

2019 Membership and Event Fees

Updated following 31 May 2018 OACT Council Meeting

AIMS

1. To simplify the membership fee structure and administration of memberships.
2. To encourage more occasional day members to become OACT members:
 - a. Enabling OACT to capture the contact details for the occasional orienteers.
 - b. Benefitting OACT's submissions for grants that are influenced by the organisation's number of members.
3. To offset reductions in membership income with increases in event entry fee income.
4. To increase the gap between event entry fees for members and non members.

WHAT DOES MEMBERSHIP PROVIDE FOR OACT ORIENTEERS

1. Membership of an OACT Club (attractive for some but probably not a major influence to encourage someone to become a member).
2. Cheaper event fees (major influence).
3. Eligible to purchase Season Passes for discounted event entries (major influence).
4. Eligible to vote at AGM (not a major influence to become a member).
5. A feeling of inclusion (could be an influence for some but generally less likely influence).

WHAT MEMBERS DID GET THAT IS NOW AVAILABLE TO NON MEMBERS

1. Australian Orienteer Magazine (now free online)
2. OACT Weekly e-bulletin (anyone can get put on the email dist list)
3. Members Quarterly Newsletter (no longer produced)
4. OA news emails items (anyone can get put on the email dist list)

CURRENT FEE STRUCTURE

2018 Memberships Fees

- Junior/Concession \$60
- Adult \$90
- Family \$110
- Junior: 21 years of age as at 31 December
- Concession: Concession Card Holder – *it is not clear who can qualify for concessions.*
- Family: Couples / parents / guardians, including their Juniors and/or Fulltime students under 26 years of age as at 31 December
- The Membership Year is Calendar Year
- Early Bird Discount was offered for 2018 memberships renewed before end Feb 18.
 - Even though the membership year started 2 months before the end date of Early Bird Discount.

- New members joining after October, receive 15 months membership. Remainder of current year plus membership for the next full year.

2018 Event Entry Fees

- Junior/Concession \$7 (members)
- Junior/Concession \$10 (non-members)
- Adult \$10 (members)
- Adult \$15 (non-members)
- Family \$27 (members)
- Family \$40 (non-members)
- Street O \$5

2017 STATISTICS (from OACT Annual Report 2017)

Memberships

- 478 Total Members
 - 112 Family Memberships
 - 380 Persons in Family Memberships
 - 3.4 Average Persons in each Family Membership
 - 98 Single Memberships
- \$20,709 – Income from Memberships

\$43 – Average income from Memberships per member (\$20,709/478)

 - \$75 – Assumed income from each Single Membership, being a mix of Adult and Junior/Concession.
 - \$100 – Assumed income from each Family Membership (with most receiving the Early Bird Discount.)

\$29 – Average income per person from Memberships for Family Members. (\$100/3.4)
- 907 Day Members paid \$0 Membership Fees
 - 442 Day Members are from Street O
 - 465 Day Members from other than Street O

OACT pays a levy to OA based on the number of memberships.

- State Registration Fee. This is an annual fee payable by each State Association to Orienteering Australia, based on the membership of orienteering clubs in a State plus any State Association only members. The amounts defined in the 'Calculation of payments' section determine the total amount payable by each State Association to Orienteering Australia. States are empowered to raise these amounts by any means they see fit, irrespective of the basis upon which the amount is calculated.
- For the purposes of the State Registration Fee for 2016 onwards: Full members of an orienteering club in a State plus any State Association only members count as one membership each. This covers individual memberships (senior, junior and any other categories), family memberships and associate groups (such as a school group where a

membership by the school is treated as one). Remote associates and registered officials count as 1/3 of a membership each. Casual members are not included.

- The State Registration Fee is then split between the States on the basis of their average memberships (as defined above) over the previous three years (so the 2018 State Registration Fee will be calculated on the basis of average memberships for 2015-2017).
- **For 2017 OACT paid OA State Registration levies of \$9006.**
 - \$43 per membership.

Event Entry Fees

- \$64,172 - Income Entry Fees for Local Events (not including NOL or ACT Champs). Includes Street O.
- 9,398 Participants

\$6.82 – Average income per participant

- \$23,038 - Income Entry Fees for NOL and ACT Champs
- 1,264 Participants

\$18.22 – Average income per participant for NOL and ACT Champs.

- \$87,210 - Income Entry Fees (total)
- 10,662 Participants

\$8.18 – Average income per participant.

PROPOSED MEMBERSHIP AND FEE STRUCTURE FOR 2019

Option One: Do what we have always done with clarity added for Early Bird Discounts.

- Maintain 2018 membership and event entry fees.
- Offer Early Bird Discounts of 10% from mid November until 31st December.

Option Two: Change the financial model for membership and event entry fees: Reducing and simplifying membership fees, encouraging day non-members to become members and offsetting decreased income from memberships with increased fees for event entry.

2019 Memberships – Proposed Fees

Renewing Memberships – No Change from 2018.

- Adult \$90
- Junior/Concession \$60
- Family \$110
- 10% Early Bird Discount for membership renewals between 1 November 2018 and 31 December 2018.
- **Membership income for renewing memberships has no change from 2018**

New Memberships – Changed from 2018.

- Adult \$30

- Junior/Concession \$30
- Family \$60
- New members joining after October, receive 15 months membership. Remainder of current year plus membership for the next full year.
- New members receive a free SI e-stick, including all members in a family membership.
 - Cost to OACT for each SI e-stick is not confirmed, but should be affordable for the benefits gained to OACT event administration.

Increased income from event entry fees for non-members, (the one-timers) will be used to offset the cost of providing free SI e-stick to new members.

2019 Entry – Proposed Fees

	Current	New	% increase
• Junior/Concession	\$7 (members)	\$7	0%
• Junior/Concession	\$10 (non-members)	\$15	50%
• Adult	\$10 (members)	\$10	0%
• Adult	\$15 (non-members)	\$25	66%
• Family	\$27 (members)	\$30	11%
• Family	\$40 (non-members)	\$50	25%
• Street O	\$5	\$5	0%

Notes:

- **The event entry fee for family members has a slight increase of \$3, to simplify cash payments.**
- Under age 10 – Free entry for non NOL and non ACT Championship events.
- One free entry for Saturday and Twilight Course Setter, Organiser and Controller/Vetter
- Two free entries for Classic, ACT Champs, MTBO and Ski Course Setter, Organiser and Controller/Vetter
- No free entries for Street or Wednesday Lunch Program Course Setter, Organiser and Controller/Vetter.
- **The increase in non-members entry fees could encourage take up of OACT memberships for anyone thinking of doing more than three events.**
- A clear definition of what entitles someone to a Concession fee is required.
- Consideration could be given to increase Street O entry fees for Adults from \$5 to \$10. Fees remain at \$5 for Juniors/Concessions.
- Discontinue Associate Membership for Canberra Grammar and ANU Mountaineering Club. All Associate Members would be invited to become full members, at the reduced rate of \$30 per person, annually.
- Cost of Season Passes to be determined.
- Option worth considering is an Annual Season Pass, to be purchased at the same time as Renewing or New Membership.