



## 2020 Dues Calculation Worksheet

### Standard Dues

### Dues Calculation Instructions

Member/Prospective Member Name			
	Program Service Revenue		<b>Program Service Revenue definition:</b> The revenue an organization receives from aging services. It EXCLUDES unrelated items such as interest, realized and unrealized gains or losses, special events/activities, charitable contributions and any other services unrelated to the LeadingAge mission. Your program service revenue figure should come from IRS Form 990, Part I, line 9 of the most recently completed fiscal year. Alternatively, you may derive Program Service Revenue from one of the following documents: your organization's most recent Audited Financial Statement, Medicaid Cost Report, or Profit and Loss statement.
	Revenue Year		
	Beds/Units		This # should include all licensed units, even if they are not in service.
Line 1	LeadingAge National Dues (see dues band chart)	\$ -	<b>Line 1:</b> National Dues: Refer to the LeadingAge (national) dues bands chart below. Identify the band that reflects your organization's Program Service Revenue*.
Line 2(a)	ME & NH Baseline Dues (LeadingAge dues x 120%)	\$ -	<b>Line 2(a): State Dues - baseline:</b> Multiply your LeadingAge dues band amount by 120%. This is your baseline state dues amount.
			<b>Line 2(b): State Dues – adjusted:</b>
	Minimum ME & NH Dues	\$ -	All members will pay at least \$17.00 per unit/bed. Multiply # of beds/units by \$17.00
	Maximum ME & NH Dues	\$ -	No member will pay more than \$30.00 unit/bed. Multiply # of beds/units by \$30.00
Line 2(b)	ME & NH Adjusted Dues	\$ -	<b>If Baseline Dues amount is lower than Minimum Dues amount then Minimum Dues apply.</b> <b>If Baseline Dues amount is higher than Maximum Dues amount then Maximum Dues apply.</b>
Line 3	2020 Total Dues (Line 1 + Line 2b)	\$ -	<b>Line 3: Total Dues:</b> Sum of Line 1 (national dues) and Line 2(b) (adjusted state dues)
Line 4	2020: Year 1 Adjustment (as applicable)	\$ -	<b>Line 4:</b> Dues reduced by 50% in Year 1.

## LeadingAge Dues Bands



Level	Program Service Revenue annual revenue from programs less grants or donations	National Annual Dues
10	>\$27,000,000	\$9,300
9	\$26,999,999 — \$24,000,000	\$8,000
8	\$23,999,999 — \$20,000,000	\$7,000
7	\$19,999,999 — \$17,000,000	\$6,000
6	\$16,999,999 — \$14,000,000	\$5,000
5	\$13,999,999 — \$9,900,000	\$4,000
4	\$9,899,999 — \$7,000,000	\$3,000
3	\$6,999,999 — \$4,400,000	\$2,000
2	\$4,399,999 — \$1,900,000	\$1,000
1	<\$1,899,999	\$350*

### Special Programs

the below members have a different dues structure

Adult Day (standalone – no other services)	\$200 flat fee
Hospice (standalone – no other services)	50% off the applicable band
PACE (standalone – no other services)	\$2,500 flat fee
Public Housing Authority (per site)	\$350 flat fee
Village (per site)	\$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**

\*minimum dues for regular band is \$350