



# Membership Fee Structure Proposal



## Introduction and Background

The club is currently working on a development plan which has identified an opportunity to broaden the base of water sports activities at the club. The Sunday Fun Days have provided opportunities for 72 people (nearly all new to the club) to access stand up paddle board (SUP) tuition. We also know of many swimmers who would like to access the club facilities, and indeed several have recently joined as Associate members. These activities, in addition to coastal rowing, have prompted a review of our membership offer.

The proposal works on the principle that all members share the cost of the main club outgoings – being facilities, insurance, and utilities. This approach is common among clubs that provide multi water sports, including Royal Tay, Royal West of Scotland Boat Club, Toward Sailing Club, Portobello Sailing and Kayak Club.

The proposed membership fee structure simplifies the membership categories and replaces the existing fee structure with one that has two components, one for membership and one for boat storage. In terms of fee income this change is impact neutral – ie the overall income remains much the same, with our current membership profile.

The proposal aims to:

- Give all members equal access to activities, facilities, and equipment
- Encourage all members to participate in a range of water sports
- Equalise membership fees between the different water sports
- Simplify membership categories
- Be cost neutral in terms of income to the club

The proposal will create one full membership category – “Member”. There will be one membership fee across all water sports plus an extra charge for boat storage. Members will also be able to access concessions on their membership fees (senior, junior, family etc.).

Visitors using club facilities will be charged £23 for two weeks or part thereof.

## Proposed membership fees

The proposal sets the full membership fee at **£50** across all water sports and activities. There are also concessionary rates as set out in Table 1 below:

**Table 1 – Proposed Membership Categories**

<b><i>New membership category</i></b>	<b><i>Proposed fee</i></b>
Member	<b>£50.00</b>
Family membership	<b>£75.00</b>
Senior member	<b>£37.50</b>
Senior family membership	<b>£50.00</b>
Junior member	<b>£26.00</b>
Student Member	<b>£32.00</b>
Honorary membership	<b>£0.00</b>
Legacy life membership (retained for existing members)	<b>£0.00</b>
Visitor (per two weeks or part thereof)	<b>£23.00</b>

A table showing comparison with the current fee structure can be found in Appendix 1.

The projected income from membership fees, calculated using the current membership mix, is **£6,434**. See Appendix 2 for detail.

### **Boat storage fees**

The effective reduction in membership fees for boat owners who keep their boats at the club will be balanced out by introducing charges for boat storage.

Annual boat storage will be charged to all members as follows:

- One dinghy (fee waived for student and junior members): **£75**
- Additional dinghy (including for student and junior members): **£25**
- Other small craft eg SUPs, kayaks, wind surfers etc (fee waived for student and junior members): **£30**
- Winter cruiser storage at the harbour: **£10/m**
- Summer storage for tenders is **included in the cruiser moorings fee**

The projected income from boat storage fees, calculated using the current membership mix, is **£4,705**. See Appendix 3 for detail.

### **Total Projected Income for Membership Proposal**

The total projected annual income from proposed membership and boat storage fees, under the membership profile of June 2021, would therefore be **£11,139**.

This compares with membership income under the existing membership subscriptions, of £11,564.

So, the impact of this proposal on club income would be cost neutral, although some members may find themselves paying a bit more or a bit less, depending on their particular circumstances. (See Appendices 4 - 7 for more detail.)

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