

NZOIA Membership Fee Increase Options – 2019/20

In accordance with section 7.17 in the Constitution, the subscription fees for the next financial year will be set at the AGM.

Due to inflation, NZOIA's fixed operating costs continue to increase annually. However, grant funding which amounts to 25% of our income does not increase accordingly and has become harder to access because of reduced funding pools and changing criteria. To meet the shortfall, we need to consider an increase to membership fees.

The Board would like to propose the following options for Membership Fees in 2019/20:

Option 1 – Discontinue Leader Membership Discount (\$60)

Rationale: Leader members receive the same benefits as a full member. The discount amounts to approximately \$12,000 of lost revenue to NZOIA annually. The discount was set up assuming these award holders were on lower incomes/entry level jobs. However, this is not necessarily true, as many earn the same as or more than NZOIA 1 award holders. Leader only members who are full time students will still be able to access the student discount of \$60.

Implications:

- A number of these are recent graduates from Tertiary Assessment Centres who will be first time renewals (130-150 members) and we risk losing these younger members to the organisation who are just starting their career.
- Risk of leader members not renewing their membership, especially those who only instruct occasionally at a low level or who are on low/seasonal incomes.

Option 2 – Leader Membership discount is only continued for Tertiary Assessment Centre graduates who are renewing for the first time.

Rationale: As per option 1, but encourages Tertiary Assessment Centre graduates who are renewing for the first time to maintain NZOIA membership. Maintaining the discount to this group only reduces lost revenue to \$6,500.

Implications:

- Risk of leader members not renewing their membership, especially those who only instruct occasionally at a low level or who are on low/seasonal incomes.

Option 3 - Full Membership fees (including Leader and Student members) increase by \$20.

Rationale: Increase in inflation and decreased grant funding requires NZOIA to generate more income to cover the operating costs of the organisation. Full Members - \$220, Students and Leaders discounted to \$160. A \$20 increase will increase NZOIA's revenue by approximately \$15,000.

Implications:

- Risk of members not renewing their membership, especially those who only instruct occasionally at a low level or who are on low/seasonal incomes.

Motion: The Board proposes that there is an increase in membership fee for the 2019/20 financial year as per the options below:

Option 1 – That the Leader Membership Discount of \$60 is discontinued **or**

Option 2 – That Leader Membership discount is only continued for Tertiary Assessment Centre Students who are renewing for the first time **or**

Option 3 – That Full Membership fees (including Leader and Student Members) increase by \$20