

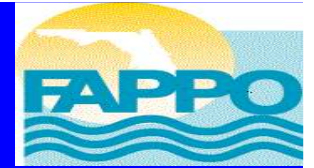
FAPPO Strategic Plan





Member Participation Team

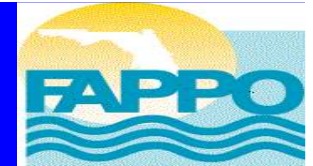
- ★ Team Leader...Cindy Talamantez
- ★ Dora Allison
- ★ Sheila Faircloth
- ★ Gloria Garcia
- ★ Angela Goldwire
- ★ Liaison...Janet Sheehan



Member Participation Team Recommendations

- **Incentives for Participation**
- **Increase Communication with All Members**
- **Newsletter Dissemination**
- **Invitations to Entities**
- **New Member Mentor and Orientation**
- **Speak at Other Organization Meetings**

Member Participation Team Recommendations



Recommendation	Advantages	Disadvantages	Cost
Incentives for participation (prizes/awards)	Increased response to surveys or requests	Establishing policies and opposition to rewards	Approx. \$1,000
Increase communication to all members	Blast e-mails: details/reminders of events	Time consuming to compile and send to all members	Staff time
Newsletter Dissemination	Increased knowledge and participation	Volunteers' time & resources	Staff time and software
Invitations to Other Organizations	Increased channels of communication	Volunteers' time & resources	Approx. \$2,000
New Member Mentor & Orientation	Strengthens new member commitment	Challenges of New Program Implementation	Travel & Meals
Speaking Engagements at Other Organizations	Increased Membership	Perception of FAPPO	Approx. \$750



Customer Focus Team

- ★ Team Leader...Denise Schneider
- ★ Sally Bergman
- ★ Steve Carnell
- ★ Patty Hobbs
- ★ Nora Laudermilk
- ★ Mark Raiford
- ★ Elia Zayas
- ★ Liaison...Rhonda Scott



Customer Focus Team Recommendations

- **Create a Public Relations Committee**
- **Update the Website**
- **Promote State Certifications Classes**
- **Scholarships and Awards**
- **Legislation**
- **Partner on Classes with NIGP Chapters**
- **Create a Fundraising Committee**
- **Fall Conference**
- **Spring Conference**
- **Members**

Customer Focus Team



Recommendation	Advantages	Disadvantages	Cost
Public Relations Committee	Promotes FAPPO to Others	-	Video \$10K, PP: \$100
Update Website	Keep site current	-	\$5,000
State Certification	More classes	-	0
Scholarships/ Awards	Encourages participation	-	10 x \$300 = \$3,000
Hire Lobbyist - Legislation	Change laws	-	\$5,500+
Partner with NIGP Chapters	More classes at lower cost	-	0 (Assign to Pro-D)
Create Fundraising Committee	Additional revenues	-	0
Fall Conference	Regional Workshops	-	Minimal
Spring Conference	Various Recommendations	-	\$3,820 - \$13,310



Pro D and Education Team

- ★ Team Leader...Greg Herlean
- ★ Neil Appel
- ★ Barbara Kuhl
- ★ Bobbye Marsala
- ★ Pam Thompson
- ★ Laurie Victory
- ★ Liaison...Wendy Geltch

Pro D & Education Team Recommendations



- **Planning**
 - Coordinate with NIGP Chapters
 - Include Schedule of Classes on Website Calendar of Events
 - Allow Chapters to Add Schedule of Their Classes to Our Website
- **Training Budget Shortfalls**
 - Survey Chapters Regarding Training Ideas
- **Communication**
 - Advance Notification of FAPPO Classes to Chapter Officers
- **FAPPO Instructors**
 - Train-the-Trainer

Pro D & Education Team Recommendations



Recommendation	Advantages	Disadvantages	Cost
Coordinate with NIGP Chapters	Communication	-	0
Include Schedule of Classes on Website Calendar of Events	Information	-	0
Allow Chapters to Show Schedule of Their Classes on FAPPO Website	Information	-	0
Survey Chapters Regarding Training Ideas	Communication	-	0
Advance Notification of FAPPO Classes to Chapter Officers	Communication	-	0
Implement a Train-the-Trainer Class	Increase revenues	Instructor Pool, Course Subjects	\$525/student



Fiscal Management Team

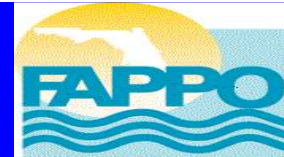
- ★ Team Leader...David Bennett
- ★ Conrad Ailstock
- ★ Rebecca Begley
- ★ Barb Conboy
- ★ John Klatt
- ★ Rey Palma
- ★ Liaison...Russ Wetherington

Fiscal Management Team Recommendations



- **Generate Revenue**
 - Sell FAPPO membership list
 - Sell advertising within the directory
 - Obtain vendor sponsorships
 - Sell vendor access to FAPPO information
 - Sell vendor advertising on FAPPO website
 - Sell FAPPO promotional items

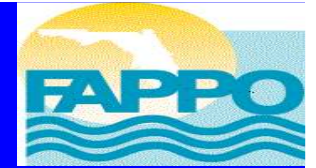
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Fiscal Management Team Recommendations (Continued)

- **Accept Credit Cards for Payment**
- **Analyze Membership Dues Structure**
- **Budget Methodology and Controls**
- **Analyze Current Investment Options**
- **Analyze the Process for Determining the Annual Conference Location**
- **Develop a Long-range Financial Plan**
- **Analyze the Price Elasticity of Vendor Trade Show Booths**
- **Analyze the Price Elasticity of Conference Registration Fees**

Fiscal Management Team Recommendations



Recommendations	Advantages	Disadvantages	Cost
Generate Revenue	\$	Privacy & Perception	Minimal
Accept Credit Cards	Ease of Payment	Address & Software	?
Analyze Dues Structure	Cost/Benefit	-	Staff Time
Budget Controls	Cost Containment	-	Staff Time
Analyze Current Investment Options	More Investment Revenue	Risk Assessment	Staff Time
Analyze Process for Annual Conference Location	Maximum Benefit to Members	May Limit Conference Locations	Staff Time
Develop Long-range Financial Plan	Planning of Budgetary Items	Assumptions & Forecasting	Staff Time
Analyze the Price Elasticity of Vendor Trade Show Booths	Maximize Revenues	Historical Statistical Information Required for Analysis	Staff Time
Analyze the Price Elasticity of Conference Registration Fees	Maximize Revenues	Effective Survey Must Be Developed for Adequate Information	Staff Time