

Where The Money Goes

SELF-REGULATORY ORGANIZATIONS

Financial Industry Regulatory Authority, Inc.

Fiscal Year: 2016 Calendar Year
Comp. of offices., dirs., key employs: \$14.43M
Other salaries and wages: \$522.38M
Robert Cook, president and CEO
Total Compensation: \$442,312
Base Compensation: \$328,109
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$114,203
Richard G. Ketchum, chair, CEO thru 8/14/16
Total Compensation: \$2.77M
Base Compensation: \$770,809
Bonus, incentives and other comp.: \$1.50M
Deferred comp., other benefits: \$495,000
Membership dues: None
Fees, other program service revenue: \$604.98M
Travel: \$5.02M
Legal: \$3.54M
Taxable lobbying, pol expends.: \$645,022
Conferences, conventions & meetings: \$1.26M
Total revenue: \$1.27T
Total expenses: \$1.43T
Net assets of fund balances: \$1.62T

Municipal Securities Rulemaking Board

Fiscal Year: ending Sept. 30, 2017
Comp. of offices., dirs., key employs.: \$5.64M
Other salaries and wages: \$11.56M
Lynnette Kelly, executive director
Total Compensation: \$1.05M
Base Compensation: \$710,294
Bonus, incentives and other comp.: \$141,480
Deferred comp., other benefits: \$197,047
Robert Fippinger, then-chief legal officer
Total Compensation: \$715,296
Base Compensation: \$593,222
Bonus, incentives and other comp.: \$80,000
Deferred comp., other benefits: \$42,074
Ritta McLaughlin, chief education officer
Total Compensation: \$403,372
Base Compensation: \$309,842
Bonus, incentives and other comp.: \$54,400
Deferred Comp. other benefits: \$39,130
Jennifer Galloway, chief communications officer
Total Compensation: \$312,973
Base Compensation: \$256,884
Bonus, incentives and other comp.: \$18,750
Deferred Comp. other benefits: \$37,339
Membership dues: \$36.75M
Fees, other program service revenue: \$3.90M
Travel: \$547,857
Legal: \$784,088
Lobbying: \$4,275
Conferences, conventions & meetings: \$346,711
Total revenue: \$41.32M
Total expenses: \$35.83M
Net assets of fund balances: \$74.44M

INDUSTRY GROUPS

Securities Industry and Financial Markets Association

Fiscal Year: ending Oct. 31, 2017
Comp. of offices., dirs., key employs.: \$7.01M
Other salaries and wages: \$21.83M
Kenneth Bentsen, Jr., Pres., CEO
Total Compensation: \$2.37M
Base Compensation: \$1.48M
Bonus, incentives and other comp.: \$800,000
Deferred comp., other benefits: \$75,601
Randolph C. Snook, EVP
Total Compensation: \$1.10M
Base Compensation: \$656,466
Bonus, incentives and other comp.: \$370,000
Deferred comp., other benefits: \$72,849
Michael B. Decker, man. dir., co-head munis
Total Compensation: \$545,140
Base Compensation: \$358,843
Bonus, incentives and other comp.: \$115,000
Deferred comp., other benefits: \$71,297

Membership dues: \$43.83M
Fees, other program service revenue: \$413,476M
Travel: \$1.42M
Legal: \$2.85M
Lobbying: \$729,009
Conferences, conventions & meetings: \$7.39M
Total revenue: \$46.05M
Total expenses: \$59.95M
Net assets of fund balances: \$24.34M

Bond Dealers of America

Fiscal Year: ending Feb. 28, 2018
Comp. of offices., dirs., key employs: \$650,432
Other salaries and wages: \$458,593
Michael Nicholas, CEO
Total Compensation: \$624,509
Base Compensation: \$445,804
Bonus, incentives and other comp.: \$120,000`
Deferred comp., other benefits: \$58,705
Membership dues: None
Fees, other program service revenue: \$2.74M
Travel: \$104,783
Legal: \$539,052
Lobbying: \$194,203
Conferences, conventions & meetings: \$191,804
Total revenue: \$2.75M
Total expenses: \$2.65M
Net assets of fund balances: \$1.25M

National Association of Municipal Advisors

Fiscal Year: 2016 Calendar Year
Comp. of offices., dirs., key employs.: \$100,000
Other salaries and wages: None
Susan Gaffney, executive director
Reportable Compensation: \$100,000
Membership dues: \$202,215
Fees, other program service revenue: None
Travel: \$13,869
Legal: None
Taxable lobbying, pol expends.: None
Conferences, conventions & meetings: \$126,487
Total revenue: \$264,760
Total expenses: \$260,347
Net assets of fund balances: \$126,470

American Bankers Association

Fiscal Year: ending Aug. 31, 2017
Comp. of offices., dirs., key employs.: \$8.54M
Other salaries and wages: \$39.01M
Rob Nichols, president, CEO
Total Compensation: \$2.43M
Base Compensation: \$1.52M
Bonus, incentives and other comp.: \$600,000
Deferred comp., other benefits: \$314,561
Jeffrey Owen, chief operating officer
Total Compensation: \$1.23M
Base Compensation: \$593,447
Bonus, incentives and other comp.: \$196,391
Deferred comp., other benefits: \$436,539
Wayne Abernathy, EVP
Total Compensation: \$932,037
Base Compensation: \$552,573
Bonus, incentives and other comp.: \$83,300
Deferred comp., other benefits: \$163,687
Membership dues: \$39.63M
Fees, other program service revenue: \$38.47M
Travel: \$4.23M
Legal: \$2.90M
Lobbying: \$1.34M
Conferences, conventions & meetings: \$6.77M
Total revenue: \$111.89M
Total expenses: \$108.30M
Net assets of fund balances: \$40.45M

Investment Company Institute

Fiscal Year: ending on Sept. 30, 2016
Comp. of offices., dirs., key employs.: \$5.27M
Other salaries and wages: \$23.93M
Paul Schott Stevens, president and CEO
Total Compensation: \$2.48M
Base Compensation: \$1.28M

Bonus, incentives and other comp.: \$1.10M
Deferred comp., other benefits: \$94,423
Peter Gallary, chief operating officer
Total Compensation: \$1.09M
Base Compensation: \$773,153
Bonus, incentives and other comp.: \$220,400
Deferred comp., other benefits: \$99,072
Michael McNamee, chief pub. comm. officer
Total Compensation: \$538,604
Base Compensation: \$345,595
Bonus, incentives and other comp.: \$105,000
Deferred comp., other benefits: \$88,009
Membership dues: \$66.11M
Fees, other program service revenue: \$7.98M
Travel: \$400,581
Legal: \$1.34M
Lobbying: \$2.03M
Conferences, conventions & meetings: \$7.60M
Total revenue: \$76.38M
Total expenses: \$73.54M
Net assets of fund balances: \$30.07M

American Road and Transportation Builders Association

Fiscal Year: 2016 Calendar Year
Comp. of offices., dirs., key employs.: \$1.95M
Other salaries and wages: \$4.03M
T. Peter Ruane, sec., pres., CEO
Total Compensation: \$1.95M
Base Compensation: \$1.72M
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$230,637
Membership dues: \$5.38M
Fees, other program service revenue: \$1.23M
Travel: \$169,835
Legal: \$76,749
Lobbying: None
Conferences, conventions & meetings: \$730,219
Total revenue: \$13.67M
Total expenses: \$9.16M
Net assets of fund balances: \$5.26M

STATE AND LOCAL GROUPS

Government Finance Officers Association

Fiscal Year: ending March 31, 2017
Comp. of offices., dirs., key employs: \$1.36M
Other salaries and wages: \$3.81M
Jeffery Esser, then-exec. dir. and CEO
Total Compensation: \$424,281
Base Compensation: \$328,673
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$95,608
Stephen Gauthier, then-dir. tech. servs.
Total Compensation: \$372,616
Base Compensation: \$297,797
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$74,819
Membership dues: \$3.63M
Fees, other program service revenue: \$9.78M
Travel: \$521,461
Legal: \$28,891
Lobbying: None
Conferences, conventions & meetings: \$2.71M
Total revenue: \$13.99M
Total expenses: \$13.59M
Net assets of fund balances: \$6.59M

National League of Cities

Fiscal Year: ending Sept. 30, 2017
Comp. of offices., dirs., key employs.: \$882,983
Other salaries and wages: \$7.06M
Clarence Anthony: exec. dir./sec./treas.
Total Compensation: \$480,281
Base Compensation: \$408,425
Bonus, incentives and other comp.: \$28,102
Deferred comp., other benefits: \$43,754
Membership dues: \$5.92M
Fees, other program service revenue: \$10.14M
Travel: \$740,436
Legal: \$121,690
Lobbying: None
Conferences, conventions & meetings: \$2.22M
Total revenue: \$19.89M
Total expenses: \$19.31M

Net assets of fund balances: \$24.08M

National Governors Association Center for Best Practices

Fiscal Year: ending June 30, 2016
Comp. of offices., dirs., key employs: \$2.00M
Other salaries and wages: \$5.60M
Tom Crippen, then-exec. dir., CEO
Total Compensation: \$333,622
Base Compensation: \$297,686
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$35,936
Membership dues: None
Fees, other program service revenue: \$607,229
Travel: \$570,678
Legal: \$47,228
Lobbying: None
Conferences, conventions & meetings: \$1.59M
Total revenue: \$15.71M
Total expenses: \$17.81M
Net assets of fund balances: \$24.84M

National Association of State Treasurers

Fiscal Year: ending June 30, 2017
Comp. of offices., dirs., key employs: None
Other salaries and wages: None
Council of State Governments – mgmt & staff
Support – Total Fees: \$974,426
Williams & Jensen – legislative consultant:
compensation: \$234,000
Marathon Strategies: comp.: \$115,379
Membership dues: \$1.26M
Fees, other program service revenue: \$953,467
Travel: \$88,943
Legal: \$1,543
Lobbying: None
Conferences, conventions & meetings: \$672,895
Total revenue: \$2.87M
Total expenses: \$2.45M
Net assets of fund balances: \$2.20M

National Association of Counties

Fiscal Year: 2017 Calendar Year
Comp. of offices., dirs., key employs.: \$1.42M
Other salaries and wages: \$3.61M
Matthew Chase, executive director
Total Compensation: \$491,532
Base Compensation: \$382,676
Bonus, incentives and other comp.: \$45,000
Deferred comp., other benefits: \$63,856
Membership dues: \$5.27M
Fees, other program service revenue: \$2.94M
Travel: \$445,089
Legal: \$64,070
Lobbying: None
Conferences, conventions & meetings: \$2.71M
Total revenue: \$18.28M
Total expenses: \$16.20M
Net assets of fund balances: \$41.23M

NCSL Foundation for State Legislatures

Fiscal Year: ending June 30, 2017
Comp. of offices., dirs., key employs: None
Other salaries and wages: \$613,357
William Pound, executive director
Total Compensation: None
Pound serves as a volunteer
Membership dues: None
Grant from NCSL: \$1.31M
Travel: \$75,151
Legal: None
Lobbying: None
Conferences, conventions & meetings: \$197,779
Total revenue: \$3.18M
Total expenses: \$3.16M
Net assets of fund balances: \$466,651

OTHER MUNI MARKET GROUPS

National Association of Bond Lawyers

Fiscal Year: 2016 Calendar Year
Comp. of offices., dirs., key employs: \$634,216
Other salaries and wages: \$333,216
William Daly, then-dir. gov'tal affairs
Total Compensation: \$365,482

Base Compensation: \$317,760
Bonus, incentives and other comp.: \$10,000
Deferred comp., other benefits: \$37,722
Linda Wyman, chief operating officer
Total Compensation, benefits: \$268,734
Base Compensation: \$220,161
Bonus, incentives and other comp.: \$10,000
Deferred comp., other benefits: \$38,573
Membership dues: \$1.12M
Fees, other program service revenue: \$1.24M
Travel: \$2,435
Legal: \$1,136
Lobbying: None
Conferences, conventions & meetings: \$616,400
Total revenue: \$2.70M
Total expenses: \$2.64M
Net assets of fund balances: \$4.36M

National Federation of Municipal Analysts

Fiscal Year: 2017 Calendar Year
Comp. of offics., dirs., key employs.: \$148,925
Other salaries and wages: \$15,720
Lisa Good, executive director
Total Compensation: \$148,925
Membership dues: \$178,000
Fees, other program service revenue: \$548,084
Legal: None
Travel: None
Lobbying: None
Conferences, conventions & meetings: \$283,835
Total revenue: \$764,005
Total expenses: \$600,712
Net assets of fund balances: \$2.05M

American Association of State Highway and Transportation Officials

Fiscal Year: ending June 30, 2017
Comp. of offics., dirs., key employs: \$1.63M
Other salaries and wages: \$7.40M
Frederick “Bud” Wright, executive director
Total Compensation: \$420,116
Base Compensation: \$350,056
Bonus, incentives and other comp.: \$30,000
Deferred comp., other benefits: \$40,060
James Tyson, COO, dir. policy & mgmt
Total Compensation: \$303,694
Base Compensation: \$262,162

Bonus, incentives and other comp.: \$30,000
Deferred comp., other benefits: \$11,532
Membership dues: \$2.71M
Fees, other program service revenue: \$58.80M
Travel: \$3.20M
Legal: \$107,726
Lobbying: None
Conferences, conventions & meetings: \$2.58M
Total revenue: \$77.47M
Total expenses: \$74.78M
Net assets of fund balances: \$40.75M

National Council of State Housing Agencies

Fiscal Year: ending June 30, 2017
Comp. of offics., dirs., key employs.: \$966,062
Other salaries and wages: \$1.42M
Barbara J. Thompson, then-exec. dir.
Total Compensation: \$618,006
Base Compensation: \$473,777
Bonus, incentives and other comp.: \$36,045
Deferred comp., other benefits: \$108,184
Garth Rieman, director, housing advocacy
Total Compensation: \$400,074
Base Compensation: \$314,604
Bonus, incentives and other comp.: \$22,377
Deferred comp., other benefits: \$63,093
Membership dues: \$2.63M
Fees, other program service revenue: \$2.48M
Travel: \$93,673
Legal: \$51,231
Lobbying: None
Conferences, conventions & meetings: \$686,720
Total revenue: \$5.36M
Total expenses: \$5.15M
Net assets of fund balances: \$15.84M

National Association of Local Housing Finance Agencies

Fiscal Year: 2016 Calendar Year
Comp. of offics., dirs., key employs.: None
Other salaries and wages: None
SmithBucklin Corp. -- management contract
with NALHFA and ex. dir. comp.
Total fees: \$401,095
Membership dues: \$280,519
Fees, other program service revenue: \$322,816
Travel: \$12,390

Legal: \$127,211
Lobbying: \$120,000
Conferences, conventions & meetings: \$85,578
Total revenue: \$604,409
Total expenses: \$690,930
Net assets of fund balances: \$246,034

Council of Infrastructure Financing Authorities

Fiscal Year: 2016 Calendar Year
Comp. of offics., dirs., key employs.: None
Other salaries and wages: None
Madison Associates LLC – consulting firm
Compensation – \$373,100
Membership dues: \$200,584
Fees, other program service revenue: \$163,790
Travel: \$3,643
Legal: None
Lobbying: \$124,367
Conferences, conventions & meetings: \$145,985
Total revenue: \$483,487
Total expenses: \$547,897
Net assets of fund balances: \$410,324

American Public Power Association

Fiscal Year: 2016 Calendar Year
Comp. of offics., dirs., key employs: \$3.42M
Other salaries and wages: \$4.83M
Sue Kelly, president and CEO
Total Compensation: \$814,234
Base Compensation: \$558,149
Bonus, incentives and other comp.: \$131,250
Deferred comp., other benefits: \$124,835
Joe Nipper, then-sr. advisor to pres. (thru 2016)
Total Compensation: \$473,911
Base Compensation: \$343,132
Bonus, incentives and other comp.: \$56,089
Deferred comp., other benefits: \$74,690
Membership dues: \$15.37M
Fees, other program service revenue: \$5.66M
Travel: \$508,976
Legal: \$80,984
Lobbying: None
Conferences, conventions & meetings: \$3.18M
Total revenue: \$21.57M
Total expenses: \$19.14M
Net assets of fund balances: -\$1.67M

Association of Financial Guaranty Insurers Inc.

Fiscal Year: 2017 Calendar Year
Comp. of offics., dirs., key employs: None
Other salaries and wages: None
Mackin & Casey – executive director
Compensation: \$252,434
Membership dues: \$328,000
Fees, other program service revenue: None
Travel: \$1,079
Legal: \$65,977
Lobbying: None
Conferences, conventions & meetings: None
Total revenue: \$328,522
Total expenses: \$270,724
Net assets of fund balances: \$570,989

Financial Accounting Foundation

Fiscal Year: 2017 Calendar Year
Comp. of offics., dirs., key employs: \$5.68M
Other salaries and wages: \$27.46M
Teresa S. Polley, president
Total Compensation: \$768,425
Base Compensation: \$591,628
Bonus, incentives and other comp.: \$69,300
Deferred comp., other benefits: \$107,497
Russell G. Golden, chairman, FASB
Total Compensation: \$1.16M
Base Compensation: \$949,197
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$210,265
David A. Vaudt, chairman, GASB
Total Compensation: \$672,070
Base Compensation: \$544,548
Bonus, incentives and other comp.: None
Deferred comp., other benefits: \$127,522
Membership dues: None
Fees, other program service revenue: None
Travel: \$663,706
Legal: \$92,248
Lobbying: \$180,000
Conferences, conventions & meetings: \$510,714
Total revenue: \$54.43M
Total expenses: \$55.49M
Net assets of fund balances: \$65.88M

Source: Information from the latest Form 990s that these groups filed with the Internal Revenue Service