

3. Membership Fees

The fee proposals are based on the following:

- The higher percentage increase in junior membership in line with the strategy agreed several years ago and reaffirmed last year to bring the junior fee closer to the full fee. We are continuing to work towards the junior fee being 75% of the full membership fee by 2019-20 and this proposal brings it to 70%.
- Using the percentage relationship between all fees and the full membership fee agreed last year to calculate all other fees once the full membership fee is set (with the amounts rounded up to the next full pound).
- Keeping the increase in fees after the early payment incentive (other than for juniors as referred to above) roughly in line with the RPI which was 3.6% in March 2018.
- Increasing the early payment incentive for juniors from £15 to £20 in recognition of the increased fee.
- If the coxing membership category is extended to include coaches then the free membership should also apply to coaches.
- Continuing to trial an instalment option for certain membership categories but to specifically require this to be in ten instalments. It is currently a 'maximum of ten instalments' which makes tracking of payments difficult. These will all be taken by standing order on the 1st of each month starting on 1 June. The total payment over the year will be slightly higher than the pre-incentive fee in order to reflect the impact on cashflow and the risk of members defaulting during the year. It was agreed last year that this would be reviewed after the first full year of operation so this review will be carried out early in the new subscription year.
- Revising the student memberships to reflect the different demands of year-round, term time-only and vacation-only students. To align the year-round fee to the target junior fee of 75% of the full fee.

Proposal:

- 1. To extend the free membership for coxes to coaches - with no rowing included and use of the gym only in a coaching capacity**
- 2. To introduce a year-round student category.**
- 3. To continue to trial payment by ten instalments as set out below, to be reviewed after the first full year in operation.**
- 4. To set fees and early payment incentives for 2017-18 as per the table below including the percentage relationship between fees.**

Loughborough Boat Club Fees 2018-19

MEMBERSHIP TYPE	Current fee	Proposed fee	% of full fee	Payment method
Full Rowing (which includes rowing and use of gym facilities)	£285 -£25 early payment = £260	£295 -£25 early payment = £270	100%	Single or instalments
Junior* (which includes rowing and use of gym facilities)	£185 -£15 early payment =£170	£207 -£20 early payment =£187	70% Rising to 75% by 2019-20	Single or instalments
Full Year Student^ (which includes rowing and use of gym facilities)		£222 -£20 early payment =£202	75%	Single or instalments
Term Time-only Student^ (which includes rowing and use of gym facilities)	£143	£148	50%	Single or instalments
Vacation-only Student^ (which includes rowing and use of gym facilities)	£94	£99	33%	Single
Coxing or Coaching (which excludes rowing and use of gym facilities)	£0	£0		N/A
Non-rowing (which excludes rowing and use of gym facilities)	£71	£74	25%	Single
Gym User (which includes use of gym facilities but excludes rowing)	£143	£148	50%	Single or instalments
Parent Supporter	£0	£0		N/A
Affiliate		N/A as part of affiliated club fee		N/A
Boat Racking Fee for single sculls (in addition to membership)	£83	£86		Single
Boat Racking Fee for double/pair (in addition to membership)	1.5x single racking fee	1.5x single racking fee		Single
Boat Racking Fee for four/quad (in addition to membership)	3x single	3x single		Single
Boat Racking Fee for eight/octuple (in addition to membership)	5x single	5x single		Single

^ Student membership applies only to those in full-time further or higher education.

* Junior membership applies to those under 18 years old on date that subscription period starts.

Instalment Payments

Payment by instalments is only available for the categories indicated on the table above. They will only be accepted by standing order, a copy of which must be provided to the Membership team prior to the first payment. Payment must be in 10 instalments - all to be taken on the 1st of each month starting on 1 June.

Membership category	Amount per instalment	Total payable
Full	30	300
Junior	21	210
Full Year student	23	230
Term Time-only Student	16	160
Gym User	16	160

Discounts

Early payment incentive of £25 for Full Rowing and £20 for Junior Rowing and Full Year Student Rowing members - only if the **full fee** for that year is paid before 31 May.

Family Discount – Family discount applies to a family of 3 or more fee-paying Rowing members at the same address and entitles the family to 10% off the full fees due. Where the full fees are paid before 31 May the relevant early payment incentive will be deducted from each of the individual fees and then the 10% discount will be applied to the total. Where a family opts to pay by instalments each of the 10 payments will be the sum of the individual instalments less 10%.

As an example two Full Rowing members plus one Junior Rowing member paying in one sum before 31 May would pay:

$$(2 \times 270) + (1 \times 187) = 727, \text{ less } 10\% = \text{£}654.30$$

or if paying by instalments would pay:

$$(2 \times 30) + (1 \times 21) = 81, \text{ less } 10\% = \text{£}72.90 \text{ per instalment}$$