



UNITED STATES

US-IDF Membership Call April 15, 2021 Minutes

Board Members on call:

Mitch Bowling, Abbott	Denise Mullinex, CDRF	Juan Romero, CDR
Andy Novakovic, Cornell	Chris Allen, DFA	Adam Brock, DFW
Greg Miller, DMI	Allen Saylor, CFSRS	Amandeep Dhillon, Grande
Joe Scimeca, IDFA	Sharon Marsh, Land O'Lakes	Shawna Morris, NMPF
Nate Banner, Neogen	Chris Thompson, USDA	Nick Gardner, USDEC

I. Call to Order/Review of Agenda

Chair Shawna Morris called the meeting to order at 12:30 p.m. Roll call taken, and agenda reviewed and accepted.

II. Approval of September 29-30, 2020 Minutes

- **Motion/second/carried to accept minutes as circulated.**

III. Chair's Report, Shawna Morris

- Shawna thanked members for both their time and monetary support so that US-IDF can be involved in the work at the global level. It's important to be at the table, to make sure that the US has experts there for the broader IDF work.

IV. Financial Report – Adam Brock and Jay Mattison (copy attached)

- 2020 Year end financials were reviewed
 - Membership dues = \$124,200. Other income = \$3,266.10. Expenses = \$129,954.33
Margin = (\$2488.23) Expenses lower due to no staff travel; IDF dues payment experienced a favorable exchange rate resulting in dues being \$53077.77 less than budget.
 - Balance statement = \$313,975.19 (equivalent of 2.4 years of operating expense in reserve)
 - **Motion/second/carried to put financials on file for CPA review.**
 - Review by CPA firm will be done in June and shared at the fall meeting
- 2021 Year to date (3/16/21) financials were reviewed
 - IDF dues yet to be paid; watching the exchange rate.
 - US-IDF dues renewals at 75% as of 4/15/2021, which is close to other years
 - Balance statement = \$376,429 (2.5 years of operating expense in reserves)
 - **Motion/second/carried to approve YTD2021 financials and put them on file.**

V. National Secretary Report, Debra Wendorf Boyke (report attached)

- Deb presented one new member for approval: Chr Hansen
And one returning member: Center for Food Safety & Regulatory Solutions (CFSRS)
Motion/second/carried to approve new members.
- New US-IDF brochure completed; website redesign launched

VI. Nominating Committee Report, Cary Frye (report attached)

- Board seat nominations
 - For re-election to a 3-year term: Juan Romero, CDR; Andy Novakovic, Cornell; Chris Allen, DFA; Greg Miller, DMI; Sharon Marsh, Land O'Lakes; Shawna Morris, NMPF; Nate Banner, Neogen
 - For election to a 3-year term: Allison Krebs, Leprino
 - To serve remaining two year term for Scheiber Foods: Kristine Stoll
 - To serve remaining one year term for FDA: Beth Briczinski

VI. US-IDF Nominating Committee Report, continued

Motion/second/carried to approve nominations and cast a unanimous ballot.

Cary thanked the Nominating Committee for their time: Amandeep Dhillon, Adam Brock and Chris Allen.

VII. Business

- Membership Committee report, Allen Saylor
 - Allen thanked the committee: Chris Allen, Anand Rao, Jackie Page, John Kelly, Jamie Jonker
 - Presented proposal for Category II membership levels and dues amounts for review/approval. (see attachment)
- **Motion/second/carried to approve Category II dues levels and amounts.**
- By Laws update, Jay Mattison
 - Final membership category changes will be added to the bylaws work already completed to modernize the US-IDF bylaws. Will have Bylaws task force do final review and circulate for Fall meeting.
- Dairy Declaration examples – IDF is seeking examples. We will circulate background on the Declaration and ask members to submit examples for consideration.
- Program of Work
 - SPCC Update by Jamie Jonker. With Ying Wang leaving, there is an opening for SC environment and US loses one leadership role.
 - US-IDF Priority items
 - Food System Summit – Nick Gardner. The US example of school feeding program is a game changer. IDF is developing messaging at the international level and establishing an activity tracker. The US is further ahead than many NCs on its engagement efforts. Three game changers have been submitted by the US through efforts by DMI/USDEC/NMPF: 1. Net Zero Initiative; 2. US FARM Program; 3. Food Security/School Nutrition
 - Anti-Microbial Resistance (AMR) -Jamie Jonker. Codex TF AMR finalizing two documents. Working to be sure use for therapeutic purposes is allowed – important to US. Shawna Morris shared that this is a key example of IDF membership.
 - Standing Committee reports: most have not met since last Fall meetings.
 1. Food Additives- Allen Saylor: most of Codex work is wrapping up. June Codex meeting being led by US. Finishing alignment work between GFSA and Standards. IF adopted in September, then FA needs will diminish.
 2. Marketing – Andy Novakovic:
 3. Animal Health/Welfare – Jamie Jonker: survey on calf care management is out for comment by NCs
 4. Food Standards Steering Group (FSSG) – Allen Saylor: FSSG is attempting to do a skill mapping exercise within the SCs. Might be beneficial within US-IDF too. IDF also developing an experts fact sheet to promote the value of being engaged.
- IDF Circulars reviewed.
 - IDF Elections: the SC Environment Chair may be interested in SPCC Environment seat; an active member of Poland NC may be interested in SPPC Academia seat (Andy Novakovic is completing his second term of two). Shawna shared that often nominees start with being active within SCs or Action Teams, then gain exposure before running for a board or SPCC role.
 - IDF Award and IDF Prize of Excellence – if anyone has suggestions, contact Deb by May 1.
 - Summit hosts: Chile may submit proposal to host in 2025 (they had to withdraw for this year).
 - Nick Gardner shared that USDEC has committed its support to continue discussions regarding US-IDF considering a proposal for hosting a future Summit.
- IDF Analytical Week – Nate Banner: Nate provided brief review and thanked those able to participate.
- IDF Mid-year General Assembly meeting – June 1, 2021. Main topic is reviewing and approving 2020 financials.
Motion/second/carried to approve Shawna Morris as delegate, John Allan as alternate delegate.

- Fall IDF Global Dairy Conference – October 2021; hosted by Denmark. Meetings will be in person (up to 300 people) and via Zoom (hybrid). Concerns expressed that if only EU folks can attend in person, does it provide an unfair advantage for sensitive topics. Mitch asked if voting could be postponed until 2022 meeting in India. Jamie will check on set up. Suggested that major, non-time sensitive votes be delayed.
- Fall 2021 US-IDF Meeting and Education session –
 - Discussion and agreement to attempt to hold meeting in person in September. Tentative dates set for the week of September 13. We will monitor the situation and make decision at a later date as to if the meeting will be in person or virtual.
 - Committee to plan education seminar: Andy Novakovic, Chris Thompson, Chris Allen, Sharon Marsh, Bill Graves; chaired by John Allan.

VIII. Adjourn

Meeting adjourned at 2:30pm.
37 members on the call.

Respectfully submitted,

Debra Wendorf Boyke
National Secretary



Annual Membership Meeting Conference Call

April 15, 2021

Shawna Morris, Chair

12:30-3:00 p.m. CT

Order of Business

- I. **Call to Order/Review of Agenda** **S. Morris**
- II. **Approval of Minutes and Motions – September 29-30, 2020 Meeting**
- III. **US-IDF Chair Report** **S. Morris**
 - i. **Financial Report** **A. Brock/J. Mattison**
 - ii. **2020 Year End***
 - iii. **2021 Year to Date***
- IV. **National Secretary's Report** **D. Wendorf Boyke**
 - i. **New Members for Approval***
 - a. **Chr Hansen**
 - ii. **2021 IDF New Work Item results**
- V. **US-IDF Nominating Committee Report** **C. Frye**
 - i. **Election of Board Members***
- VII. **Business**
 - i. **Membership Task Force Proposal for Category 2 Membership*** **A. Sayler**
 - ii. **By Laws Update** **J. Mattison**
 - iii. **Dairy Declaration US Examples Update** **D. Wendorf Boyke/J. Jonker**
 - iv. **Program of Work** **J. Allan**
 - a. **SPCC updates** **J. Jonker/A. Novakovic/A. Sayler**
 - b. **Priority topic updates** **Respective leads**
 - c. **Standing Committee reports (only reports on work since 12/1/20)** **SC leads**
 - v. **IDF Circulars: Elections, Awards, Summit hosting*** **D. Wendorf Boyke/S. Morris**
 - vi. **2020 Analytical Week, April 16-23, 2021** **Nate Banner**
 - vii. **2021 IDF Mid-Year Meeting – June 1**
 - viii. **2021 IDF Global Dairy Conference, Denmark, October 9-15, 2021** **D. Wendorf Boyke**
 - a. **IDF Business meetings: October 9-12**
 - b. **IDF Global Dairy Conference: October 13-15**
 - ix. **Fall Education Session and Membership meeting** **D. Wendorf Boyke**
 - a. **Date and Format TBD**
 - b. **Program committee appointments***
 - c. **Program Topics Discussion**
- VIII. **Adjourn**



Financial Report Year End 2020 16 March 2021

Balance Sheet Narrative

Assets

- The assets reflect the Business Checking and Money Market account held by US-IDF through December 31, 2020.
 - The Money Market interest rate was 0.15%.
 - The CDs were renewed in mid-June with rates at .25% for a term of 12 months with a maturity date of June 16, 2021.
 - The Ameritrade account principle is listed as the investment in stock. This principle reflects current market conditions.
 - US-IDF reserves continue to remain strong at 2.4 times yearly operating expenses with a year-end balance of \$313,975.

Liabilities and Equity

- There was a net Ordinary Margin of (\$2,488) for the year.
- The Year-End Balance Statement for 2020 was \$313,975.

Operating Income Narrative

Membership Dues Update

- The total FY2020 dues income was \$124,200, which was \$9,900 more than budget.
- There were two new members and one returning member in 2020.
- 2021 membership invoices were sent in December 2020.

Subscriptions and Publications

- The Subscription/Publication income of \$2,880 for 2020 was \$620 below budget.

Interest and Dividends

- The Money Market interest in 2020 was \$79, with the CDs providing a return of another \$2,556.
- The 2020 dividends received were \$1,014 from the TD Ameritrade account. This is a fixed distribution amount.
- The total interest and dividends was \$3,649, which is down about \$3,000 from 2019. This reflects lower interest rates seen in 2020.

Investment

- Unrealized Gain on investments is a paper accounting of the TD Ameritrade account. This reflects the change in the account market value during the time period. For 2020 there was a paper loss of (\$3,263) compared to a budget of a \$1,000 gain. This is a total difference of (\$4,263) from budget. The TD Ameritrade account has overall been a stable investment over the last fourteen years.

Total Income Summary

- Total income was above budget for 2020 by \$3,666 which resulted in 103% of budget being achieved. The total income result was very similar to FY2019. Membership Dues were \$9,900 more than budget for FY2020. The large increase in Interest/Dividends and Investments of FY2019 were the opposite in FY2020. Interest/Dividend for FY2020 were (\$1,151) less than budget and unrealized gain on investments were (\$4,263) less than budget. This comparison results in the total income being comparable year over year.

Expense Narrative

IDF Dues

- This was the amount US-IDF paid to IDF in Brussels for 2020 dues. In 2020 there was a favorable exchange of Dollars to Euros resulting in the IDF dues expense being \$5,308 less than budget.

Other

- Membership expenses were down for FY2020 because a membership fee, which is billed annually, did not occur until 2021.
- Professional Fees expenses were \$2,646 more than budget due to some design costs and the ongoing professional review for the US-IDF Bylaws.
- Postage expense was down 99%. The postage machine lease was discontinued in 2019. Postage is now purchased through the post office. Stamps purchased in 2019 covered almost all postage fees for FY2020.
- Internet services were \$2,237 more than budget due to the costs to upgrade the website to WordPress and include a Members Only section. \$4,000 was approved at the September board meeting for extra staff time on the new website platform, content/graphics development and migration, and Members Only section. This project has been completed.
- Bank charge fees were \$284 more than budgeted. This is due to the continued increase in more members paying membership dues via credit card and PayPal.
- Insurance is slightly less than budget for FY2020 due to a refund on the commercial liability insurance.

- All expenses connected to meetings and travel were at \$0 because of the COVID-19 pandemic which ceased travel throughout the world.
- Other expenses were under or close to budget.
- The total operational expense was 89% compared to budget or (\$16,706) less than budget. This is mainly due to no travel or meetings because of the pandemic.

Margin for 2020

- Year-end operational results of 103% of income and 89% of expense compared to a Net Margin budget of (\$22,860) resulted in the operating margin for FY2020 of (\$2,488) for a difference of \$20,372. This resulted in a (\$2,488) change in cash position of US-IDF.
- US-IDF reserves continue to remain strong at 2.4 times yearly operating expenses with a year-end balance of \$313,975.

US-IDF
Balance Sheet
As of December 31, 2020

	Dec 31, 20
ASSETS	
Current Assets	
Checking/Savings	
1025 · Business Checking-Park Bank	40,630.27
1026 · Money Market Acct-Park Bank	57,184.54
1350 · Investments-CD	202,822.38
Total Checking/Savings	300,637.19
Total Current Assets	300,637.19
Other Assets	
1300 · Investments-Stock	13,338.00
Total Other Assets	13,338.00
TOTAL ASSETS	313,975.19
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2300 · Deferred Income	8,050.00
Total Other Current Liabilities	8,050.00
Total Current Liabilities	8,050.00
Total Liabilities	8,050.00
Equity	
3900 · Unrestricted	308,413.42
Net Income	-2,488.23
Total Equity	305,925.19
TOTAL LIABILITIES & EQUITY	313,975.19

US-IDF
Financial Standing Budget vs. Actual
 January through December 2020

	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>Actual Minus Budget</u>	<u>Budget % of Budget</u>
Ordinary Income/Expense				
Income				
4000 · Membership Dues	124,200.00	114,300.00	9,900.00	108.66%
4100 · Subscription/Publications	2,880.00	3,500.00	-620.00	82.29%
4200 · Interest/Dividend	3,649.10	4,800.00	-1,150.90	76.02%
4400 · Misc	0.00	200.00	-200.00	0.0%
4500 · Unrealized gain on investments	-3,263.00	1,000.00	-4,263.00	-326.3%
Total Income	<u>127,466.10</u>	<u>123,800.00</u>	<u>3,666.10</u>	<u>102.96%</u>
Expense				
5010 · IDF Dues	51,817.23	57,125.00	-5,307.77	90.71%
5020 · Subscriptions/Publications	2,627.44	2,500.00	127.44	105.1%
5030 · Memberships	125.00	450.00	-325.00	27.78%
5040 · Professional Fees	5,646.00	3,000.00	2,646.00	188.2%
5050 · Postage	2.00	200.00	-198.00	1.0%
5060 · Printing and Copies	189.05	300.00	-110.95	63.02%
5100 · Office Supplies	402.83	500.00	-97.17	80.57%
5200 · Rent/Utilities	2,184.96	2,185.00	-0.04	100.0%
5400 · Telephone/Fax	2,284.55	1,450.00	834.55	157.56%
5500 · Internet Services	8,736.85	6,500.00	2,236.85	134.41%
5600 · Bank Charges/Tax/Fees	983.74	700.00	283.74	140.53%
5700 · Insurance	1,954.64	2,750.00	-795.36	71.08%
5800 · Board/Membership Mtgs	0.00	2,000.00	-2,000.00	0.0%
5810 · Educational Seminars	0.00	2,000.00	-2,000.00	0.0%
5900 · Staff Travel	0.00	12,000.00	-12,000.00	0.0%
6115 · Contracted Management Services	53,000.04	53,000.00	0.04	100.0%
Total Expense	<u>129,954.33</u>	<u>146,660.00</u>	<u>-16,705.67</u>	<u>88.61%</u>
Net Ordinary Margin	<u>-2,488.23</u>	<u>-22,860.00</u>	<u>20,371.77</u>	
Net Margin	<u><u>-2,488.23</u></u>	<u><u>-22,860.00</u></u>	<u><u>20,371.77</u></u>	



UNITED STATES

Financial Report Year-to-Date 2021 March 16, 2021

Balance Sheet Narrative

Assets

- The current assets of \$362,974 reflect the business checking and money market accounts held by US-IDF.
 - The TD Ameritrade account principle is listed as the investment in stock of \$13,455.
- The Balance Statement through March 16, 2021, is \$376,429.

Operating Income Narrative

Membership Dues Update

- \$83,550 of dues income has been received as of March 16, 2021, which is 67% of budget.
- One previous sustaining member and one previous corporate member have decided not to renew.
- There is one new corporate member for 2021.
- There is one sustaining member with outstanding dues at \$6,600, seven at the corporate level at \$3,300 each, and two at the institutional level at \$1,450 each for a total of \$32,600 yet to be paid.
- US-IDF will work to achieve the membership dues budget with follow up with members about their 2021 dues and new member prospects. Second notices have been sent to those members still outstanding.

Interest

- Interest for the money market, short-term CDs, and dividends is \$392 as of March 16, 2021.

Investment

- The TD Ameritrade account is through February 2021. The account has increased \$117 this year with a slight trend upward from January through February. This is a reflection of the recent market trends due to moving the economy forward from the COVID pandemic.

Income Summary

- Income is for the first 75 days of FY 2021.

Expense Narrative

IDF Dues

- IDF Brussel dues have not been paid due to a required procedures update by the US-IDF bank for international wire transfers. The dollars to euros exchange rate is being watched to get the best exchange rate available.

Other

- There are 75 days of reporting in 2021 with few other comments on the 2021 statements. At this point expenses are projected on budget.

Projection for 2020

- The budget for 2021 is a net margin of (\$17,560) on operations. The 2021 margin is projected to be on budget at this time.

US-IDF
Balance Sheet
As of March 16, 2021

	<u>Mar 16, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
1025 · Business Checking-Park Bank	102,836.06
1026 · Money Market Acct-Park Bank	57,189.00
1350 · Investments-CD	202,948.74
Total Checking/Savings	<u>362,973.80</u>
Total Current Assets	362,973.80
Other Assets	
1300 · Investments-Stock	13,455.00
Total Other Assets	<u>13,455.00</u>
TOTAL ASSETS	<u><u>376,428.80</u></u>
LIABILITIES & EQUITY	
Equity	
3900 · Unrestricted	305,925.19
Net Income	<u>70,503.61</u>
Total Equity	<u>376,428.80</u>
TOTAL LIABILITIES & EQUITY	<u><u>376,428.80</u></u>

US-IDF
Financial Standing Budget vs. Actual
 January 1 through March 16, 2021

	Jan 1 - Mar 16, 21	Budget	Actual Minus Budget	Budget % of Budget
Ordinary Income/Expense				
Income				
4000 · Membership Dues	83,550.00	124,200.00	-40,650.00	67.27%
4100 · Subscription/Publications	2,343.00	3,500.00	-1,157.00	66.94%
4200 · Interest/Dividend	392.41	1,500.00	-1,107.59	26.16%
4400 · Misc	0.00	200.00	-200.00	0.0%
4500 · Unrealized gain on investments	117.00	500.00	-383.00	23.4%
Total Income	86,402.41	129,900.00	-43,497.59	66.52%
Expense				
5010 · IDF Dues	0.00	57,475.00	-57,475.00	0.0%
5020 · Subscriptions/Publications	0.00	2,500.00	-2,500.00	0.0%
5030 · Memberships	0.00	450.00	-450.00	0.0%
5040 · Professional Fees	1,000.00	3,000.00	-2,000.00	33.33%
5050 · Postage	0.00	200.00	-200.00	0.0%
5060 · Printing and Copies	0.00	300.00	-300.00	0.0%
5100 · Office Supplies	60.57	500.00	-439.43	12.11%
5200 · Rent/Utilities	546.24	2,185.00	-1,638.76	25.0%
5400 · Telephone/Fax	319.54	1,900.00	-1,580.46	16.82%
5500 · Internet Services	450.00	6,500.00	-6,050.00	6.92%
5600 · Bank Charges/Tax/Fees	272.44	700.00	-427.56	38.92%
5700 · Insurance	0.00	2,750.00	-2,750.00	0.0%
5800 · Board/Membership Mtgs	0.00	2,000.00	-2,000.00	0.0%
5810 · Educational Seminars	0.00	2,000.00	-2,000.00	0.0%
5900 · Staff Travel	0.00	12,000.00	-12,000.00	0.0%
6115 · Contracted Management Services	13,250.01	53,000.00	-39,749.99	25.0%
Total Expense	15,898.80	147,460.00	-131,561.20	10.78%
Net Ordinary Margin	70,503.61	-17,560.00	88,063.61	
Net Margin	70,503.61	-17,560.00	88,063.61	

US-IDF FY 2021 Budget Approved Sept 29-30, 2020

	<u>20 Budget</u>	<u>20 Proj</u>	<u>21 Budget</u>	<u>21 Budget minus 20 Proj</u>	<u>21 Budget vs 20 Proj as %</u>
Ordinary Income/Expense					
Income					
4000 · Membership Dues	114,300	124,200	124,200	0	100.0%
4100 · Subscription/Publications	3,500	3,500	3,500	0	100.0%
4200 · Interest/Dividend	4,800	3,300	1,500	-1,800	45.5%
4400 · Misc	200	0	200	200	0.0%
4500 · Unrealized gain on investments	1,000	-2,750	500	3,250	-18.2%
Total Income	<u>123,800</u>	<u>128,250</u>	<u>129,900</u>	<u>1,650</u>	<u>103.6%</u>
Expense					
5010 · IDF Dues	57,125	51,817	57,475	5,658	110.9%
5020 · Subscriptions/Publications	2,500	2,600	2,500	-100	96.2%
5030 · Memberships	450	450	450	0	100.0%
5040 · Professional Fees	3,000	6,000	3,000	-3,000	50.0%
5050 · Postage	200	25	200	175	800.0%
5060 · Printing and Copies	300	200	300	100	150.0%
5100 · Office Supplies	500	450	500	50	111.1%
5200 · Rent/Utilities	2,185	2,185	2,185	0	100.0%
5400 · Telephone/Fax	1,450	1,700	1,900	200	111.8%
5500 · Internet Services	6,500	6,500	6,500	0	100.0%
5600 · Bank Charges/Tax/Fees	700	550	700	150	127.3%
5700 · Insurance	2,750	2,100	2,750	650	131.0%
5800 · Board/Membership Mtgs	2,000	0	2,000	2,000	100.0%
5810 · Educational Seminars	2,000	0	2,000	2,000	100.0%
5900 · Travel	12,000	0	12,000	12,000	100.0%
6115 · Contracted Management Services	53,000	53,000	53,000	0	100.0%
Total Expense	<u>146,660</u>	<u>127,577</u>	<u>147,460</u>	<u>19,883</u>	<u>115.6%</u>
Net Ordinary Margin	<u>-22,860</u>	<u>673</u>	<u>-17,560</u>		
Net Margin	<u><u>-22,860</u></u>	<u><u>673</u></u>	<u><u>-17,560</u></u>		



U.S. International Dairy Federation Nominating Report - March 23, 2021

Nominating Committee: Cary Frye, Chris Allen - DFA, Amandeep Dhillon - Grande Cheese, Adam Brock - WWMD

The nominating committee recommends the following individuals to serve on the U.S. IDF Board of Directors for the terms noted below:

To serve a second 3-year term:

Company	Nominee	City/State	Membership Category	Term Expiration
Center for Dairy Research	Mr. Juan Romero	Madison, WI	Corporate	2024
Cornell University	Dr. Andy Novakovic	Ithaca, NY	Institutional	2024
Dairy Farmers of America	Mr. Chris Allen	Kansas City, KS	Corporate	2024
Dairy Management, Inc.	Dr. Greg Miller	Rosemont, IL	Sustaining	2024
Land O'Lakes	Ms. Sharon Marsh	Arden Hills, MN	Corporate	2024
National Milk Producers Federation	Ms. Shawna Morris	Arlington, VA	Sustaining	2024
Neogen	Mr. Nate Banner	Lansing, MI	Corporate	2024

To serve a first 3-year term:

Leprino Foods Company	Ms. Alison Krebs	Denver, CO	Corporate	2024
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To serve the remaining two year term for Schreiber Foods:

Schreiber Foods, Inc.	Ms. Kristine Stoll	Green Bay, WI	Sustaining	2023
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To serve the remaining one year term for FDA/CFSAN

FDA/CFSAN	Dr. Beth Briczinski	Washington, DC	Government	2022
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US-IDF Membership Structure

Membership Committee Proposal for Category II for review and approval on April 15, 2021

Category II – Sustaining:

Includes state, regional, national and international dairy product trade, scientific and/or promotion associations/organizations.

Based on Gross Annual Receipts – past calendar year; to be self-declared

Level 1: \$0 million - \$5 million - \$3,500 in 2022 and moving to \$4,000 in 2023

Level 2: >\$5 million - \$7,000 in 2022 and moving to \$7,500 in 2023

Proposed 2022 and 2023 dues:

Level 1: \$3500 \$4000

Level 2: \$7000 \$7500

Membership structure – approved September 29-30, 2020

Category I – Corporate:

includes all companies, cooperatives, partnerships, limited liability companies, and sole proprietorships.

Based on Gross Annual Receipts – past calendar year; to be self-declared

Level 1: \$0 million to \$10 million

Level 2: \$10 million to \$100 million

Level 3: >\$100 million

For 2022, dues would be:

Level 1: \$2000

Level 2: \$3500

Level 3: \$5000

Category III – Institutional:

Includes universities, colleges, and government departments or agencies

1. Federal Government membership
2. State Government membership
3. Academic Institutions

For 2022, dues would be:

1. Federal Government: \$2000

2. State Government: \$1000

3. Academic Institutions: \$2000