



Annual Report 2022



AMERIPEN®

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About AMERIPEN

AMERIPEN is a coalition of stakeholders dedicated to improving packaging and the environment. We are the only material-neutral packaging industry trade association in the United States. We focus on science and data to define and support our public policy positions, and our advocacy and policy engagement is based on this rigorous research rooted in our commitment to achieve sustainable packaging and efficient recycling policies. Our membership represents the entire packaging supply chain, including materials suppliers, packaging manufacturers, consumer packaged goods companies, and end-of-life materials managers. Our membership also includes a robust array of industry, material, and product specific trade associations who are essential to the **AMERIPEN** fabric.



Mission & Vision

Our **Mission** is to be the leading voice for the packaging industry, using science to inspire, create and advocate for sustainable solutions for the packaging value chain.

Our **Vision** is for packaging to be recognized for all its benefits, including preventing waste and driving a circular economy.

Leadership

In alignment with our 2021-2023 strategic plan, **AMERIPEN** members continued to collaborate in 2022 to address policy headwinds and critical packaging industry priorities. Together, we continued to lead public policy engagement and thoughtful science-based research for the entire U.S. packaging industry, providing key decision makers with the best information and policy guidance available. We were also thankfully able to return to in-person meetings, including our first Annual Summit in three years and four legislative fly-ins in both Sacramento, CA, and Washington, DC. We were grateful for the opportunity to work with such an engaged and intelligent group of stakeholders, and all the better to be able to do that again in person.

This report highlights our successes and work together through 2022, including on policy and advocacy, collaboration and education, communications, membership growth and retention, research, sustainability, and the value of packaging. Note as well the section that previews some things coming in 2023 as we look forward. We hope this report is helpful in showing the value of **AMERIPEN** as the premier packaging industry policy driver and thought leader in the U.S., especially as we begin discussions soon with you about our 2024-2026 strategic plan.

Special thanks to our committee and taskforce chairs and the **AMERIPEN** Board of Directors for their leadership and wisdom, and to our second-to-none staff and consultants for rolling up their sleeves day after day to bring their expertise and skills to **AMERIPEN** and the packaging industry writ large.

Member presence, engagement, and active participation in **AMERIPEN** is critical to our success as we address issues affecting you and the rest of the packaging industry and as we evaluate how to best leverage our resources and our voices to promote the importance and value of packaging to customers, policymakers, and others. Please let us know how we can ensure you are getting the most out of your membership, and thank you for your continued support of **AMERIPEN**.



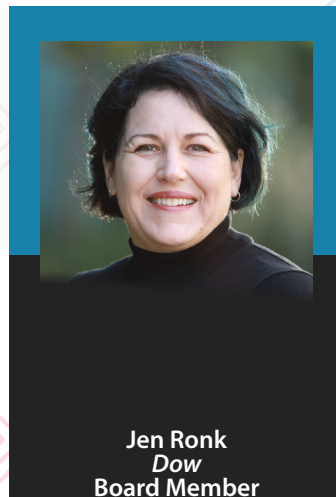
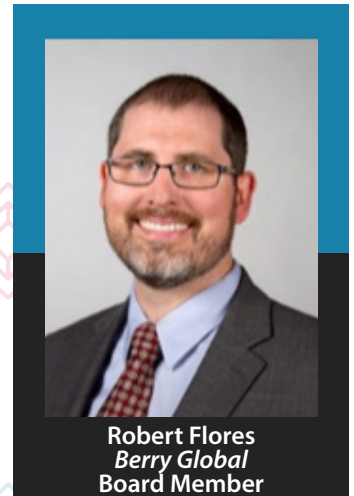
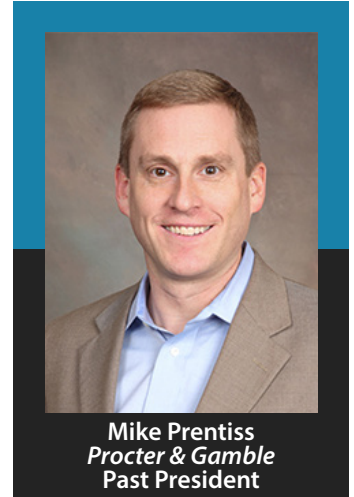
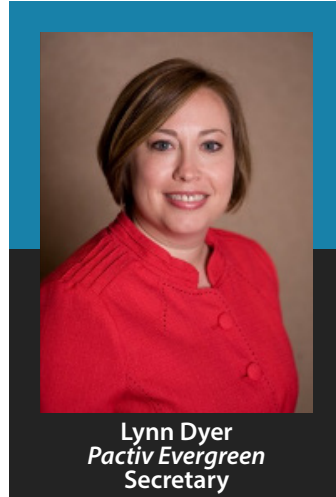
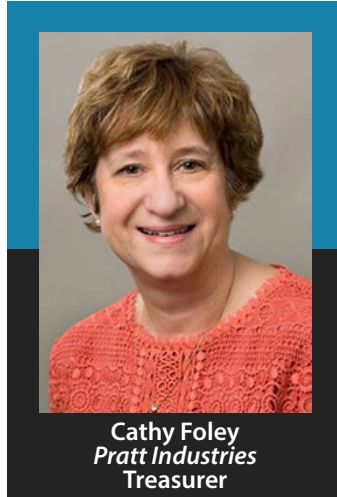
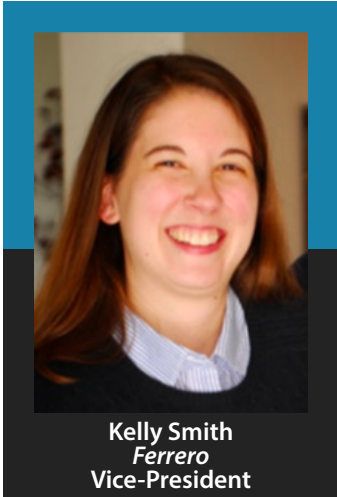
Scott Byrne
Sonoco
Board President



Dan Felton
AMERIPEN
Executive Director

Board of Directors and Officers

Board members are elected for three-year terms and may serve up to three consecutive terms. Officer terms are for two years. Board elections take place every year during the Annual Summit.



2021-2023 STRATEGIC PLAN

AMERIPEN's mission, vision, and strategic plan, approved by the Board of Directors, should be reflected in nearly everything we do. We are constantly checking our activities and workload against the strategic plan and believe that the items highlighted below under each of the strategic plan pillars are reflective of that commitment.

MORE PROACTIVE LEGISLATIVE AND REGULATORY STANCES.

- Continued to successfully promote and advance **AMERIPEN's** packaging producer responsibility principles, objectives, and policy throughout multiple states.
- Led and participated in multiple packaging producer responsibility stakeholder dialogs in multiple states and at the national level to seek further alignment.
- Led discussions with members and other stakeholders, including Congressional staff, to begin developing draft federal claims and labeling language.



2021-2023 STRATEGIC PLAN

EXPANDED RESEARCH FUNCTION AND INFLUENCE.

- U.S. Company Recycled Plastic Content Goals Analysis – Supply and Demand (March 2021)
- U.S. Packaging Industry Economic Impact (June 2021)
- Best Practices for State Recycling Market Development Centers (October 2021)

INCREASED PROMOTION OF THE VALUE OF PACKAGING.

- U.S. Packaging Industry Economic Impact (June 2021)
- **AMERIPEN** Sustainability Principles (January 2022)
- **AMERIPEN** Sustainability Stories (September 2022)

TARGETED MEMBER RECRUITMENT AND ENGAGEMENT.

- Total membership has grown 232% since the start of 2020.
- New industries within the membership include candy, glass, and tobacco.
- Secured 20 new members in 2021 and 17 new members in 2022.
- Eight new associate members (trade associations) joined **AMERIPEN** in 2022, bringing that total to 32. Associate members are an integral part of the **AMERIPEN** fabric that amplifies the packaging industry's voice and allows us to collaborate more cohesively on public policy.

COMMUNICATION.

- The Communications Committee developed and implemented communications strategic plan.
- Expanded writing and video expertise through Content Communicators consultant.
- Expanded media reach and relationships through media relations consultant.

AMERIPEN is committed to providing a larger and stronger voice on advocacy and policy efforts through collaboration with aligned organizations.

U.S. PACKAGING INDUSTRY BY THE NUMBERS



AMERIPEN retained the independent economic consulting firm of John Dunham & Associates in 2021 to analyze and help us better understand the size and scope of the packaging industry in the U.S. and document its significant contribution to the U.S. economy in terms of direct, indirect, and induced employment, tax generation and overall economic benefit and output at the national and state levels. The U.S. packaging industry is a dynamic part of the U.S. economy.

Directly or indirectly supporting nearly **1.7 million** total jobs.

Paying cumulative workers over **\$117 billion** in wages and benefits.

Contributing **\$537.91** billion in total economic output to the national economy – equivalent to roughly **2.50%** of GDP.

Paying **\$43.46 billion** in employer and employee direct federal, state and local taxes.

ADVOCACY AND POLICY

Packaging Producer Responsibility

AMERIPEN's core issue, packaging producer responsibility or extended producer responsibility (EPR), refers to policy for end-of-life (EOL) packaging management in which producers (typically brand owners) are required to pay into a producer responsibility organization (PRO) to fund recycling activities and be responsible for the EOL of their packaging. **AMERIPEN** supports policy positions, including those on packaging producer responsibility, that are results-based, effective and efficient, and equitable and fair in the hope that legislation will create a collaborative approach between packaging value chain stakeholders to help design and run modernized recovery and processing solutions that will drive results. **AMERIPEN** supports packaging producer responsibility legislation that represents true shared responsibility between industry (through a PRO) and government for packaging recovery and recycling. **AMERIPEN** generally does not support packaging producer responsibility legislation that places full financial responsibility on producers or that combines packaging producer responsibility with other packaging recovery and recycling policies such as



post-consumer recycled (PCR) content mandates and packaging labeling.

Packaging producer responsibility has been and continues to be at the heart of **AMERIPEN's** legislative advocacy and policy work, with a notable rise in legislative activity at the state level in 2022. In a significant jump from 2021, when 16 producer responsibility bills were introduced in the U.S., **AMERIPEN** tracked 40 bills around the country in 2022.

AMERIPEN engaged and led the charge in this space, taking part in stakeholder processes for future legislation, lobbying in state houses, submitting testimony both in opposition and support of proposed legislation. We also proactively led the convening of a wide array of industry partners in an attempt to establish agreement within industry on definitions and acceptable provisions. Two bills were passed into law in the summer of 2022, with California and Colorado joining Maine and Oregon that enacted laws in 2021.

Towards the end of 2022, **AMERIPEN** announced the dedication of increased resources towards and coverage of the regulatory process for enacted laws to meet our members' evolving needs as more packaging producer responsibility laws are passed and enter the rulemaking and implementation phase. Additionally, **AMERIPEN** produced a statute comparison document identifying key differences between the four enacted laws, helping members to begin planning for compliance.





Labeling

AMERIPEN supports clear and consistent labeling for packaging recovery and recycling. The state-level bill proposals that were introduced in 2022 and earlier, with use of the “chasing arrows” symbol being a point of controversy, could have questionable consequences, such as state-specific labeling requirements for packaging recyclability. Additionally, restrictions in certain states on common labeling, such as use of the “chasing arrows” symbol in combination with a resin identification code (RIC), are problematic for producers that are required in more than 30 states to use this combination. **AMERIPEN** supports uniformity of labeling standards for clarity to the consumer or recycler and to enable the free flow of interstate commerce. We also believe that labeling mandates do not belong in packaging producer responsibility legislation.

AMERIPEN tracked an increase in legislation focused on labeling and recyclability claims in 2022, following the passage of a high-profile labeling bill in California (SB 343) in 2021. To discourage similar legislation that could potentially create issues in terms of mandated state-specific labeling, infeasible product tracking, obstacles to interstate commerce, and what would most likely be a decrease usage of recycling systems due to consumer confusion, **AMERIPEN** submitted testimony, lobbied, and worked with partners to highlight these issues with labeling and recyclability claims laws. We saw no new state labeling mandates enacted in 2022. Additionally, **AMERIPEN** took a proactive step in working with our Federal Work Group to draft model federal labeling legislation that we hope to advance in 2023. With input from **AMERIPEN** members, a federal solution to labeling issues could avoid the compliance, implementation, and distribution issues that exist at the state level.



Recycled Content

Another core issue for **AMERIPEN**, recycled content mandates, requires manufacturers of certain covered packaging to include set amounts of post-consumer recycled (PCR) content in new packaging. With mandated amounts of PCR typically tiered and paired with certain deadlines, often referred to as “rates and dates,” aggressive targets may cause unintended consequences, such as unachievable goals and timelines that amount to a tax on producers who might have to pay penalties rather than a stimulant to create more PCR supply. Prior to 2021 when states started enacting PCR mandates for beverage containers and other types of packaging, California and Oregon already had laws in place for rigid plastic containers (RPCs). **AMERIPEN** does not have a formal policy on PCR content mandates but recognizes that if written and implemented thoughtfully, they have the potential to stimulate end markets, allowing producers increased access to the recycled content that they need for, both self-imposed and externally mandated. We believed stimulation of recycled markets will require more than just recycled content mandates. Investment and innovation are also needed. **AMERIPEN** therefore believes efforts in recycling market development are necessary to support effective content mandates. Our work on state recycling market development helps us identify research and actions that can support investment and attraction of reprocessors to grow recycling in the U.S.

2022 saw an increase in interest and legislation surrounding recycled content mandates. Recycled content mandates were passed in Maine and New Jersey. We also saw an increasing number of states and advocates seeking to incorporate mandates within packaging producer responsibility bills. In addition to engagement on the new laws in New Jersey and Washington, **AMERIPEN** provided information and made inroads with state agencies to



clarify deadlines and regulatory processes on behalf of our members. Additionally, **AMERIPEN** produced a statute comparison document to help members identify key differences between the four enacted laws, helping members begin planning for compliance. As mentioned in the packaging producer responsibility section, **AMERIPEN** also added resources at the end of 2022 to more fully cover regulatory processes for our members in this space.

“AMERIPEN supports uniformity of labeling standards for clarity to the consumer or recycler and to enable the free flow of interstate commerce, and believes labeling mandates do not belong in packaging producer responsibility legislation.”

Communications And Marketing

AMERIPEN continued to expand its communications efforts in 2022 to broadly promote and protect the packaging industry on public policy and the value of packaging. We utilized a wide range of communications tools to connect with members, policymakers, media, and other stakeholders. These tools included emails, legislation and law tracking and reporting, in-person events and conferences, webinars, oral and written comments and testimony, authored and earned media and trade publication coverage, press and public statements, social media posts and our website. Following is a snapshot of many of those efforts:

10 Authored Trade Articles



10 Public Hearings/Testimony



10 Member-Only Webinars



109 association management software (AMS) emails



46 industry conference/meeting/seminar presentations



45 policy updates, panel participations, and presentations given in person and online.



27 Media and Trade interviews/mentions/quotes



8 Press Releases



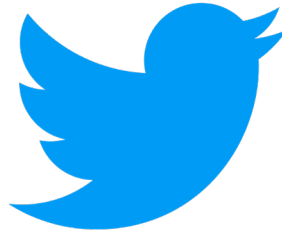
4 In-Person Legislative Fly-Ins



Digital Impact



8,200
Users
13,200
Total Sessions
43,500
Page Views



590
Followers
102
Tweets



484
Followers
93
Posts

Key Messages



"AMERIPEN represents the critical elements of packaging's circular economy and is the only organization exclusively focused on U.S. public policy for the entire packaging industry."



"AMERIPEN members are driving innovation, designing for better environmental performance and know what it takes to boost recycling, evolve the recycling infrastructure and divert waste from landfills."



"Packaging plays a vital role in the U.S., ensuring the quality of consumer goods as they are manufactured, shipped, stored, and consumed."



"Packaging has value and none of it belongs in landfills, roadsides, or waterways."



"No one knows packaging better than AMERIPEN, whose members design, supply, produce, distribute, collect and process it."

2023 Preview

It's fair to say that, if there is one thing that will continue to dominate our discussions during 2023, it will be packaging producer responsibility. As we move from legislation to laws to regulation and implementation, **AMERIPEN** will remain focused on providing our members with the breadth of knowledge to successfully navigate these changes.

In addition to the expansion of our relationship with Serlin Haley in 2023 with Regulatory Government Affairs Associate Lindsay Iten, and the launch of our six-part deep dive webinar series into packaging producer responsibility, we continue to explore other avenues where we can help our members plan for the eventual implementation of packaging producer responsibility and other packaging policy.

Stay tuned for more announcements in this space. Throughout 2023, we plan to release several new policy and packaging industry documents and tools for your internal use or as legislative leave-behinds. These will include principles for recycled content, PFAS in packaging law summaries, and a packaging design timeframe. These will supplement existing documents we have, including sustainability stories and a value of packaging infographic.

Should you or any of your colleagues be meeting with policymakers and their staff and would like to see these resources or have recommendations for additional topics you would like us to develop, please reach out **AMERIPEN** staff for more info.

2023 will also bring new research as we release at least three new studies:

1. **The Packaging Compass**, a survey of over 390 brands and retailers to help define what packaging materials and formats are expected to grow over the next decade and how we can proactively plan for this shift through infrastructure investment and legislation. This project was a collaboration between **AMERIPEN** and PMMI.
2. We will also be releasing an **economic impact study of U.S.-based recycling market development programs**. Recycling market development centers were launched in the 1980s with support from the U.S. Environmental Protection Agency (EPA), and over time these programs have all adopted a variety of models, ranging from a focus on recruitment of reprocessors to a state, to accelerator programs and basic research and development. Some programs are funded solely by the state where others rely on a mix of public private partnership. To the best of our knowledge, our economic impact study is the first attempt to evaluate these systems as a whole and to help provide guidance on how to assess future impact.



3. The value of packaging in reducing food waste has long been a core message of **AMERIPEN**. In our 2018 study "*Quantifying the Value of Packaging in Reducing Food Waste in America*", **AMERIPEN** noted there was a lack of data evaluating consumer use of packaging and how that may influence **household use of packaging in the US and its correlation to food waste**. A joint study between **AMERIPEN** and the Environmental Research & Education Foundation (EREF) and led by Michigan State University will be released in 2023, providing more insight into household use of packaging in the U.S. We believe this data will help **AMERIPEN** further promote the value of packaging in reducing food waste and climate emissions.

Our ability to promote the value of packaging to reducing food waste and climate emissions will be supported by a social media audit we are currently undertaking to understand what messages and approaches best resonate with legislators and the general public in terms of promoting the value of packaging and its sustainability benefits. A summary of this data will be shared at the **AMERIPEN** Annual Summit along with an additional campaign we hope to leverage with the support of our membership in the months following.

In 2023 we are revising our legacy Technical Advisory Group (TAG) into a new format: the Education and Research Advisory Group (ERAG). This forthcoming stakeholder group will be a select collective of academics engaging in packaging and waste management research. We will spend most of 2023 developing a research strategy for packaging in the U.S. that will inform future programming and projects for **AMERIPEN**. We expect this new collaborative to provide a deeper breadth of knowledge to our programs and research as well as better align research efforts amongst stakeholders.

These are just some of the new things we will be doing in 2023 to add value to **AMERIPEN** members and the packaging industry, maintain our position as a leader on packaging policy in the U.S., and show the value of packaging.



Committees, Taskforces, Workgroups

AMERIPEN's committees, taskforces, and workgroups are designed to provide our membership with the opportunity to become informed, network, and engage deeply into various issues that touch on packaging and the legislative environment. We have ongoing committees that represent the core of our work, with a focus on legislation, regulation and association management and then offer topic specific committees (ongoing with no specific end date) or taskforces (launched with a specific end goal/deliverable in mind) to offer deep dives into specific issues or opportunities impacting packaging.

We believe committees and taskforces are member-value initiatives. We welcome insights from members on future committees or taskforces that may be of value.



Government Affairs (GA) Committee and Coalition

Chair: Mike Prentiss, Procter & Gamble

Staff Contact: Rob Keith

Frequency: Weekly Calls (Fridays at 12:30pm ET)

The Government Affairs Committee for Company members and the Government Affairs Coalition that adds Associate members work closely with our lobbyists at Serlin Haley to develop and draft strategies for responding to state policy regarding packaging and the environment. Strategies are developed with the intent to proactively engage states in responsible packaging policy development and implementation. The Company members committee meets on one Friday and are then joined by our Associate members on the alternate Friday. A weekly written summary of legislative activities and status is also provided to participants.

The Federal Work Group, an offshoot of the Government Affairs Committee and staffed by Dan Felton, was focused on several initiatives in 2022, including developing draft federal packaging claims and labeling language. They generally meet every other Tuesday.



Sustainability Committee

Chair: Rebecca Kaufold, *Spartan Chemical Company*
Frequency: Bi-Annual Calls (full committee); Quarterly Calls (subcommittees)

Established in 2020, the Sustainability Committee is focused on identifying and implementing sustainable packaging objectives and policies aligned with **AMERIPEN**'s vision and mission.

Three subcommittees were established in 2022:

Value of Packaging/ Lifecycle Data	Recycling Market Development	Sustainability Promotion/ Communications
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In 2022 this committee launched our sustainability careers series, designed to promote how sustainability is integrated across the packaging process and value chain as well as our sustainability stories which highlight case studies from members in their efforts to advance sustainable packaging. The committee has also hosted a series of webinars designed to explore the intersection of sustainability and legislation.



Annual Summit Planning Committee

Chair: Jordan Fengle
Tetra Pak
Staff Contact: Kyla Fisher
Frequency: Meets monthly between January to May

This committee meets from January until May to help define the agenda for the Annual Summit. Participants identify the key issues and speakers we want to engage so the content of our Annual Summit is informative and meaningful to our membership.



Communications Committee

Chair: Alan Schrob
NOVA Chemicals
Staff Contact: Dan Felton
Frequency: Monthly Calls (First Friday 11:00am ET)

This committee advises **AMERIPEN** Board and staff on potential communication strategies on potential communication strategies to help promote the association and communicate the value of packaging



Membership Committee

Chair: Brant Wunderlich
NOVA Chemicals
Staff Contact: Rob Keith
Frequency: Monthly Calls (Third Friday 10:00am ET)

This committee advises **AMERIPEN** board and staff on potential membership recruitment and retention strategies.

Committees, Taskforces, Workgroups



Compostables Work Group
Chair: Lynn Dyer, *Pactiv Evergreen*
Staff Contact: Dan Felton
Frequency: Bi-Monthly

This committee seeks to help educate and inform our members regarding compostable packaging and legislative issues. We bring in guest presenters from other associations focused on compostable packaging to help inform on key legislative issues. The intent will be to help set a baseline level of understanding for compostable packaging legislation across our membership and to develop **AMERIPEN**'s strategy regarding compostable packaging, including where we might support or lead collaborative efforts.

State-Based Recycling Market Development Taskforce
Staff Contact: Kyla Fisher

This is a unique taskforce for **AMERIPEN** as no members participate in it. Rather it's an opportunity for **AMERIPEN** to work directly with staff in state and regional recycling market development programs. The intent is to coordinate with states on how the packaging industry can best support recycling market development.

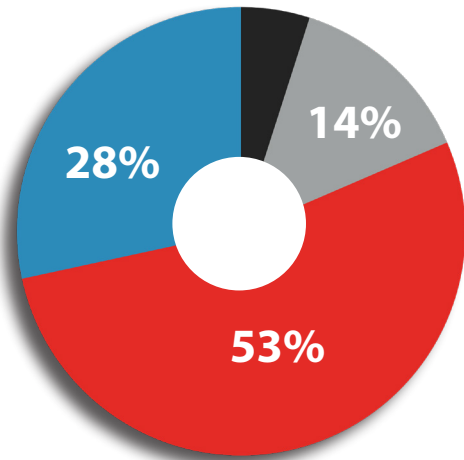
Since inception this Taskforce has released two highly referenced documents:

- US Company Recycled Plastic Content Goals and Analysis: Supply and Demand
- Best Practices for State Recycling Market Development Centers

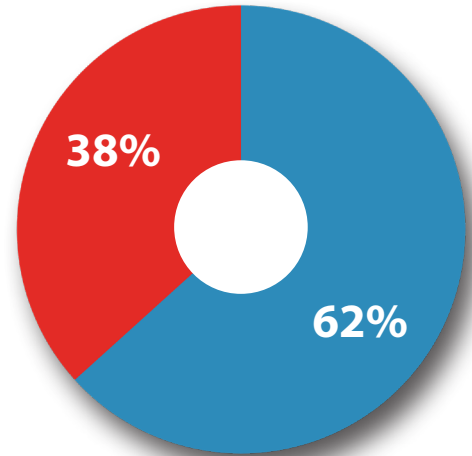
In 2023 we anticipate the release of the first economic impact study of these programs in the US.



Member Breakdown



- CPG (43)
- End of Life Management (4)
- Material Supplier (11)
- Packaging Converter/ Manufacturer (23)



- Associate Members (31)
- Company Members (50)

Member Survey Results

Satisfied or very satisfied with **AMERIPEN** membership

█ 95%

AMERIPEN's greatest value

Policy Monitoring █ 68%

Lobbying █ 32%

How likely are you to recommend **AMERIPEN** to another company?

█ 89%

What do you see as the top challenges facing the packaging industry over the next 2-3 years?

- Recyclable/recycled content mandates
- Anti-plastics sentiment
- Perception of packaging as waste

Members

2022 Company Members

- 3M
- Abbott Nutrition
- Berry Global
- Califia Farms
- Campbell Soup Company
- The Clorox Company
- ConAgra Foods
- Cargill
- Charter Next Generation
- Dart Container
- Eastman
- Ferrero USA
- Diageo
- The Dow Chemical Company
- General Mills
- GFL Environmental
- Hershey
- Hi-Cone
- Hoffmaster Group
- Intertape Polymer Group
- Kellogg
- Kimberly-Clark
- Kraft Heinz
- McCormick & Company
- McDonald's
- Mondelez International
- NatureWorks
- Nestle
- NOVA Chemicals
- Novolex
- Owens-Illinois
- Pactiv Evergreen
- Pacific Coast Producers
- PepsiCo
- Pratt Industries
- Pregis LLC
- Printpack
- Procter & Gamble
- RAI Services Company
- Ring Container Technologies
- Sabert
- Sazerac Company
- Sealed Air
- Sonoco
- Spartan Chemical Co.
- TC Transcontinental
- Tetra Pak
- Tyson Foods
- Waste Management
- Winpak

2022 Associate Members

- Agricultural Container Recycling Council (ACRC)
- American Bakers Association
- American Chemistry Council
- American Cleaning Institute
- American Forest & Paper Association
- American Frozen Food Institute
- Animal Health Institute
- Can Manufacturers Institute
- Carton Council
- Consumer Brands Association
- Consumer Technology Association
- CropLife America / RISE
- EPS Industry Alliance
- FibreBox Association
- Flexible Packaging Association
- Foodservice Packaging Institute
- FMI – The Food Industry Association
- GO!PHA
- Glass Packaging Institute
- Household & Commercial Products Association
- International Bottled Water Association
- International Dairy Foods Association
- Institute of Scrap Recycling Industries
- National Confectioners Association
- National Waste & Recycling Association
- Pet Food Institute
- Plastics Industry Association
- Plumbing Manufacturers International
- SNAC International

2022 Annual Program Partnership Sponsors



The Clorox
Company



STAFF AND CONSULTANTS



DAN FELTON
Executive Director
danf@ameripen.org

As **AMERIPEN** Executive Director, Dan can be contacted directly for comments and questions about our Board of Directors, finances and resources,

association and industry leadership, coalition management, strategic planning, public policy positions, and conference and speaking requests. Dan is currently staff liaison for our Federal Work Group, Communications Committee and Compostables Work Group.



ROB KEITH
Membership & Policy Director
robk@ameripen.org

As **AMERIPEN** Membership & Policy Director, Rob can be contacted directly for membership requests and

issues, engagement information, committee information, and policy resources. Rob is currently staff liaison for our Government Affairs Committee, Government Affairs Coalition and Membership Committee.



KYLA FISHER
Program Director
kylaf@ameripen.org

As **AMERIPEN** Program Director, Kyla can be contacted directly concerning **AMERIPEN** program, projects, research and educational programs (i.e. conferences,

webinars, workshops) She has been with **AMERIPEN** in some capacity since its inception and therefore has deep insight into **AMERIPEN**'s organizational history. Kyla is currently staff liaison for our Annual Summit Planning Committee, Sustainability Committee and State Recycling Market Development Taskforce.



ASHLEY BOGER
Association Manager
ashley@markens.com

As **AMERIPEN** Association Manager, Ashley will be present on **AMERIPEN** calls and you may hear from her directly from time to time regarding operations and

membership management. Ashley is an employee of The Markens Group (TMG), **AMERIPEN**'s association management company. As such, general requests for assistance from her should ideally go through Rob Keith or Dan Felton.

STAFF AND CONSULTANTS



DAVID FURIONI
Association
Administrator
david@markens.com

As **AMERIPEN** Association Administrator, David will be present on **AMERIPEN** calls and you may hear directly from him from

time to time on membership issues, including annual membership renewals and sponsorship management. David is an employee of The Markens Group (TMG), **AMERIPEN**'s association management company. As such, general requests for assistance from him should ideally go through Rob Keith.



ANDY HACKMAN
Principal Lobbyist

As Principal Lobbyist at Serlin Haley, a multi-state contract lobbying and compliance firm, Andy is a consultant for **AMERIPEN**. Andy is a subject matter expert in the area of packaging policy and

generally covers state-level legislative issues in the eastern half of the U.S. for **AMERIPEN**. He also works on federal legislative issues for **AMERIPEN**. While Andy is frequently present on **AMERIPEN** calls and may communicate directly with the membership on our behalf, communications with him directly must include Dan Felton or Rob Keith (as a CC, for example) to ensure that such requests are within the scope of **AMERIPEN**'s contract with Serlin Haley.



LAUREN AGUILAR
Government Affairs
Associate

As Government Affairs Associate at Serlin Haley, Lauren is a consultant for **AMERIPEN**. Lauren has a deep knowledge of **AMERIPEN**'s issues and generally covers

state-level legislative issues in the western half of the U.S., including Hawaii. While Lauren is frequently present on **AMERIPEN** calls and may communicate directly with the membership on our behalf, communications with her directly must include Dan Felton or Rob Keith (as a CC, for example) to ensure that such requests are within the scope of **AMERIPEN**'s contract with Serlin Haley.



LINDSAY ITEN
Regulatory
Government Affairs
Associate

As Regulatory Government Affairs Associate at Serlin Haley, Lindsay is a consultant for **AMERIPEN**. Lindsay began her role in early

2023, bringing many years of regulatory experience with her. She will be leading the work that is reported on through the monthly regulatory call and weekly regulatory email updates. While Lindsay will frequently be present on **AMERIPEN** calls, communications about her regulatory work to the membership will come through **AMERIPEN** staff, requests about her work or for assistance from her on regulatory issues must go through Dan Felton or Rob Keith to ensure that such requests are within the scope of **AMERIPEN**'s contract with Serlin Haley.

2022 Financial Position

AMERIPEN strives to maintain transparency with its members regarding our budget and financial status. **AMERIPEN**'s annual budget, operating on a calendar fiscal year, is based on guidance and approval from the Board of Directors according to determined priorities and the **AMERIPEN** Strategic Plan. The Board of Directors reviews our financial status at least quarterly, allowing **AMERIPEN** to maintain a strong and focused direction. We are financially healthy, having ended the 2022 fiscal year with \$1,285,532 in net assets.

OPERATING REVENUE AND SUPPORT

Membership dues.....	\$1,201,250
Annual Summit Revenue.....	\$65,225
Sponsorship Revenue.....	\$20,000
Total Operating Revenue and Support.....	\$1,286,475

OPERATING EXPENSES

Association Management.....	\$105,341
Staff & Consultants	\$454,233
Legislative and Regulatory.....	\$370,181
Annual Summit.....	\$66,757
Projects and Research.....	\$127,125
Communications and Marketing.....	\$54,582
Other.....	\$9,283
Total Operating Expenses.....	\$1,187,499

NET ASSETS

Net Assets Beginning of Year.....	\$1,043,249
Change in Net Assets.....	\$242,283
Net Assets End of Year.....	\$1,285,532



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