

# **2018 Summer Sessions Report on Pay as Led Process**

Sessions committee is continuing along our path to implementing Pay as Led for Summer Sessions (SS) 2019. Our plan is to begin 2019 with a new relationship with Silver Bay. Instead of paying Silver Bay directly, each of us will be paying NYYM. The amount will be determined by a pricing model explained below. Basically, you will decide to choose to pay a small minimum amount or more, based on knowledge of the standard amount charged by Silver Bay and a “full” amount that covers all NYYM costs. There will be no registration fee. Grants from NYYM or local/regional meetings will be taken into account. The exact implementation process is still be worked out, but we hope to take advantage of the software that New England Yearly Meeting has used to implement their PaL process.

Here are some of the details.

## **Relationship with Silver Bay**

In this year as in the past, the registration process involved registering with NYYM and paying a registration fee. The rooming requests from the registration information was forwarded to SB which then contacted the registrant with rooming information including pricing and a request for a deposit. The registrant was then responsible for making the final payment to SB by the end of summer sessions.

Under the new contract, NYYM will be responsible for all payments to SB. Although details are still being worked out, this may require that a final payment be made to SB well before the start of SS. It may also require us to change the calendar for registration, perhaps starting as early as January and finishing by the end of June.

## **Presenting PaL Pricing**

The basic model for PaL pricing is to start with the standard rate as charged by SB. We will specify a minimum PaL payment of 25% of the standard rate for the least expensive SB

lodging options and 75% for the most expensive. The registration process will present registrants with three costs: the PaL minimum, the standard rate, and a full rate that covers the NYYM internal overhead for running SS (calculated as 25% above the standard rate). Registrants may choose to pay any amount at or above the PaL minimum.

Any amount above the standard rate will be recognized as a donation to NYYM and the registrant will be provided with a receipt for tax purposes.

The pricing will not include a separate registration fee and no such fee will be collected.

### **Grants for Registrants**

Registrants will be able to specify if they are eligible for and claiming any of two different types of grants. The first type is a grant from another NYYM organization such as for JYM volunteers, pastors, or NYYM committee members. The second type is a grant from a monthly or regional meeting to support a specific attendee. Either type of grant will be verified by the registration team and, for the second type, payments to NYYM will be expected from monthly/regional meetings.

A registrant claiming a grant may be in a situation where the grant exceeds the PaL minimum. In that case, the registrant may choose to pay nothing.

### **Implementation Mechanism**

The exact implementation of the registration process is still being reviewed. We still hope to base the process on the registration web site implemented by New England Yearly Meeting (NEYM). Their site is linked to their membership database which is implemented using Salesforce. We have successfully converted NYYM's membership database to Salesforce over the last few months in part to support this possibility. Whatever automated process we use, there will also be a paper based registration process for those without access to the web.

We recognize that there are still more details to be worked out for Pay as Led, some of which will depend on the final contract with Silver Bay YMCA and our ability to adapt NEYM's registration site. We remain committed to implementing the process and to the belief that it will benefit NYYM by removing some of the barriers that prevent Friends from participating in Summer Session.

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