

## **OPRA Sponsorships Royalty/Fee Schedule**

### **CompManagement**

Members pay 9% of estimated savings. OPRA receives 3%. CM retains the rest. There are other administrative fees paid to OPRA which are not specified in the agreement.

### **Medicare Solutions**

OPRA receives 5% of new and continuing enrollments. Agreement also specifies 2% for Indiana business and 1% for other states if OPRA provides assistance.

### **MRDD Solutions**

OPRA receives 5% of purchase price and 2.5% - 5% of maintenance and support agreements.

### **OPEN**

OPRA receives 2%.

### **Philadelphia Insurance**

Premium threshold of \$1,000,000 = \$2,500 annually  
Premium threshold of \$1,500,000 = \$3,000 annually  
Premium threshold of \$2,000,000 = \$4,000 annually

### **UST**

Rate per qualifying FTE:  
\$1.50 for those enrolled prior to 1/01/06  
\$2.00 for first year if enrolled after 1/01/06  
\$1.00 for second and subsequent years of enrollment

### **Wells Fargo**

\$3,000 fee for first 6 months  
TDB (9/15/10) per member per month fee which is re-negotiated annually

## **OPRA MEMBER SERVICES COMMITTEE GUIDELINES ON SELECTION AND MANAGEMENT OF MEMBER SERVICES PROGRAMS**

- 1. The Member Services Committee (“Committee”) may, from time to time, recommend that the OPRA Board select certain member services programs (“Programs”) in order to provide services and cost savings to OPRA members and/or increase non-dues revenue for the Association.**
- 2. The Programs should provide a good or service which furthers the mission and goals of OPRA and its members.**
- 3. A goal of the Committee is to provide a reasonable amount of choice for its members; taking into consideration the needs of the membership, varied agency size and geographic location.**
- 4. All business of the Committee should be conducted in accordance with the OPRA Conflict of Interest Policy and Procedures and other applicable OPRA policies and procedures.**
- 5. The Committee may, from time to time, review any or all existing agreements or contracts with its Programs, member satisfaction data and/or anecdotal information and recommend changes in the partner relationship(s) to the OPRA Board. The recommended changes shall reflect the best interests of the Association and its members.**
- 6. The OPRA Board shall approve the selection of all programs.**
- 7. OPRA’s relationship with a Program may be terminated at will by the Board or in accordance with the terms of a contract with the Program which is approved by the OPRA Board.**

POWERFUL ADVOCATES

INDUSTRY LEADERS



## OPRA MEMBER SAVINGS & GROUP PURCHASING PROGRAM

These challenging times call for strategies and resources that reduce your costs and improve your bottom line. OPRA has aligned with industry organizations to equip its members with discounts and savings on the products and services that you need and use every day. Check out the exclusive programs below for OPRA members.

### COST EFFECTIVE SOLUTIONS



Medicare Solutions specializes in helping Medicare beneficiaries receive all of the services, subsidized programs and benefits for which they are eligible.



Provides access to criminal and other background checks.



A Member of the Tokio Marine Group

Access complete coverage on your property and casualty insurance to protect your organization. 5% premium reductions available.



OPRA Workers' Compensation Group Rating Program. Savings on individual organization premiums.



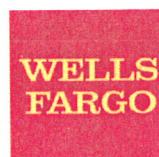
Save on premium "integrated" Developmental Disabilities software systems in accounting, payroll, billing, human resources, fund raising, incident tracking, and other Developmental Disabilities specific functions.



Provides the nonprofit community with a safe, cost-effective alternative to payment of state unemployment insurance taxes



Two free hours of legal services annually from the law firm of Vorys, Sater, Seymour & Pease.



Provides access to health insurance discounts and offers value-added services for employee benefits, such as COBRA administration and a legal helpline.

Royalty Payments - various years 2002 - 2009

Agency	2002	2003	2004	2005	2006	2007	2008	2009	2010
Comp Management		\$ 25,121.49	\$ 20,862.41	\$ 11,221.61	\$ 12,012.35	\$ 14,843.03	\$ 14,600.69	\$ 10,203.47	
Solana (MRDD Solutions)	\$ 1,005.63	\$ 3,930.80	\$ 5,963.69	\$ 4,570.94	\$ 6,643.61	\$ 7,004.14	\$ 6,980.06	\$ 6,836.09	
OpenOnline	\$ 593.57	\$ 1,330.19	\$ 1,240.70	\$ 1,206.04	\$ 1,056.16	\$ 932.73	\$ 855.20	\$ 966.33	
Unemployment Services Trust		\$ 2,016.26	\$ 2,242.50	\$ 2,242.12	\$ 2,299.52	\$ 2,350.50	\$ 3,995.50	\$ 3,797.50	\$ 925.38
Philadelphia Insurance Co.					\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	
Medicare Solutions							\$ 15,641.50		
OPOC/Retirement/Benefits Group	\$ 6,683.93		\$ 9,886.40	\$ 12,592.53	\$ 16,509.48	\$ 8,940.23			\$ 1,259.76
<b>Total</b>	<b>\$ 8,283.13</b>	<b>\$ 32,398.74</b>	<b>\$ 40,195.70</b>	<b>\$ 31,833.24</b>	<b>\$ 42,521.12</b>	<b>\$ 38,070.63</b>	<b>\$ 46,072.95</b>	<b>\$ 25,803.39</b>	<b>\$ 2,185.14</b>
Combination of 2002 and 2003 royalties									
2004/All 2005/Part 2006 royalties									
Combination of Health Program PP, Health Program Aggregate and general royalties									
Combination of 3 of 12 payments due									



# Royalty Payments 2002 - 2009

