

# **TTRA Board Policy Discussion on Host Chapter Revenue Loss**

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## **Question:**

Should the TTRA Board create a conference revenue sharing process that would give money to chapters that host the International conference if they forgo their own conference in that year?

## **Reason for this issue:**

This is a subject that has been raised to the management team by both the European and Canadian chapters. Each of these chapters has stated that they have had difficult financial times as a result of hosting the international conference and not holding their own conference that year.

## **Background:**

- Most associations generate revenue from conferences and events that are used to support year round expenses.
- The European chapter reports that they generally net \$5,000 to \$10,000 each year from their chapter conference
- The Canada chapter reports that they generally net \$10,000 to \$15,000 each year from their chapter conference.
- The financial burden from hosting the International conference (primarily from forgoing their own conference) on chapters is one reason that there are hard feelings with the International Association
- If we create a system that shares revenue with chapters based on the total number of paying conference participants from the host chapter it would provide an incentive for that chapter to recruit members to attend the International conference
- There may have been an amount of money paid to the Canadian chapter the last time the International conference was held in Canada.
- Should we provide revenue sharing with all host chapters or just those forgoing their conference?

## **Suggestions:**

Approve a general policy to create a revenue sharing system with chapters that forgo their chapter conference to host the international conference. Charge the management team to work out the details in discussions with the affected chapters, the treasurer and the executive committee. One potential solution is to raise conference fees by \$25 for all attendees and share revenue with the host chapter (that didn't hold their chapter conference meeting) at a rate of \$50 per paid attendee from their chapter.

## **Action Requested:**

1. Create a general policy and leave it to the management team (in consultation with the affected chapters, treasurer and executive committee) to implement or brainstorm on the issue and leave it to the management team (in consultation with the affected chapters, the treasurer and executive committee) to create operational guidelines.