

APPA March 2026 Operational Updates (end of FY)

HEADLINES

- Closed out APPA's fiscal year 2026 (April 2025-March 2026)
- Budget approved for fiscal year 2026B (April 2026-December 2026)
- Launched Net Promoter Score (NPS) across membership

MEMBERSHIP

March 2026

Net Membership Changes in Month

- +18 Institutional Members
- +12 Business Partners
- **+30 Total Members**

Total Membership (end of month)

- Total Institutional Members = **1,069** (3.2% Year-over-Year Growth)
- Total Business Partners = **198** (65% Year-over-Year Growth)
- Total Members = **1,267** (9.6% Year-over-Year Growth)

Fiscal Year 2026 (April 2025-March 2026)

Net Membership Changes in Year

- +33 Institutional Members
- +78 Business Partners
- **+111 Total Members**

Membership Notes

- Strong fiscal year membership growth including institutional membership expansion in community/technical colleges and K-12
- Implemented Net Promoter Score (NPS) survey process for members through automated email notification and pop-up survey on Member Compass with a 180-day re-survey cycle.
- Created an automated 30-60-90 day new member check-in cycle to encourage member engagement and communication.
- Chapter Member Prospect reporting pipeline implemented for Chapter Board members who are utilizing APPA's Technology services to support outreach efforts.

FINANCIAL UPDATE

FY 2026 Performance Versus Budget

- Income for FY26 exceeded budget by 4%
- Expenses were below budget by -4%
- **Fiscal year Net Income exceeded budget by over \$350,000**

- Notes:
 - o Continued to enroll new memberships through final months of FY — highest total membership revenue for any fiscal year on record
 - o Strong APPA on Campus and Evaluation Income to close out the year

FY 2026B

- FY26B budget approved by APPA Board (transitional year with 9 months: April-Dec)
- Approved budget includes expected net income of \$200k for FY26B

ENGAGEMENT

- Attended and presented pre-conference workshop at NBOA (K-12 business officers association for independent schools). Led to memberships and conference registrations on-site.
- Attended and presented at NNEAPPA event
- Attended and presented at NJAPPA event
- Attended ERAPPA mid-year planning meeting

OPERATIONAL HIGHLIGHTS FROM THE MONTH

- Continued rollout of support services for APPA Affiliates (regions/chapters)
 - o [Webpage of resources available](#) to APPA Affiliates
 - o Supporting member tracking and membership sales for chapters
 - o Managing ticket and sponsorship sales through APPA website and tools
 - o Submission tool (Sched) configured for multiple affiliates (conference presentations, awards, and scholarships)
- Opened registration for new hands-on AI course to improve membership AI literacy (virtual course) – [AI for Facilities: 101](#)
- New email marketing platform provided to APPA regions (Informz)
- On-site visits for potential sites for future APPA events
- Redefining Institute for Facilities management delivery and curriculum to make it more valuable for the attendees while retaining most of the content.
- Delivered multiple APPA Advisors reports
- Hired Mikayla Mahan — APPA Marketing and Communications Specialist

PLANNED FOR NEXT MONTH

- Focus on outstanding membership renewals
- Finalize FPI report for FY24/25
- Represent APPA at international, industry, and affiliate events (TAPPA, AUDE, NYSAIS, RMA)
- Publish spring Facilities Manager magazine
- Publish educational program for APPA Annual Conference
- Launch AI in Facilities: 101 online course
- Support APPA Board elections