Membership Dues
Structure Alternatives
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: