



Executive Director & CEO Financial Summary

Fiscal Year 2009-2010

The Society of Government Meeting Professionals has completely reorganized and changed its financial business model and Standard Operating Procedures (SOP's) under my direction and the Michael Trillo, SGMP's national treasurer. We are now seeing the "payoff" of our efforts and results of the financial management and fiduciary obligation of our positions

For the second year in a row SGMP has received a perfect Unqualified Audit. An unqualified audit analyzes both the internal systems of control, as well as all of the details in the organization's books. All ancillary documentation and supporting records are used in an unqualified audit. SGMP's **Unqualified Opinion**, and is regarded as the equivalent of a "clean bill of health". This type of report is issued by an auditor when the financial statements presented are free of

material misstatements and are in accordance with GAAP (Generally Accepted Accounting Practices), which in other words means that the society's financial condition, position, and operations are fairly presented in the financial statements. It is the best type of report an organization may receive from an external auditor.

With the financial portion of business under control SGMP was able to concentrate on growth and member benefits this past fiscal year. The 2009-2010 FY outpaced the 2008-2009 FY with 26% in revenue and 17 % membership growth! This included the addition of two new chapters, Rocket City Alabama and Kentucky Bluegrass. An outstanding achievement during an unstable economy!

SGMP then moved forward to rebrand it's magazine, web site and membership material. Our new magazine Government Connections launched in the fall of 2009 and the new web site had a phase 1 and phase two that launched over the FY 2009-10 into 2010-11. The new web site receives over 400,000 hits a month over the old site which averaged at 68,000 hits.

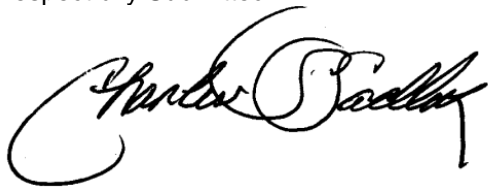
The 2010 NEC in Kansas City was a truly successful conference and the Kansas City CVA, Rod Sanchez and his staff as well as our hotel partners, the Hyatt and the Westin at Crowne Center certainly created the right environment for our conference. The official attendance was 956!

SGMP has pumped up its commitment to our core mission with its new branding moniker EDUCATION RESOURCES AND NETWORKING, plus engaging chapter leaders in the development of their leadership skills and taking ownership of the success of their chapters. Through our new officers training program and our annual Joint Leadership meeting, we are in touch with our members and continue to look for opportunities to improve services and benefits.

Lastly, the successful 2009-10 FY isn't the work of a few people, but a partnership of governance and operations between the national board and the SGMP headquarters staff. One cannot be successful without the other and each cannot be successful without excellent team members. We are fortunate to have both on the board and the staff at headquarters. You entrust us to ethically and responsibility meet

the mission of SGMP and maintain sustainability and solvency. The financial reports open for your review demonstrates that we have met our obligation to our members and continue to plan for the future.

Respectfully Submitted

A handwritten signature in black ink, appearing to read "Gordon D. Smith". The signature is written in a cursive, flowing style with a large initial "G" and "S".

Executive Director & CEO