



Choice Partners

Board Presentation

June 18, 2025

SEE THE IMPACT



Choice Partners



About Us:

Leadership Team – 5

Contract Manager – 6

Billing Specialist – 5

Contract Coordinator – 3

Compliance Specialist – 1

Executive Admin. – 1

(Fully staffed as of 5/27/2025)

Our efforts are strengthened by the valuable support we receive from HCDE, particularly from the Purchasing and MCE teams.

Services Delivered: Who We Serve and How

733 Active Contracts

Legally procured cooperative purchasing agreements across a variety of categories

2,525 Participating Members

Public school districts, higher education institutions, municipalities, and nonprofits

Growing National Reach

Serving members and vendors across the United States

Comprehensive Support

Ongoing training and resources provided to both members and vendors

Transparent Financial Processes

Sales activity tracked and reconciled regularly; CP fees billed with accuracy and clarity

Division Insights

Top Performing Team: Highest revenue and operating margin per employee.

Market Expansion & Outreach: Represented at **ASBO** events in **TN, FL, NC, CA, OK, LA**

Continuing low admin fees: Driven by competitive pressure—impacting margins as we adjust to stay competitive.

Recruiting Efforts and Team Growth: Expanded our field representative team with two professionals who bring direct experience as former **Purchasing Directors** from K-12, with a third looking to start soon.

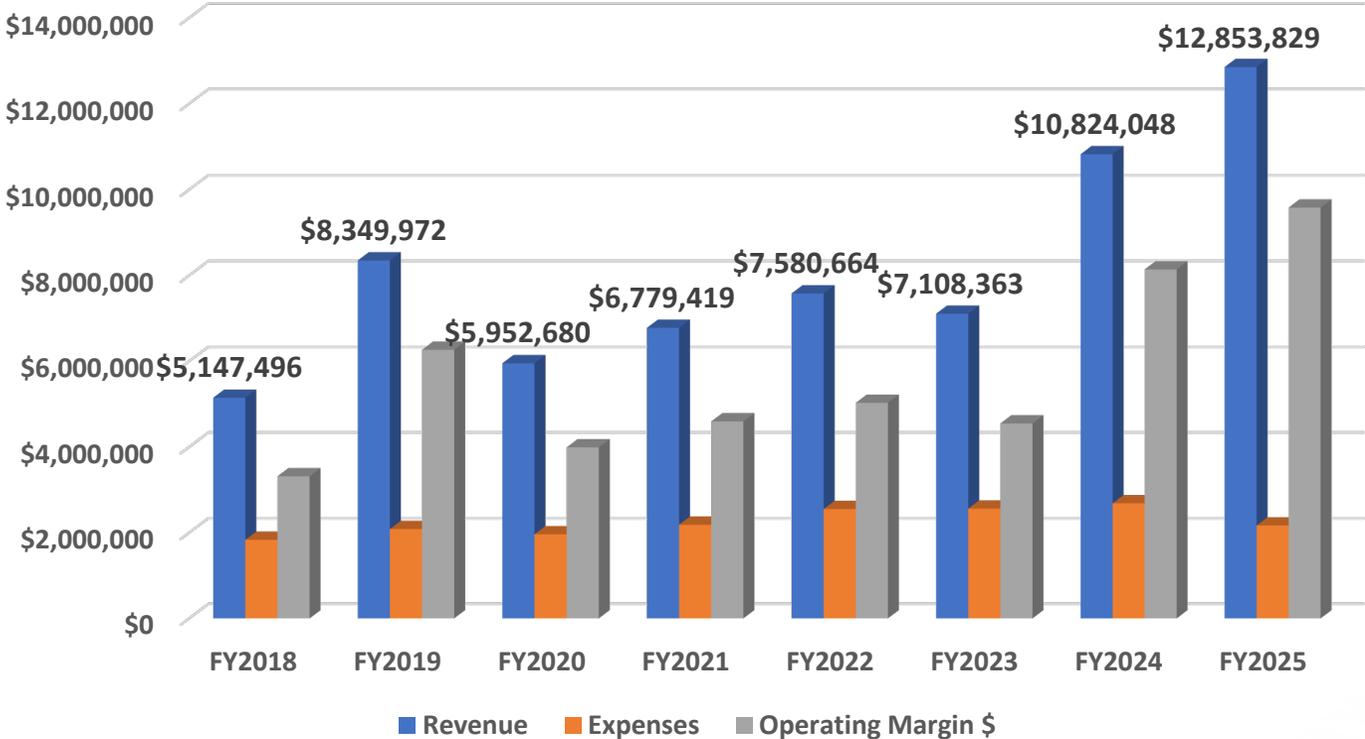
Team Synergy: With aligned goals, success becomes sustainable—it's the difference between simply functioning and truly excelling.

2024 Key Highlights

- A billion in member-reported spend across all contracts
- Over \$1 million in rebates returned to participating members
- 15 new contracts awarded across growing categories
- Expanded national footprint through trade shows and vendor engagement

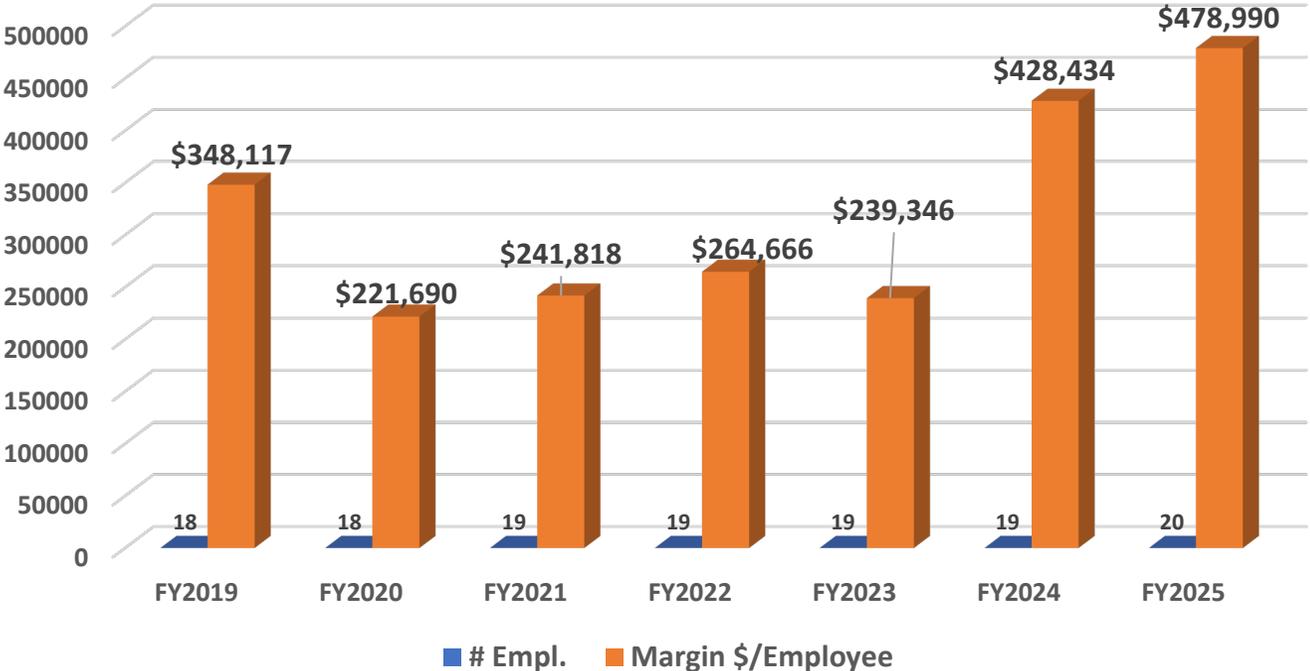
Revenue, Expenses, Margin

Revenue, Expenses and Oper. Margin



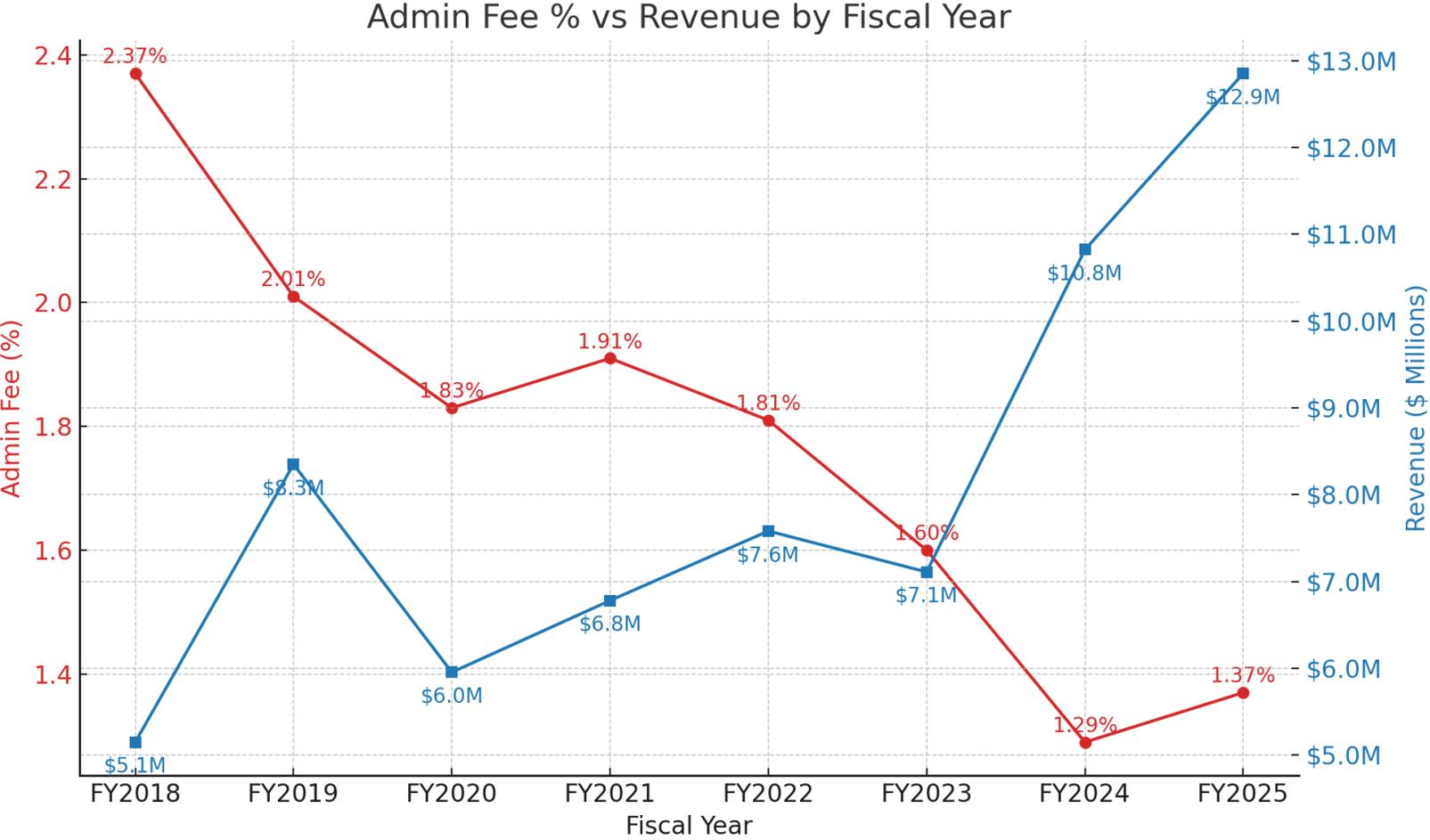
Margin Per Employee

Margin \$ Per Employee



Admin Fee Trends vs Revenue Growth

- **Admin Fee %** (red line) continues a downward trend, reflecting strategic fee reductions.
- **Revenue (\$)** (blue line) shows a strong upward trajectory, particularly in FY2024 and FY2025.



Priorities for 2025-2026

Prioritize hiring and empowering staff with meaningful training, enabling them to succeed early and help drive the cooperative's growth.

Broaden event strategy with more CP-hosted engagements in local and out-of-area markets.

Strengthen contract strategy by targeting member-driven, high-impact RFPs.

Enhance member value to compete with growing co-ops and lower admin fees.

Continue the path of building consistent operations supported by measurable performance metrics.

Choice Partners

We do not just focus on numbers, revenue, conferences and contracts...



Choice Partners

We invest in team culture, pride, and fun to keep employees engaged and motivated.



Questions or Clarifications?

With the strong leadership of our **Executive Team**, the support of our **Board Members**, the strategic direction from our **Chief Operation Officers, Dr. Williams**, and the visionary leadership of **Superintendent James Colbert**, we are united by a clear goal:
To actively contribute to the advancement of **HCDE's initiatives** and create meaningful impact through the work of **Choice Partners**.

We welcome your questions or feedback.