

Annual Report 2004



naatp

national association of addiction treatment providers

**A Premier Association
Representing Premier Providers
of Addiction Treatment**

Board Chair Report

Douglas Tieman

Recently, while I was visiting with an alum—actually laying the groundwork for a solicitation (I know that’s a surprise to all who know me)—he shared a story with me. Early in his recovery, he was down to his last \$10. He figured he would use \$5 for dinner that evening and \$5 for lunch the next day, in anticipation of receiving his first paycheck from a new job the following afternoon. Much to his chagrin, a friend of his (who had even less) approached him prior to his dinner and asked if he could spare him some money for food. The alum shared with him that he was down to his last \$10—\$5 for dinner and \$5 for lunch the next day. But, he was moved by their friendship and the other man’s desperation, so he said, “Why don’t we both go to dinner? I’ll spend \$5 and you can spend \$5.” They agreed and had a nice dinner.

The alum figured he could “tough it out” until he got paid that following afternoon. So, he started the next morning at his job at the drycleaners. Lo and behold, as he was doing his routine work he noticed that in one of the shirts there was a \$5 bill, which he was able to use for his own lunch that day. As a result of his finding, he realized giving his friend his last \$5 the day before proved to be no sacrifice, but rather enhanced a friendship. He shared with me how he realized that there are no coincidences, that God works through people, and that what you give away freely and generously you always get back.



I truly believe this is how it is in our field today. Those professionals that have been in the addiction recovery field for a long time know that our history is to share information, provide guidance, freely consult and assist in any manner to help a colleague be successful at another facility. Through the sharing experience, you

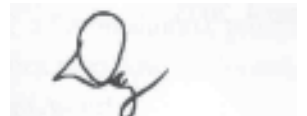
usually learn something that actually helps you and your facility, just like finding the \$5 at the dry cleaners. It is truly one of the joys of the addiction recovery field; to see collaboration rather than competition.

During the past two years, in which I’ve had the pleasure of serving as Chairman of the NAATP Board, I have seen the spirit of collaboration alive and well; between individuals, colleagues, facilities and even between associations.

It is a real joy to see NAATP members at our conferences excitedly renewing old relationships, thoughtfully sharing information, eagerly meeting new members and embracing them into the fellowship of our association. Under the direction of Ron Hunsicker, that same level of collaboration now extends beyond our association into strong working relationships with the Partnership For Recovery, the National Council on Alcoholism and Drug Dependency, the Providence Summit, the American Society of Addiction Medicine and the National Association of Alcohol and Drug Abuse Counselors (NAADAC).

It is energizing and invigorating to see facilities, organizations and associations working together in such important areas such as public education, public awareness, insurance reform and parity legislation. It is exciting to see the positive direction of our field and our associations. I know that under Ken Ramsey’s able leadership as the incoming Chair of NAATP, the spirit of “giving your dinner money away because you believe that you, too, will find the \$5 at the cleaners,” will continue to be a fundamental truism of our field and critical for all of us to be successful.

Thank you to everyone for allowing me to serve as your Chairman. A special thanks to the Board of Directors and Ron Hunsicker who have endured my idiosyncrasies and character defects.



The exhibit area was a natural networking gathering at the 2004 Annual Conference!

2004 Financial Performance

For the eighth consecutive year Revenue exceeds expenses for NAATP

The National Association of Addiction Treatment Providers continues to be a value added association which has consistently added new member organizations to its membership. On page 4 of this report, you will find the list of those organizations which became members of NAATP in 2004. The NAATP membership continues to be an impressive listing of organizations delivering quality addiction treatment and being committed to achieving available and affordable addiction treatment to all who have the disease of addiction.

In 2004, the National Association of Addiction Treatment Providers ended the year with income of **\$690,300** and expenses of **\$646,838**. The total income for 2004 was up over 2003 by nearly \$65,000. Much of this was attributable to the membership increase.

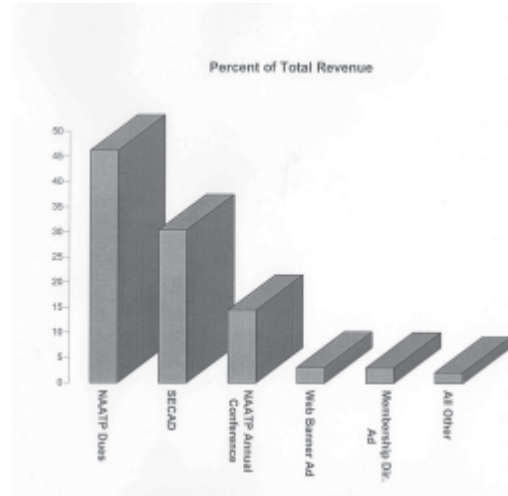
Membership dues for the National Association of Addiction Treatment Providers account for 46.1% of the total income. For 2004, this represents a slight increase over 2003 in terms of the total percentage. The NAATP annual conference contributed 14.4% of revenue and the SECAD conference contributed 30.4% of total revenue. These numbers have remained fairly consistent over the past years.

NAATP continues to offer its members a wide range of services and products made possible by the prudent management of the resources available. Some of the services include:

Services available to NAATP Members

- ◆ NAATP members receive subscriptions to a number of publications by the Manisses Communications Group.
- ◆ NAATP Members who provide benchmark information receive a comprehensive benchmark report on an annual basis.
- ◆ NAATP provides on a bi-annual cycle, a complete published national salary survey.
- ◆ NAATP publishes a newsletter 10 times a year.
- ◆ NAATP maintains a comprehensive web site which provides information to members and to others "searching the web".
- ◆ NAATP is visible at regional and national events.
- ◆ NAATP began, in 2004, to refine its strategy and develop initiatives to become a leader in the area of managed care issues.

The Board of Directors of the National Association of Addiction Treatment Providers continues a strategy that allows for NAATP to invest as many resources as possible into infrastructure, systems and services that directly allows NAATP to deliver information and "**value added**" products and services to its members.



Two must attend events to place on your calendar.



**Nov 30 - December 2, 2005
Atlanta, GA**



**May 20 - 23, 2006 at the PGA
National Resort and Spa
Palm Beach, FL**

2004 Continues Growth Trend

NAATP attracts new member organizations

Illuminata, LLC

Cumming, GA

Beacon House

Pacific Grove, CA

Hired Power, Inc.

Seal Beach, CA

St. Christopher's

Baton Rouge, LA

CRC Health Corporation

San Jose, CA

The Ranch

Nunnally, TN

Foundations Associates

Nashville, TN

Las Vegas Recovery Center

Las Vegas, NV

New Life Lodge, Inc.

Burns, TN

Bridge Back to Life Center, Inc.

New York, NY

Holistic Addiction Treatment Program

N. Miami Beach, FL

Ben Franklin Institute

Cave Creek, AZ

Colonial House, Inc.

York, PA

Pine Gove Recovery Center

Hattiesburg, MS

Bristlecone Family Center

Reno, NV

Wekiva Springs Wellness Center

Jacksonville, FL

EW Consulting Services

Hudson, Quebec

New River Cove

Lake Charles, LA

The Center for Lifestyle Change

Maitland, TX

Bitten Jonsson Center Corp.

Hudiksvall, Sweden

Bayside Marin

San Rafael, CA

New Dawn Recovery Centers

Citrus Heights, CA

Open Minds

Gettysburg, PA

Temporary Living Center

Eden Prairie, MN

The Van Wagner Group

Bay Shore, NY

Mirmont Treatment Center

Lima, PA

Sequest Technologies

Lisle, IL

Cliffside Malibu

Malibu, CA



Doug Tieman and Ron Hunsicker join Darryl and Charrise Strawberry during 2004 Annual Conference Reception

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