

FINANCIAL POLICIES AND PROCEDURES

POLICY NUMBER: **FP-114**
SUBJECT: **DIFFERENTIAL PRICES OF PRODUCTS AND SERVICES**
EFFECTIVE DATE: April 16, 2000
REVISION DATE: January 26th, 2002, April 2, 2002, September 10, 2003
APPROVED BY: CWEA Board of Directors

POLICY

In as much as CWEA members create value and defray the costs of all products and services created for the benefit of wastewater professionals and others interested in CWEA's Mission through payment of their membership fees to CWEA, CWEA's members are entitled to enjoy the benefit of those products and services at direct cost. Those non-members utilizing CWEA's products and services shall pay an additional fee for such products and services and shall be offered membership in CWEA. The differential shall be such that the cost of services for non-members is equal to the cost of those products and services to CWEA members, where the cost of product or service includes the cost of membership in CWEA and a proportional cost, where the cost is less than the cost of membership in CWEA.

PROCEDURES

1. The differential for non-members in Annual Conference, and Northern Instrumentation Control and Electrical Conference, Northern and Southern Regional Conference and Industrial and Hazardous Waste annual conference registration fees shall be equal to the current annual association dues. Differential registration income shall be counted as non-member or dues income and not conference income and shall be so reported on the conference final report, and shall be remitted in its entirety to the Association office. Non-members may, at their discretion, elect to have the differential applied to membership in CWEA.
2. A minimum differential equal to 50% of the current annual association dues shall be charged to non-members at all Seminars and Conferences (other than those described in 1. above) sponsored by CWEA and/or CWEA Committees.
3. Reciprocal conference pricing is provided to members of CA-NV AWWA and CWEA at each others respective events. CA-NV AWWA members pays CWEA member rates for all CWEA conferences and CWEA members pay CA-NV AWWA member rates for all CA-NV AWWA conferences.

4. CWEA provides member conference pricing to members of the other Member Associations of the Water Environment Federation. Members of other MA's would pay CWEA member rates for all CWEA conferences and training events.
5. The differential for non-members registering for TCP examinations shall be equal to the current annual association dues. Registrants who are members of those WEF Member Associations contracting with CWEA for administration of TCP examinations shall pay the member rate. Those who are not members of the WEF Member Association shall pay the non-member rate, with CWEA remitting the portion of the CWEA non-member fee equal to the WEF Member Association's membership fee to that Association, and CWEA retaining the residual.
6. The differential for non-members renewing any number of TCP certificates expiring within six months of each other, shall be equal to the current annual association dues.
7. The differential price for non-members purchasing an annual subscription to the Bulletin shall be equal to the current annual association dues.
8. The minimum differential price for non-members purchasing any CWEA products and services shall be:
 - a) equal to 5% of the current annual association dues for each item purchased, where the member price is \$25 or less; and
 - b) shall be 10% of the current annual association dues for each item purchased, where the member price is more than \$25 but less than \$50, and
 - c) shall be equal to 20% of the current annual association dues for each item purchased, where the member price is \$50 or more.

(e.g. if dues are \$70, the price for a non-CWEA member, of a product costing \$15 would be \$15, plus \$3.50, for a total of \$18.50; for a product costing \$35, the CWEA non-member price would be \$35 plus \$7 for a total of \$42; and a product costing \$60, the CWEA non-member price would be \$60 plus \$14, for a total of \$74.)
7. After July 1, 2002, the minimum differential price for non-CWEA members purchasing any Local Section products and services:
 - a) equal to 5% of the current annual association dues for each item purchased, where the member price is \$25 or less; and
 - b) shall be 10% of the current annual association dues for each item purchased, where the member price is more than \$25 but less than \$49, and
 - c) shall be equal to 20% of the current annual association dues for each item purchased, where the member price is \$50 or more.

(e.g. if dues are \$70, the price for a non-CWEA member, of a product costing \$15 would be \$15, plus \$3.50, for a total of \$18.50; for a product costing \$35, the CWEA non-member price would be \$35 plus \$7 for a total of \$42; and a product costing \$60, the CWEA non-member price would be \$60 plus \$14, for a total of \$74.)

8. Any non-member may, at any time, include a membership fee and application with the purchase of a product or service, and may then receive the product or service at the same rate as a member.
9. This policy shall be waived for a non-member attending a local section event for the first time only after the effective date of this policy.
10. This policy shall not apply to immediate family members or significant others of CWEA members, provided that said individual(s) are not employed in any wastewater related business.