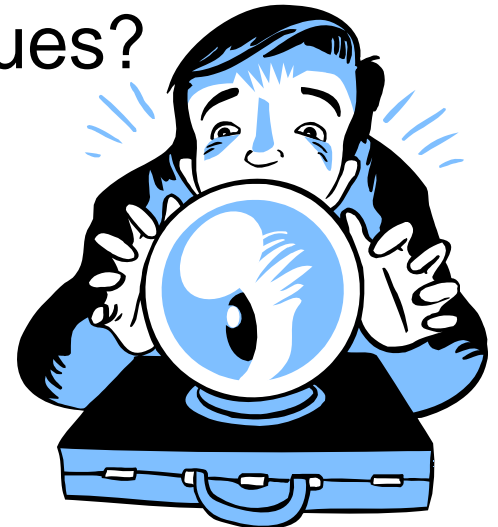

Coop Member & Dues Structure

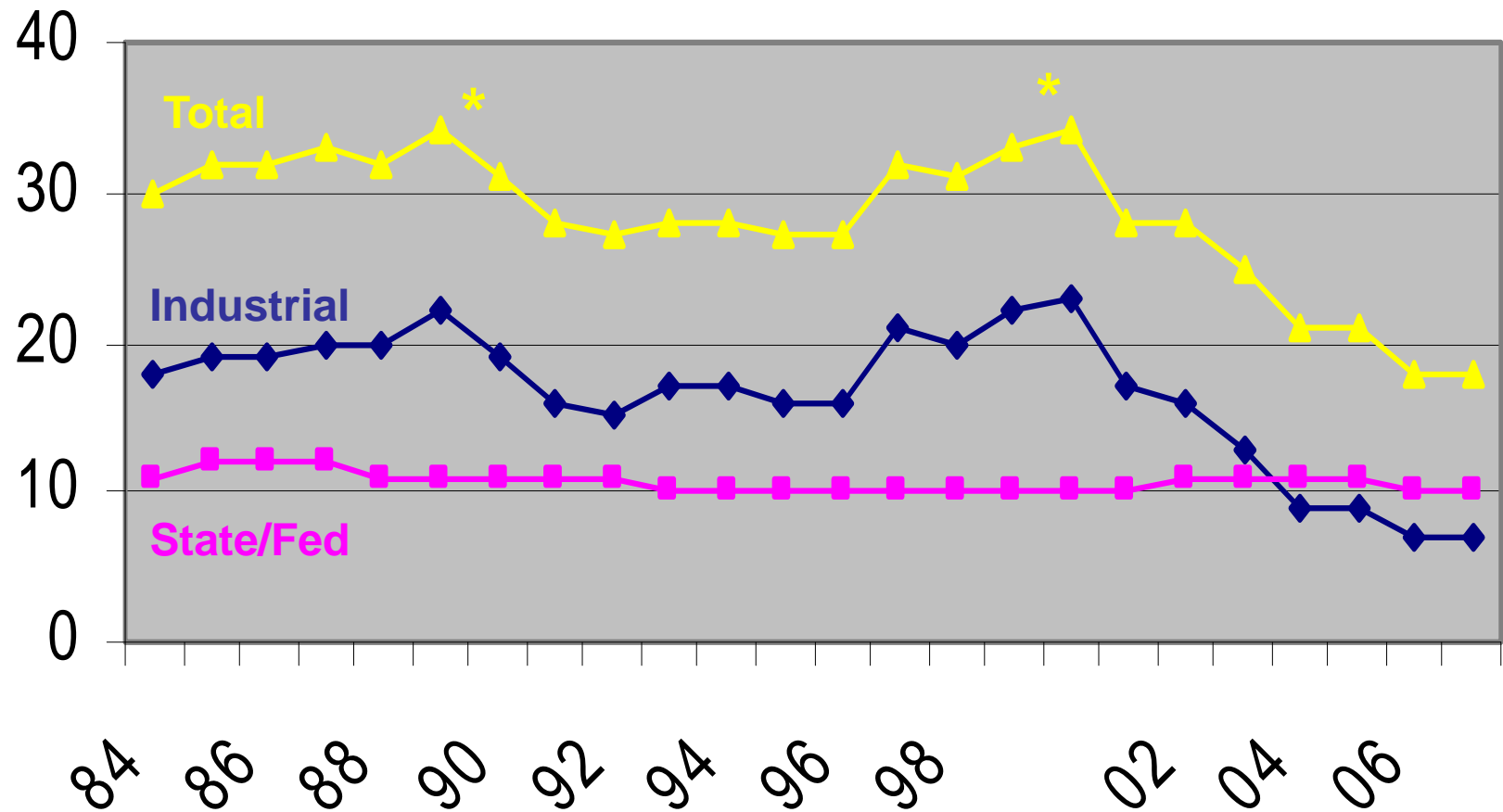
What is the future of Coop Dues?



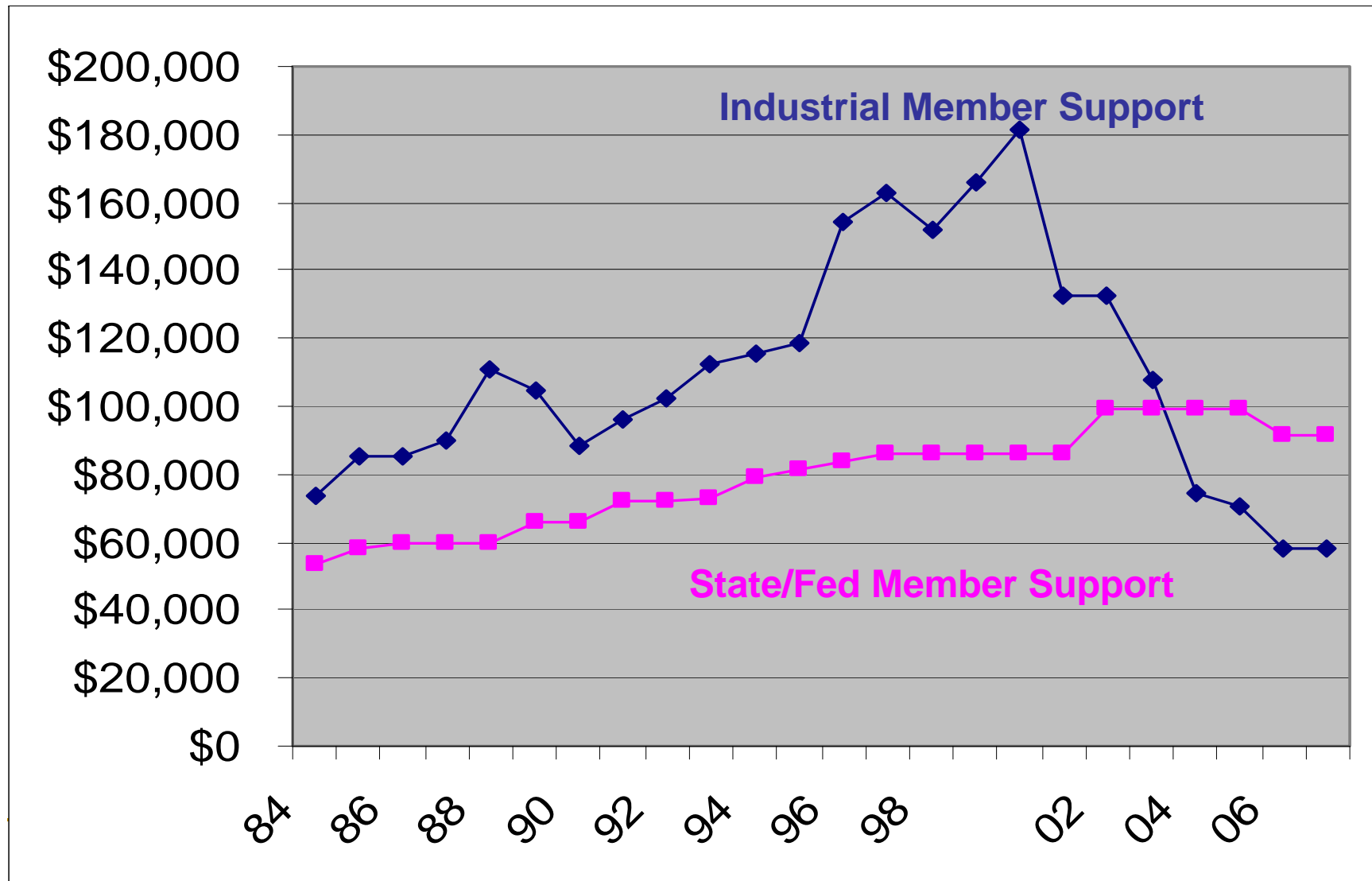
Why Coop membership & dues structure become a concern:

- Southern Forest Nursery Task Force
 - Declining State Membership
 - Combining & Declining Industrial Membership
-

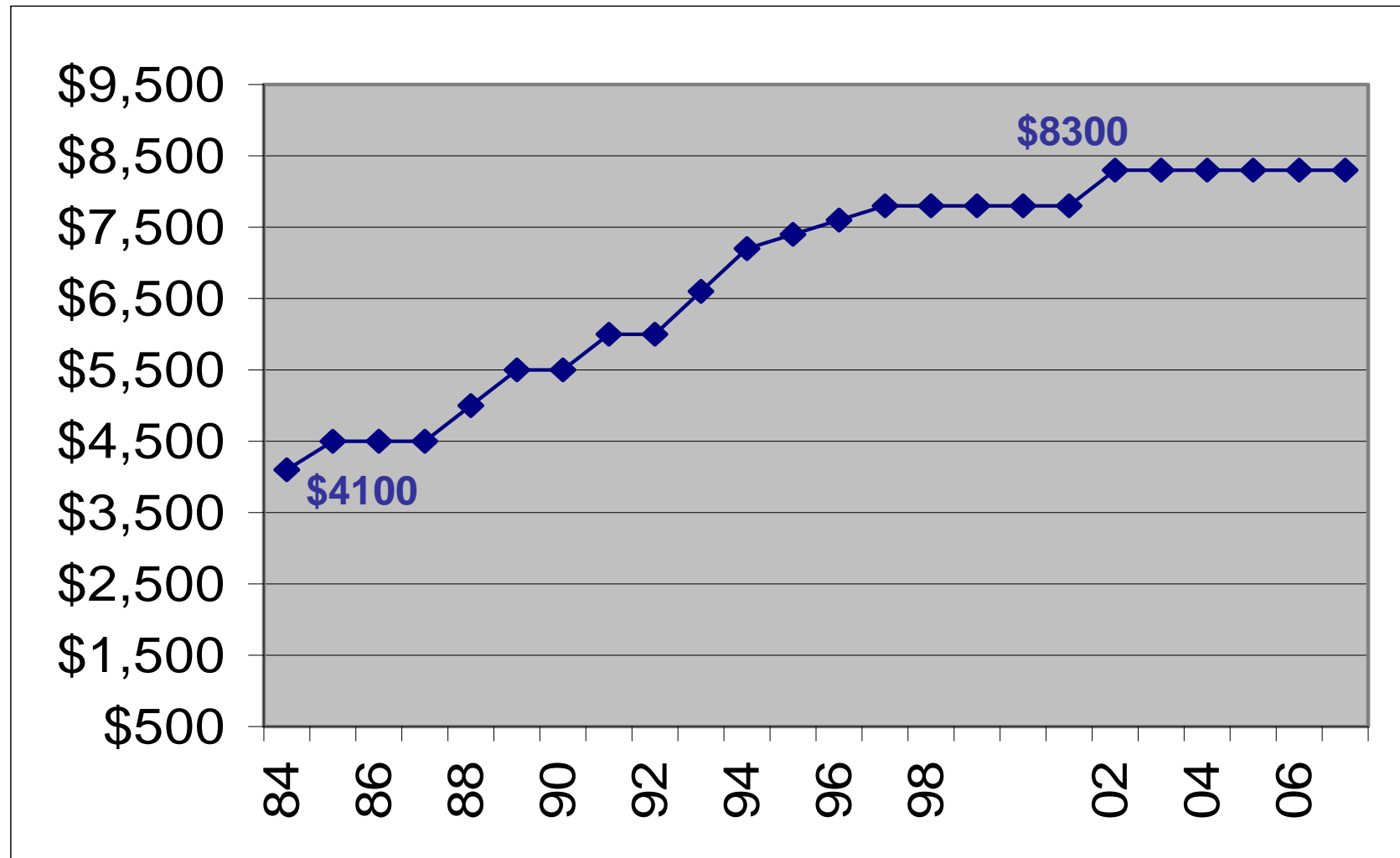
Historical Membership for SFNMC



Historical monetary support



Historical dues rates at AU SFNMC



How Do We Compare?

■ AU - SFNMC

- ❑ Full – \$8,300
- ❑ Associate - \$4,150

■ Nursery Tech Cooperative (Oregon)

- ❑ Large Nurseries - \$8,000
 - ❑ Small Nurseries - \$4,000
 - ❑ Large Seedling Users - \$5,500
 - ❑ Small Landowner - \$4,000
-

How Do We Compare?

- NCSU Tree Improvement Cooperative
 - ❑ Full \$22,000 (1x - 5x annual)
 - ❑ Associate - \$11,000
 - Western Gulf Forest Improvement Coop
 - ❑ Basic - \$15,000 (1x - 5x annual)
 - ❑ Full
 - ❑ Sustain
 - ❑ Associate
-

How Do We Compare?

- Pacific NW Tree Improvement Coop
 - ❑ Regular - \$8,000
 - ❑ Assoc. - \$4,000
 - ❑ Contractual
 - ❑ Liaison
 - Tree Biosafety & Genomic Research Coop
 - ❑ Regular - \$25,000
 - ❑ Sponsor
 - ❑ Assoc
-

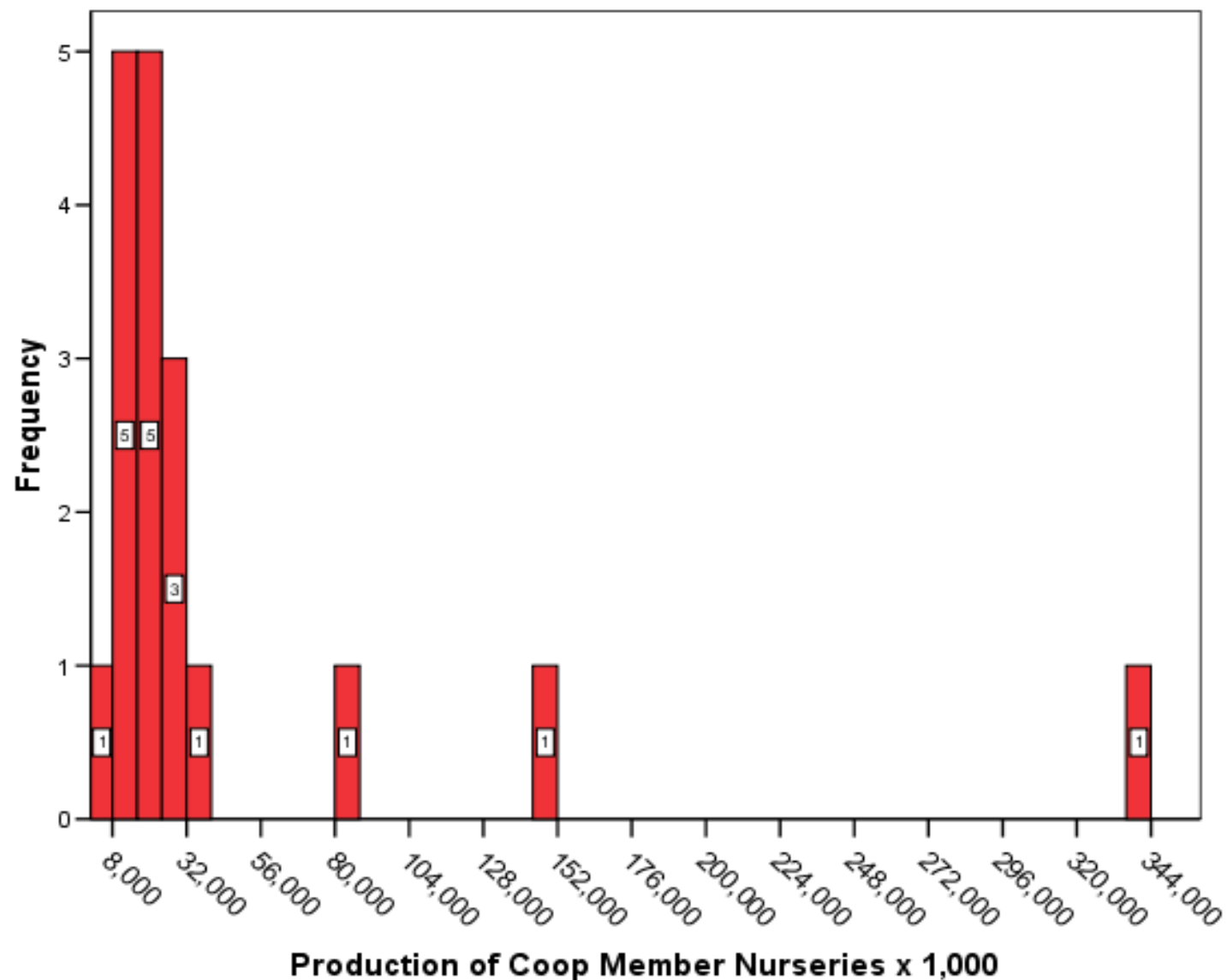
How Do We Compare?

- Vegetation Management Coop (Oregon)
 - ❑ Full - \$8,800
 - ❑ Supporting - \$4,400
 - ❑ Affiliate - \$ 3,300
 - Stand Management Coop (Washington)
 - ❑ Full - \$20,000 - \$80,000
 - ❑ Institution
 - ❑ Analytical
 - ❑ Suppliers
-

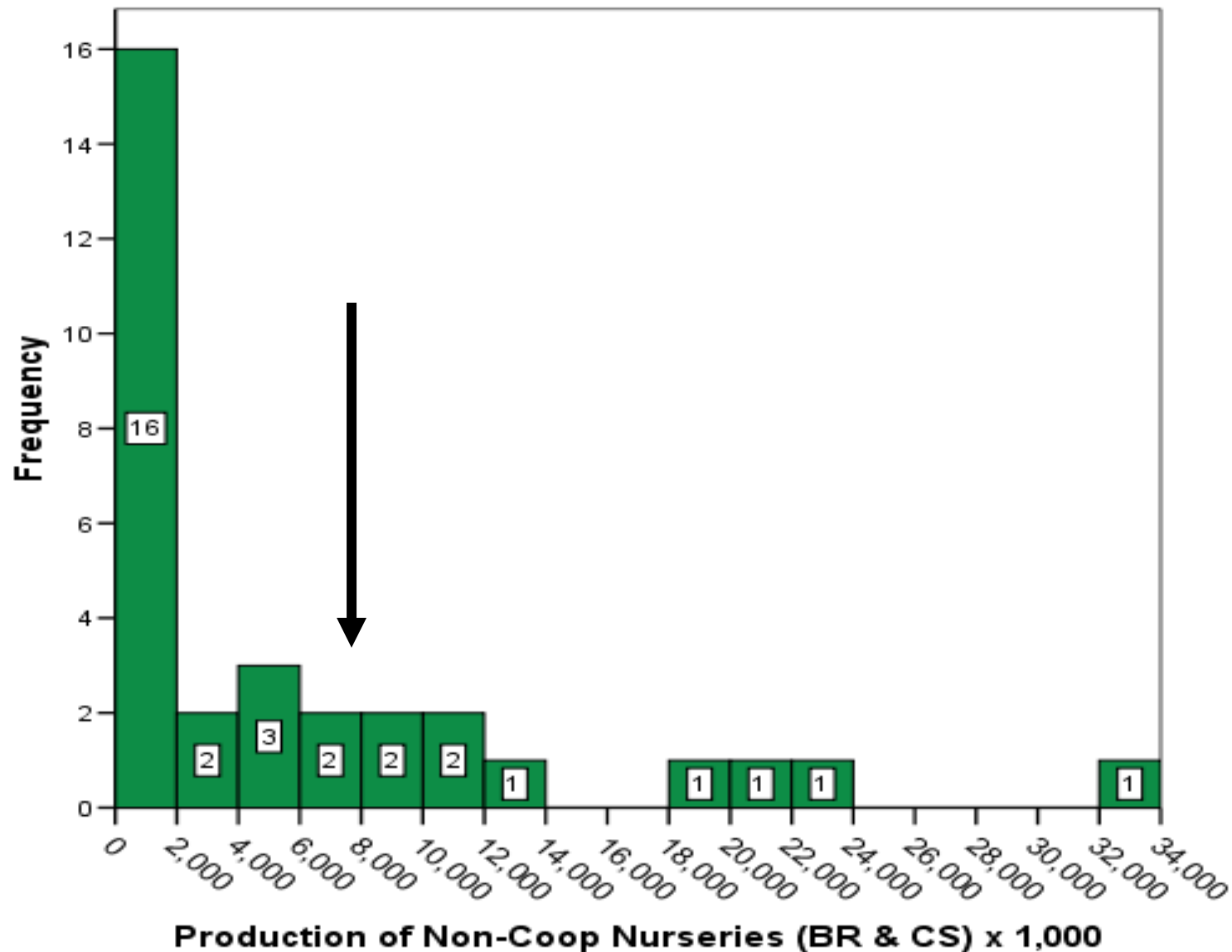
What Are Some Options?

- SFNMC is financially sound
 - Raise dues for existing members
 - Change dues structure - bring in smaller nurseries and set dues based upon member size
 - Increase membership
 - Other bareroot nurseries
 - Container nurseries
 - Aggressively try to get lost nurseries
 - Other paying level categories
-

AU SFNMC Members & Seedling Production



Non-Coop Members & Seedling Production



What Are Some Options?

- SFNMC is financially sound
 - Raise dues for existing members
 - Change dues structure - bring in smaller nurseries and set dues based upon member size
 - Increase membership
 - Other bareroot nurseries
 - Container nurseries
 - Aggressively try to get lost nurseries
 - Other paying level categories
-