



Membership Fee Increase Member Consultation: July-August 2017

The SMP has not increased its membership fees since 2012 and, with encouragement from a number of members, the Board will be proposing a fee increase at the 30th September AGM for members to vote on. This is part of a wider drive to diversify income and increase sustainability. At present over 90% of the value of SMP membership is subsidised by core funding.

The SMP Board is keen to share its early thinking on membership fees and to consult members before finalising its proposal for the AGM.

The Board has conducted an analysis of the current SMP membership fee compared with the fees charged by four similar networks in Scotland: Scotland's International Development Alliance (formerly NIDOS); the Scottish Fair Trade Forum (SFTF); Scottish Council for Voluntary Organisations (SCVO); and the Association of Chief Officers in Scottish Voluntary Organisations (ACOSVO). All of these networks, like the SMP, have membership fees which are determined by the annual turnover/income of members, with larger organisations contributing more.

The SMP's current fees for organisations with a turnover of under £80,000pa compare favourably with the other four networks but it seems the SMP may be significantly under-charging for those organisations operating above £80,000pa. This is because the SMP has one fixed fee for all organisations with income above £80,000. A number of the SMP's largest members (universities, large NGOs, larger businesses) have noted their surprise at how little they pay for SMP membership compared to other networks they are members of, and have encouraged the SMP to review this.

For this reason, the SMP Board is considering creating four new membership fee increments to recognise the varying price sensitivity for different members operating between £80,000 and £5 million pa. The Board is considering keeping membership fees for those under £100,000 relatively stable, with only a modest increase in fees from the 2012 levels for those under £100,000, but with increasingly more charged for larger members.

Please contact David for full details on the revised membership fees currently being considered by the Board and also the cross-network comparison.

We are a member-led network so, as always, we're keen to listen to members before finalising a proposal to take to the 2017 AGM for members to vote on.

Please email david@scotland-malawipartnership.org any reflections you have on the proposal as it is being worked up.

- Do you think the revised membership fee for you/your organisation is fair?
- Do you think SMP membership is worth this cost?
- Do you think there are any other considerations the Board should take account of before finalising its proposal for the AGM?

All input very much valued.

At this initial stage, we invite member input up to the **20th August**, to help inform the proposal put forward by the Board. A more detailed proposal will then be circulated to members in early September, for voting at the 30th September AGM.

Current SMP membership fees:

Category	2012 – 2017 Fees
Individuals	£15
Organisations under £20k	£35
Organisations, £20k-£80k	£65
Organisations over £80k	£100

New SMP membership fees under consideration:

Category	2018-19 Fee	2019-20 Fee
Individuals	£20	£22
Organisations under £20k	£40	£44
Organisations, £20k-£100k	£75	£80
Organisations, £100k-500k	£120	£130
Organisations, £500k-£1m	£180	£190
Organisations, £1m-£5m	£260	£275
Organisations over £5m	£350	£370