

**President's Report**  
 CIE-USNC Annual Business Meeting  
 31 October, 2019  
 James Leland, President

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### Overview

- Preliminaries
  - Acknowledgements
  - Agenda
- CIE Quadrennial 2019
- Financial Issues
  - NAS/BISO Membership Update
- Current Status of the USNC
- Executive Committee Membership

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- The Good – CIE 29<sup>th</sup> Quadrennial
- The Bad – Dwindling Revenues
- The Ugly – Suspension (Pending)

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### Acknowledgements

- Conference Coordinators
  - Tim Moggridge Westboro Photonics
  - Dr. Joanne C. Zwinkels NRC
- EXHIBITORS and SPONSORS
  - Cree Lighting
  - Gamble Technologies
  - Gigahertz-Optik Inc.
  - PCO-TECH
  - Vektrex
  - Westboro Photonics
  - National Research Council Canada

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The Good,  
 The Bad  
 &  
 The Ugly

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The Good:  
 CIE 29<sup>th</sup> Quadrennial

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**CIE2019**  
 29TH SESSION  
 WASHINGTON DC

- **What:** The CIE 29<sup>th</sup> Quadrennial Session
- **When:** June 14 - 22, 2019
- **Where:** Marriott Wardman Park Hotel  
 Washington, D.C.
- **Who:**
  - The CIE U.S. National Committee (CIE-USNC)
  - CIE Quadrennial Planning Subcommittee
  - CIE Quadrennial Sponsors

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Local Organizing Committee	
Ron Gibbons	Chair
James Leland	President, USNC of CIE
Arcangelo Arcudi	
Rolf Bergman	
Ty Kaelin	
Alan Lewis	
Kosta Papamichael	
David Sirey	
Thomas Spies	
Tyout Oino	

**CIE 2019 Secretariat**  
 Jeanette Cooper  
 Briana Blanchard  
 Sarah Downer

**CIE Central Bureau**  
 Kathryn Nield

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**CIE 2019**  
24TH SESSION  
WASHINGTON DC

### Scientific Program

Keynote: Dr. William Phillips  
(1997 Nobel Prize Laureate)

Abstracts submitted: 352  
Total number of papers presented: 292

Oral presentations: 94  
Presented posters: 31  
Poster presentations: 167  
Workshops: 8

Name	Country	Role
Erkki Ikonen (Chair: ISC)	FI	CIE Vice-President/Technical
Peter Zwick	AT	CIE Technical Manager
Yongqiang Kwak	KR	Executive Director I
Li-Chen Yu	TW	Executive Director II
Alan C. Carter	UK	Executive Director I/O Director I
Andreas Jägle	DE	Executive Director I/O Director II
Yoshi Harada	JP	Executive Director I/O Director III
Shigeo Muroga	JP	Executive Director I/O Director IV
Georgiy Gerasimovskiy	UA	Executive Director
Marina Domina	RU	Executive Director
Samir Chugh	IN	Executive Director
Luigi Di Pasquale	IT	Executive Director
Eric Lippman	US	Executive Director
Chang Sheng	CN	Executive Director
Pao-Chuan Hung	TW	Executive Director
Samir Rishi	IN	Executive Director
Ron Hubbard	UK	Local Organizing Committee Chair CIE 2019

**Review Panel**

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**CIE 2019**  
24TH SESSION  
WASHINGTON DC

### Participants

(CIE 2019 Conference + Div/TC meetings)

Total: 478

Country	Participants
USA	78
Japan	63
China	51
Germany	26
Korea	17
Sweden	15
France	13
United Kingdom	13
Finland	12
Taiwan	12
Belgium	11
Finland	10
Norway	8
Denmark	6
Hungary	6
Italy	6
Switzerland	6
Russia	5
Slovenia	5
Brazil	4
Czech Republic	4
Australia	4
Spain	4
Australia	3
Austria	3

We thank:  
• All speakers  
• All poster presenters  
• All WS conveners  
• Session chairs  
• ALL PARTICIPANTS

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**CIE 2019**  
24TH SESSION  
WASHINGTON DC

THANK YOU TO OUR SPONSORS

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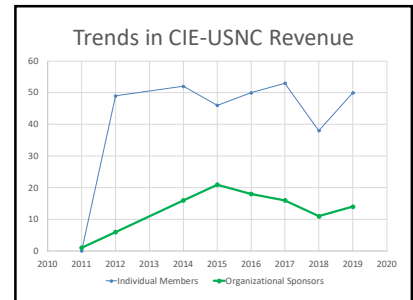
The Bad

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### Trends in CIE-USNC Revenue

	Circa 2003 (est. d)	2011	2012	2014	2015	2016	2017	2018	2019
Individual Members	200	0	49	52	46	50	53	38	50
Organizational Sponsors	50	1	6	16	21	18	16	11	14
REVENUE	\$50,000								

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### Impacts on CIE-USNC Revenue

- Sponsorship Drive (circa 2014) → Increasing Revenue  
– Peak: 2015
- Restructuring of Lighting Industry → Sponsor Attrition  
– Effort required to retain established Sponsors,  
– as well as recruiting new Sponsors
- Quadrennial Planning → Distraction
- Quadrennial Sponsorship → Diluted Support
- Prospect of BISO Funding → Complacency?

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### NAS/BISO Membership Initiative

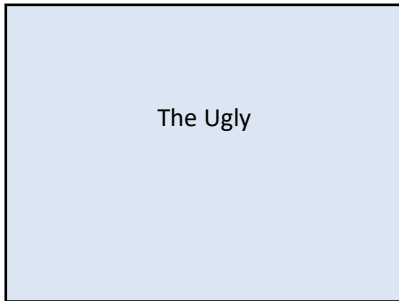
- NAS = National Academy of Sciences
- BISO = Board on International Scientific Organizations
- BISO Structure  
– Member orgs apply to the National Science Foundation  
– Grants can fund participation to cover dues, travel, etc.
- Oct 9, 2018:  
– NSF approved inclusion of CIE-USNC in BISO's proposal
- July 11, 2019:  
– NSF declined to fund CIE-USNC – Why?
- August 23, 2019:  
– Kathie Bailey (BISO) has expressed continuing support

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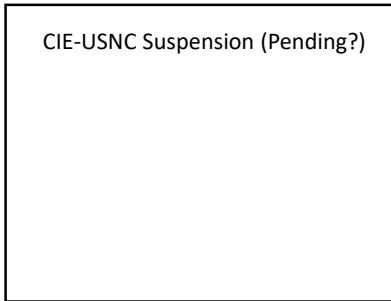
### The Bottom Line

- 2019 Revenue - Insufficient to cover Expenses  
– Total Income (Jul 2018 – Jun 2019): \$31,670
- Expenses  
– Quadrennial expenses complex ~ net zero  
– Remaining expenses: \$50,871\*  
\*Includes CIE Dues: \$48,210

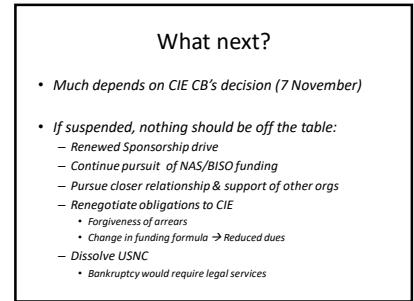
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**Alignment Table**

Geographical Scope	CIE	CORM	IES	ISO
Canada	NC-CA			<a href="#">SCC</a>
USA	USNC			<a href="#">ANSI</a>
Mexico				<a href="#">DGN</a>
ROW	*			-

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**Alignment Table**  
*Vision: A Joint Advisory Committee*

Geographical Scope	CIE	CORM	IES	ISO
Canada	NC-CA			<a href="#">SCC</a>
USA	<a href="#">USNC</a>	<a href="#">JAC</a>	<a href="#">JAC</a>	<a href="#">ANSI</a>
Mexico				<a href="#">DGN</a>
ROW	*			-

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**CIE-USNC Officers**

Position	Name	Contact
President	James E. Leland	leland@cie.usnc.org
Senior Vice-President	David Sibney, Ph.D.	sibney@cie.usnc.org
Vice-President Communication	Konstantina Papachristaki, Ph.D.	kpapach@cie.usnc.org
Vice-President Membership	Hyunwoo Kwon, Ph.D.	hwk@cie.usnc.org
Past President	Alan L. Lewis, D.D., Ph.D.	lewis@cie.usnc.org
Secretary	Angelo Avicola, Ph.D.	avicola@cie.usnc.org
Treasurer	Ronald Gibbins, Ph.D.	rgibbins@cie.usnc.org

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**Other CIE-USNC EC Members**

Year	Name	Contact
2010-2019	Jim Gaines, Ph.D.	gaines@cie.usnc.org
2010-2019	Yunzi Zong, Ph.D.	zong@cie.usnc.org
2017-2020	Michael Joseph	mjoseph@cie.usnc.org
2017-2020	VACANT	
2010-2021	Michael Ryan, Ph.D.	ryan@cie.usnc.org
2010-2021	VACANT	
CIE Executive Past President	Yunzi Zong, Ph.D.	zong@cie.usnc.org
CIE Vice President (Adjunct)	Ronald Gibbins, Ph.D.	rgibbins@cie.usnc.org
CIE Division II Director	Phocharn Wang, Ph.D.	wang@cie.usnc.org

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# CIE - USNC

## Membership Report

Annual Meeting  
October 31, 2019  
Hyman Kaplan, V.P. Membership

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### Overview

- Status & Goals
- Approach for 2020, New VP Membership
- Conclusion

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### Status & Goals

	End of 2018*	To Date 2019 *
# MEMBERS	85 PAID INDIVIDUALS / 165 ACTIVE	59 PAID INDIVIDUALS / 113 ACTIVE
# SPONSORS	25 PLUS 1 GOVERNMENT	14 PLUS 1 GOVERNMENT

\* Based on Membership Mailing List as of 10/21/2019

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#### Acknowledgements: Sponsors

GOVERNMENT -

- NIST

GOLD LEVEL -

- Apple
- GE Lighting (?)
- Illuminating Engineering Society
- LEDVANCE, LLC

SILVER LEVEL -

- Council for Optical Radiation Measurements (CORM)
- Cree Inc.
- Gamma Scientific
- Underwriters Laboratories

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#### Sponsors - Bronze Level

- American Optometric Association
- Bridgelux
- California Lighting Technology Center – UC Davis
- Datacolor
- Hunter Associates Laboratory, Inc.
- International Association of Lighting Designers
- Intertek
- Konica Minolta Laboratory US Inc
- Lutron Electronics
- Musco Sports Lighting
- Nichia America Corporation
- Radiant Vision Systems
- Signify (was Philip)
- Sun Chemical Corporation
- Vektrex
- X-Rite

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#### Approach for 2020

- Sponsorship Drive
  - Get past Sponsors back to CIE/USNC
  - Attempt to move to next level up
- Individual Membership Drive
  - Invest in the future of the organization
  - *Each One – Reach One*

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### Conclusion

- CIE/USA is not holding its own
- The 2019 Quadrennial in Washington, DC
- There is a lot more work to be done to get membership back up.

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# CIE-USNC Business Meeting

October 31, 2019

At the 2019 Joint Annual Meeting of the CIE-USNC, CNC and CORM

Ottawa, Ontario CANADA

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- 1. Open Meeting :** The meeting was called to order at 1:15 pm by President James Leland.

## Attendance

James Leland, Yuqin Zong, Yoshi Ohno, Jim Gaines, Hy Kaplan, Dave Sliney, Po-Chieh Hung , Terry McGowan, Rolf Bergman, Alan Lewis, Craig Bernaker, Michael Royer (Join Me), Ronald Gibbons (Join Me), Angelo Arecchi (Join Me), Leonard Hansenn.

### A President's Report

To be submitted by Jim.

#### A. Senior Vice President's Report

The Technical Council did not meet during the past year.

Terry McGowan is “retiring” as Division 3 Member. Dr. Craig Bernaker was unanimously elected to replace him.

#### B. V.P. Communication – Konstantinos Papamichael,

No report

#### C. V.P. Membership – Hyman Kaplan

Because of minor discrepancies between the data held by Kaplan and those of the treasurer, he suggested using the treasurer's data as the membership report.

#### D. Treasurer's report – Ron Gibbons

Gibbons had previously provided the financial data for the USNC and the Quadrennial Meeting to the Executive Committee. He estimated that next year's budget is approximately \$55,000.

#### E. Secretary's Report – Angelo Arecchi

## 2. Administrative Committee reports:

### A. Finance – Ron Gibbons

Covered in 1F.

### B. Publicity/Website – Kosta Papamichaels

No report

### C. By-laws – Alan L. Lewis

No changes were proposed.

**D. Membership – Hyman Kaplan**

Covered in 1D.

**E. Newsletter – Konstantinos Papamichael,**

No report

**F. Nominating – Alan L. Lewis**

The nominating committee consisted of Alan Lewis, Ellen Carter, and Rolf Bergman.

The nominations are:

President: Angelo Arcchi

Senior Vice President: Mark Duffy

Secretary: James Gaines

Treasurer: Ronald Gibbons

Executive Committee:

2018-2021: David Sliney

2019-2022: Hyman Kaplan

2019-2022: Tony Esposito

Members for Life:

George Eppeldauer

Kathleen Muray

Danny Rich

Peter Ngai

**3. Old Business**

**A. Debrief – CIE Quadrennial Meeting (USA, 2019)**

The Quadrennial was considered successful with over 450 attendees. Financially, it broke even, which was somewhat of a disappointment.

**B. Status of proposed NAS/BISO Sponsorship**

Ronald Gibbons and Alan Lewis were the primary contacts in the USNC's efforts to obtain funding from the National Academy of Sciences, Engineering and Medicine/ Board of International Standards Organizations. Funding for USNC was included in the annual budget submission to the National Science Foundation by BISO, but was not approved by NSF. BISO director, Kathie Bailey had enthusiastically endorsed our request and did not immediately know the reason it was not approved. It is recommended that another attempt for funding should be made.

**4. New Business**

A. Election Results, 2019-2022

The Secretary reported that 20 votes had been cast by the membership and the slate proposed by the nominating committee has been elected.

B. Election of Members for Life

The slate proposed by the nominating committee was unanimously elected.

C. Status of CIE-USNC – *Pending Suspension*

President Leland reported that, because the 3<sup>rd</sup> quarter dues have not been fully paid, the CIE sent a note to members of the Board of Administration from the USA that they no longer had voting privileges. However, there has been no official notice of suspension sent to USNC, so our status is unclear. The BA will meet on November 7<sup>th</sup> and the status of USNC should be made clear at that time.

**5. Close of Meeting**

A. Review of new action items

Outgoing officers and executive committee members were thanked for their past service to USNC.

B. The meeting was adjourned at 3:20 pm

Attached:

Agenda

Posted separately:

CIE-USNC Annual Meeting October 2019 President's report

CIE-USNC Annual Meeting October 2019 Membership report

LETTER to CIE BA re USNC Status 20191022, presented at CIE-USNC Annual Meeting October 2019

# **Agenda**

## **CIE-USNC Business Meeting**

October 31, 2019

*At the 2019 Joint Annual Meeting of the CIE-USNC, CNC and CORM*

Ottawa, Ontario CANADA

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### **6. Open Meeting**

- A. Attendance
- B. Review Agenda

### **7. Officers' Reports:**

- A. President – James E. Leland
- B. Senior Vice President (Technical Council Chair) – David Sliney, Ph.D.
- C. V.P. Communication – Konstantinos Papamichael, Ph.D.
- D. V.P. Membership – Hyman Kaplan
- E. Treasurer's report – Ron Gibbons
- F. Secretary's Report – Angelo Arecchi

### **8. Administrative Committee reports:**

- A. Finance – Ron Gibbons
- B. Publicity/Website – Kosta Papamichaels
- C. By-laws – Alan L. Lewis, O.D., Ph.D.
- D. Membership – Hyman Kaplan
- E. Newsletter – Konstantinos Papamichael, Ph.D.
- F. **Nominating – Alan L. Lewis, O.D., Ph.D.**

### **9. Old Business**

- A. Debrief – CIE Quadrennial Meeting (USA, 2019)
- B. Status of proposed NAS/BISO Sponsorship

### **10. New Business**

- A. Election Results, 2019-2022
- B. Status of CIE-USNC – *Pending Suspension*
- C. *Election of Life members*

### **11. Close of Meeting**

- A. Review of new action items
- B. Adjournment





October 22, 2019

Re: Status of the CIE USNC

To: Kathryn Nield

Cc: Peter Blattner

**Introduction:**

- I would like to thank the CIE leadership for working with the USNC to help us to maintain our good standing within the CIE, despite the cash flow situation which prevented our timely payment of dues on 30 September 2019.
- During our meeting of 30 September, the USNC was asked to provide the following materials:
  - a) a breakdown of the current financial status and membership basis of NC US.
  - b) a proposal on how the USNC can secure a firmer funding & membership basis
  - c) a proposal to significantly reduce USNC dues in arrears over the next two quarters
- Before responding to these requests in detail, I would like to offer the following remarks:
  - Following the 2003 Quadrennial, the USNC fell into disarray, for various reasons. By 2011, Individual and Organizational memberships had dropped off to near-zero.
  - In addition, several other circumstances negatively impacted USNC revenues (see below).
  - Consequently, revenue also dropped off dramatically, and the USNC began to fall behind in its dues to the global organization.
  - The USNC reached out to the CB and the BA to plead its case circa 2008; negotiations regarding the dues formula, and other issues, were unsuccessful.
  - The USNC was suspended for nonpayment of dues in January 2010, then reinstated in May 2010, after paying its outstanding 2008 dues.
  - The reinstatement of the USNC coincided with a restructuring of the USNC, leading to the election of Alan Lewis as USNC president in 2012, and later, myself in 2016. During that time, we also changed our treasurer; The previous 2 treasurers had not kept up to date with member invoicing (One of the treasurers unfortunately passed away during their tenure).
  - Under the new treasurer, Ron Gibbons, a participant management system was developed to provide invoicing and membership accountability.
  - **Our goal for the past eight years has been to restore the financial health of the CIE-USNC, and the CIE itself, which of course, depends upon the USNC for a significant portion of its operating funds.**
  - Since that time, the USNC has made regular dues payments to the CIE, maintaining its status of being less than 2 years in arrears.
  - A concerted "Sponsorship Drive" in 2014 led to a partial restoration in membership, sponsorship, and revenue, though USNC membership remained less than half that achieved circa 2003.
  - From 2014 through 2018, the USNC's membership, sponsorship, and revenue grew slowly but steadily.
  - Unfortunately, we have found that in the rapidly-changing business climate of the Lighting industry, significant effort is required, not only to recruit new organizational sponsors, but to retain existing sponsors.

- In 2015, the USNC volunteered to host the 2019 Quadrennial meeting of the CIE.
- The 2019 Quadrennial meeting was quite successful, but unfortunately, the effort to organize this meeting did distract us from our ongoing efforts to maintain and expand the USNC itself.
- The Quadrennial financially broke even, but did not provide additional funding as was hoped. This was due in part to difficulties in finding a large sponsor and in part to certain costs associated with hotel attrition and participation in optional events.
- The efforts to recruit sponsors for the Quadrennial meeting led to a dilution of our sponsorship pool and consequently, USNC membership and sponsorship dropped markedly in 2018 and 2019, along with corresponding revenues. During this time, as the USNC has struggled to improve its limited revenues, the annual dues calculated by the CIE have steadily increased.
- It's reasonable to believe that the USNC should be able to recover from the disruptive effects of the Quadrennial meeting, and restore its membership and sponsorship to 2017 levels – or better
- It is not reasonable to assume that, in the near term, under the current funding model, the USNC will be able to increase its revenues to levels significantly higher than those of 2018.
- If the USNC is to keep pace with dues obligations calculated according to the CIE formula, some fundamental change will be required to the USNC's funding model.
- For the past several years, the USNC has been pursuing the possibility of funding by NAS/BISO, and we had hoped that these efforts would come to fruition this year. Unfortunately, this year, the NAS declined to fund the CIE-USNC. We are continuing to investigate this possibility.
- The USNC has been investigating other possible changes, such as some sort of closer relationship with the Illumination Engineering Society (IES), and will continue to do so. Such an approach, however, involves numerous complications.
- To date, we have not identified a U.S. organization that would be willing to take on the burden of the USNC's substantial dues obligation.

**a. A breakdown of the current financial status and membership basis of the USNC.**

i. Financial Status (See Attachments A through C)

1. See attached reports, excluding Quadrennial Finances, prepared by USNC Treasurer Ron Gibbons:

a. "Balance Sheet" – Attachment A

This document highlights our current bank balance and payables to CIE CB as of October 11, 2019. Since then a credit has been issued by CIE CB for a member payment. Note that the CIECB Payable is the current payable.

b. "Profit & Loss" – Attachment B

The Profit and Loss shows the current funding levels for last year and the year to date.

2. Quadrennial finances Summary (attachment C):

This document shows the income and expenses associated with the Quadrennial meeting. Prior to payment made to the CIE for the royalties and payments due to the conference from the CIE, there is surplus of approximately \$36,000. The royalties due to the CIE and will absorb all these funds.

ii. Membership and Sponsorship

1. The table below summarizes USNC Membership, and Sponsorship for the period from 2011 through 2019 (YTD). This table shows growth but also documents the drop in Sponsorship in 2018 as the Quadrennial planning was on-going. (For a description of Sponsor/Member categories, see paragraph b.i.1 and Attachment E.)

	2011	2012	2014	2015	2016	2017	2018	2019
Individual Members	0	49	52	46	50	53	38	50
Organizational Sponsors	1	6	16	21	18	16	11	14

2. A document showing the payment history of organizations since 2013 is shown as Attachment D. This document shows the changes in the organizational support over the years. As an example, LEDvance (formerly OSRAM-Sylvania) no longer supports the organization. This alone reduced our income by \$10,000 per year.

**b. Plan for stabilization of USNC funding, sponsorship, and membership**

i. Specific Development Plan – under the current funding model

1. Current funding model:
  - a. Most funding comes from organizational sponsors, at \$1k to \$10k per annum. In 2018, sponsorship revenue was \$25k.
  - b. Additional funding comes from individual memberships, at \$75 per annum. In 2018, membership revenue was \$3,040.
2. We plan to organize a renewed Sponsorship drive, comparable to that of 2014-2015, in order to recover as many lost sponsors as possible, and of course to recruit new sponsors as well.
3. In addition, we plan to:
  - a. Update and refine our marketing materials. (For example, see the attached flyer titled “The Value of Membership in the CIE-USNC,” which could be improved following the approach taken for the 2019 Quadrennial.)
  - b. Streamline the process of Sponsorship initiation and renewal.

ii. General Development Plan – including alternative funding models

1. Challenges and drawbacks of the current funding model:
  - a. The lighting industry is undergoing a sea change. There were a small number of major players who had in-house testing facilities and experts. Now there appear to be a larger number of companies that are just manufacturers.
  - b. Corporate culture is changing, getting more competitive and cost conscious. Expenses such as sponsorships are being scrutinized more closely in terms of cost and benefit.
  - c. CB’s introduction of sponsorship from multinational companies has siphoned U.S. support from international companies, even those with a large U.S. presence.
2. Outline of alternative funding models and other solutions:
  - a. NAS/BISO Sponsorship (continuing to pursue)
  - b. IES Relationship
    - i. IES has expressed some interest - but high dues are a concern
    - ii. IES cannot simply become the CIE-USNC
      1. The regional scope of the IES may complicate matters;
      2. IES desire to be recognized as a global organization may be a source of conflict.
    - iii. CIE-USNC might be re-organized as a Committee within IES
    - iv. We have had some discussion with IES leadership on this topic, and further discussions are planned.

**c. Outlook for payment of arrears in the near term**

- i. In light of the various challenges outlined above, it should be clear that there is no realistic way for the USNC to pay down our arrears within the proposed timeframe (6 months).
- ii. Based on the current situation, we see 3 options moving forward:

**Option 1:**

The USNC is forgiven the royalties on the Quadrennial and the Quadrennial surplus is used to pay the dues for approximately one year. This would leave the USNC only one year in arrears. The committee will then continue to pay as we can. This pushes the threat of suspension to 12 months out which is good for the CIE, as they can maintain their board and volunteers. It also gives the USNC a chance to reestablish funding avenues.

**Option 2:**

The USNC takes the funds from the Quadrennial conference and pays the dues to buy a year of time from the threat of suspension. The debt for the royalties can be held as a separate account receivable by the CIE CB, but not held against the USNC as dues debt. The USNC will pay the royalty debt as funds become available.

**Option 3:**

The USNC pays the Quadrennial royalties and the amount owing for September and deals with suspension in January.

- iii. From the USNC standpoint, the most desirable outcome is Option 1. We would also consider a discussion of Option 2.

Conclusion:

- We are requesting that the Board of Administration consider the options presented above. However, the USNC recommends consideration of Option 1 or Option 2 only.
- While this memorandum fulfills the request made by CIE on 30 September, there will no doubt be further questions.
- Feel free to contact me and/or CIE-USNC Treasurer Ron Gibbons for clarification, or further information.

Best regards,



James E. Leland  
President, CIE-USNC (CIE/USA)  
51 Ball Park Road  
Goshen, NH 03752 USA  
Phone: +1 603 504-2855  
Email: jleland@copia-lux.com

**United States National Committee/CIE**  
**Balance Sheet Prev Year Comparison**  
**As of October 11, 2019**

	<u>Oct 11, 19</u>	<u>Oct 11, 18</u>	<u>Change</u>	<u>% Change</u>
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
PayPal	145.04	1,279.28	-1,134.24	-88.7%
Bank of America - Blacksburg	3,447.70	2,050.61	1,397.09	68.1%
Total Checking/Savings	<u>3,592.74</u>	<u>3,329.89</u>	<u>262.85</u>	<u>7.9%</u>
Total Current Assets	<u>3,592.74</u>	<u>3,329.89</u>	<u>262.85</u>	<u>7.9%</u>
<b>TOTAL ASSETS</b>	<u><u>3,592.74</u></u>	<u><u>3,329.89</u></u>	<u><u>262.85</u></u>	<u><u>7.9%</u></u>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable - EUR	121,732.00	108,510.63	13,221.37	12.2%
Total Accounts Payable	<u>121,732.00</u>	<u>108,510.63</u>	<u>13,221.37</u>	<u>12.2%</u>
Total Current Liabilities	<u>121,732.00</u>	<u>108,510.63</u>	<u>13,221.37</u>	<u>12.2%</u>
Total Liabilities	<u>121,732.00</u>	<u>108,510.63</u>	<u>13,221.37</u>	<u>12.2%</u>
Equity				
Opening Balance Equity	67,369.11	67,369.11	0.00	0.0%
Retained Earnings	-195,384.31	-176,183.52	-19,200.79	-10.9%
Net Income	9,875.94	3,633.67	6,242.27	171.8%
Total Equity	<u>-118,139.26</u>	<u>-105,180.74</u>	<u>-12,958.52</u>	<u>-12.3%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>3,592.74</u></u>	<u><u>3,329.89</u></u>	<u><u>262.85</u></u>	<u><u>7.9%</u></u>

Attachment B – USNC Profit and Loss

**United States National Committee/CIE  
Profit & Loss Prev Year Comparison  
July 2019 through June 2020**

	Jul '19 - Jun 20	Jul '18 - Jun 19	Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Meeting Income	0.00	3,630.00	-3,630.00	-100.0%
<b>Membership Dues</b>				
Individual	1,050.00	3,040.00	-1,990.00	-65.5%
Corporate Member	9,000.00	25,000.00	-16,000.00	-64.0%
<b>Total Membership Dues</b>	<u>10,050.00</u>	<u>28,040.00</u>	<u>-17,990.00</u>	<u>-64.2%</u>
<b>Total Income</b>	<u>10,050.00</u>	<u>31,670.00</u>	<u>-21,620.00</u>	<u>-68.3%</u>
<b>Expense</b>				
<b>Bank Charge</b>				
Credit Card Transaction Fee	59.06	484.41	-425.35	-87.8%
Transaction Charge	115.00	278.17	-163.17	-58.7%
<b>Total Bank Charge</b>	<u>174.06</u>	<u>762.58</u>	<u>-588.52</u>	<u>-77.2%</u>
<b>Convention Expenses</b>				
Annual Meeting	0.00	1,898.50	-1,898.50	-100.0%
<b>Total Convention Expenses</b>	<u>0.00</u>	<u>1,898.50</u>	<u>-1,898.50</u>	<u>-100.0%</u>
<b>Dues and Subscriptions</b>				
CIE International Dues	0.00	48,209.71	-48,209.71	-100.0%
<b>Total Dues and Subscriptions</b>	<u>0.00</u>	<u>48,209.71</u>	<u>-48,209.71</u>	<u>-100.0%</u>
<b>Total Expense</b>	<u>174.06</u>	<u>50,870.79</u>	<u>-50,696.73</u>	<u>-99.7%</u>
<b>Net Ordinary Income</b>	<u>9,875.94</u>	<u>-19,200.79</u>	<u>29,076.73</u>	<u>151.4%</u>
<b>Net Income</b>	<u><u>9,875.94</u></u>	<u><u>-19,200.79</u></u>	<u><u>29,076.73</u></u>	<u><u>151.4%</u></u>

Attachment C – Quadrennial Finance Summary

Revenue			Owing to CIE		Owing From CIE	
			\$	Euro	\$	Euro
	Individuals					
		Conference	\$ 285,810.45	\$ 51,445.88	€ 44,243.46	\$ 10,375.00 € 8,922.50
		Technical Meetings	\$ 74,950.00			
		Total	\$ 360,760.45			
	Sponsors					
		Conference	\$ 77,773.25			
	Other Income					
		Banquet / Add ons	\$ 36,310.22			
	<b>Total Revenue</b>		<b>\$ 474,843.92</b>			
	<b>Expenses</b>					
	Hotel					
		Lodging (Missed Room Nights)	\$ 9,229.32			
		Food and Beverage	\$ 308,281.32			\$ 2,574.02 € 2,213.66
	AV		\$ 53,428.55			
	Promotion, Marketting, Mailing		\$ 7,248.69			
	Local Organization Management Fee		\$ 4,000.00			
	Other Expenses					
		Entertainment	\$ 1,700.00			
		Badges/Totes	\$ 2,578.50			
		Travel	\$ 709.35			
	Management Fees (Virginia Tech)					
		Credit Card Expenses	\$ 12,528.00			
		Creative Services	\$ 7,720.00			
		Fees	\$ 30,748.88			
	<b>Total Expenses</b>		<b>\$ 438,172.61</b>			
	<b>Total</b>		<b>\$ 36,671.31</b>	<b>\$ 51,445.88</b>	<b>€ 44,243.46</b>	<b>\$ 12,949.02 € 11,136.16</b>
				Owing to CIE		
	<b>Net Results</b>		<b>\$ (1,825.55)</b>	<b>\$ 38,496.86</b>	<b>€ 33,107.30</b>	

## Attachment D – Organizational Payment History

Organization Name	LastPaymentDate	2011	2012	2014	2014a	2015	2016	2017	2018	2019
American Optometric Association	12/9/2015			1,000.00		1,000.00	1,000.00			
Apple	7/20/2019							5,000.00		5,000.00
Bridgelux	5/18/2016			1,000.00		1,000.00	1,000.00			
California Lighting Technology Center- UC Davis	7/19/2019					1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
Council for Optical Radiation Measurements (CORM)	10/21/2019			3,000.00		3,000.00	3,000.00		3,000.00	3,000.00
Cree Inc.	4/12/2016			3,000.00			3,000.00			
Datacolor	3/1/2019					1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
Gamma Scientific	10/3/2016		1,000.00	1,000.00		3,000.00		3,000.00		
GE Lighting	3/21/2018			5,000.00		5,000.00		5,000.00	5,000.00	
Hunter Associates Laboratory, Inc.	6/3/2015					1,000.00				
Illuminating Engineering Society of North America	3/18/2019		2,500.00	3,000.00		3,000.00	5,000.00	5,000.00		5,000.00
INPHORA, Inc.	1/3/2014		1,000.00	500.00						
International Association of Lighting Designers	3/1/2019		900.00	1,000.00		1,000.00	1,000.00	1,000.00		1,000.00
Intertek	10/31/2016			1,000.00		1,000.00		1,000.00		
Konica Minolta Laboratory USA Inc	12/3/2015					1,000.00	1,000.00			
LedVance LLC	5/5/2017	10,000.00		5,000.00		5,000.00	5,000.00	5,000.00		
Lutron Electronics	3/1/2019		1,000.00	1,000.00		1,000.00	1,000.00		1,000.00	1,000.00
Musco Sports Lighting	3/18/2019					1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
Nichia America Corporation	3/11/2019					1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
NIST	11/15/2018			3,000.00	2,000.00	5,000.00		5,000.00	3,000.00	3,000.00
Philips Lighting Company	11/6/2015					1,000.00	1,000.00			
Radiant Vision Systems	1/9/2019							1,000.00	1,000.00	1,000.00
Signify	3/18/2019									1,000.00
Sun Chemical Corporation	3/8/2019			1,000.00		1,000.00	1,000.00	1,000.00		1,000.00
Underwriters Laboratory (UL)	6/24/2019					1,000.00	3,000.00	3,000.00		3,000.00
Vektrex	4/17/2018			1,000.00			1,000.00		1,000.00	
World Institute of Lighting & Development	12/21/2015		1,000.00	1,000.00		1,000.00	1,000.00			
X-Rite	4/10/2018							1,000.00	1,000.00	



The VALUE of MEMBERSHIP in the



The CIE-USNC is the United States National Committee to the International Commission on Illumination (*Commission Internationale De L'Eclairage - CIE*), and is the means by which the United States is represented in that international organization.

**The MISSION of CIE**

The CIE is an independent, non-profit organization devoted to worldwide cooperation and the exchange of information on all matters relating to the science and art of light and lighting, color and vision, photobiology and image technology. With strong technical, scientific and cultural foundations, the CIE has led the world in the development of recommended practices in illumination for over 100 years, serving member countries on a voluntary basis. Since 1989, the CIE has been the ISO-recognized authority for standards relating to lighting metrology and applications, vision, and biological effects of lighting.

**The STRUCTURE of the CIE**

The technical activities of the CIE are carried out under the responsibility of six technical Divisions, each covering one aspect of light and lighting. Governance is provided by a General Assembly, comprising representatives for the National Committee (NC) of each member nation. Each National Committee is entitled to appoint one member with voting rights to each Division. Each Division establishes Technical Committees (TCs) to carry out its technical program. The Chairman of each TC appoints members of the TC, selected from among experts worldwide. Documents produced by the TC's are subject to review and approval by the Division Directors and the General Assembly.

<i>Division 1</i>	<a href="#"><u>Vision and Colour</u></a>
<i>Division 2</i>	<a href="#"><u>Physical Measurement of Light and Radiation</u></a>
<i>Division 3</i>	<a href="#"><u>Interior Environment and Lighting Design</u></a>
<i>Division 4</i>	<a href="#"><u>Transportation and Exterior Applications</u></a>
<i>Division 6</i>	<a href="#"><u>Photobiology and Photochemistry</u></a>
<i>Division 8</i>	<a href="#"><u>Image Technology</u></a>

## **CIE-USNC – The US face of CIE**

*As the United States National Committee to the CIE, the CIE-USNC...*

- Appoints official U.S. Members to each Technical Division
- Nominates members for CIE Technical Committees
- Reviews and approves publication of documents produced by the CIE.
- Elects Directors of each CIE Division, and the CIE Board of Administration
- Votes on CIE Policies and Procedures
- Provides funding to support the activities of the CIE.

### **Benefits of CIE-USNC membership**

In addition to supporting the important work of the CIE, the benefits of membership in the CIE-USNC include updates and newsletters on the current and upcoming CIE developments, invitation to domestic and regional conferences and seminars, and the opportunity to participate in CIE activities world-wide. Such activities include the development of CIE Technical Reports, Guides, and joint ISO/CIE Standards by CIE Technical Committees (TCs), as well as public Expert Symposia on emerging topics of compelling interest. Specific rights and privileges of membership include:

- ❖ *A member discount of 67% on CIE publications purchased online.*
- ❖ A vote in the election of the Executive Committee of the CIE-USNC, which appoints the official members of the CIE technical Divisions
- ❖ Eligibility to run for election to the CIE-USNC Executive Committee
- ❖ Eligibility to represent the U.S. as a member of the CIE's technical Divisions
- ❖ Eligibility for nomination to membership in CIE Technical Committees.

### **Sponsoring CIE-USNC**

In addition to individual membership, the CIE-USNC has established four new sponsorship categories for organizations, at the Bronze, Silver, Gold, and Platinum levels. The benefits of sponsorship include:

- ❖ An influential voice in the U.S. National Committee of the CIE.
- ❖ Recognition on the CIE-USNC website.
- ❖ Authorization to reference CIE-USNC sponsorship in organizational literature.
- ❖ A number of individual memberships, depending upon sponsorship level:

<b>Sponsorship Level</b>	<b>Annual Dues</b>	<b>Individual Memberships</b>
<b>Bronze</b>	\$1k	3
<b>Silver</b>	\$3k	5
<b>Gold</b>	\$5k	7
<b>Platinum</b>	\$10k	10