From: Stan Galbraith
To: Paul Conway;
cc: Tammy Borowiecki; Karen Sommerfeld; Truus Souman; Jennifer Warren;
Subject: RE: PRT: membership categories across the country
Date: November-13-15 2:45:12 PM
Attachments: image001.png
image005.png

Hello Paul

We are falling behind due to inflation and the ADRIC increases.

My guess is that we can easily increase our fees by $10 and there will be zero impact. The amount of the membership will start with a 2. Where the impact will be felt is if we increase to a number that starts with 3.

We offer tremendous value for the membership we charge and should not take a loss due to the effects of inflation and ADRIC increases.

Thanks
Stan

From: Paul Conway [mailto:paul@adralberta.com]
Sent: Friday, November 13, 2015 2:13 PM
To: Stan Galbraith
Cc: Tammy Borowiecki; Karen Sommerfeld; Truus Souman; Jennifer Warren
Subject: RE: PRT: membership categories across the country

This is on the agenda for next Tuesday.

ADRIA`s Full membership fees have been held steady for 2014 & 2015 at $285+GST. The ADRIC Portion has grown steadily over this same timeframe, and will increase again for 2016:
2013 $85
2014 $86
2015 $88
2016 $89-90 TBA

Accordingly our portion has decreased by $5 per member, and this might suggest a modest increase for 2016

I am of mixed views on this:
If we did increase, I would suggest $295 for a Full membership, and no change for Associates ($125).
This would still keep our prices roughly aligned with BC, Ontario and Quebec (Quebec being the most expensive).

Pros & Cons:
If we increase now to $295, we would be able to avoid any further price increase for 2-3 years.
Not increasing our fees means that our revenues will have decreased by almost $2K/year compared to 2013 prices due to regularly increased ADRIC fees.
An increase to $295 for 2016 provides a net gain of only $3K to our budget (assuming that ADRIC fees increase to $90)
To put this in context, we can earn $3K by selling just one additional seat on a National Mediation or Arbitration course, or by gaining 15 new Full members.
With our Alberta economy in decline, is now the best time to raise fees?
An alternative is to keep our fees constant at $200, and only pass on the ADRIC increase (max $5, or $290).
If we had to present an increase, this would be perhaps the best manner in which to convey the news to our membership.

For Board consideration. If we wish to implement an increase, we should decide before end-November

Paul Conway | ***Executive Director***

780-433-4881 ext 111

ADR Institute of Alberta (ADRIA)
The Professional Association for Mediators, Arbitrators & ADR Practitioners in Alberta.
Over 500 members and still growing!

From: Stan Galbraith [mailto:Stan@galbraith.ab.ca]
Sent: November-13-15 8:55 AM
To: Paul Conway
Subject: FW: PRT: membership categories across the country

Hello Paul

What say you Mr. ED?

Are we holding the line for 2015?
Thanks
Stan

From: ADR Institute - Janet McKay [mailto:janetmckay@adrcanada.ca]
Sent: Friday, November 13, 2015 8:28 AM
To: andrewdbutt@nl.rogers.com; pierre.grenier@dentons.com; Stan Galbraith; kmunn@munncrs.com; scott.siemens@cra-arc.gc.ca; eric@achievecentre.com; michael@mottwelsh.ca
Cc: admin@adratlantic.ca; lbolduc@imaq.org; andrewdbutt@nl.rogers.com; paul@adralberta.com; ADRIO - Susette Clunis; morgan@adrontario.ca; info@adrsaskatchewan.ca; admin@adrmanitoba.ca; ADR Institute - Brenda Lesperance; 'Ginette Gamache'; Truus Souman; stacywickett@dccnet.com
Subject: FW: PRT: membership categories across the country

Dear Presidents,

We have not heard of any increases in your membership fees. Please confirm that you are not increasing fees or provide the new amount for 2016. When all received, we will distribute the completed attachment to you.

If we don't hear from you by November 18, Morgan will follow up with you.

Thank you,

Janet

From: ADR Institute - Janet McKay
Sent: Friday, September 18, 2015 7:39 PM
To: 'andrewdbutt@nl.rogers.com'; 'pierre.grenier@dentons.com'; 'stan@galbraith.ab.ca'; Kathryn Munn; 'scott.siemens@cra-arc.gc.ca'; 'eric@achievecentre.com'; 'michael@mottwelsh.ca'; 'paul@adralberta.com'; ADRIO - Susette Clunis
Cc: 'paul@adralberta.com'; ADRIO - Susette Clunis; ADR Institute - Morgan Horst
Subject: PRT: membership categories across the country

As discussed at the PRT, attached please find the document outlining member types for all affiliates, for your information.

If you would, please also send to Morgan, your current membership fees and your planned fees for 2016 so we can update the chart.

ADRIC's portion of the fee will increase according to CPI, which may be anywhere between 1.3 - 2%. This would make the new fee $90 (always rounded up). We will confirm with all affiliates in November.

Thank you,
Janet

Janet McKay
Executive Director / Directrice générale

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Institut d'Arbitrage et de Médiation du Canada Inc.

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