

## Proposal H

### 1) Submission Assumptions-

- a. Match 2023 dues revenue to GII based on old dues formula (\$25.33MM).
- b. **Add approximately \$450K in additional revenue to fund COE activities INDEPENDENT of GII.**
  - i. **All funding for State and Regional Associations goes to COE in addition.**
- c. Reduce dues formula by 35% for small-cap Goodwills.
- d. Cap dues for large cap Goodwills at \$273,000 an increase of approximately 35%.
- e. Maintain the three revenue tiers.
- f. Future years will follow existing rules based on CPI increases.

### 2) Guiding Principles-

- a. Maintain stable funding for GII.
- b. Keep GII revenue whole with the one exception being the funding for associations, which I believe is a COE responsibility not a GII responsibility.
- c. Improve equity for small cap Goodwills.
- d. Cap dues for large cap Goodwills. This is also a matter of equity, and I want to avoid the “run-away train” problem of revenue to GII as local Goodwills grow.
- e. Increases by a significant margin Goodwill revenue that is subject to dues (\$7.03 billion).

### 3) Process-

- a. I have attached the spreadsheet I used for my calculations.

### 4) Statement-

- a. This proposal accomplishes two things. First, it improves the equity issue in the existing dues formula. Second, it uses the new dues formula to help clarify the role of the COE in the overall Goodwill movements governing structure.

### 5) Executive Summary- Below is the proposed dues formula-

Low Threshold	High Threshold	Dues
0	24,000,000	0.0065
24,000,001	50,000,000	0.002
50,000,001	115,200,000	0.001

This dues formula will generate \$25.782MM in dues revenue. This exceeds the current dues formula by approximately \$450K. This additional revenue would go to support the activities of the COE and provide the resources necessary to help the executive committee effectively communicate with the local Goodwill CEOs to develop the policies and positions supported by the members. These policies and positions can then be shared with the CEO and Board of GII as well as the staff of GII. This will create a more effective Goodwill movement if GII is not responsible for determining the interests of the local CEOs but instead focuses on delivering the services identified by the COE.

Bracket Ranges		Dues Percentage
0	24,000,000	0.65%
24,000,001	50,000,000	0.2%
50,000,001	115,200,000	0.1%

<b>Equity Ratio (Dues Percentage for Highest Earned Revenue Goodwills to Lowest Earned Revenue Goodwills - with Earned Revenue defined by proposer)</b>					
	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>
	4.3	4.3	4.3	4.3	4.3
<b>Total GII Dues Revenue Projected</b>					
Current Structure	\$26,510,633	\$27,305,952	\$28,125,130	\$28,968,884	\$29,837,951
Proposed Structure	\$26,966,255	\$27,775,243	\$28,608,500	\$29,466,755	\$30,350,758
Change in GII Revenue	\$455,622	\$469,291	\$483,370	\$497,871	\$512,807