



Membership Dues

Membership with LeadingAge and LeadingAge Massachusetts is a joint membership. Members pay dues to both Associations at one time. LeadingAge Massachusetts sends members one invoice for both National and Massachusetts dues at the start of each calendar year. New members are offered a 50% off first year membership rate.

LeadingAge Massachusetts and LeadingAge National Membership Dues are based on **Service Profile** and **Program Service Revenue**.

- **Service Profile** is defined as the type of aging services offered by an organization
- **Program Service Revenue** is defined as revenue that an organization receives from their aging services. Revenue reported for dues assessment should exclude items unrelated to aging services, such as interest, realized and unrealized gains or losses, special events/activities, other non-aging services related business lines and charitable contributions. Members are required to report updated revenue annually, as requested via member survey from LeadingAge MA.

Calculating LeadingAge Massachusetts Dues

- **Assisted Living Members, Independent Living and Affordable Housing Members, Life Plan Community/CCRC Members and Rest Home Members:**

If revenue is...	Dues are...
\$0 - \$999,999	Revenue x.0004
\$1,000,000 – 9,999,999	Revenue x .00035 +\$50
\$10,000,000 and over	Revenue x .00030 + \$550

- **Nursing Home Members:** 75% of their applicable millage rate.
- **Hospice & Home Health Members:** Massachusetts Rate is equal to National Rate (see below)
- **ASAP Members:** \$750 Flat Rate
- **PACE Members:** \$1500 Flat Rate
- **Adult Day Health Members:** \$200 Flat Rate /Site
- **Village:** \$175 Flat Rate

ALL MASSACHUSETTS MEMBERSHIP DUES ARE CAPPED AT \$9900

Calculating LeadingAge National Dues

LeadingAge Dues Bands



2024 National Annual Dues (per site)

Level	Program Service Revenue or Operating Revenue annual revenue from programs less grants or donations	Provider Member Affordable Housing, Assisted Living, Community Based Services, Continuing Care at Home, CCRC, Home Health Care, Home Care, Independent Living, Skilled Nursing
10	>\$27,000,000	\$9,900
9	\$24,000,000 - \$27,000,000	\$8,000
8	\$20,000,000 - \$24,000,000	\$7,000
7	\$17,000,000 - \$20,000,000	\$6,000
6	\$14,000,000 - \$17,000,000	\$5,000
5	\$9,900,000 - \$14,000,000	\$4,000
4	\$7,000,000 - \$9,900,000	\$3,000
3	\$4,400,000 - \$7,000,000	\$2,000
2	\$1,900,000 - \$4,400,000	\$1,000
1	<\$1,900,000	\$350
Hospice (no other services)		
		50% of Applicable Dues Band
Adult Day*		
		\$200 Flat Fee
Area Agencies on Aging*		
		\$350 Flat Fee
Convent*		
		\$350 Flat Fee
PACE*		
		\$2,500 Flat Fee
Public Housing Authority*		
		\$350 Flat Fee
Senior Center*		
		\$200 Flat Fee
Under Construction*		
		\$350 Flat Fee
Village*		
		\$175 Flat Fee

Corporate Multisite Program

If you have multiple communities in membership within a single state, we can offer a single payment option. Add up all the Program Service Revenue (PSR) for all communities and apply the band above. If the cumulative PSR is greater than \$27 million, please use the following formula to calculate Corporate Multisite Program dues:

Total cumulative PSR for all sites x 0.0003 + \$550

*Flat Fees are offered only to the provider members above who offer only the described service and no other services. The fee is per site.

**ALL MEMBERSHIP QUESTIONS CAN BE DIRECTED TO
SARAH LACASSE, VICE PRESIDENT, SLACASSE@LEADINGAGEMA.ORG**