

NBCH 2012 Member Dues Structure Survey
Preliminary Aggregate Results
June 26, 2012

Purpose: Coalitions expressed interest in learning more about peer dues structure during the Member Assessment phase. Additionally, the New Director Affinity Group specifically requested a more detailed look at dues models.

This survey was conducted in June 2012, with 34 coalitions providing detail of dues models. Additional coalition input will be gathered at the All-Member Meeting, and the final report adjusted accordingly.

PRELIMINARY FINDINGS

Respondents

N = 34 member coalitions (60% response rate)

Of these, 7 respondents are Direct Contracting, and will be summarized separately. Unfortunately, the dues models of Direct Contracting coalitions reporting are very distinct, making it not possible to develop aggregate findings until additional information is gathered.

This takes total “non-direct contracting” to n = 27. In four instances, coalition dues structures were so unique they could not be included in aggregate analysis, bringing n = 23. Of these:

- 13 Coalitions use a PEPY structure,
- 8 Coalitions have a tiered structure with fixed rate by number of employees,
- 2 have a flat fee regardless of size.

PEPY Structure, Non-Direct Contracting (n = 13)

Note: Of the 13, 2 report dues structure as PMPM. These were re-calculated to PMPY for purpose of this analysis.

- The PEPY fee ranges from \$1.75 - \$25.00.
- The PEPY median and mode value is \$5.00, with the mean at \$8.10 due to outliers.
- Of the 13, 9 (69%) set a minimum-maximum value. The mean minimum due is \$1080, and maximum due mean is \$12,555. The highest dues limit for PEPY is \$25,000, with 33% of these coalitions capping dues at \$20,000 or greater.

Flat, Fixed Structure, Non-Direct Contracting (n = 2)

These coalitions charge an annual fee to all employer members, regardless of size. This ranges from \$100 - \$350 per organization.

Tiered Fixed Structure, Non-Direct Contracting (n = 8)

- Coalitions using tiers range from 3-8 tiers, with a mean of 5 tier levels per coalition.
- The amount of dues a member pays, regardless of size, ranges from \$50 – \$20,000. The median spread of minimum to maximum tier is \$3325.