

Explanation of Affiliation Benefit Value

The attached spreadsheet shows several CSE Affiliate benefit evaluations. On the "Direct" tabbed worksheet, the row "1-6 Total" represents a conservative evaluation covering the services and facilities of which most affiliates take advantage each year.

The row "1-8 Total" represents an evaluation, including services, of which some of the affiliates have taken advantage each year, while the row "1-10 Total" represents an evaluation of which only a few of the Affiliates have taken advantage.

Clearly your organization's benefits may fall somewhere in the middle and vary somewhat from year to year, but we believe that these numbers clearly show the type and amount of value that Affiliates of CSE enjoy.

By the way, being good engineers, we wanted at least a reasonableness-test for the evaluations. That is shown on the "Indirect" tabbed worksheet in the attached spreadsheet. There we have spread our annual budget over the typical number of paying Affiliates (paying because we also have reciprocating, complimentary affiliations with many organizations like the SEI). CSE's annual budget is also supported by contract research to DARPA and other government agencies, and thus is significantly more than the sum of the paying Affiliates' contributions. In this case, the yearly value works out to \$60,000. Again, this assumes your organization takes advantage of the opportunities that affiliation provides.