

Preparing for your Member Service Plan

Grassroots Meeting

Wednesday, March 4, 2015

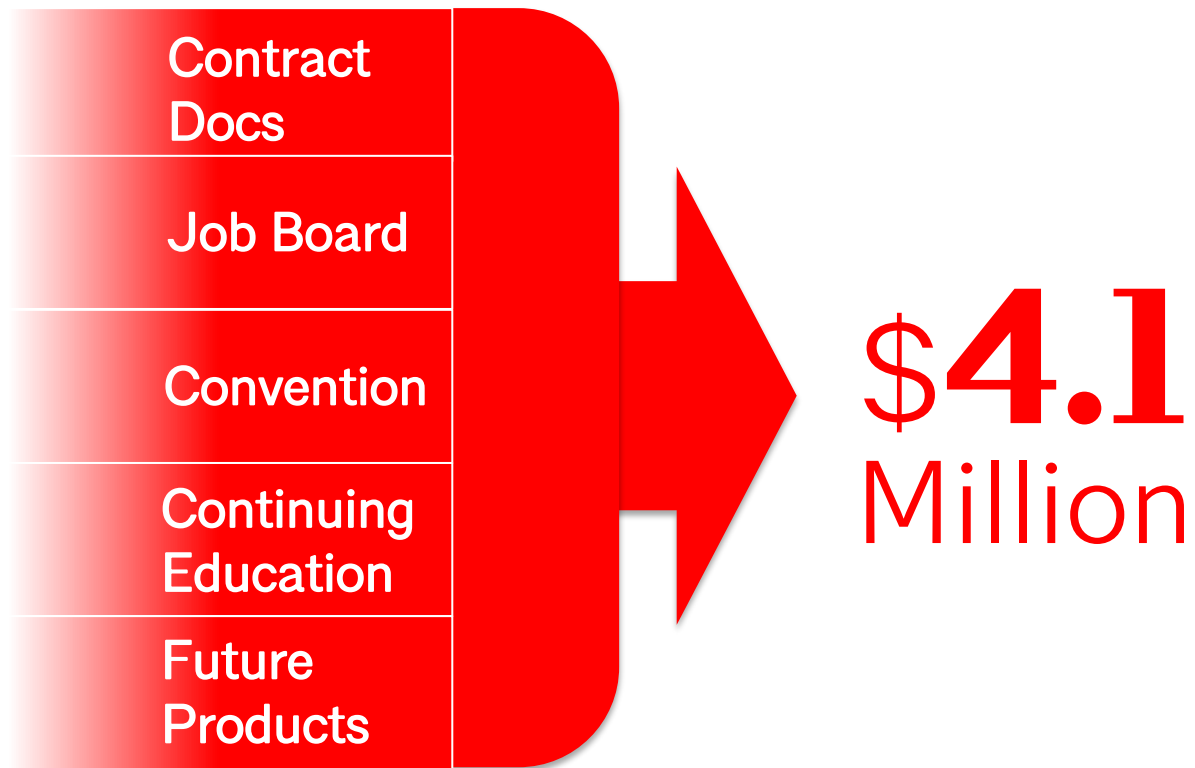


Former Resource & Distribution Model



Contract Document Sales Revenue

New Resource Model



New Distribution Model



August 1
Member Count

&



Delivery of
Core Services

Your Numbers in the *New Resource Model* are based on:

A prorated membership count as of 8/1/2014

A set-aside pool for CACE Annual Meeting & Grassroots (at 70% attendance)

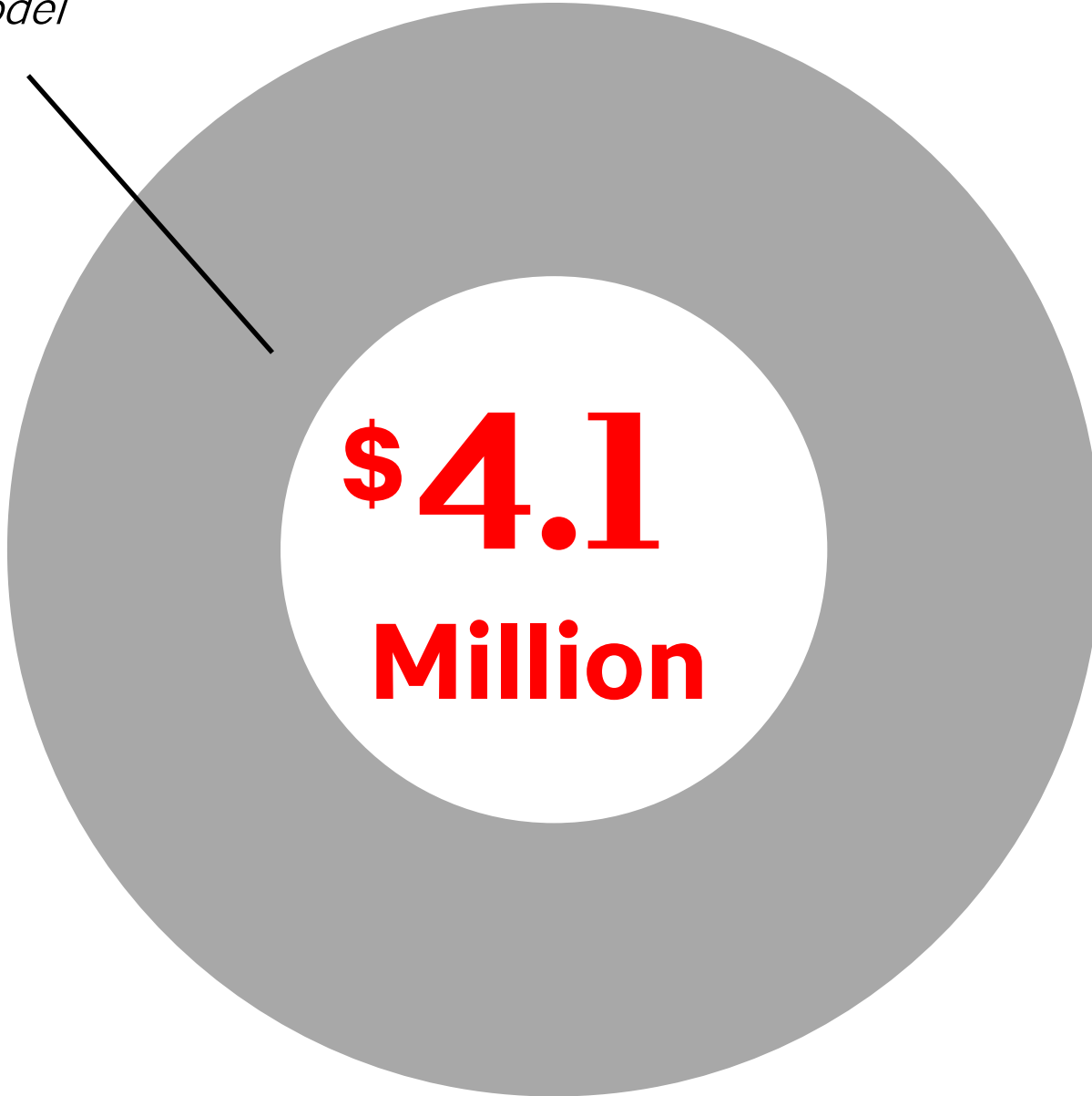
A 5 year phase in at 20% per year

2015

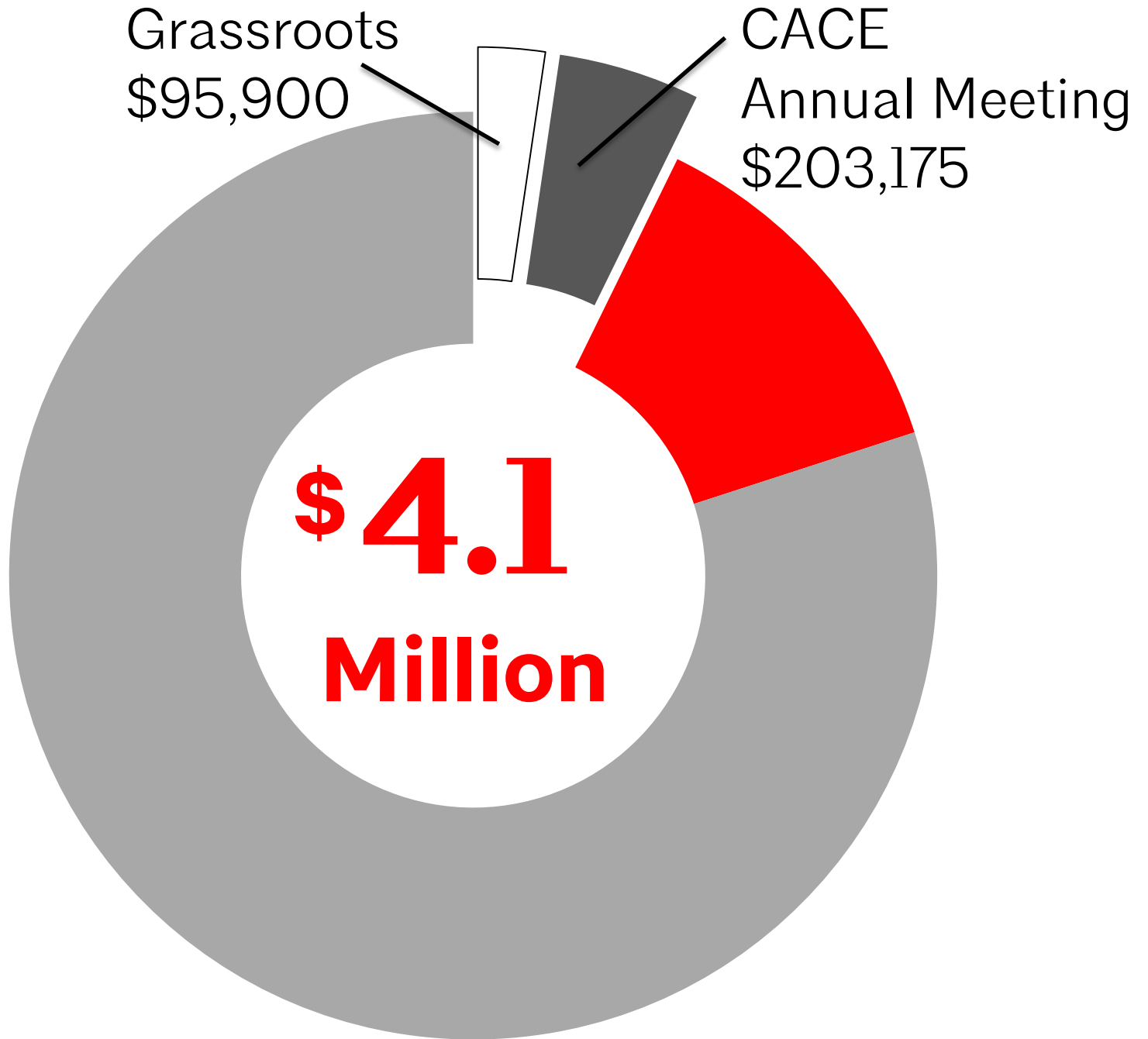
100%

Former Model

\$4,122,987



**\$4.1
Million**



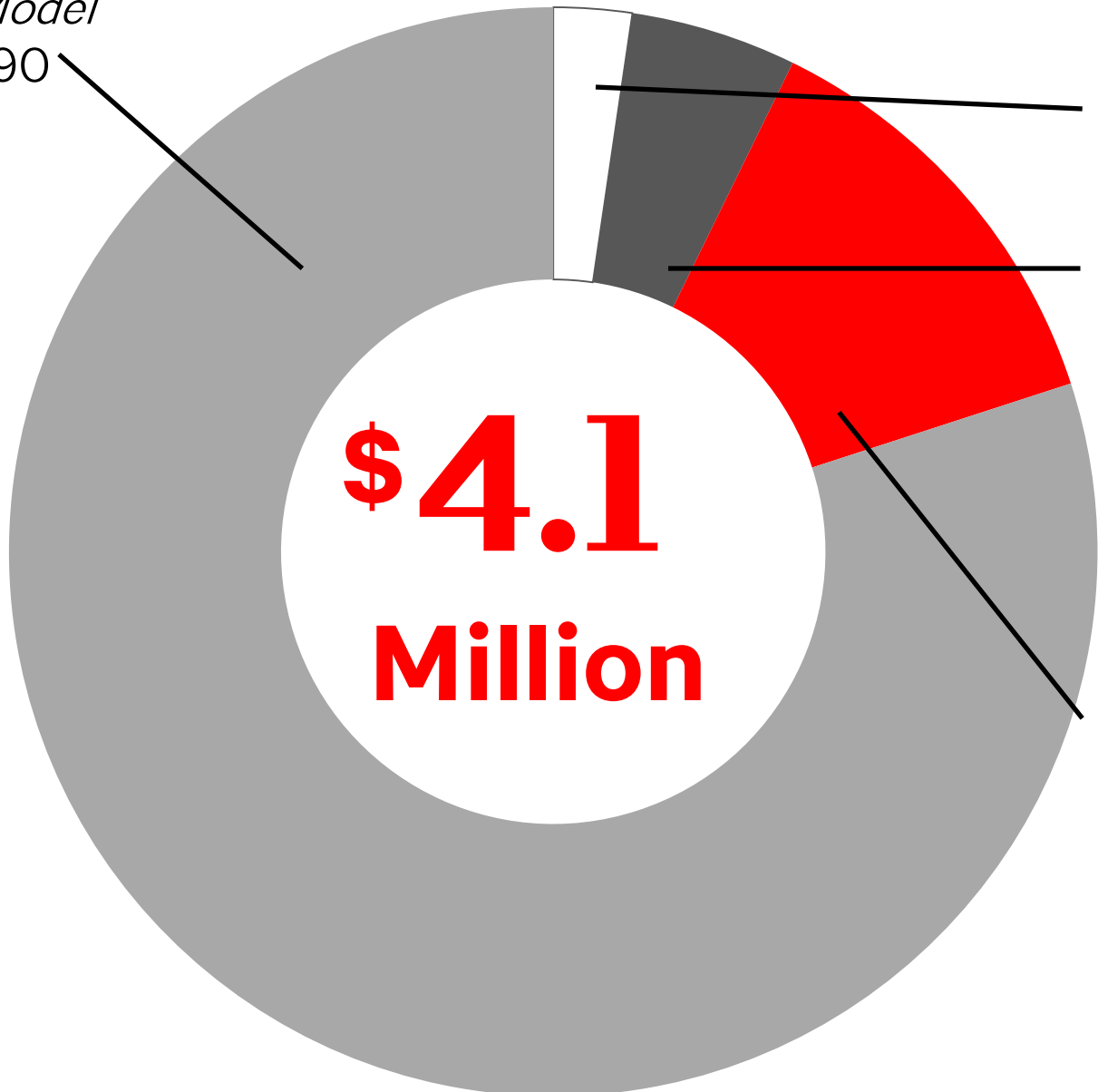
2016

80%

Former Model
\$3,298,390

20%

New Model



Grassroots
\$95,900

CACE
Annual Meeting
\$203,175

Direct
Payment
\$525,522

**\$4.1
Million**

2017

60%

Former Model

\$2,473,792

40%

New Model

Grassroots

\$95,900

CACE

Annual Meeting

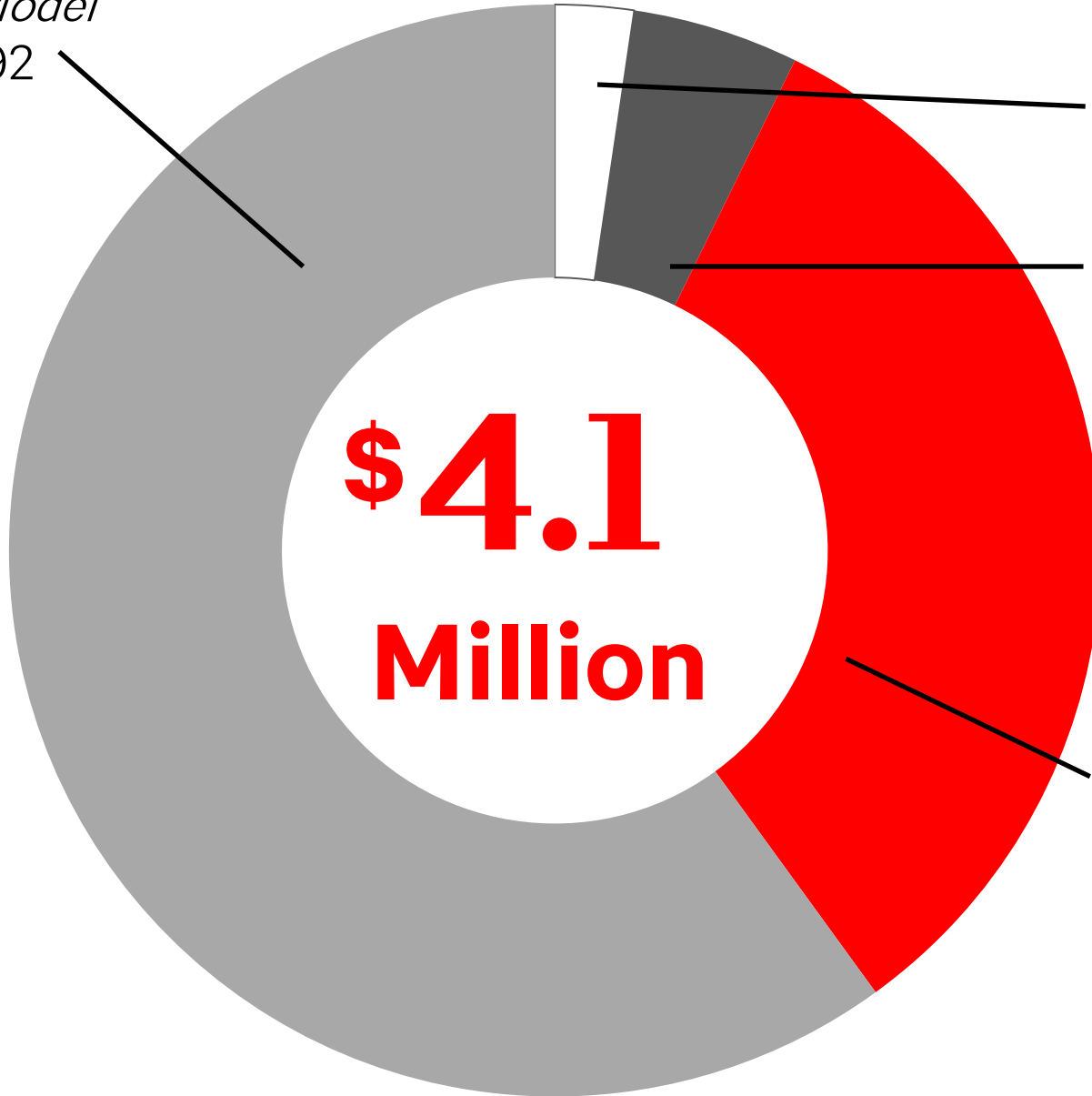
\$203,175

Direct

Payment

\$1,350,120

**\$4.1
Million**



2018

40%

Former Model

\$1,649,195

60%

New Model

Grassroots

\$95,900

CACE

Annual Meeting

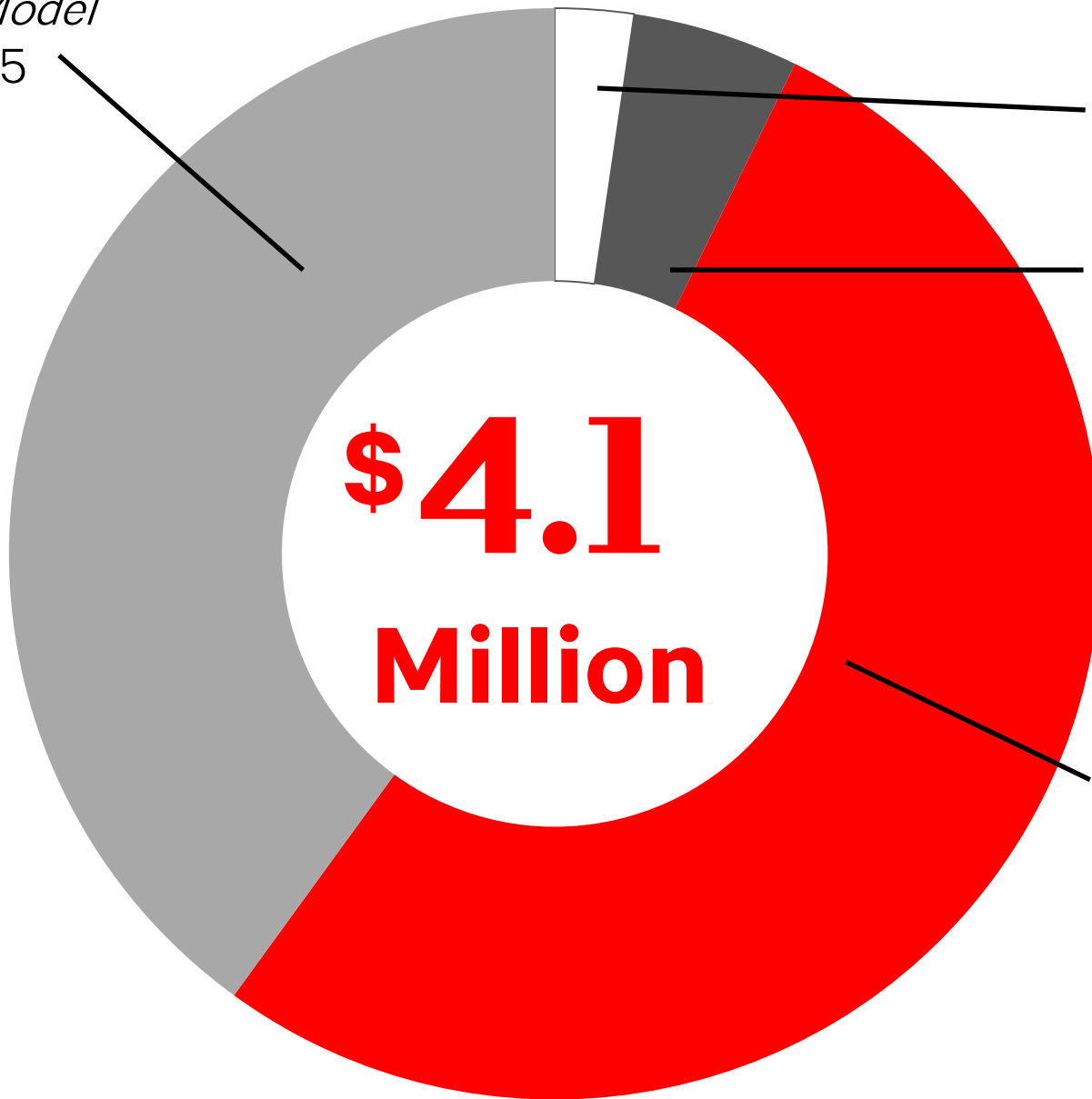
\$203,175

Direct

Payment

\$2,174,717

**\$4.1
Million**



2019

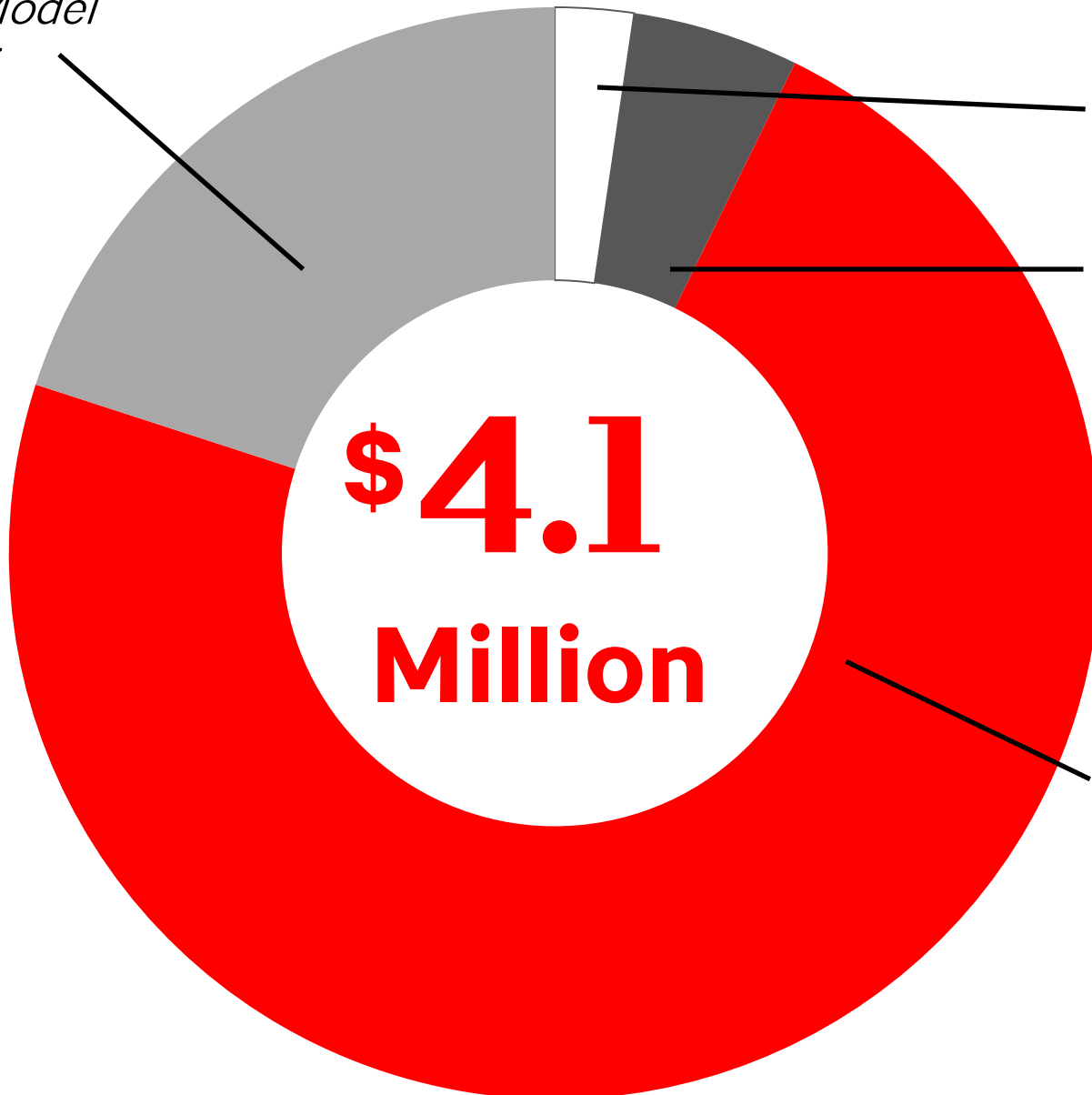
20%

Former Model

\$824,597

80%

New Model



Grassroots
\$95,900

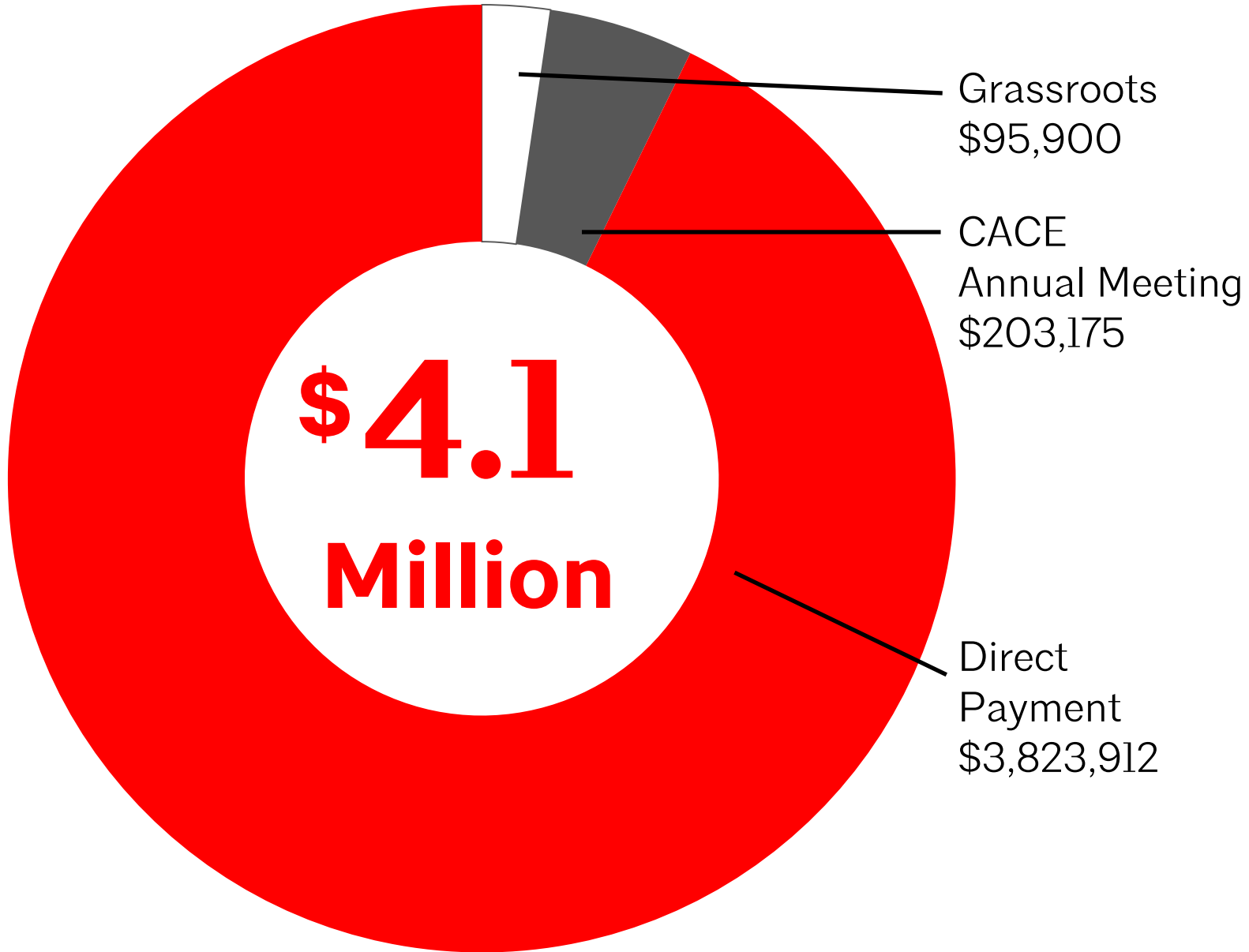
CACE
Annual Meeting
\$203,175

Direct
Payment
\$2,999,315

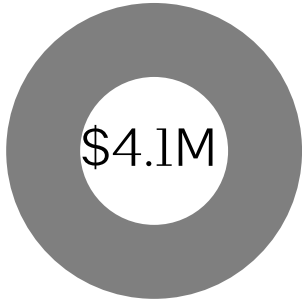
**\$4.1
Million**

2020

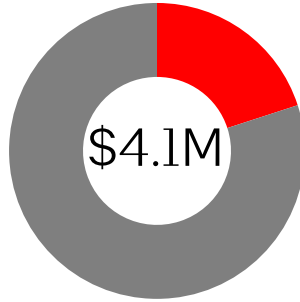
100%
New Model



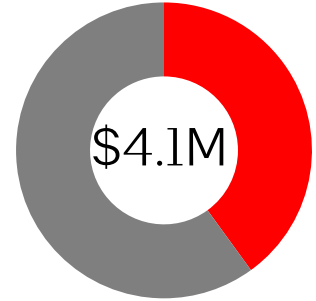
2015



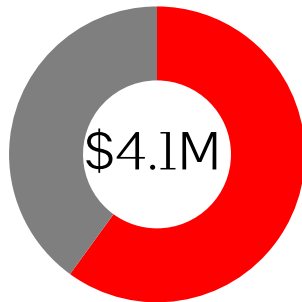
2016



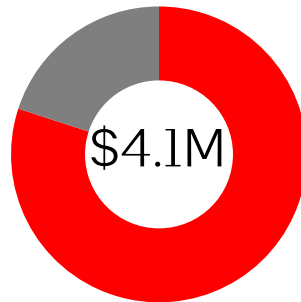
2017



2018



2019



2020

