

Proposal M

We propose to keep the three-tiered bracket system and follow the GII dues guidelines for bracket increase. Please see the Chart below detailing our proposed changes. There would be no change in the CPI indexing. Propose to be reviewed every five years by the membership.

Proposed Changes	From	To	Proposed Percentages
- Bracket One	\$0	\$30,000,000	0.50%
- Bracket Two- (2xBracket1)	\$30,000,001	\$60,000,000	0.25%
- Bracket Three (4xBracket1)	\$60,000,001	\$120,000,000	0.15%

Our definition of Earned Revenue will exclude all Ability One Revenues earned by each and all members. Based on the fiscal 2021 ASR report this represents approximately \$393 million in Earned Revenues. This is low margin business and a fee on the Earned Revenue is paid to SourceAmerica for their assistance.

Our proposal addresses the question of Equity by reducing the Equity Ratio (The disparity of dues as a percentage of a member's Earned Revenues), which historically has been weighted heavily on those organizations reporting lower Earned Revenues. Under the current dues structure the Equity Ratio has been 9 times greater for members with lower Earned Revenues compared to the largest Earned Revenue members. Our proposal would lower the Equity Ratio to 2.7 times.

Under the current dues structure approximately 91 members generate 24 percent of estimated aggregate Earned Revenues while paying approximately 50 percent of the dues. Under our proposal, 109 members generate 35 percent of the estimated aggregate Earned Revenues while paying a similar percentage of the dues.

Opportunities for growth will be stimulated by having approximately 103 members paying lower dues under our proposed structure. Translating into more funding for mission work in their communities.

Our proposal also includes adding a Membership dues rebate based upon interest income earned by GII during the previous fiscal year. This rebate would represent a reduction in the following year's dues payment made by each member. This proposal is based on the financial condition of GII. Please see example below;

If GII earned \$2,000,000 in interest income during the previous year fiscal year. This represents liquidity available to GII. We propose that this is an opportunity for GII to reinvest in the membership by reducing members dues in the following year. For example, if a member pays \$100,000 in dues and the total dues paid by all members was \$25,000,000, the member would be entitled to an \$8,000 rebate. ($\$100,000/\$25,000,000 \times 2,000,000 = \$8,000$).

Bracket Ranges		Dues Percentage
0	\$30,000,000	.5%
\$30,000,001	\$60,000,000	.25%
\$60,000,001	\$120,000,000	.15%

Equity Ratio (Dues Percentage for Highest Earned Revenue Goodwills to Lowest Earned Revenue Goodwills - with Earned Revenue defined by proposer)					
	2024	2025	2026	2027	2028
	2.7	2.7	2.7	2.7	2.7
Total GII Dues Revenue Projected					
Current Structure	\$26,510,633	\$27,305,952	\$28,125,130	\$28,968,884	\$29,837,951
Proposed Structure	\$25,660,813	\$26,430,637	\$27,223,557	\$28,040,263	\$28,881,471
Change in GII Revenue	-\$849,820	-\$875,315	-\$901,573	-\$928,621	-\$956,480