

## Proposal H (Revised)

### 1) Submission Assumptions-

- a. Match 2023 dues revenue to GII in two tiers (Total revenue \$23.7MM)
- b. Third tier will fund COE activities. Estimated new revenue of \$500K.
- c. Reduce dues to small cap Goodwills by 35%.
- d. Keep increase to large cap Goodwills to no more than 35%.
- e. Maintain three dues tiers.
- f. No change in earned revenue definition.
- g. Follow existing rules on CPI increases.

Low Threshold	High Threshold	Dues as a % of Rev.
0	24,000,000	0.65%
24,000,001	66,000,000	0.20%
66,000,001	120,000,000	0.04%

### 2) COE funded activities-

- a. To improve overall Goodwill governance, it is important that the COE becomes a forum where local Goodwill CEOs can discuss and debate the issues facing the Goodwill movement without outside influence. Therefore, carving out a small percentage of dues revenue dedicated to helping the COE perform its critical function would be beneficial to the overall Goodwill movement by clarifying roles and responsibilities.

### 3) Hypothetical COE budget subject to COE approval:-

- a. Assuming \$500K in dues funding from the third tier dedicated to the COE.
- b. Transfer to the COE the funding for the state and regional associations of approximately 2.75% of GII dues revenue or \$687K. This funding would be a pass through from the COE to the associations, but the management responsibility for the associations would go to the COE.
- c. Hire an association management firm or similar type of organization to help support COE activities, estimating a budget of \$180K
- d. AMCOE organized and funded by COE funds with free admission, fees, meals, and lodging for CEOs with an estimated cost of \$250k.
- e. This would leave approximately \$70K to be spent on other expenses such as professional fees and the development of communication tools designed for the COE.

Bracket Ranges		Dues Percentage
\$0	\$24,000,000	0.65%
\$24,000,001	\$66,000,000	0.2%
\$66,000,001	\$120,000,000	0.04%

Equity Ratio - REVISED (Dues Percentage of Lowest Earned Revenue Goodwill to Dues Percentage Highest Earned Revenue Goodwill)					
Proposal H UNDER LOW (3%) GROWTH:	9.0	9.0	9.0	9.0	9.0
Proposal H UNDER HIGH (7%) GROWTH	9.4	9.7	10.1	10.5	10.9
EXISTING STRUCTURE UNDER LOW (3%) GROWTH	18.0	18.0	18.0	18.0	18.0
EXISTING STRUCTURE UNDER HIGH (7%) GROWTH	18.7	19.4	20.1	20.9	21.7

PROJECTED CHANGE IN TOTAL DUES - 7.925% Growth in 2023	2024	2025	2026	2027	2028
3% Growth 2024 - 2028	\$505,901	\$521,078	\$536,710	\$552,811	\$569,396
7% Growth 2024 - 2028	\$710,259	\$928,880	\$1,159,434	\$1,404,482	\$1,650,273
ZERO Growth 2024 - 2028	\$346,127	\$200,559	\$56,203	-\$88,088	-\$234,430
NEGATIVE 2% Growth 2024 - 2028	\$240,559	\$3,602	-\$227,733	-\$460,809	-\$699,388
PROJECTED CHANGE IN TOTAL DUES - ZERO Growth in 2023	2024	2025	2026	2027	2028
3% Growth 2024 - 2028	\$109,761	\$113,054	\$116,446	\$119,939	\$123,538
7% Growth 2024 - 2028	\$300,546	\$520,698	\$753,137	\$985,084	\$1,229,662
ZERO Growth 2024 - 2028	-\$25,422	-\$159,031	-\$298,057	-\$441,065	-\$584,055
NEGATIVE 2% Growth 2024 - 2028	-\$114,578	-\$336,295	-\$556,976	-\$801,854	-\$1,050,654