

John Goodknight

From: John Goodknight <jgoodknight@bellsouth.net>
Sent: Friday, June 21, 2013 5:06 PM
To: jgoodknight@bellsouth.net
Subject: Potential Support from FAC for managing FACERS billings

Jonathan

Several months ago, at the request of the FACERS Board, I contacted FAC about the possibility that FAC could assist FACERS with invoicing and collection of FACERS dues. Today I talked to Scott Shalley and Ginger Delgal from FAC about this. Ginger handles a similar task for the County Attorneys Association, so they already have a model for this process. During the discussion, they indicated FAC would be willing and interested in helping FACERS by providing a service similar to their support for the attorneys.

The general scope of the services we discussed would be:

- Invoicing and collection of dues
- Maintaining FACERS accounts
- Writing and paying bills (subject to authorization by the Treasurer or appropriate officer)
- Providing financial statements

Other services they provide for the attorneys include staff support for certain meetings, maintenance of critical records, and management of their membership roster. From my perspective, our primary need is in the area of fee collection and management, however, we should probably look at some of the other functions as well.

FAC receives some compensation from the attorneys for these services, but indicated that the cost to FAC far exceeds the revenues they receive. Nevertheless, they see benefits to the overall organization in providing this service and are willing to do the same for FACERS. They indicated that the fee for this support would be in the range of 10% of revenues.

I see several significant advantages:

- This immediately affords members the opportunity for credit card payment
- The invoicing for fees will improve and become much more regular. Hopefully this will help us keep up with members who move or take other assignments.
- The transition from outgoing to incoming treasurer will be much easier – with no need to worry about signature cards at the bank or loss of bank statements sent to the past Treasurer.

A cost of 10% seems small in relation to the benefits. We probably can't cover this from current budget, and one option would be a fee increase. They also discussed the fact that the attorneys charge their private sector participants for continuing education credits. If FAC can collect the money, that may be an option worth considering.

I indicated to Scott and Ginger that we would discuss this at our meeting next week. If we decide to go ahead, they believe it is realistic to make the change in time for them to handle the billings in October for 2014.

John