



# United States Power Squadrons®

Family Unit Dues  
What you need to  
know



## Reasons for Change

- Simplify dues structure
- Encourage family involvement
- Increase member activity
- Family dues = 1.5 Individual dues
- Governing Board adopted Aug 2006



## *What's Changed at National?*

- From categories for Active, Additional Active, Adult Family, and Junior Family
- To two categories: Single and Family Unit
- A Family Unit is a Primary Active Member (PAM) and all other attached members (Additional Active or Family)



## *What's Changed*

- The rate for single actives remains the same - \$33.60 (\$0 for Life & Sustaining)
- The rate for the entire family unit is set at 150% of the single rate - \$50.40 (\$16.80 when the PAM is a Life or Sustaining Member)



## National Dues, Then & Now

Membership Type	Old	New
Active (w/o family)	\$33.60	\$33.60
Additional Active	<b>\$16.80</b>	<b>\$0.00</b>
Active (w/ family)	<b>\$33.60</b>	<b>\$50.40</b>
Sustaining (w/o family)	\$0.00	\$0.00
Sustaining (w/ family)	\$0.00	\$16.80
Life (w/o family)	\$0.00	\$0.00
Life (w/ family)	\$0.00	\$16.80
Life & Sustaining (w/o family)	\$0.00	\$0.00
Life & Sustaining (w/ family)	\$0.00	\$16.80
Apprentice	\$12.00	\$12.00
Adult Family	\$8.40	\$0.00
Junior Family	\$2.00	\$0.00



# National Dues

As seen by a potential new member

Membership Type	Old	New
<b>Active (w/o family)</b>	\$33.60	\$33.60
<b>Additional Active</b>	\$16.80	\$0.00
<b>Active (w/ family)</b>	\$33.60	\$50.40
<b>Adult Family</b>	\$8.40	\$0.00
<b>Junior Family</b>	\$2.00	\$0.00



## Effect of Squadron Dues

- Every squadron/district is different
- Some squadrons charge full dues to additional actives and nothing to family members.
- Others charge half dues to additional actives and quarter dues to family members
- Others are somewhere in between



# Squadron Dues

Average of all squadrons within USPS

Membership Type	Squadron	District	Fund
<b>Active (w/o family)</b>	<b>\$22.33</b>	<b>\$6.78</b>	<b>\$0.68</b>
<b>Additional Active</b>	<b>\$13.58</b>	<b>\$4.93</b>	<b>\$0.62</b>
<b>Active (w/ family)</b>	<b>\$22.36</b>	<b>\$6.79</b>	<b>\$0.68</b>
<b>Sustaining (w/o family)</b>	\$25.84	\$7.00	\$0.91
<b>Sustaining (w/ family)</b>	\$25.94	\$7.00	\$0.63
<b>Life (w/o family)</b>	\$0.69	\$0.16	\$0.18
<b>Life (w/ family)</b>	\$0.48	\$0.17	\$0.21
<b>Life &amp; Sustaining (w/o family)</b>	\$1.61	\$0.24	\$0.15
<b>Life &amp; Sustaining (w/ family)</b>	\$0.36	\$0.00	\$0.21
<b>Apprentice</b>	\$0.00	\$0.00	\$0.00
<b>Adult Family</b>	<b>\$5.34</b>	<b>\$0.88</b>	<b>\$0.26</b>
<b>Junior Family</b>	<b>\$1.95</b>	<b>\$0.39</b>	<b>\$0.13</b>



# Squadron Dues

As seen by a potential new member

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<b>Adult Family</b>	<b>\$5.34</b>	<b>\$0.88</b>	<b>\$0.26</b>
<b>Junior Family</b>	<b>\$1.95</b>	<b>\$0.39</b>	<b>\$0.13</b>



## Effect of Change

- What is the impact of national's change on existing members if squadrons don't change their dues structure this year?



## Effect of Change, Average

### Old Structure

	Nat'l	Sqd	Dst	EdFnd	Total
AC	33.60	22.33	6.78	0.68	63.39
ACAA	50.40	35.94	11.72	1.30	99.36
ACFM	42.00	27.70	7.67	0.94	78.31
ACFMJFM	44.00	29.65	8.06	1.07	82.78
ACAAJFM	52.40	37.89	12.11	1.43	103.83



## Effect of Change, Average

### New National Structure

	Nat'l	Sqd	Dst	EdFnd	Total	Chg	Chg %
AC	33.60	22.33	6.78	0.68	63.39	0.00	0.00%
ACAA	50.40	35.94	11.72	1.30	99.36	0.00	0.00%
ACFM	50.40	27.70	7.67	0.94	86.71	8.40	10.73%
ACFMJFM	50.40	29.65	8.06	1.07	89.18	6.40	7.73%
ACAAJFM	50.40	37.89	12.11	1.43	101.83	-2.00	-1.93%



## Effect of Change on Existing Members

- Overall, with no change to squadron or district dues:
  - 14% will see an increase of (most commonly \$8.40)
  - 2% will see a decrease
  - 84% remain unchanged



## Impact on New Members

- If squadrons don't adjust their structure



## New Member Dues

Membership Type	National	Squadron	District	Fund	Total
Active (w/o family)	\$33.60	\$22.33	\$6.78	\$0.68	\$63.39
Additional Active	\$0.00	\$13.58	\$4.93	\$0.62	\$19.13
Active (w/ family)	\$50.40	\$22.36	\$6.79	\$0.68	\$80.23
Adult Family	\$0.00	\$5.34	\$0.88	\$0.26	\$6.49
Junior Family	\$0.00	\$1.95	\$0.39	\$0.13	\$2.47

**To achieve simplification, changes must be made to both squadron and district dues.**



## What a New Member Sees Without Squadron Changes

### New Family Unit

	Registration	Nat'l	Sqd	Dst	EdFnd	Total
AC	25.00	33.60	22.33	6.78	0.68	88.39
ACAA	25.00	50.40	35.94	11.72	1.30	124.36
ACFM	25.00	50.40	27.70	7.67	0.94	111.71
ACFMJFM	25.00	50.40	29.65	8.06	1.07	114.18
ACAAJFM	25.00	50.40	37.89	12.11	1.43	126.83



## Impact on New Members

- If squadrons do adjust their structure



## What a New Member Sees With Changes

### New Family Unit

	Registration	Nat'l	Sqd	Dst	EdFnd	Total
AC	25.00	33.60	22.33	6.78	1.00	88.71
ACAA	25.00	50.40	33.50	10.17	1.50	120.57
ACFM	25.00	50.40	33.50	10.17	1.50	120.57
ACFMJFM	25.00	50.40	33.50	10.17	1.50	120.57
ACAAJFM	25.00	50.40	33.50	10.17	1.50	120.57



## What a New Member Sees

	No Change	Change
AC	88.39	88.71
ACAA	124.36	120.57
ACFM	111.71	120.57
ACFMJFM	114.18	120.57
ACAAJFM	126.83	120.57

To analyze the impact on your squadron visit  
<http://www.usps.org/national/natsec/dues/calc.htm>



## Questions

- 1) Are you changing membership types?  
Is everyone now just a member?
- No. We'll still have family and active membership as an option under this plan. The only change would be in the way dues amounts are calculated.



## Questions

- 2) Are squadrons and districts required to change their dues structures?
- No. Squadrons and districts can make their own decisions about their dues structures. To benefit from the simplification, however, they'll need to mirror national.



## Questions

- 3) How does this affect dues revenue for national?
- In static comparison (the same number of each membership type) there is a slight increase, about 1%, in dues revenue for national. The proposal is not about raising revenue but, instead, the goal is to simplify the dues structure, remove the price penalty for additional actives, and to increase membership.



## Questions

- 4) How does this affect dues revenue for districts and squadrons?
- If districts and squadrons mirror the national structure but don't change the actual amounts, some will gain and some will lose. Again, in a static environment, 54% of squadrons would see increased revenue while 41% would see a decrease. It usually depends on whether squadrons charge for family membership. All squadrons combined would gain a total of \$20,768 while districts would gain \$498. Of course, squadrons could choose to adjust their fees up or down to make the proposal revenue neutral.
- To analyze the impact on your squadron visit <http://www.usps.org/national/natsec/dues/calc.htm>



## Questions

- 5) Our District and VHQAB Squadrons will not have time to consider restructuring dues prior to the 28 February deadline for updating National as to our dues for the coming year. Our District assesses dues for Active and Additional Active members, and several of our squadrons charge dues for Adult Family and Junior Family members. Will VHQAB be able to accommodate both systems, and if so, for how long?



## Questions

- 5) Will VHQAB be able to accommodate both systems, and if so, for how long?
- Yes and for the foreseeable future. Squadrons and districts have a choice. They can change their dues to the family unit structure or leave them in the "charge for each member" structure. HQAB is flexible enough to handle either or a combination of both.



# Traditional Squadron

1 JUNE 2006 - 31 MAY 2007 DUES NOTICE FOR UNITED STATES POWER SQUADRONS\*  
MAKE CHECK PAYABLE TO

CERT. NO.	NAME	NAT'L.	DIST.	SQUAD	OTHER*	TOTAL
E123456	Active	50.40	3.00	28.00	1.00	82.40
E345467	Additional Active	0.00	3.00	28.00	1.00	32.00
F456789	Adult Family	0.00	1.00	14.00	0.00	15.00
F789345	Junior Family	0.00	1.00	5.00	0.00	6.00
						AMOUNT DUE
*Other: Educational Fund						135.40

Traditional Structure


Name  
Address  
City, State 02333

\$10 OF YOUR NATIONAL MEMBERSHIP DUES HAS BEEN ALLOTTED TO A YEAR'S SUBSCRIPTION TO THE ENSIGN AND MAY NOT BE DEDUCTED FROM YOUR DUES.  
RETAIN ONE COPY FOR YOUR RECORDS AND RETURN ONE COPY TO YOUR SQUADRON IN THE ENCLOSED ENVELOPE.



# Mixed Dues Notice

1 JUNE 2006 - 31 MAY 2007 DUES NOTICE FOR UNITED STATES POWER SQUADRONS\*  
MAKE CHECK PAYABLE TO

CERT. NO.	NAME	NAT'L.	DIST.	SQUAD	OTHER*	TOTAL
E123456	Active	50.40	3.00	42.00	1.00	96.40
E345467	Additional Active	0.00	3.00	0.00	1.00	4.00
F456789	Adult Family	0.00	1.00	0.00	0.00	1.00
F789345	Junior Family	0.00	1.00	0.00	0.00	1.00
 Mixed - Traditional & Family Unit						
						AMOUNT DUE
						102.40

\*Other: Educational Fund

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City, State 02333

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## Questions

- 6) Will there still be an “Entrance Fee” for new members, and if so, how much?
- The entrance fee was set to \$25 for new primary actives. That is the first member of a family unit to join. New members joining an existing family unit (there is already an active member in the family unit) will not pay an entrance fee.



## Questions

- 7) What about Sea Scout and apprentice members? Is there an entrance fee?
- No. There has never been an entrance fee for Sea Scouts or apprentices; their dues would remain unchanged.



## Questions

- 8) If a Life member suddenly acquires a new family, will there be an entrance fee, and if so, how much?
- No, all existing members were "grandfathered" so, when they acquire new family members, there is no fee when a new member joins a family unit.



## Questions

- 10) Will on-line VHQAB membership reports continue to include the familiar AA, AC, FM, SC codes? If so, for how long?
- We'll keep the current codes and, probably, add some codes. Squadrons will need to be able to distinguish between single actives and primary active members (PAMs) that is the original active in a family unit.



## Questions

- How do I calculate the effect of changes on my squadron?
- A dues calculator is available at:
  - [www.usps.org/national/natsec/dues/calc](http://www.usps.org/national/natsec/dues/calc)
- A tutorial on how to use DB2000 to list your membership types is available at: