

# USNC Finance Committee Update for Council

January 2025



United States  
National Committee  
of the IEC

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# USNC Finance Committee - Members

- Peter Pondillo, Chair (Corning)
- Megan Hayes, Vice Chair (NEMA)
- Wynn Bowman (ECIA)
- Jonathan Colby (Streamwise Development)
- Joan Sterling (NEMA)
- Amy Phelps (NIST)
- Sonya Bird (UL SE)
- Tim Duffy (Rockwell Automation)
- Angus Low (Intel)
- Brent Hartman (CSA)

# USNC 2024 Year-End (unaudited)

	2024 Budget	December YTD	Percentage to Budget
<b>REVENUE</b>			
ANSI IAA – IEC TAGs	\$390,205	\$433,973	111%
ANSI IAA – IEC Sec't	\$153,709	\$141,156	92%
Premier Members	\$250,800	\$257,400	103%
USNC TAG Participation	\$419,250	\$462,590	110%
CA Programs	\$18,000	\$18,000	100%
Fee-for-service Programs	\$40,132	\$31,787	79%
<b>Total</b>	<b>\$1,272,096</b>	<b>\$1,344,906</b>	<b>106%</b>
<b>EXPENSES</b>			
Sal/Ben	\$1,014,295	\$931,569	92%
Direct	\$193,500	\$160,236	83%
IEC Dues	\$1,054,204	\$1,054,204	100%
Indirect/Overhead	\$434,925	\$434,925	100%
<b>Total Expense</b>	<b>\$2,696,924</b>	<b>\$2,580,934</b>	<b>96%</b>
<b>Net Total</b>	<b>(\$1,424,828)</b>	<b>(\$1,236,028)</b>	
<b>R2E Ratio (Target 50%)</b>	<b>47.17%</b>	<b>52.11%</b>	
IEC Pub Sales Gross	\$6,895,647	\$6,262,867	91%
IEC Pub Sales Exp	\$4,271,943	\$3,619,458	85%
IEC Pub Sales Net	\$2,623,704	\$2,643,409	101%

# USNC Direct Cost Spend Year-End

	2024 Budget	Q4 Budget (based on anticipated events)	Spend thru 12/31
Account			
Staff Travel	\$121,000	\$121,000	\$71,000
Meetings	\$41,000	\$41,000	\$50,084
Postage/Supplies	\$1,000	\$1,000	\$404
Programs	\$30,500	\$30,500	\$38,748
<b>Total</b>	<b>\$193,500</b>	<b>\$193,500</b>	<b>\$160,236</b>

# USNC R2E Ratio History

USNC R2E Target is 50%

Year	Ratio
2021 audited	49.8%
2022 audited	49.9%
2023 audited	50.6%
2024 unaudited	52.1%
2025 budgeted	48.6%

# ANSI Board Approved 2025 Budget

		USNC Council Recommended 2025 Budget		ANSI Board Approved USNC 2025 Budget
1				
2	<b>REVENUE</b>			
3	ANSI IAA – IEC TAGs	\$433,576		\$433,576
4	ANSI IAA – IEC Sec't	\$146,802		\$146,802
5	Premier Members	\$257,400		\$257,400
6	USNC TAG Participation	\$429,650		\$429,650
7	CA Programs	\$18,000		\$18,000
8	Fee-for-service Programs	\$29,500		\$29,500
9	<b>Total Revenue</b>	<b>\$1,314,928</b>		<b>\$1,314,928</b>
10				
11	<b>EXPENSE</b>			
12	Sal/Ben	\$1,044,724		\$950,148
13	Direct	\$173,500		\$173,500
	Direct - Program support (outside services)	\$32,000		\$32,000
	Direct - Postage	\$1,000		\$1,000
	Direct - Staff Travel	\$110,000		\$110,000
	Direct - Meetings	\$30,500		\$30,500
14	IEC Dues	\$1,085,830		\$1,127,126
15	Indirect/Overhead (Adj.)	\$452,322		\$452,322
16	<b>Total Expense</b>	<b>\$2,756,376</b>		<b>\$2,703,096</b>
17	<b>Net Total</b>	<b>(\$1,441,448)</b>		<b>(\$1,388,168)</b>
18	<b>R2E Ratio (Target 50%)</b>	<b>47.7%</b>		<b>48.6%</b>

# USNC 2024 Year-End Notes

- Total revenue exceeded budgeted projection
  - Increase due to prior year collections recognized in 2024
  - Increase in TAG participation
- Total expense came in slightly under budget
  - Sal/Ben lower due to staff changes mid 2024

# 2025 USNC Finance Committee Meeting Dates

- Tuesday, June 3, 2025 – ANSI D.C.
- Tuesday, August 12, 2025 (*anticipated date*) – Eaton, Pittsburgh, PA
- Thursday, September 4, 2025

# USNC Program Proposals

Topic	FinCo Action	Status	Prioritization
Funding for YEPs & Proteges	Refer to Communications and YEP Committees	Completed	Approved
Roster Maintenance & System Integration	Project ongoing in 2025	USNC Portal with access to TAG rosters has been rolled out to TAG TAs, DTAs, and Secretaries. USNC staff are working with ANSI Legal and ANSI IT to roll out the TAG officer directory. USNC IT is researching next steps for system integration with NEMA.	Approved

# USNC Program Proposals

Topic	FinCo Action	Status	Prioritization
Learning Management System	Refer to Communications Committee	This is a second phase of the Education & Training updates. Work on this project will not start until after we have completed phase 1 and assessed the impact.	Medium
Training Overhaul	Refer to Communications Committee	The USNC Overview video is complete. Learning journeys are being added to ANSI.org. Webinar recordings are moving over to YouTube and include timestamps with chapter titles allowing for a better learner experience.	Approved