



**GymBC Membership Fee Structure Review
Final Report & Recommendations
August 31, 2022**

Background

Formed in February 2022, the purpose of the ad hoc committee known as the Membership Fee Structure Working Group (WG) was to address how registration fees are determined and structured as they relate to the costs incurred by Gymnastics BC (GymBC) in servicing the needs of its membership.

The WG consisted of seven voting positions, all of which were held by individuals from member clubs. In addition, two non-voting positions on the WG were held by appointed GymBC staff members, for a total of nine positions.

The WG held five meetings to review historical data, member input, and philosophical considerations that influence the distribution of fixed and variable costs associated with services provided to GymBC members.

Summary

Over the past three years, GymBC kept membership fees static due to the COVID-19 pandemic and other factors. As many know, the cost of insurance premiums has increased significantly over the past five years. This trend is continuing at a notable rate.

Originally, in 2018, GymBC's membership had approved a multi-year incremental increase from 2018-2023. Due to a 700% increase in insurance premiums and COVID-19, most of those approved fees were not implemented, as fees needed to be raised in excess of the scheduled increases at two Emergency General Meetings.

The proposed revised fee structure includes the following:

- 1) No individual member fee increases for the 2022-23 season.
- 2) Incremental fee increases beginning in 2023-24, and progressing through 2025-26.
- 3) Casual Participation will have a reduced fee and its scope will increase from a maximum of five (5) visits per year to a maximum of eight (8) visits between September and June, as well as summer programming access in July and August.
 - a. Casual members will no longer pay the \$8 membership fee to GymCan; this fee reduction will financially benefit GymBC and its individual members.
- 4) Fees for coaches and judges will decrease.
- 5) Club Membership fees will increase to incorporate the music licensing costs that GymBC has been covering for clubs since 2012. While it was always the intention that this cost would be transferred to member clubs, it was never implemented.

GymBC's projected revenue will start similar to the 2021-22 year, but will progress appropriately over time – of course this will be dependent on the number of registrants and ongoing issues related to COVID-19. This fee structure was prepared with the assumption that registration will continue to gradually increase over the coming years. Other costs related to business operations have continued to increase, necessitating the process to increase membership fees.

The chart below outlines the proposed fee increases for 2023 through 2026, and a three-year revenue projection for GymBC based on the recommended fee changes.

Potential membership revenue

Based on 45,000 members - this is the # of members we budgeted for in 2022-23

Type	CURRENT FEES	+/-	2023-24 Fees	Projected revenue	2024-25 Fees	Projected revenue	2025-26 Fees	Projected revenue
Annual Club Fees								
Club Membership Fee	\$380	↑ \$170	\$ 550	\$ 38,500	\$ 600	\$ 42,000	\$ 620	\$ 43,400
Associate Member			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Auxiliary Member	\$50		\$ 50	\$ 100	\$ 75	\$ 150	\$ 75	\$ 150
Individual Membership Fees								
Casual Participant (8 days + Jul/Aug)	\$18.50	↓ \$3.50	\$ 15	\$ 62,475	\$ 16	\$ 66,640	\$ 17	\$ 70,805
Recreational / Masters (Adult) Comp	\$42	↑ \$1	\$ 43	\$ 1,549,978	\$ 44	\$ 1,586,024	\$ 45	\$ 1,622,070
Interclub	\$55	↑ \$2	\$ 57	\$ 34,941	\$ 58	\$ 35,554	\$ 59	\$ 36,167
Competitive Athlete	\$150	↑ \$15	\$ 165	\$ 478,500	\$ 170	\$ 493,000	\$ 175	\$ 507,500
Coach / Judge / Supporter: (Volunteer/Board Member/Club Staff)	Varies, see below*	↓ overall	\$ 35	\$ 44,660	\$ 35	\$ 44,660	\$ 35	\$ 44,660
				\$ 2,209,154		\$ 2,268,028		\$ 2,324,752

NOTE: 2021-22 membership fee revenue: \$2,113,024
(just under 41,000 members)

*Current Fees: Coach \$55 || Judge \$54
Club Staff \$32 || Volunteer \$39

Major changes for 2023-24:

- Casual fee decreases in price and increases the number of participation days between September to June (from 5 to 8 visits) plus the addition of July and August summer programming.
- Small increase to Recreational/Masters (Adult) Comp and Interclub.
- Increase to Competitive Athlete fee.
- Flat fee for all coaches, judges, supporters (volunteers, board members, club staff) which does not increase over the three-year proposal and is overall less than the current fees.