

bridge to the future

Annual Report 2007–2008
American National Standards Institute





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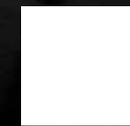
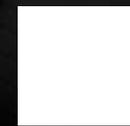
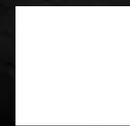
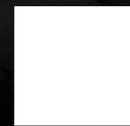
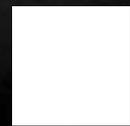
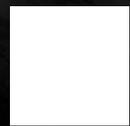
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Voluntary consensus standards and conformity assessment activities build bridges to new markets and create gateways for businesses in the complex world of market access and acceptance.

As the voice of the U.S. standards and conformity assessment system, the American National Standards Institute empowers its members and constituents to strengthen the U.S. marketplace position in the global economy while helping to assure the safety and health of consumers and the protection of the environment.

Together, ANSI and its Federation of members are building upon past accomplishments, initiating and leveraging strategic partnerships, and capitalizing upon emerging opportunities to demonstrate the strength of standards-based solutions to national and global priorities.

Together, we are building a bridge to the future.



Letter from the chairman

Robert W. Noth ■ Chairman of the Board



As we celebrate nine decades of ANSI's service to the citizens of the United States, it is appropriate that we reflect on how the focus of the Institute and its members has shifted over the years. We began by standardizing pipe threads and railroad tracks to fortify our nation's infrastructure and help it to grow. These days, we tackle issues like biotechnology, energy management, learning services, and the global supply chain – more ephemeral concepts to be sure.

It is clear to me that the spirit with which ANSI was founded remains every bit as strong in 2008 as it was in 1918. Our founding members had a vision that this organization would become a guardian, a facilitator, and a coordinator of a comprehensive national system that would always be dynamic and responsive. We have stayed true to this vision as the role of voluntary standards and conformity assessment has grown to an increasingly prominent position in the global economy.

When I became ANSI's chairman in 2006, I also brought the concerns of my colleagues in industry to the table and called for the Institute to shift its focus from standards *as* business to standards *for* business. With the support of our members, we have recast ANSI's approach to embrace this perspective. We have broadened our reach to anticipate, identify, and address the issues that are important to new groups and industries that were previously outside the ANSI Federation. We have engaged with a steadily increasing number of consortia and other fora in the standards community and have found some common ground. And we have committed ourselves to a forward-looking approach that allows us to enable standards-based solutions for an ever-expanding array of national and global priorities.

It is in this later area where the ANSI Federation has truly excelled. Not only are keeping pace with evolving technologies, but we are also at the forefront of emerging issues. Our work in the area of consumer product safety is an excellent example. From toys to food, we have seized every opportunity to expand our reach and get the messages of the standards and conformity assessment community in front of corporate America, regulators and the general public. And all along, we are making sure that leaders of business and government understand what we are doing, why it is important, how they can participate, and how their active engagement will be in their best interests.

In my work at Deere & Company and in speaking with many of ANSI's Company Members, I know that when it comes to codes, standards and the related compliance programs, we all want to "do it once, do it right, and do it globally." That is why we continue to focus a great deal of attention on the international aspects of ANSI. Working together as members, volunteer leaders and staff, we have been fostering strategic partnerships with ANSI's counterparts around the world and stepping forward to assume leadership positions in the global arena. I encourage my successor, and each of you, to continue pursuit of these opportunities.

I close by saying that it has been an honor and a privilege to work by your side. Together, we are building bridges to new areas where the American National Standards Institute can help meet the needs of those who rely upon us – whomever or wherever they may be.





report from the president and ceo

S. Joe Bhatia ■ President and Chief Executive Officer

In 2008, ANSI has already welcomed more than one hundred new organizations to the Federation. Many of you came to us through new initiatives that cut across industry sectors, including the regulation of chemicals used in manufactured goods, the education of our current and future workforce, and the safety of consumer products – especially those imported from other countries.

We have turned our attention to the strengthening of a public-private partnership that will better ensure the safety of goods found on store shelves across America. From sponsoring this summer's Import Safety Summit to providing accreditation services for product certifiers under the new Consumer Product Safety Improvement Act, ANSI and its members are identifying some of the best practices that are already working, building upon them, and charting the course for continuous improvements in the global supply chain.

We have made a commitment to facilitate environmentally conscious practices for organizations around the world. We have seen overwhelming demand for our new accreditation program for greenhouse gas validation and verification. And a new online tool launched this summer – ANSI iPackages – makes it possible for organizations to share, annotate, and personalize the ISO 14000 series of environmental management system standards.

Our standards panels have realized some significant milestones this year, releasing reports on identity theft prevention and the financial impact of cyber risk. We have collaborated with global partners to develop a white paper on internationally compatible biofuels standards. And our recommendations on healthcare information technology have been recognized by Secretary Leavitt of the Department of Health and Human Services, making their implementation at the federal level required by law.

We are dedicated to strengthening our leadership role in the global arena. From Memoranda of Understanding with our counterparts in other nations like India, Israel, Egypt, and China to the relaunch of StandardsPortal to help facilitate cross-border trade, ANSI is committed to a high level of international engagement and cooperation.

Our annual Open Forum for Standards Developers continues to demonstrate that standards developing organizations and consortia travel along similar paths and face similar challenges. This year, attendees discussed practical matters, such as ways for ANSI to facilitate electronic meetings that could save time and money for everyone involved, and more far reaching issues, such as the need to attract a younger demographic to the standards community. We have strengthened our education and outreach initiatives, and will be launching in the near future a collection of case studies that will help the next generation workforce gain a better understanding of standardization. Our investment in the future is essential for continued growth and success.

Even in troubling economic times, ANSI is counting on our Federation of members to continue to work with us to embrace new opportunities and bridge the gaps between those who develop standards and those who rely upon them. As we mark ninety years of successes, I express ANSI's appreciation to the members and partners that have made it possible for us to collectively develop, implement, and maintain the solutions that satisfy national, regional, and global needs. We thank our members, customers, and colleagues for your past support and we look forward to continuing to work with each of you well into the future.



actions on top priorities

A brief summary of actions and accomplishments during the past year is shown below.

proactively address national, regional, and global priorities and emerging technologies

From international standards on energy management to a pilot accreditation program for greenhouse gas validation and verification bodies, ANSI is working to enable standards and conformity assessment-based solutions for the issues that are facing U.S. stakeholders – both at home and abroad. The ANSI/NAM Network on Chemical Regulation, formed in partnership with the National Association of Manufacturers, has helped manufacturers from all industry sectors to ready their REACH implementation strategies, preventing unnecessary duplicative costs and sharing best practices.

enable solutions through standards panels

The Identity Theft Prevention and Identity Management Standards Panel released a report to help organizations strengthen the way they protect personal data. Members of the Biofuels Standards Coordination Panel collaborated with colleagues from the European Union and Brazil to author a white paper on internationally compatible biofuels standards. The Nanotechnology Standards Panel continues to work in conjunction with the ANSI-Accredited U.S. Technical Advisory Group to ISO TC 229 to facilitate the development of standards supporting the burgeoning nanotechnology industry. The Healthcare Information Technology Standards Panel saw its first set of Interoperability Specifications recognized by Secretary Leavitt of the Department of Health and Human Services (HHS), and its website was streamlined and improved to offer greater accessibility and increased information, including a series of educational webinars. And the Homeland Security Standards Panel released a report that aids chief financial officers in determining the financial impact of cyber risk.

enhance conformity assessment portfolio

The Institute has launched a pilot accreditation program for third-party bodies working to validate and verify greenhouse gas emission assertions for a broad spectrum of industries. Supporting the efforts of greenhouse gas programs across the United States, the initiative has already experienced rapid growth, with nearly seventy applicants in this first cycle.

Building upon last year's Commonwealth of Massachusetts recognition of ANSI's accreditation program for personnel certification bodies, the California Occupational Safety and Health Standards Board has granted ANSI's petition for recognition as an accrediting body for crane operator certification programs. And earlier this year, the Institute signed a Memorandum of Understanding with the Toy Industry Association, making ANSI the official accreditor of product certification bodies under the Toy Safety Certification Program.

ANSI also signed an agreement with the International Accreditation Forum to bring worldwide recognition and acceptance to the Institute's accreditation program for product certification bodies, and ANSI and ACLASS have agreed to conduct joint assessments on product certification bodies, inspection bodies, and testing and calibration laboratories, providing a cost-effective, value-added resource to those organizations that must undergo multiple conformity assessment activities.

expand outreach to broader constituencies

Through new partnerships with the Grocery Manufacturers Association and a host of organizations that support the food industry, ANSI is branching out into new areas of engagement. Increased participation by small to medium enterprises and their respective trade associations is a key priority for the Institute, as is outreach to state and local government entities as well as unrepresented sectors of the growing service economy.



strengthen impact and presence on capitol hill

In the wake of national concerns about the safety of imported products, many government agencies and regulators have turned to ANSI and the standards and conformity assessment community to help in developing solutions. President Bush's Interagency Working Group on Import Safety called for increased reliance on voluntary consensus standards and continued government participation in the development of these standards and compliance programs. The Group's Action Plan for Import Safety specifically cited the Toy Safety Certification Program – a collaboration between ANSI and the Toy Industry Association – as an example of a private-sector led program that is strengthening conformity assessment systems for consumer products.

In addition, the Consumer Product Safety Improvement Act of 2008 has made the implementation of two American National Standards for toys and all-terrain vehicles required by law, and enforces the mandatory testing and certification of children's products by accredited third-party conformity assessment bodies. Under the terms of the Act, the ANSI-ASQ National Accreditation Board / ACLASS is a qualified accreditor of testing laboratories for children's products.

build consumer confidence

Working in conjunction with eleven other leading associations and representatives of the President's Interagency Working Group, the Institute co-hosted the Import Safety Summit, an event that brought together nearly 450 interested industry and government stakeholders, including keynote speaker HSS Secretary Leavitt, to discuss the need for a stronger public-private partnership on import safety. ANSI moderated a panel on standards and conformity assessment that addressed the role and importance of accredited third-party certification programs in enhancing product safety and building consumer confidence. ANSI will co-host a follow-up conference in early December to address food safety.

support and promote the united states trade agenda

As the focal point for the U.S. standards and conformity assessment system, ANSI helps businesses confront their standards-related trade issues by leveraging its relationships with private-sector standards and conformity assessment bodies, trade organizations, and government agencies; tackling technical and policy differences across national borders; and capitalizing on its recognition as an accreditor of world-class standard-setting and certification programs.

Through the relaunch of www.StandardsPortal.org, ANSI works to facilitate international trade by helping companies to better understand the standards, regulatory, and conformance-related technical requirements they face in the U.S., Chinese, and Indian economies, with the flexibility necessary to include information for additional countries in the future. In addition, the Institute has worked to raise its profile with various high-level business and political fora, including the U.S. Chamber of Commerce, the Transatlantic Economic Council, the European American Business Council, and the U.S.–China Business Council, among others.

balance international participation

ANSI is an active member of the International Accreditation Forum and offers leadership as the nation's official member body to the International Organization for Standardization (ISO) and, through the U.S. National Committee, the International Electrotechnical Commission (IEC). ANSI's engagement in the international arena spans a broad range of subject areas, including the health, safety, and environmental impact of nanotechnologies,



actions on top priorities

continued

second-hand goods, ocean energy devices, information and communication technology, energy management systems, and liquid biofuels.

accelerate revenue growth and diversification

In the long term, the Institute continues to position itself as a one stop resource for standards, conformity assessment, and related information. ANSI is strengthening its financial integrity by maximizing growth potential and broadening its range of services through new partnerships, associations, and joint ventures. Via a partnership with Citation Technologies, Inc., the Institute this year launched ANSI iPackages, a new delivery mechanism for the ISO 14000 environmental management system standards that allows users to customize and share their documents according to the particular needs of their organization.

diversify and grow membership

Membership growth continues to increase as ANSI delivers effective and compelling responses to member needs. The roll-out of the Affiliate Program, which provides individual, informational access to many of the Institute's programs and resources, is expanding engagement in ANSI by new and existing contacts within the standards and conformity assessment community, including members of the U.S. Technical Advisory Groups to several IEC Technical Committees.

train and educate the next generation workforce

Through the Committee on Education, ANSI co-sponsored the 2008 International Committee for Education about Standardization workshop. Together, participants from eighteen countries identified numerous opportunities to mine existing content and to share information and best practices. Additional course content is being developed for www.StandardsLearn.org, and a collection of case studies is currently being developed for use in university classrooms to help all students – not just the engineers – understand the critical role that standardization plays in the global marketplace.

ANSI Participation in the International Electrotechnical Commission (IEC)

Participating "P" Memberships	153
Technical Advisory Groups	153
U.S.-Administered TC Secretariats	12
U.S.-Administered SC Secretariats	11
U.S. Held Chairmanships	26

ANSI Participation in the International Organization for Standardization (ISO)

Participating "P" Memberships	558
Technical Advisory Groups	201
U.S.-Administered TC Secretariats	31
U.S.-Administered SC Secretariats	92
U.S. Held Chairmanships	116

ANSI-Accredited Standards Developers (SDOs) and American National Standards (ANS)

Total Accredited SDOs	217
Total Approved ANS	9,806

Membership (as of September 2008)

Total Members	841
New in 2007	105
Company Members	469
Government Members	25
Organizational Members	310
Educational Members	17
International Members	19
Sponsored/Subsidiary Member	1

ANSI-Accredited Certification Programs

Product Certification Programs	45
Personnel Certification Programs	25

ANAB-Accredited Systems Certifiers

Quality Management	68
Environmental Management	44

ACLASS-Accredited Laboratories

Testing Laboratories	89
Calibration Laboratories	180
Reference Material Producers	5



description of organization

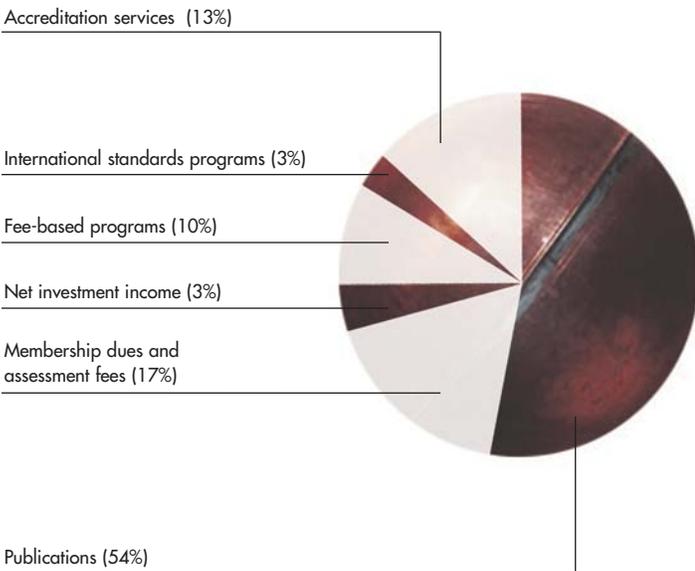
The American National Standards Institute (ANSI) is a 501(c)3, not-for-profit organization.

In fulfilling its mission, ANSI:

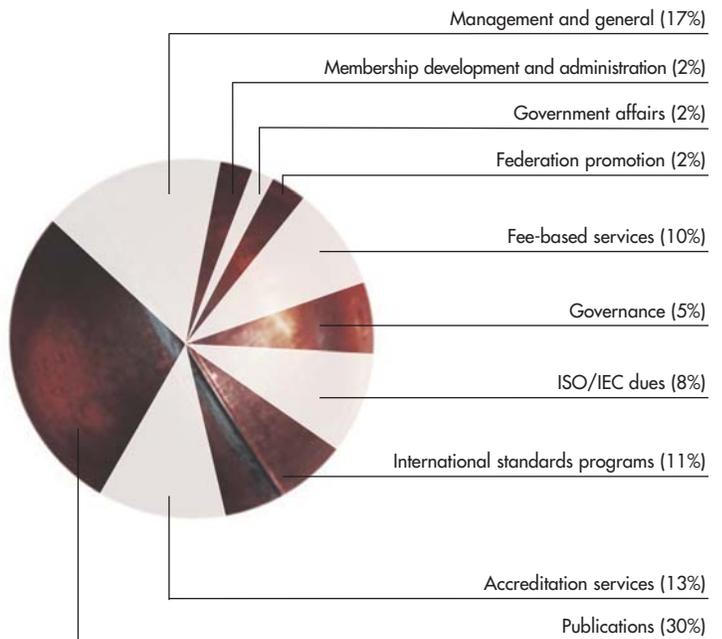
- Is recognized by both the public and private sectors as the policy forum for the U.S. standards and conformity assessment community.
 - Approves standards as American National Standards (ANS) and safeguards the integrity and value of the ANS designation by requiring openness, balance, due process, consensus, and transparency to all directly and materially affected interests in the private and public sectors.
 - Coordinates the efforts of companies and consumers to make products and systems safe, efficient, and globally relevant.
 - Provides a means for assessing the need for new standards and conformity assessment activities and promotes the resolution of identified needs.
- Is the official U.S. representative to non-treaty, regional and international standards and conformity assessment organizations and, as such, facilitates access by U.S. interests to those organizations and promotes U.S. interests abroad.
 - Interfaces with U.S. and other governments on standards and conformity assessment issues.
 - Accredits standards developers, U.S. Technical Advisory Groups (TAGs) to ISO, and conformity assessment programs.
 - Provides a central resource, using the most modern means available, for timely, relevant, and easily accessible information and education on standards, conformity assessment programs, and related activities in the U.S. and abroad.

SUPPORT AND REVENUE (\$27.4M)

For more information, see the Statement of Activities shown on page 12.



EXPENSES (\$26.8M)



financial position

year ended December 31, 2007

	Unrestricted	Temporarily Restricted	TOTAL	
			2007	Summarized Information 2006
Assets				
Cash and cash equivalents	\$ 4,785,738	\$ 1,552	\$ 4,787,290	\$ 4,557,893
Receivables:				
Publications and royalties	1,692,291		1,692,291	1,573,396
Dues (net of allowance for doubtful accounts of \$500,000 and \$342,000 for 2007 and 2006)	4,751,550		4,751,550	5,019,658
Investments — marketable securities	6,531,136	320,420	6,851,556	6,012,490
Investment in ANAB	940,360		940,360	1,069,605
Prepaid expenses and other assets	1,981,471		1,981,471	991,914
Property and equipment, net	1,372,895		1,372,895	1,595,133
Total assets	\$ 22,055,441	\$ 321,972	\$ 22,377,413	\$ 20,820,089
Liabilities				
Accounts payable and accrued expenses	\$ 4,205,895		\$ 4,205,895	\$ 3,230,271
Deferred dues and fee income	6,081,742		6,081,742	5,910,770
Deferred rent	485,435		485,432	569,977
Total liabilities	\$ 10,773,072		\$ 10,773,072	\$ 9,711,018
Net assets				
Unrestricted net assets:				
Operating fund	\$ 4,640,438	\$	\$ 4,640,438	\$ 4,517,087
Board-designated permanent reserve	5,600,832		5,600,832	5,600,832
Specific-purpose funds	1,041,099		1,041,099	710,957
Temporarily restricted net assets		321,972	321,972	280,195
Total net assets	\$ 11,282,369	\$ 321,972	\$ 11,604,341	\$ 11,109,071
Total liabilities and net assets	\$ 22,055,441	\$ 321,972	\$ 22,377,413	\$ 20,820,089



statement of activities

year ended December 31, 2007

	Unrestricted	Temporarily Restricted	TOTAL			
			2007	%	Summarized Information 2006	%
Support and revenue						
Membership dues and assessment fees	\$ 4,687,860	\$	\$ 4,687,860	17%	\$ 4,506,583	18%
Publications	14,880,339		14,880,339	54%	13,010,258	53%
Accreditation services	3,623,714		3,623,714	13%	3,225,976	13%
International standards programs	809,989		809,989	3%	819,541	3%
Fee-based programs	2,744,660		2,744,660	10%	2,192,981	9%
Net investment income	591,663	41,777	633,440	3%	892,490	4%
Total support and revenue	\$ 27,338,225	\$ 41,777	\$ 27,380,002	100%	\$ 24,647,829	100%
Expenses						
Program expenses:						
Publications	\$ 8,133,345		\$ 8,133,345	30%	\$ 6,870,184	29%
Accreditation services	3,352,621		3,352,621	13%	2,985,775	12%
International standards programs	3,059,196		3,059,196	11%	2,956,234	12%
ISO/IEC dues	2,173,733		2,173,733	8%	2,108,180	9%
Governance	1,441,449		1,441,449	5%	1,326,547	5%
Fee-based services	2,660,978		2,660,978	10%	1,881,291	8%
Federation promotion	566,947		566,947	2%	911,212	4%
Government affairs	489,366		489,366	2%	439,248	2%
Total program expenses	21,877,635		21,877,635		19,478,671	
Management and general:						
Membership development / administration	560,341		560,342	2%	673,586	3%
Other management and general	4,312,327		4,312,327	17%	3,792,672	16%
Total management and general	4,872,669		4,872,669		4,466,258	
Total expenses	\$ 26,750,304		\$ 26,750,304	100%	\$ 23,944,929	100%
Increase in net assets before SFAS 158	\$ 587,921	\$ 41,777	\$ 629,698		\$ 702,900	
Effect of adoption of SFAS 158	(134,428)		(134,428)			
Increase in net assets	453,493	41,777	495,270		\$ 702,900	
Net assets, beginning of year	10,828,876	280,195	11,109,071		10,406,171	
Net assets, end of year	\$ 11,282,369	\$ 321,972	\$ 11,604,341		\$ 11,109,071	



basis of financial statement presentation

The American National Standards Institute, Incorporated (the "Institute"), is a not-for-profit service organization, founded in 1918. It is the coordinating organization for the United States' national standards system. The Institute does not develop standards. It provides the means for determining the need for standards and ensures that organizations competent to fill these needs undertake the standards development work. The programs of the Institute are carried out by the Board of Directors. The Institute is exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code, and from state and local taxes under comparable laws.

accrual basis of accounting

The financial statements of the Institute have been prepared using the accrual basis of accounting and conform to accounting principles generally accepted in the United States of America, as applicable to not-for-profit entities.

use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets, liabilities, revenues and expenses, as well as the disclosure of contingent assets and liabilities. Actual results could differ from those estimates.

cash and cash equivalents

The Institute considers all highly liquid investments with original maturities of less than three months to be cash equivalents, except for such amounts held in the Institute's investment portfolio, which are considered to be held for long-term purposes. The carrying amount approximates the fair value because of the short maturity of these investments. Sometimes deposits have been pledged as collateral for a letter of credit and for foreign exchange transactions.

investments

Investments in equity securities with readily determinable fair values and all debt securities are recorded at fair values, with realized and unrealized gains and losses included in the accompanying statements of activities. Net investment income is recorded as unrestricted and restricted, in accordance with donor intent.

property and equipment

Property and equipment are stated at their costs at the dates of acquisition. Leasehold improvements are also capitalized, whereas costs of repairs and maintenance are expensed as incurred.

Depreciation of furniture and equipment is provided using the straight-line method, over the estimated useful lives of the respective assets, ranging from three to ten years. Likewise, depreciation of leased assets is computed using the straight-line method over the life of the assets. Leasehold improvements are amortized over the lesser of the estimated useful life of the specific asset or the term of the applicable lease.

revenue recognition

Revenue from publication sales is recognized when the customer purchases an electronic copy of the publication through the Institute's e-commerce website or when the order was fulfilled by third party resellers. Membership dues and fee-based programs are credited to income over the period to which they apply. Recognition of revenue from membership dues and fee-based programs relating to a future year is deferred until that year.

deferred rent liability

Rent expense is recognized using the straight-line method over the terms of the lease. The difference between rent expense incurred and the amount paid, which is attributable to scheduled rent increases, is reported as a deferred rent liability in the statements of financial position.

net assets

The net assets of the Institute and changes therein are classified and reported as follows:

Unrestricted net assets represent those resources that have no donor restrictions as to their use. In 1969, the Board of Directors designated a *permanent reserve fund* for the establishment of new standards programs and to fund future operating deficits. The *permanent reserve* is funded by the operating fund and invested subject to approval by the Board's finance committee. In 1973, the Board of Directors established a special-purpose, *international fund* to assist the Institute in its international standardization and related activities. Expenditures from the income of the fund must be authorized by the board of trustees of the international fund.

Temporarily restricted net assets consist of resources, the use of which has been restricted by donors to specific purposes. Net assets released from restrictions represent the satisfaction of the restricted purposes specified by the donor.

The Peralta Charitable Remainder Unitrust was established in 1993. Upon the death of the Unitrust beneficiaries, the principal and income of the trust will be distributed to the Institute to be used for educational purposes.

SFAS 158

Effective for 2007, the Institute has adopted the provisions of the Financial Accounting Standards Board's Statement on Financial Accounting Standards (SFAS) No. 158, "Employers Accounting for Defined Benefit Pension and Other Post-retirement Plans," an amendment of previously issued authoritative employee-benefit accounting pronouncements.

SFAS No. 158 requires the recognition, in the sponsoring entity's financial statements, of an asset or liability for the "funded status" of a defined benefit plan, measured as the difference between the projected benefit obligation and the fair value of the plan's assets.



board of directors

as of October 1, 2008



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Engineering Standards,
Deere & Company



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Mr. Arthur E. Cote, PE
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Engineers

Dr. R. David Pittle
Consumer
Representative

Mr. William Raisch
Director, International
Center for Enterprise
Preparedness,
New York University

**Mr. Gregory E.
Saunders**
Director, Defense
Standardization
Program Office, U.S.
Department of Defense

Ms. Mary H. Saunders
Chief, Standards
Services Division,
National Institute of
Standards and
Technology

Mr. August W. Schaefer
Senior Vice President
and Public Safety
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