



Extension Services Cost Recovery Fees

OPERATIONAL SUPPORT SYSTEMS


Magento
e-Commerce


hawksearch
Artificial Intelligence
Machine Learning


dotdigital
Engagement Cloud
Email Marketing


canvas
Learning
Management


cvent
Event
Management


Office
DEPOT
Print, Promo
and Signage

Cost Components



Support

What do cost recovery fees cover?

- There are contractual fees paid to vendors for every registration
- There are computing infrastructure and maintenance costs in the fee structure
- There are human resource costs



Event Costs



Service Levels

4 levels of event services provided



Level 1
Registration only

- Online registration
- Single webpage
- Access to attendee and revenue reports

Level 2
Reg + limited service

Level 1 services plus:

- Nametags for attendees
- Limited facility arrangements for events held in Missouri
- Meeting room, lodging & food service

Level 3
Reg + full service

Level 2 services plus:

- Multipage website
- Budget development
- Contracts and fiscal mgmt.
- On-site event staffing and oversight
- Comprehensive logistical arrangements

Level 4
Reg + full service
+ speaker mgmt.
+ exhibitor mgmt.

Level 3 services plus:

- Speaker mgmt
- Abstract and poster mgmt
- Exhibitor and sponsor mgmt



Pricing Levels - Extension

Extension groups are exempt from all base fees

Level 1 Registration only	Level 2 Reg + limited service	Level 3 Reg + full service	Level 4 Reg + full + spkr mgmt
<ul style="list-style-type: none">• No base fee• \$10 per person• Fees subsidize “for free” events• No fee for:<ul style="list-style-type: none">• Free events• Events with fees that only cover food and/or rental expenses	<ul style="list-style-type: none">• No base fee• \$15 per person• Covers registration plus services	<ul style="list-style-type: none">• No base fee• \$30 per person• Covers full range of services	<ul style="list-style-type: none">• No base fee• \$40 per person• All aspects of event mgmt included

Pricing Levels – UM System or State Agencies*



Cancellation fees will be assessed for all events

Base fees cover general operations and personnel costs

Level 1 Registration only	Level 2 Reg + limited service	Level 3 Reg + full service	Level 4 Reg + full + spkr mgmt
<ul style="list-style-type: none">• No base fee• \$10 per person• No price break for “free” events• Cancellation policy applies	<ul style="list-style-type: none">• Base fee starting at \$1,500 applied• \$15 per person• Base fee is non-refundable• Cancellation policy applies	<ul style="list-style-type: none">• Base fee starting at \$3,500 applied• \$30 per person• Base fee is non-refundable• Cancellation policy applies	<ul style="list-style-type: none">• Base fee starting at \$5,000 applied• \$40 per person• Base fee is non-refundable• Cancellation policy applies

*Includes state grant-funded courses

Pricing Levels – Associations or External Organization*



Cancellation fees will be assessed for all events

Base fees cover general operations and personnel costs

Level 1 Registration only	Level 2 Reg + limited service	Level 3 Reg + full service	Level 4 Reg + full + spkr mgmt
<ul style="list-style-type: none">• No base fee• \$20 per person• Cancellation policy applies	<ul style="list-style-type: none">• Base fee starting at \$1,500 applied• \$30 per person• Base fee is non-refundable• Cancellation policy applies	<ul style="list-style-type: none">• Base fee starting at \$3,500 applied• \$40 per person• Base fee is non-refundable• Cancellation policy applies	<ul style="list-style-type: none">• Base fee starting at \$5,000 applies• \$50 per person• Base fee is non-refundable• Cancellation policy applies

*Includes federal grant-funded courses

Questions?



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