

# North American Energy Standards Board

## Revenue Committee Efforts

- ❖ Delineation of Membership Benefits
  - ❖ Access to Materials for Members
    - ❖ All information available to members from the web site, which requires use of individual NAESB user id and pass code for materials
    - ❖ Access to Materials for Non-members
      - ❖ 30 days most current information available to non-members, no individual NAESB user id and pass code required
      - ❖ If non-members access information that is more than 30 days old, a message will appear that they should contact the NAESB office

# North American Energy Standards Board

## Revenue Committee Efforts

- ❖ Delineation of Membership Benefits
  - ❖ Access to Meetings
    - ❖ All members have access to all meetings at no charge
    - ❖ Non-members will be charged to attend all EC related committee, subcommittee, task force meetings
      - ❖ The charge will be \$100 for meetings scheduled for 4 hours or less, and \$300 for more than 4 hours,  
or
      - ❖ A \$1000 fee for a subcommittee access for one year for an individual

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- ❖ Delineation of Membership Benefits
  - ❖ Access to Distribution Lists & Notifications
    - ❖ Only members can be placed on meeting notification distribution lists for subcommittees and exploders for subcommittee online discussions
    - ❖ Ease of participation and monitoring of activities and development including reminders is provided to members based on inclusion in distribution lists and notification lists
    - ❖ Exploders are used by members to communicate with each other regarding development activities.

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- ❖ Delineation of Membership Benefits
  - ❖ Costs of Work Products to non-members
    - ❖ Cost of a version of standards remains at \$900 for non-members.
    - ❖ All contracts have increased from \$50 to \$250 for non-members. Addendums remain at \$50 for non-members.
    - ❖ Individual sets of standards has increased from \$100 to \$250 for non-members.
    - ❖ Certification for non-members has increased from \$5000 to \$8000 assessed biannually for the WGQ work products, (member fee is \$1000).
    - ❖ Certification for Authorized Certification Authorities (WEQ PKI Standards) has been set at \$8000 for non-members on an annual basis(member fee is \$1000).

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- ❖ Delineation of Membership Benefits – Status of Actions
  - ❖ Managing Committee Approval via email and Review by Board at the June 2012 Meeting
    - ❖ For all actions except the subcommittee annual fee option
    - ❖ Programming of the web site is nearing completion and testing should begin by the office later this month
  - ❖ Managing Committee Approval via email and presentation for consideration of approval by Board at the Sept 2012 Meeting
    - ❖ Subcommittee annual fee option – which was discussed and proposed for inclusion at the June 2012 Board meeting

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- ❖ Delineation of Membership Benefits – Status of Actions

- ❖ Timing

- ❖ Home Page Access Fee for non-members – option no longer available (10 accesses are outstanding through 2013)
    - ❖ If testing is successful, the web site changes will be implemented in late October after notification is provided later this month
    - ❖ Once the web site changes for access to materials are implemented the fees for non-member attendance at meetings will be implemented

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- ❖ Membership Profiles
  - ❖ Dues and related membership fees
    - ❖ \$6500 for members annually – all employees of the member company are considered members. This does not apply to affiliates, partners or others not included as direct employees of the member company
    - ❖ \$150 for affiliates of members to have access to a copy of standards (not access to the web site – access is specific to a copy of a version of a given quadrant's standards)
    - ❖ \$500 for regulatory agencies and consumer advocates to join
    - ❖ Dues last increased from \$5000 to \$6500 – determined in September 2008 and applied for memberships beginning January 2009

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- ❖ Membership Profiles – Member Resignations
  - ❖ Lags in replacements exceed 6 months – so that replacement memberships are a minimum of \$3000 per member – and can contribute to a net loss of more than \$100K per year in revenue
  - ❖ Members have resigned so that their interests can be represented by trade associations – this does not allow for the resigned members to have access to copyrighted materials or the intellectual property of NAESB
  - ❖ Members have resigned so that their interests can be represented by their corporate membership – this does not allow for the resigned affiliate members to have access to copyrighted materials or the intellectual property of NAESB
  - ❖ Members have resigned as it is more financially advantageous for them to follow NAESB as non-members



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## Revenue Committee Efforts

- ❖ Revenue Committee Actions:
  - ❖ Better delineate member versus non-member benefits, which should:
    - ❖ Nominally increase revenues based on non-member fees collected
    - ❖ Encourage membership as non-members determine the need to participate
    - ❖ Maintain existing membership

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## Revenue Committee Efforts

### ❖ Revenue Committee Actions -- Dues:

- ❖ Last increase in January 2009 - \$1500 per member (30% increase) to increase dues from \$5000 to \$6500.
- ❖ In light of realized revenue decreases, expenses have been decreased – in comparison to July 2011, the expenses are 7% lower (\$79K) and are 7% lower (\$68K) than the 2012 budget YTD. In comparison of estimated 2012 YE to 2011 YE actuals, the expenses are \$109K less.
- ❖ These 2012 expense decreases have been accompanied by an increase in the number of meetings – a measure of the activity of the organization – of 21% in comparing YTD August activity to YTD August activity of 2011.
- ❖ Consider nominal dues increases of \$250 per year for 2013 (3.8%) and 2014 (3.7%) to address negative retained earnings along with increased activities of the organization.