

MCASE/MCEC Conference Fiscal Support

From Dale Lambert: "As far as CEC, and I know you did not ask me about this, I was the one who decided, years ago, to go to a cost sharing and profit sharing plan with CEC. I would provide financial support to the conference with an understanding that, should the conference make money, you receive a portion of the proceeds. In my case this meant looking at the conference revenues for the past two or three years and then proposing a rate of return based upon profit. The one issue that happened was I did not request pay out immediately and this had to be cleared up later. In my case, loss on conference meant we lost our contribution. Profit meant we realized return on investment plus 5% or 10% of profit. Have it pay out within 90 days of conference end and future investments to be made by the MCASE president as agreed upon annually. I believe the first year I invested about \$5,000 and had a return of about \$2,000 over the \$5,00, so the actual payout was \$7,000. From the above you realize the MCASE representative to CEC is a critical position as far as understanding whether or not the conference will be a good investment and to report back to the board of governors regarding financials."