

## Proposal R (New)

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.

Proposed Changes	From	To	Proposed Percentages
- Bracket One	\$0	\$81,250,000	0.43%
- Bracket Two- (2xBracket1)	\$81,250,001	\$162,500,000	0.035%
- Bracket Three (4xBracket1)	\$162,500,001	\$327,999,999	0.015%

GII received \$21,269,926 in membership dues in fiscal 2021 and shows \$55,033,423 cash/investments per audited Financials. Our proposal would increase this to \$26,536,183 in fiscal 2024. This represents a 24.7 percent increase. The primary purpose of our proposal is to highlight where funding has the most effect on mission success.

Our definition of Earned Revenue will exclude all Business Services Revenues earned by each member. Effective date January 1, 2024. Propose that this is reviewed every five years.

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 organization's reporting lower Earned Revenues. Under the current dues structure the Equity Ratio has been 18.0 times greater for members with lower Earned Revenues compared to the largest Earned Revenue members. Our proposal would lower the Equity Ratio to 2.6 times.

Under the current dues structure approximately 91 members generate 50 percent of estimated dues. They represent 23.2 percent of total revenues. Under our proposal, 116 members generate 50 percent of estimated dues and represent 39.7 percent of total revenues.

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 years dues payment made by each member. This proposal is based on the financial condition of GII. Please see example below;

Assume GII earned \$2 Million in interest income during the previous fiscal year. GII would offer the membership a rebate that would be calculated based upon the prior year's dues paid. 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	\$81,250,000	0.43%
\$81,250,001	\$162,500,000	0.035%
\$162,500,001	\$327,999,999	0.015%

Equity Ratio - REVISED (Dues Percentage of Lowest Earned Revenue Goodwill to Dues Percentage Highest Earned Revenue Goodwill)					
Proposal R UNDER LOW (3%) GROWTH:	2.6	2.6	2.6	2.6	2.6
Proposal R UNDER HIGH (7%) GROWTH	2.7	2.8	2.9	3.0	3.1
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	21.7	21.7

PROJECTED CHANGE IN TOTAL DUES - 7.925% Growth in 2023	2024	2025	2026	2027	2028
3% Growth 2024 - 2028	\$25,551	\$26,317	\$27,107	\$27,920	\$28,757
7% Growth 2024 - 2028	\$486,253	\$979,934	\$1,503,518	\$2,064,076	\$2,666,567
ZERO Growth 2024 - 2028	-\$331,462	-\$699,162	-\$1,078,827	-\$1,461,609	-\$1,856,715
NEGATIVE 2% Growth 2024 - 2028	-\$569,224	-\$1,169,676	-\$1,767,135	-\$2,378,924	-\$2,969,547
PROJECTED CHANGE IN TOTAL DUES - ZERO Growth in 2023	2024	2025	2026	2027	2028
3% Growth 2024 - 2028	-\$878,167	-\$904,512	-\$931,648	-\$959,597	-\$988,385
7% Growth 2024 - 2028	-\$432,361	\$25,479	\$515,025	\$1,038,715	\$1,594,143
ZERO Growth 2024 - 2028	-\$1,203,821	-\$1,564,364	-\$1,943,542	-\$2,330,742	-\$2,714,999
NEGATIVE 2% Growth 2024 - 2028	-\$1,420,901	-\$2,003,360	-\$2,573,628	-\$3,142,296	-\$3,696,816