



Choice Partners

Board Presentation

June 19, 2024

SEE THE IMPACT





Choice Partners Team - January 2024

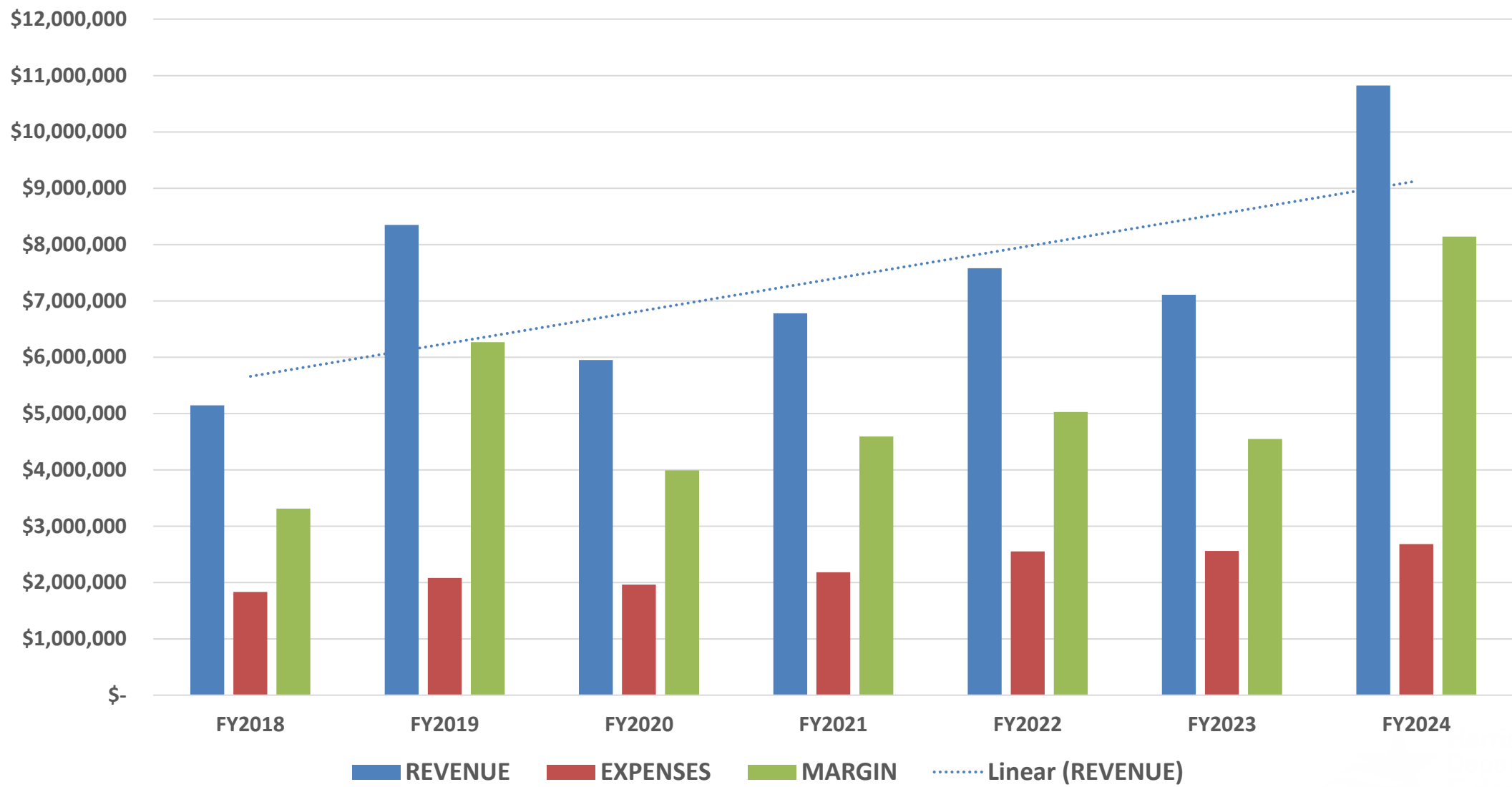




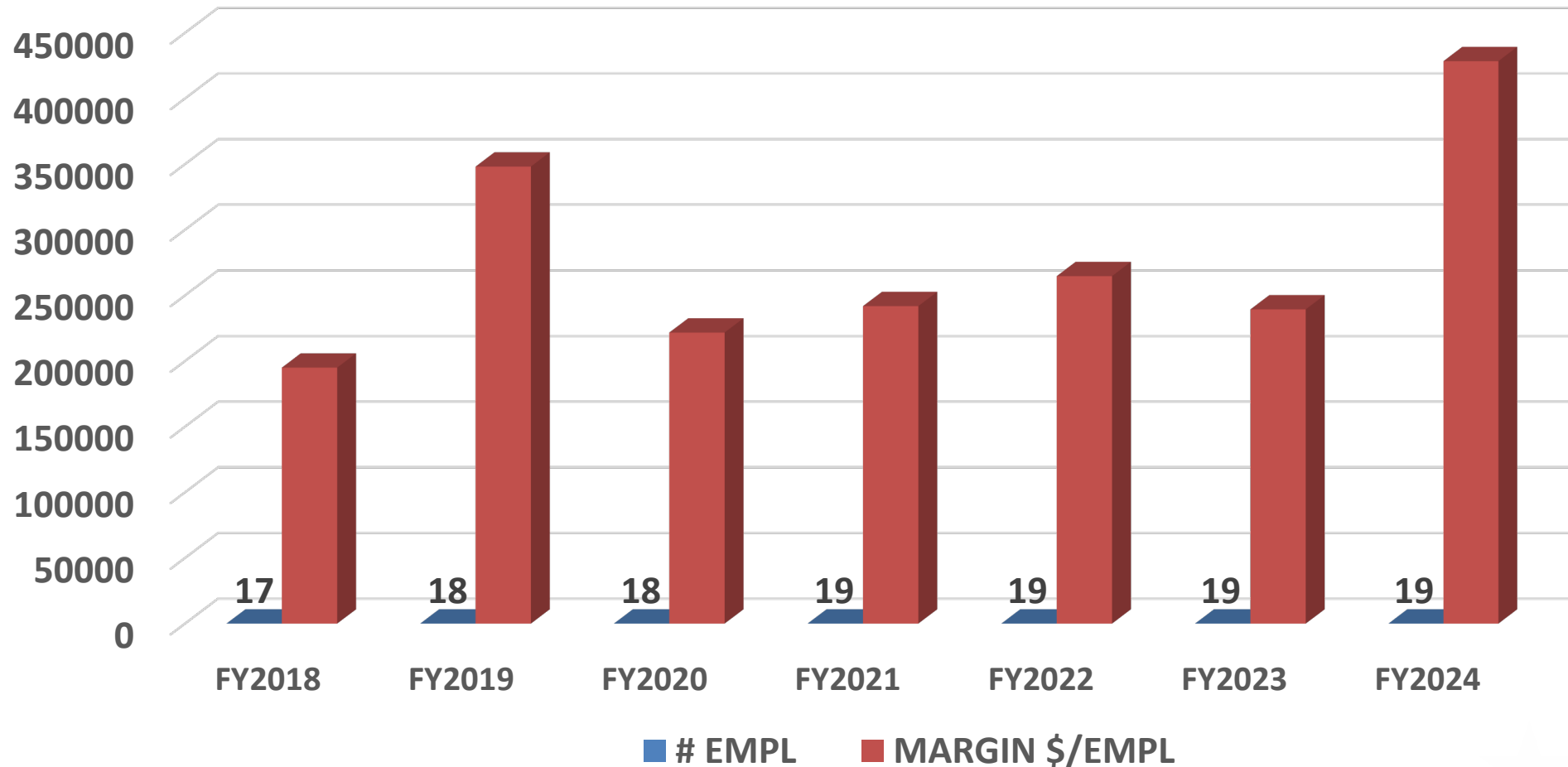
Services Provided

- **632 contracts** - Cooperative purchasing contracts
- **2400 members** - Entities that can use CP contracts
- Deliver support to both vendors and members by providing comprehensive and regular training.
- Collect Sales Activity, Billing (CP Fees), Reconciling

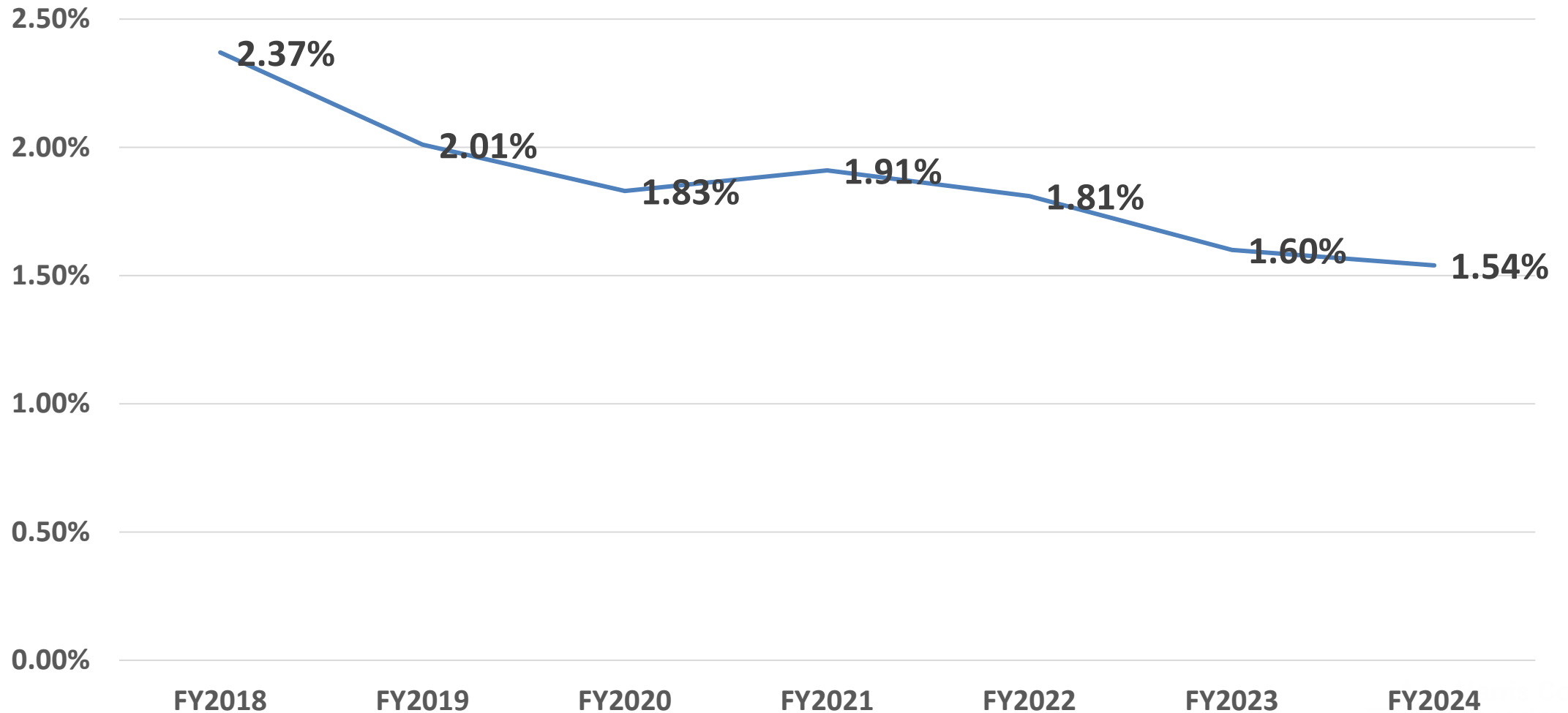
Revenues, Expenses & Operating Margin (Extr. FY2024)



Margin \$ Per Employee (Extr. FY2024)



Average Admin. Fee Percentage (Extrap. FY2024)





FY2024 Key Highlights



- **Approx. \$900 million – FY24**
- **1ST Rebate – for FY23 Activity**
- **Approx. \$10.8 million CP Fee FY24)**
- **OUT OF STATE:**
 - **\$38 million and \$700K CP Fees**
 - **Over 50% of new CP members**
 - **Activity in 39 states**



Future Plans

Rebates – *CHOICE CASH*

- More digital – *Online Marketplace Expansion*
 - *Amazon – MWBE/HUB/SBE initiatives*
- **Growth and expansion** of markets outside of TX
- **More contracts for usage in cities and counties**
- **Competitive Threats**
 - Continual Erosion of Administrative Fee %
 - (4) LARGE coops – OMNIA, Sourcewell, TIPS, E & I – **ALL** with HUNDREDS of employees AND coming to TX
 - Recent surge of clearinghouse sites comparing cooperatives





CP Vendor Show 2023

