

# Dues proposal for ISPI AGM

## Background:

ISPI Vancouver has been very well managed over the years by a dedicated executive that continues to strive to give its membership excellent learning opportunities at a very low cost.

In the last year we have made improvements in our operation that will increase our costs and therefore need to improve our revenue stream.

The cost drivers that are important to consider are:

**Regular Venue:** This choice has increased our visibility and helped to increase regular attendance. It comes at a cost. The cost of using the Plaza averages \$22 - \$25 per person for each meeting.

**On-line registration:** This service will greatly reduce the workload of the VP of Membership by allowing members and guests to register themselves and remove their names themselves. This will add \$0.50 per person per meeting.

**Using credit cards for payment:** This will add about approximately \$9.15 per year for members. This service has been requested by the membership and guests. It is directly tied to the on-line registration and allows the use of Visa or Mastercard to pay for dues and special events. The credit card payment and meeting registration for guests costs \$1.75 each.

**ISPI Vancouver Website** with the on-line directory. This website has a modest annual cost (about \$300).

## Revenue Streams

ISPI Vancouver has primarily 3 revenue streams: dues, guest fees and special event fees.

## The Proposal for the AGM

A survey was conducted of the membership and the results show that members are more interested in increasing dues and keeping meeting attendance costs at \$0. So the executive proposes the following fees be adopted:

Regular Member	\$95
Member who resides outside the GVRD	\$65
Full time Student membership	\$65
Regular Meeting Guest Fees	\$30
Regular Member Joining after April 1,2006 for the remainder of the membership year*	\$65
Honorary Members	\$0

\*There are no provisions for a reduced rate for Students or Outside the GVRD

We will continue to allow members to attend regular meetings free of charge. This still represents an excellent value to the Human Performance Professionals. Our reliance on special events will still be critical to our continued financial solvency.