



The American Scientific Glassblowers Society

Nov. BoD Meeting
President Powell
Cleveland, OH

Memorandum

To: President Edwin Powell
From: President-elect Michael Souza
CC: Board of Directors ASGS
Date: 10/16/2002
Re: Ad-hoc Committee on Corp. Rate

President Powell,

An Ad-hoc committee to propose a corporate rate was formed comprising of Myself as Chair, Bonnie Clark, Deborah Camp, Victor Gallichio, Barry Lafler and was under advisement from Membership Chair Jack Korfhage.

The goal of this committee was to provide a motion, which did not disturb By-laws. And that would provide an incentive for employers to sign-up their employees as members of the ASGS. Block subscriptions were considered. In this plan specific lots of membership would be sold at escalating rates. (i.e. 4 memberships = \$250 / each additional block of four would be \$250) Pros of this would be a controlled price schedule. Cons were that companies might limit their enrollment to just membership within a block size.

By in large, the group felt an open-ended approach to subscriptions would be more geared towards increasing membership. To that end, the 1st proposed motion read:

"Corporate Membership shall have an annual site fee of \$150 per Legal Corporation (proof by tax i.d. maybe required) and a \$20 subscription rate for all employees or owners of the Corporation. All subscribed members will be classified according to the standards set in the ASGS By-laws and will be processed by the Membership Committee. As such, subscribers will be entitled to all rights and privileges according to their designated classifications."

To ascertain the cost of this discount, the Membership Chair provided a spreadsheet that listed all companies w/ multiple employees currently signed up as members. The list read as follows:

A.B. Seal 3	Osram Sylvania 3	Wale Apparatus Co. 4
Aldrich Chemical 5	Pope Scientific 3	Wyse Glass Specialties, Inc. 3
Ace Glass 4	Quartz International 3	
Carlisle Machine 4	Ramin Corp. 5	
Chemglass 5	Supelco 10	
Farlow's Scientific 8	Techni-Glass 3	
G M Associates 3	Technical Glass Products 4	
Intersil Corp 3	The Fredricks Company 3	
Leco Corp. 6	Universal Instruments Co. 3	
Lorillard Research Ctr. 3		

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The discount in our membership revenue would have been considerable:

11w/ 3 co. @ \$15 = 165
4 w/4 co @ \$70 = 280
3 w/5 cos @ 125 = 375
1 w/6 cos @ =160
1w 8 cos =290
1 w 10 cos =400

TOTAL Cost = \$1,670.00

The net effect is that to make up for this loss the program would have to gather 84 extra members, just to break even. Even a small short fall of 20 members (where we would gain 64 members) would have cost as much as \$1,000. Obviously we had to increase the cost somewhere and still provide enough incentive for the largest segment of employee memberships; those with 3 members constituted half of the companies presently listed.

After some adjustments, we anticipate that the current motion presented by this Ad-hoc is fiscally responsible and offers a very good incentive for employers to add this to the employee benefit package for as little as \$37,50 per employee annually. It essentially breaks down as such:

Company pays for the 1st three full price and the additional others at 1/2 price

11 companies presently have 3 employees signed up. They would have considerable incentive to sign up more; the discount would come from remaining companies:

4 @ -37.5 x 4 -150
5 @ -70 x 3 -210
6 @ -112.50 -112.50
8 @ -187.50 -187.50
10 @ -262.50 -262.50

Total discount = \$922.50

But we would only need 25 added members @ \$37.50 ea. to break even.

Other recommendations are that Membership should create a form for Corporate Subscribers and that Outreach should create a cover letter that explains the benefits. I understand each of these Chairs is going to try and present these to the board in November. Upon approval from the board we would like to make this offer in time for the annual membership dues mailing.

Final Motion reads as follows: **Corporate subscribers shall have an annual site fee of \$225 per business entity (proof by tax i.d. maybe required). The annual site fee entitles the business entity to three (3) free memberships and a 50% discount on each additional membership subscription.**

At the time of the submitted application, subscribed members must be employed by the business entity. All subscribed members shall be classified according to the standards set in the ASGS By-laws and will be processed by the Membership Committee. As such, subscribers will be entitled to all rights and privileges according to their designated classifications."

Sincerely,

Michael J Souza / Ad-hoc Chair Corp. Rates

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