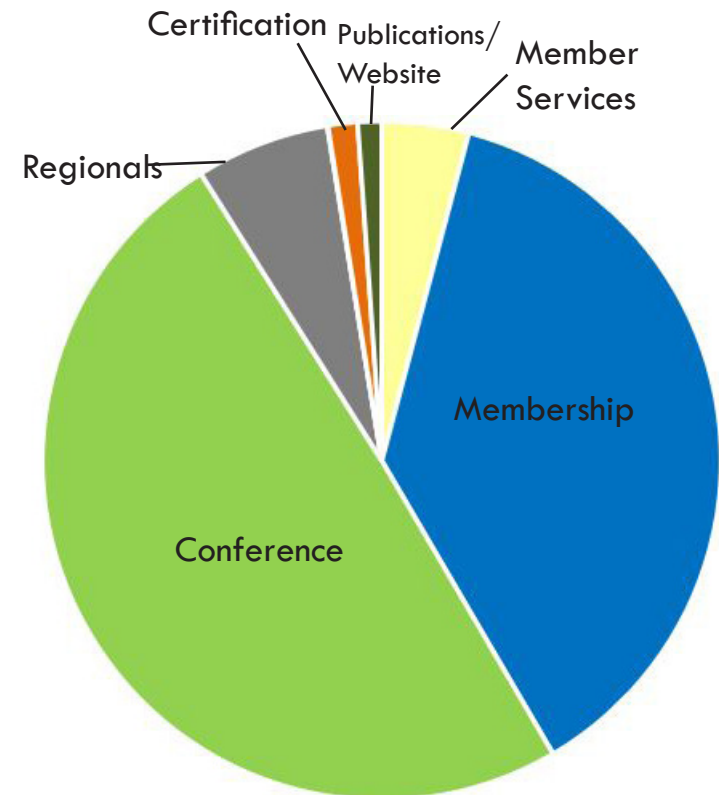


STATEMENT OF FINANCIAL POSITION

(Unaudited 12/31/17)

ASSETS	
Cash	\$232,066
Investments	\$433,858
Reserve	\$450,624
Accounts Receivable	\$1,650
Prepaid Expenses	\$144,083
Contributions (Charity)	<u>\$755</u>
TOTAL CURRENT ASSETS	\$1,263,036
FIXED ASSETS	
Website Design	\$24,500
Software	\$10,000
Acc. Depreciation	<u>\$(9,583)</u>
TOTAL FIXED ASSETS	\$24,917
TOTAL ASSETS	\$1,287,953
LIABILITIES	
Deferred Dues	\$167,593
Deferred CAN Initiatives	\$15,441
Deferred Conference	\$416,150
Deferred Publications	\$236
Accounts Payable	\$5,778
Amount Due (Charity)	<u>\$755</u>
TOTAL LIABILITIES	\$605,953
CHANGE IN NET ASSETS	
Unrestricted	
Prior Years	\$545,529
Current Year	<u>\$136,471</u>
TOTAL NET ASSETS	\$682,000
TOTAL LIABILITIES & NET ASSETS	\$1,287,953

REVENUE MIX



Area	Total Revenue	% Change from 2016
Conferences in Total	\$570,238	5.1%
Website/Publications	\$11,924	31.9%
Certification	\$14,335	-22.8%
Membership	\$382,288	22.6%

2017 - 2019 STRATEGIC FOCUS AREAS



2017 Strategic Accomplishments:

- Improving data
- Legislative work in MA and Toronto
- Media relations
- Hired Futurist
- Industry Research
- Updated dues structure
- Legislative representation
- WERC AMERICOMM Committee
- ASAP Conference
- CERC Conference

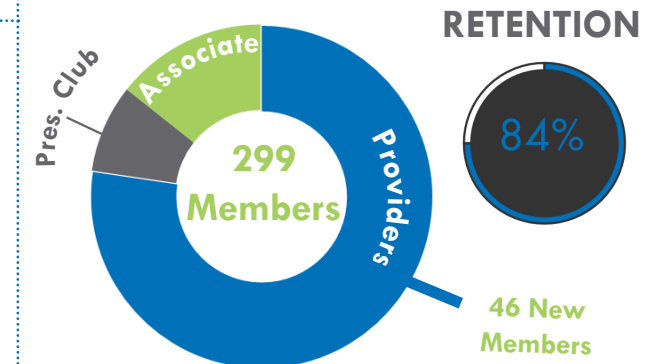
ADVOCACY AND REPRESENTATION

Protecting members' rights to do business is a priority. CHPA supported members in Massachusetts, Washington D.C, and Columbus, Ohio in the US; Vancouver, Toronto and nationally in Canada. Resources and support included:

- Hiring a lobbyist and retaining attorneys for legal research.
- Creating speaking points, letters to legislators, white papers, and videos.
- Registering the Association as a lobbyist, bringing in other outside resources as needed.
- Participating in town hall meetings to represent the industry.
- Media relations and media monitoring.

To report a legislative issue in your area, contact map@chpaonline.org

MEMBERSHIP



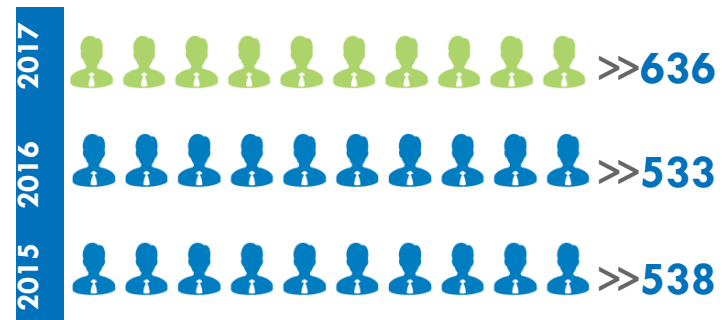
INDUSTRY GROWTH

U.S. corporate housing revenue increased 10.2%, to **\$3.2 billion**.

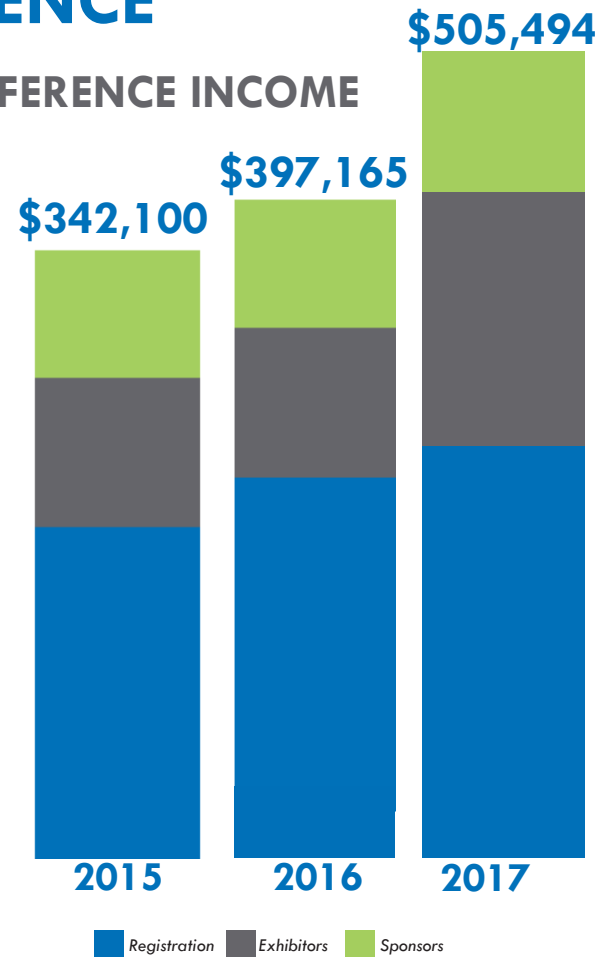
Canadian corporate housing revenue increased 6.9%, to **\$278 million**.

ANNUAL CONFERENCE

REGISTRATION



CONFERENCE INCOME



14% of 2017 conference attendees represented countries outside of the United States.

YOUR COMPETITIVE ADVANTAGE

Differentiate your company's value to your clients, partners and guests.

CCHP Designation

Individual professionals are recognized for their achievements and knowledge in the field, their dedication to their profession earns the trust of their clients, their employers, and their colleagues. This program is conveniently offered on-demand.

Company Accreditation

Elevate your company above the competition by highlighting your company's commitment to sophisticated and professional business practices. Prove you are who you say you are. Accreditations are valid for three years.

Quality Assessment Program

Assessing your inventory against more than 250 service quality, regulatory and safety criteria, the program delivers quantitative and qualitative information to enhance the guest experience. This is the globally recognized mark of quality.

CERTIFICATIONS & ACCREDITATION

17

New Certified Corporate Housing Professionals

- Sana Ali, CCHP
- Jennifer Bafford, CCHP
- Tanner Bily, CCHP
- Shelly Brewer, CCHP
- Jana Cooper, CCHP
- Nicolette Donald, CCHP
- Kayce Hyatt, CCHP
- Paul Jarvis, CCHP
- Teri Liddell, CCHP
- Janine Low, CCHP
- Laura Menicucci, CCHP
- Laura Rurode, CCHP
- Deb Salek, CCHP
- Steve Schuldt, CCHP
- Jeffrey Senay, CCHP
- Laura Taylor, CCHP
- Meghan Vost, CCHP

15

CHPA Accredited Companies

- Aaxsys Technology
- ABODA by Reside
- AFR Furniture Rental
- Azuma Leasing
- Corporate Apartment Specialists, Inc.
- CORT Furniture Rental
- Express Corporate Housing
- HighStreet Accommodations Ltd.
- Oasis Corporate Housing
- Preferred Corporate Housing
- Premier Suites
- Suite Home Chicago
- SuiteAmerica
- Sunshine Rentals
- TP Corporate Lodging

22

Quality Assessed Companies

- ABA Ideal
- BBF Serviced Apartments
- Churchill Living
- City Gate Suites
- Corporate Suites Network
- Dharma Home Suites
- ExecSuite
- Gables Corporate Accommodations
- HighStreet Accommodations
- Los Angeles Luxury Furnished Housing, Inc.
- Nectar Furnished Apartments
- Nika Corporate Housing
- Oasis Corporate Housing
- Obasa Corporate Suites
- Premier Furnished Solutions
- Premiere Suites
- The Rosemont Residences
- Roswood Properties LLC
- SuiteAmerica
- Suite Home Chicago
- Today Living Group, Inc.
- Toronto Luxury Suites



REGIONAL CONFERENCES

WASHINGTON, D.C REGIONAL:

103 attendees representing 19 states

AUSTIN, TX REGIONAL:

88 attendees representing 14 states

320

ATTENDEES AT NETWORK CONNECTION/LOCAL EVENTS HELD IN ATLANTA, BOSTON, CALGARY, DENVER, LOS ANGELES AND PHOENIX

2018 DATES & LOCATIONS

CHICAGO REGIONAL

April 23-24, 2018
Gleacher Center

ATLANTA REGIONAL

October 3-4, 2018
Post Corporate Apartments HQ