

Membership Dues Structure Alternatives

Click to edit Master subtitle style

Charge to the Board

"The Board shall evaluate the ICIS membership dues structure that considers the members' size, and report back to the DA"

Options

- Raise dues
- Cut expenses
- Status quo budget supported by using reserves
- Some or all of the above

Board Implementation

- Established goal:
 - *Balanced budget for normal operating expenses (with projects over and above that)*
- Identified other membership dues structures
- Evaluated other membership structures
- With this presentation, report to the Delegates Assembly

Current Dues Structure

- Flat rate for all organizations
 - €1300
 - Raised in Auckland to fix structural deficit
- Since Auckland
 - 3 members have cancelled membership
 - Need dues of €1800 for structural balance

Alternative Dues Structure #1

- Dues based on “size” of member organization
- “Size” determined by one or more of the following:
 - Number of employees
 - Number of clients
 - Number of physical locations
 - Amount of revenue

Alternative Dues Structure #1

- Example: Number of employees
 - Up to 25 employees – €1400
 - CIL, IIBH, MOLIO, NATSPEC, SIACAD
 - 26 to 99 employees – €1800
 - ARCOM, CRB, GAEB, URS
 - 100+ employees – €2200
 - NBS, RTS, Norconsult

Alternative Dues Structure #1

- Advantages
 - Solves structural deficit
 - Recognizes that larger organizations get benefits for more employees
- Disadvantages
 - May not be able to get current "size" information from members

Alternative Dues Structure #2

- Dues based on type of organization
- Example:
 - Specification/cost data/product data providers – €1600
 - Standards organizations – €2500
 - Government agencies – €2500
 - Software developers – €3000

Alternative Dues Structure #2

- Advantages
 - Solves structural deficit
 - Industry perception of ICIS and credibility could increase
- Disadvantages
 - Could have member dissatisfaction if dues are different for organizations but all receive same member benefits

Alternative Dues Structure #3

- Dues based on sponsorship level
- Example:
 - Gold
 - €2500
 - 2 complimentary conference registrations
 - Recognized as sponsor on website
 - Silver
 - €2000
 - 1 complimentary conference registration
 - Recognized as sponsor on website
 - Bronze
 - €1500

Alternative Dues Structure #3

- Advantages
 - Solves structural deficit if get right mix of sponsors
 - Sponsor could receive additional industry recognition
- Disadvantages
 - Members would not be treated equally

Alternative Dues Structure #4

- Dues based on membership of both organizations and individuals
 - Retain existing organization category
 - Add individual membership category
 - E.g., €200

Alternative Dues Structure #4

- Advantages
 - Solves structural deficit if get right mix of organization and individual members
- Disadvantages
 - Members would need to receive value beyond that which they receive with their organization membership

Action

The DA adopts the following course of action:

