



# Why Increase Registration & Membership?

Our last true increase happened in 2022, roughly 5 years ago. Since that time, we've all been touched in some way or another by inflation. So far WLIA has been able to maneuver around this, but the increases to many items have finally caught up to us. Good news is enacting a small one time 8% increase to registration & membership dues will set WLIA up for a bright financial future.

But what has really increased and by how much?

1

## Food Costs

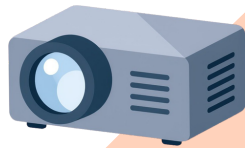
Food & beverage minimums and overall costs have gone up **14%** since 2022. With contracts in hand through 2030 this trend is continuing into the future. That's more than **\$10,000** extra per year.



3

## AV Costs

Many locations now require hook up fees or the use of in house AV. This has raised our AV costs by over **30%** since 2022. An increase of over **\$4,000** per year



5

## Software Costs

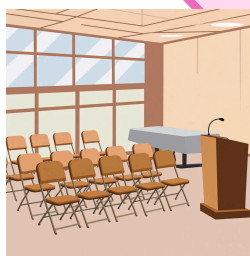
Our software costs for items like NOVI, QuickBooks, and other software increase on average more than **5%** per year. These increases have finally caught up with our overall budget.



2

## Room Rental Costs

Many locations have increased their overall costs for room rentals. This has increased greater than **10%** since 2022 and looking into the future this trend will continue.



4

## Material Costs

Printing, paper, and many other general material costs have gone up **25%** since 2022. This trend is on track to continue into the future.



### Question 1

**Q:** Is WLIA in a dire financial state that we are increasing fees?

**A:** No! We are doing this to avoid exactly that, but we must act now. Having a small increase now will set us up for the foreseeable future. If we wait until WLIA is in the red it would require an even larger increase or removal of basic services we provide.

### Question 2

**Q:** Have we factored in all of these future increases?

**A:** Yes! We have factored in all of our future contracts and created a very in depth budgeting tool that can be used from year to year. We as a board are striving to be more proactive, not reactive!

### Question 3

**Q:** Where does this place WLIA with other groups?

**A:** This places us in the middle - lower end of costs compared to other comparable groups throughout the midwest. We also consistently offer more than any other group in the Midwest when it comes to education, outreach, and benefits.

### Question 4

**Q:** What if WLIA has extra money at the end of the year?

**A:** While this increase is to ensure we cover what we are currently doing, if we have left over money it will give us the ability to do a variety of year specific programs to benefit our membership!

### Question 5

**Q:** Shouldn't WLIA have a net \$0 budget at the end of the year?

**A:** This is always the goal! With this increase we are looking at a small 2% increase to our overall operational budget. This will help mitigate any increases we experience throughout the next 5 years or variations in registrations and sponsorships.