State of the Association
November 2017

Linda Greene, RN, MPS, CIC, FAPIC
2017 APIC President

Katrina Crist, MBA, CAE
Chief Executive Officer
APIC continues to align priorities with the strategy outlined in the 2020 Vision & Strategic Plan

- Elevating the Profession
- Developing the Role of Infection Preventionists
- Building Organizational Leaders
- Advancing Patient Safety
Vision: Healthcare without infection

Mission: Create a safer world through prevention of infection

Strategic Priorities:
- Patient Safety
- Implementation Science
- Competencies & Certification
- Advocacy
- Data Standardization

www.apic.org/About-APIC/Vision-and-Mission
Goal: Demonstrate and support effective infection prevention and control as a key component of patient safety.

- Messaging IPC as key component of patient safety
- Leading consumer campaign with multiple levels of engagement
- Increasing communications with Congress, federal agencies, and States on behalf of collaborative patient safety and public health initiatives
Goal:
Promote and facilitate the development and implementation of scientific research to prevent infection.

- Elevating quality and expanding practice resources (guides, manuals, ATO)
- Funding research to support APIC priorities (Heroes Scholars)
- Increasing visibility and recognition (abstract & scientific awards, Heroes, implementation science award, science to practice plenary)
- Collaborating with HRET/AHA in acute care, long-term care, ASC
- Increasing member engagement with AJIC
- Developing education and training related to research
Goal: Define, develop, strengthen, and sustain competencies of the IP across the career span and support board certification in infection prevention and control (CIC®) to obtain widespread adoption.

- Promoting and increasing CICs
- Professional and practice standards published in *AJIC*
- Proficient practitioner bridge in development
- Advanced practice designation program – Fellow of APIC
- More than 20,000 users of APIC training & educational courses
- Online information resource specializing in industry content
Goal: Influence and facilitate legislative, accreditation, and regulatory agenda for infection prevention with consumers, policy makers, health care leaders, and personnel across the care continuum.

- Advocating for infection prevention with federal regulatory agencies
- Increasing member engagement and advocacy on behalf of APIC
- Promoting advocacy by APIC chapters to educate state legislatures
• Educate & Lobby Congress

• Set Public Policy Agenda

• Act as Voice for Infection Prevention

• Provide input to federal agencies on proposed regulations

• Share practice guidance information from partner organizations
Goal: Promote and advocate for standardized, quality and comparable HAI data

➢ Advocating NHSN as gold standard

➢ Leading advocacy campaign to increase budget for NHSN infrastructure

➢ Building and leading coalition of organizations
Framing the Future

- Increasing IP Value
  - Expanding boundaries
  - Collecting data about IPs
  - Advancing implementation science and research
- Broadening influence
- Promoting IP leadership
- Creating collaborative relationships

Spreading knowledge. Preventing infection.
Elevating the IP & the IPC program

• **Impact – scorecard numbers**
  – Measurable outcome

• **Relationships**
  – CDC, SHEA, CBIC, ANA, AORN, Industry, Consumers, IPAC, IFIC, ICPIC, WHO
  – AHRQ, CMS, Quality, Executives/Admin/C-suite, IDSA

• **Platforms and mechanisms**
  – Data and published literature (MegaSurvey)
  – Credentials and standards (CIC, FAPIC, Program of Distinction)
  – Consistent message/position/requests (APIC, SHEA, IDSA)
  – Roadmaps, resources, training, education
APIC/SHEA Collaboration

2017

– Annual Shared President’s Webinar
– Joint Education Session
  • APIC Annual Conference/SHEA Spring meeting
– Antimicrobial Stewardship Paper Revision/Update
– Leadership Development Training
– Joint Article Targeting “C-Suite”
– Explore Consumer Advocacy Engagement
### Methodology and overview

Understanding the current state of IPs through competency, role, and activity self-assessment

Infection prevention outside of the acute care setting

Infection prevention workforce: Potential benefits to educational diversity
Introducing Industry Perspectives

A mobile-friendly online resource specializing in content from industry partners. This new platform enhances infection prevention competency.

*Industry Perspectives* provides open and easy access to information on and research behind products and services.

*Industry Perspectives* delivers best practices, industry white papers, press releases, research, and more.

*Industry Perspectives* educates and informs.

Visit and bookmark: [www.apic.org/IndustryPerspectives](http://www.apic.org/IndustryPerspectives)

Spreading knowledge. Preventing infection.
Introducing the APIC® Program of Distinction.

**Recognition award** program for IPC programs of excellence

Developed by **CIC®-certified IPs**, who are former Presidents and leaders of APIC

**Peer to peer** review, with teaching moments in real time

**Voluntary** program for acute care facilities, administered by APIC Consulting Services

Accepting applications in fall 2017
The ultimate credential for IPC programs of excellence.

- Setting standards for the field
- Notifying accreditation and regulatory agencies when conferring award
- Showcasing best practices from remarkable facilities
- Broadening influence
- Expanding boundaries

- Modeling the way
- Promoting heightened level of readiness & patient safety
- Advancing CIC certification
- Elevating the role of the IP
Our Best Opportunities are Our Biggest Challenges:

- Serving a diverse membership (alternate practice settings, international)
- Keeping up the pace and momentum for more CICs
- Increasing data management, research, and leadership competencies
- Collecting and using data on current IPC programs to drive change and promote APIC standards for effective programs
- Increasing the value of IPs in their practice setting
- Recruiting and educating a new generation of IPs as the first generation retires over next 5 years
FINANCE COMMITTEE REPORT

Sharon Williamson, MT(ASCP)SM, CIC, FAPIC
2017 APIC Treasurer

Katrina Crist, MBA, CAE
Chief Executive Officer
Financial Update

November 2, 2017
## Statement of Activities
For the seven months ended July 31, 2017

<table>
<thead>
<tr>
<th></th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>Fav (Unfav) to YTD Budget</th>
<th>Annual Budget</th>
<th>Pct of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$10,240</td>
<td>$9,958</td>
<td>$282</td>
<td>$13,033</td>
<td>79%</td>
</tr>
<tr>
<td>Expenses</td>
<td>6,787</td>
<td>8,257</td>
<td>1,470</td>
<td>13,004</td>
<td>52%</td>
</tr>
<tr>
<td>Excess Rev (Exp)</td>
<td>3,452</td>
<td>1,701</td>
<td>1,752</td>
<td></td>
<td>29</td>
</tr>
<tr>
<td>Investments</td>
<td></td>
<td></td>
<td></td>
<td>298</td>
<td></td>
</tr>
<tr>
<td>Net Assets</td>
<td>$3,750</td>
<td>$1,701</td>
<td></td>
<td>$</td>
<td>29</td>
</tr>
</tbody>
</table>

Overall results are summarized in thousands of dollars.
At seven months, APIC’s financial activity is comparable and consistent with prior years in both revenue and expenses when compared to YTD Budget.
Key Takeaways
For the seven months ended July 31, 2017

- **Membership dues** revenue at $2.6M and 15,000+ members.

- Registration fees for the **Annual Conference** of $1.8M have exceeded the total budget of $1.6M and are 23% higher than the same period last year.

- **Sponsorships** for the annual conference have significantly exceeded YTD expectations and are 6% higher than the same period last year.

- Annual conference **exhibitor** fees exceeded the annual budget by 6% and are 11% higher than the same period last year.
Key Takeaways
For the seven months ended July 31, 2017

• Subscription revenue, which reflects APIC Text Online (ATO), is higher than budget and 7% higher than the same period last year.

• Twelve EPI 101&102 Intensives and four ASC 101 & 102 - delivering education where our members are.

• New Learning Management System released.

• Managing operating expenses – controlling spending for all discretionary budget line items that don’t provide a direct benefit to members.
## Statement of Financial Position
### As of July 31, 2017

<table>
<thead>
<tr>
<th></th>
<th>July 31,</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017</td>
<td>2016</td>
<td>Variance</td>
</tr>
<tr>
<td>Current assets</td>
<td>$9,600</td>
<td>$7,020</td>
<td>$2,580</td>
</tr>
<tr>
<td>Fixed assets, net</td>
<td>1,507</td>
<td>462</td>
<td>1,045</td>
</tr>
<tr>
<td>Investments</td>
<td>3,839</td>
<td>3,481</td>
<td>358</td>
</tr>
<tr>
<td>Investment in affiliates</td>
<td>5</td>
<td>5</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$14,951</strong></td>
<td><strong>$10,968</strong></td>
<td><strong>$3,983</strong></td>
</tr>
<tr>
<td>Current liabilities</td>
<td>2,443</td>
<td>2,808</td>
<td>(365)</td>
</tr>
<tr>
<td>Deferred rent and tenant allowances</td>
<td>1,474</td>
<td>13</td>
<td>1,461</td>
</tr>
<tr>
<td>Net assets</td>
<td>11,034</td>
<td>8,147</td>
<td>2,887</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$14,951</strong></td>
<td><strong>$10,968</strong></td>
<td><strong>$3,983</strong></td>
</tr>
</tbody>
</table>

Overall results are summarized in thousands of dollars.
Liquidity Ratio: $9,600 current assets / $2,443 current liabilities = 3.92 to 1; Last year was 2.1 to 1 (benchmark 2 to 1). The ratio indicates a strong cash position to sustain operations and ability to continue investment in APIC for its members.

Invested long term assets at $3.83M versus $3.48M last year; $350K increase year over year. APIC’s goal is to grow reserves to 50% of budget or $6.5M.

Net Assets at $11.03M (Assets – Liabilities) which represents APIC’s residual interest or net worth increased by $2.88M year over year.
APIC’s financial performance allows for sustainable growth and continued investment back into APIC for the benefit its members!

Most recent draft financial reports continue to show strong organization performance.
AUDIT COMMITTEE REPORT

Janet Haas, RN, PhD, CIC, FAPIC
2017 President-elect
Chair, APIC Audit Committee
2016 Audit Report
Annual Business Meeting

November 2, 2017
Audit Procedures and Rationale

- Grant Thornton, LLC is secured by Board of Directors and the Audit Committee

- Confirmations, Inquiries, Evidence, Analytics, and Testing of Internal Controls

- Expression of an Independent Unmodified Opinion

- Standard Business Practice

- Board and Membership Comfort of Management and Systems
### Overview of Financial Performance

**Years ended December 31,**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$ 12,014,958</td>
<td>$ 12,080,609</td>
</tr>
<tr>
<td><strong>Program Services Expenses</strong></td>
<td>(8,401,369)</td>
<td>(8,974,303)</td>
</tr>
<tr>
<td><strong>Supporting Services Expenses</strong></td>
<td>(2,659,483)</td>
<td>(2,456,310)</td>
</tr>
<tr>
<td><strong>Net Operating Revenue</strong></td>
<td>954,106</td>
<td>649,996</td>
</tr>
<tr>
<td><strong>Investment (Loss) Gains</strong></td>
<td>299,918</td>
<td>(178,381)</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$ 1,254,024</td>
<td>$ 471,615</td>
</tr>
</tbody>
</table>
2016 APIC Revenue
$12,014,958

- Conferences & Educational Courses: 46%
- Publications & Educational Products: 29%
- Membership Dues & Fees: 22%
- Grants: 3%
2016 APIC Expenses
$11,060,852

- Conferences, Educational Courses & Services: 44%
- General and Administrative: 24%
- Publications & Educational Products: 18%
- Professional Practice: 10%
- Grants: 4%
- APIC Research: 0%
• Total revenues were flat year over year at $12M.

• Total expenses decreased by 3.24% to $11.06M from $11.43M.

• Excess revenues over expenses from operations was $954,106.

• Long term investments in marketable securities were conservatively invested and according to APIC’s investment policy. Fair market value as of December 31, 2016 was $4.0M.
APIC’s revenues compare closely with ASAE benchmarks for $10M+ revenue size organizations. Larger associations such as APIC rely less on dues revenue and more on earned revenue from conferences, publications, and other sources. (Source: American Society of Association Executives)

APIC has working capital of $4.5M. APIC is well positioned for the next 12 to 24 months.
Association for Professionals in Infection Control and Epidemiology