



2016 Annual Report



2016 ASHI President
Randy Sipe

2016—A Year of Growth for ASHI: Annual Report From the Outgoing President

By Randy Sipe, 2016 ASHI President

Thank you for allowing me to serve ASHI as your 2016 President. The time flew by more quickly than I could have ever imagined. It has been a pleasure traveling to many chapters' conferences and meetings and listening to the concerns of the inspector community. One thing that was always clear was how proud ASHI members are of their membership in the oldest and most respected organization for home inspectors. It was also quite evident in my interactions with representatives of allied organizations and government agencies that ASHI's slogan, "40 Years of Trust," is not just a slogan, it is a reality, and no other inspection organization carries more respect than ASHI.

ASHI membership expanded to more than 8,000 members in 2016, owing to several new programs put into place by the ASHI Board of Directors and implemented by staff. We now have a logo that new ASHI members can display. We instituted a program for new members, giving them National Home Inspector Examination (NHIE) preparation materials that will assist them in passing the NHIE and can also be used as a reference guide for inspections. We welcomed NAHI members into our organization and look forward to having their input and professionalism. ASHI chapters grew as a result of the great response to our program of giving a free one-year National membership to all first-time ASHI members who join a local chapter. The ASHI Online Learning Center, accessible through the ASHI website, continues to provide free online education on a variety of topics. There has been a huge increase in the use of these modules over the past year. Members can earn continuing

education units for membership renewal, and many courses are also state-approved. We have a couple new programs in the works that will be released soon, adding to our reputation as the trusted source for education and training for home inspectors.

Standards

The Standards committee, under the direction of Tom Lauhon and ASHI Board liaison Bruce Barker, have been working steadily on an ancillary deck inspection standard that can be used outside of a standard home inspection for those who choose to offer it as an added service. They have also been working on a radon installation checklist that home inspectors can use as a guide or ancillary inspection service when an existing radon mitigation system is installed.

ASHI Foundation

The ASHI Foundation is organized exclusively for research and educational purposes, to receive funds, donations, bequests, endowments or gifts and to disburse such moneys in cash and in kind to the American Society of Home Inspectors, Inc., and qualified others in support of the development of educational material, educational programs and research opportunities related to the home inspection profession. The Foundation also may engage in all lawful activities that may be incidental or reasonably related to any of the foregoing purposes. The ASHI Foundation is currently working on educational programs that will educate and implement new environmental services to the public.

The ASHI School

The ASHI School continues to grow, adding classes and new students across the United States and Canada, so more people can become qualified and well educated in the profession of home inspection. The ASHI School continues to add specialty classes so that inspectors can increase the

services they provide to their clients and receive continuing education that is essential to be a qualified inspector.

Efforts in Washington, DC

ASHI continues to be the leading inspector organization on the Hill, thanks to Randy Pence's ongoing relationships and lobbying efforts for the inspection profession. We continue working with the Department of Housing and Urban Development and the Department of Energy in efforts that will produce benefits to the public, as well as added value for home inspections.

Public Relations

Public Communications Inc. (PCI) is ASHI's public communication firm that takes our message to the public, informing them of the valuable service that ASHI inspectors provide. During 2016, ASHI Executive Director Frank Lesh and I both were interviewed by numerous magazine writers and radio talk show hosts to bring our message forward. I was fortunate enough to do a media tour in New York City, where I spoke with editors of national publications that have the utmost respect for ASHI inspectors. This continued PR is essential to ASHI's reputation as the inspector organization that is most respected and recognized by media sources.

In closing, I would like to thank all the people who make ASHI a success and the most respected inspector organization on the globe. A special thank you goes to Alden Gibson for providing his personal guidance to me. I know that 2017 will be another great year for ASHI with Howard Pegelow as your new ASHI President. Again, as always, do the best job you can and be safe. 🏠



2016 ASHI Treasurer
Tim Buell

2016 ASHI Treasurer's Report: Strong Financial Growth Continues

By Tim Buell, ACI, 2016 ASHI Treasurer

First and foremost, on behalf of the ASHI Board, Officers and Staff, I want to personally thank you for your financial support.

As required in the bylaws, our financials are audited by a Certified Public Accountant. We engage Legacy Professional, LLP, a CPA firm that specializes in nonprofit organizations. For fiscal year 2016, we again increased our "net assets" and have budgeted for another gain in 2017. Our financial form 990 soon will be available online in the "Members Only, Downloads and Forms" section of the ASHI website.

Our mission statement: "To set and promote standards for property inspection and to provide the educational programs needed to achieve excellence in the profession and to meet the needs of our members."


To that end, your ASHI Officers, Board of Directors and Staff work hard to be responsible caretakers of your money. When making every financial decision, we always ask, "Does this benefit the membership?"

Here are some member benefits in which we have and will continue to invest:

- Increased dollars in membership growth with proven results (over 8,000 members).
- Improving online rankings and web presence.
- Provide new members with NHIE exam prep materials at no cost.
- Online continuing education.

- Expanded the *ASHI Reporter* from 40 to 48 pages.
- Informative inspection articles by the brightest people in the profession.
- Expansion of members paying dues using the monthly option.
- More investment in InspectionWorld®.
- Doubled the budget for the Leadership Training Conference, attended by more than 150 current and future chapter leaders this past October.
- Increased donations to InspecPAC, which supports our lobbyist in Washington D.C., who helps us with any home inspector legislation or regulations.
- Year 2 of a three-year process to reduce the number of Board members, which will decrease expenses.
- Added travel funds for "Year of the Chapter" to multiply chapter visits by staff and President.
- Re-engaged Legacy Professional, LLP, as our Certified Public Accounting firm for the next three years.
- Updated and revised the chart of accounts to improve reporting.
- Updated the Finance Policy and Procedure manual to reflect current IRS and U.S. Generally Accepted Accounting Principles (GAAP).

It has been an honor and privilege to serve as your Treasurer the past two years. I look forward to continued service the next three years and beyond. ASHI will be in good hands with our new Treasurer, Don Lovering, Sr.

As ASHI enters its 41st year, we will continue to "earn your trust" by being good stewards of your money. Again, we extend a sincere thank you for your membership and wish continued prosperity to you and your families. 

REPORT OUT ASHI BOARD MEETING JANUARY 21, 2017

MOTION: Move to extend the Chapter Membership Drive until December 31, 2017.
PASSED

MOTION: Per Policy and Procedures Manual (P&P) clause 10.18.12, approve submitting the proposed addition to the Standard of Practice for Home Inspections for approval by the voting members per Bylaws Article 9.
PASSED

MOTION: Per Policy and Procedures Manual (P&P) clause 10.38.13, approve submitting the proposed draft Standard of Professional Practice for Residential Deck Inspections for approval by the voting members per Bylaws Article 9.
PASSED

MOTION: The Bylaw Committee requests Board recommendation to amend Bylaw Sections 10 and 11 to more clearly define the requirements for amending ASHI Bylaws.
PASSED

MOTION: Amend Policy & Procedure 6.1B.2 to require that proposed bylaw changes be made available to the membership prior to voting. Amend Policy & Procedure 6.1B.3 so that it is not in conflict with the Bylaws.
PASSED

MOTION: To approve new Board Liaisons 2017 selections.
PASSED

Motions were made and passed to amend the budget for the Verification Portal and Strategic Planning.