

T Value and Opportunity for Members

Throughout IMA's 2002-2003 Fiscal Year, we dedicated significant resources to improving and expanding our offerings, recognizing that innovative tools and resources attract the highest caliber of membership.

IMA Website Re-launch and Improved Member Database. We invested heavily in IT, which led to a complete overhaul and re-launch of IMA's website in June. Further dramatic improvements will follow this year, ultimately yielding an easy-to-navigate, one-stop forum where Members can find comprehensive IMA information. We also significantly improved the integrity of IMA's Member database, enhancing communication between Members and headquarters.

The IMA CMA Learning System. Responding to demand for high-quality CMA preparation materials, we partnered with Holmes Corporation, a leader in producing educational materials for associations, to develop and distribute the IMA CMA Learning System. Even those not enrolled in the CMA program will benefit from this state-of-the-art, self-directed program, which launched in February 2004 and delivers a comprehensive and customized learning experience in managerial accounting, supported by a network of 300 colleges and universities nationwide.

Robert Half International Partnership. IMA entered into a

joint marketing alliance with leading accounting, finance, and IT staffing firm Robert Half International (RHI) that is significantly increasing the visibility of IMA and the CMA/CFM certification programs. As IMA's National Career Partner, RHI promotes CMA/CFM-targeted job listings in IMA's Job Bank and offers valuable career coun-

IMA FINANCIAL SUMMARY

(\$ in thousands)

Fiscal Year Ended June 30, 2003

Total Revenue and Support	\$12,615
Total Expenses	12,718
Changes in Net Assets	\$ (103)
Total Assets	\$18,793
Liabilities	\$ 5,355
Deferred Revenues	3,877
Total Liabilities	9,232
Net Assets	9,561
Total Liabilities and Net Assets	\$18,712

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selling services through the IMA/Robert Half Career Mentor Program. RHI and IMA also co-sponsor the Financial Executive of the Year award program.

Certification. Over 5,800 new candidates enrolled in IMA's prestigious certification programs this year, a 9% annual increase, with 4,600 and 700 pursuing the CMA and CFM designations, respectively. Global demand also continued to increase, with over 80% of IMA's new International members enrolling in the certification programs.

The table below compares results of the CMA and the CFM programs.

	2003	2002
CMA		
Certified since inception	25,940	25,104
First-time applicants	4,407	4,612
CFM		
Certified since inception	3,158	2,680
First-time applicants	1,418	684

Operating Profits Support R&D Initiatives Focused on Growing Membership. We remain wholly focused on growing IMA's Membership by attracting high-quality professionals dedicated to achieving success. As part of this effort, volunteer and staff leadership continue to explore ways to provide a dynamic forum for management accountants, financial managers, and information management professionals to develop and advance their careers through certification, thought leadership, communication, networking, and advocacy of the highest ethical and professional practices.

IMA generated an operating profit in 2003, and we expect to again this year. We are actively reinvesting these profits toward numerous research and product development initiatives that directly support our Mission Statement.

For example, IMA's Sarbanes-Oxley Knowledge Network, a unique subscription-based, Subject-Matter-Expert-led interactive learning tool, has attracted over 2,200 professionals since launching in December. Future plans in-

clude a comprehensive research study that will equip IMA with a deep understanding of the managerial finance and accounting fields, serving as the foundation for future Professional Development and Certification initiatives.

Importantly, these new products and services result in new nondues revenue sources for IMA. As a result, we are able to offset the need for any near-term Membership dues increases while also increasing resources devoted to growing Membership.

Two affiliated funds. Institute of Management Accountants Foundation for Applied Research, Inc. (IMAFAR) was created to administer the research program of IMA. At June 30, 2003 and 2002, the net assets were \$16,000 and \$14,000, respectively.

Institute of Management Accountants Memorial Education Fund, Inc. (IMAMEF) includes the Memorial Education Fund and the Stuart Cameron McLeod Fund and Heckert Scholarship Funds.

The Memorial Education Fund was established to support and further the educational goals of IMA and is administered by the Board of Trustees of IMAMEF. Earnings on its investments may be used for research and educational purposes. At June 30, 2003 and 2002, the net assets were \$998,000 and \$1,002,000, respectively, of which \$898,000 and \$902,000, respectively, were available for future expenditures.

The Howard Siers Ethics Memorial was established to accept contributions to further the ethics program. The IMAMEF includes \$37,000 in each year's balances for this Fund.

The Scholarship Funds include bequests from Stuart Cameron McLeod and Josiah Brooks Heckert and Eileen Heckert. Income of the funds has been used for scholarship and other educational programs. During the years ended June 30, 2003 and 2002, \$17,000 and \$177,000, respectively, were awarded for scholarships; \$48,000 and \$220,000, respectively, were spent to fund student projects. At June 30, 2003 and 2002, the total net assets were \$2,705,000 and \$2,802,000, respectively. ■