

The 2-Scenario Approach--CRITERIA

Scenario A—Best Case

- *Current dues revenue increases by a minimum of \$20,000 [dues adjustment & stable/more members]*
- *60% of 20-21 invoiced annual dues are collected*
- *We are able to maintain essential services/staff through operational revenue only [dues/ACBO]*
- *Profit from planned or new events in 20-21 allows us flexibility in a downturn situation*
- *Reserves are maintained*

Scenario B—Worst Case

- *Membership levels decrease by more than 15% [attrition]*
- *More than 40% of annual dues are unpaid or cancel membership*
- *ACBO discontinues our current agreement*
- *Event revenue won't offset negative budget impacts*
- *Reserve Fund and PAC are exhausted*

The 2-Scenario Approach--CONDITIONS

Scenario A—Best Case

- *Essential member services and benefits continue uninterrupted*
- *All staff positions are retained at 2019-20 salary levels and benefits are unchanged in 2020-21*
- *ACCCA's Headquarters remain in their present location [end of current lease 3-31-21]*
- *We are able to continue to provide most established PD programs in a virtual way*

Scenario B—Worst Case

- *Essential member services and benefits continue uninterrupted*
- *Pay cuts and a decrease in the employee benefit cap are implemented*
- *ACCCA closes it's Sacramento Office beginning in Sept and becomes an all-remote workforce*
- *Efforts to continue PD programs continues but audiences shrink because of system staff reductions.*



Data to inform discussions...

2020 Member Survey Results

- *Member Demographics*
- *Preferences*
- *Professional Development Needs*
- *Advocacy Issues*
- *Member Comments*

Strategic Plan Status Report

- *All Goals and Tasks*
- *Current Status*
- *Core Challenges*

Financial Planning Documents

- *Budget Fact Sheet*
- *Multi-year Budget Projections and Assumptions*
- *Updated Staffing Plan*

Strategic Teams

Wednesday, 1:00 to 2:30 p.m.

Zoom ID:





Group Work Guidelines

- **Gather** with your assigned group
- **The appointed leader** will manage the discussion and report out. Staff will take notes and provide context and information as needed.
- **Review Data Packet** for your assigned strategic area including plan status, core challenges, staff suggestions and member feedback. *Are there other challenges you can identify? Are their opportunities we are missing?*
- **Discuss Strategic Solutions**
 - *Does the solution support the goal and move the strategic area forward?*
 - *Is it actionable? What are the steps/tasks needed & are they measurable?*
 - *Can you estimate the resources needed? What should the timeframe be?*
- **Develop recommendations** for keeping or reframing goals/activities in place, adding to them or eliminating them



Focus Area Teams

FOCUS AREA I MEMBERSHIP	Lonita <i>(Lead)</i>	Juan	Kaneesha	Judy	Scott	Diana	Christel <i>(Staff)</i>
FOCUS AREA II OPERATIONS	Bonnie <i>(Lead)</i>	Wyman	Jim	Kuldeep	Samia	Doug	Susan <i>(Staff)</i>
FOCUS AREA III PROF. DEV.	Geisce <i>(Lead)</i>	Andy	Joshua	Stacey	Sean	Charlie	Courtney <i>(Staff)</i>
FOCUS AREA IV ADVOCACY	Willy <i>(Lead)</i>	Eric	Sylvia	Darren	Maria	Omid	Michelle <i>(Staff)</i>