

<b>WCMA Member Benefits</b>				
	<b>Income</b>	<b>Factor</b>	<b>Number</b>	<b>Annual Value</b>
1	Sales Leads	New business gained from WCMA Exhibiting at Trade Shows, Member Listings in Wood Components Buyer's Guide, Website Source Guide, etc.	1/2% income generation on \$1 million operation	\$5,000
2	One Income Producing Idea	Ideas are gained at Plant Tour Events, spring Annual Meeting, from Industry Updates, Research Activities, etc.	1/2% income generation on \$1 million operation	\$5,000
3	Doing Business with Members	Networking with fellow WCMA members allows you the opportunity to make new business connections	1/2% income generation on \$1 million operation	\$5,000
<b>Expenses (savings)</b>				
4	Magazine Advertisements	All members receive free listing in Wood Components Buyer's Guide published with Wood Products magazine and also discounted rates for larger ads	Discount on single 1/2 page ad	\$680
5	Trade Show Booths	WCMA exhibits at several trade shows annually to promote members' products and gain sales leads. We go so you don't have to!	Average booth, furnishings, hotel, and travel expenses: \$3,000 per show	\$9,000
6	Industry News	Newsletters & updates on trends, market conditions, events, etc.	\$100/month	\$1,200
7	Education	Receive Labor Relations Bulletin from WCMA lawyers to avoid costly labor laws and regulations expenses	\$50/month	\$600
<b>Total Value of Benefits</b>				<b>\$26,480</b>
<b>Your Annual Membership Cost</b>				<b>\$1,000 - \$3,000</b>
<i>WCMA provides many other benefits. Those listed here were picked as examples to reflect the potential value provided on both income and expense areas and are estimates based on previous experience.</i>				