

WCMA Member Benefits				
	Income	Factor	Number	Annual Value
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 WIC meetings, 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
Expenses (savings)				
4	Magazine Advertisements	All members receive free listing in Wood Components Buyer's Guide published with Wood & Wood Products magazine and also discounted rates for larger ads	Discount on single 1/2 page ad	\$680
5	Trade Show Booths	WCMA exhibits during at least 6 domestic 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	\$18,000
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
8	Research	WCMA conducts annual market studies, cost of doing business survey, wage & benefit survey free to all participating members	\$1,000 per study	\$3,000
Total Value of Benefits				\$38,480
Your Annual Membership Cost				\$500 - \$1,500

WCMA provides many other benefits. Those listed here were picked as examples to reflect the value provided on both income and expense areas.