline Operator: 15 (9%)
- Government: 9 (6%)
- Other: 4 (2%)

2012-2018 Comparison

- 2012: 122
- 2013: 151
- 2014: 161
- 2015: 179
- 2016: 147
- 2017: 157
- 5/1 2018: 163
Membership revenue needs to meet expenses

<table>
<thead>
<tr>
<th>Memberships – Renewals INCOME</th>
<th>2018 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large operators</td>
<td>$212,916</td>
</tr>
<tr>
<td>Small operators</td>
<td>$29,400</td>
</tr>
<tr>
<td>Service providers</td>
<td>$114,280</td>
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<tr>
<td><strong>SUBTOTAL</strong></td>
<td><strong>$356,596</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Office operations -- core</td>
<td>$325,825</td>
</tr>
<tr>
<td>PODS Conferences and other conferences</td>
<td>$83,340</td>
</tr>
<tr>
<td><strong>SUBTOTAL:</strong></td>
<td><strong>$409,165</strong></td>
</tr>
<tr>
<td><strong>Net</strong></td>
<td><strong>$(52,569)</strong></td>
</tr>
</tbody>
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## 2019 Membership Dues Increase

<table>
<thead>
<tr>
<th>Category</th>
<th>Current</th>
<th>New Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large Operators</td>
<td>5,000</td>
<td>7,000</td>
</tr>
<tr>
<td>Small Operators</td>
<td>2,000</td>
<td>2,750</td>
</tr>
<tr>
<td>Service Providers</td>
<td>2,000</td>
<td>2,750</td>
</tr>
<tr>
<td>Government</td>
<td>500</td>
<td>750</td>
</tr>
</tbody>
</table>

Revenue: $356,596 -> $627,875
• Board of Directors considering options for Annual Conference
  • Best meet needs of a PODS User Conference
• Pipeline Week, partnership of GITA and Pennwell since 2014
  • Content, format, duration shifted in 2014
• What is the best we can take from recent content delivery?
  • Submit no later than May 21, 2018
  • Provide comments during PUG to board and staff – should we have strategy meeting sometime during PUG?
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