



Agenda

- ⊕ **State of Membership from 1/05 to 1/06**
- ⊕ **Membership Categories and Dues Structure**
- ⊕ **Successful Post Membership Checklist Post Rosters 101**
- ⊕ **Recruitment and Retention Efforts**
- ⊕ **Membership Logistics**
- ⊕ **Membership Resources**





Individual Member Statistics

Membership Categories	Jan 1, 05	Jan 1, 06	YTD
Regular Members	7,406	6,942	(6%)
Young Members (YM)	1,739	2,127	22%
Non-Commissioned Officers	35	103	194%
Fully Retired	157	242	54%
TOTAL DUES PAYING	9,337	9,414	1%
Life Members	1,110	1,158	4%
Student Members	679	906	33%
Junior Officer Free Members	N/A	26	136%
TOTAL INDIVIDUAL MEMBERS	11,126	11,504	3%





SAME Member Profile

- **Private industry: 13,280 (61%)**
- **Federal Government:**
 - DOD: 4,500 (21%)
 - Non-DOD: 595 (3%)
- **State/local Gov't: 585 (3%)**
- **College Students: 885 (4%)**
- **Fully Retired: 860 (4%)**
- **Unidentified: 1,065 (4%)**

TOTAL = 21,770 (100%)



As of 12/31/05





Membership Categories and Dues Structure – Current and Proposed –





Post Dues

2004	2005	2007
Posts created unique dues amounts resulting in 19 different amounts	SAME simplified membership with five standard dues amounts	SAME Board agreed to eliminated Post Dues, effective January 1, 2007
Individuals join multiple Posts by paying Post dues	Individuals join multiple Posts by paying Post dues—only 3% belong to two or more Posts	Individuals may join up to two Posts without charge
Posts receive 100% of Post Dues collected by SAME HQ	Posts receive 100% of Post Dues collected by SAME HQ—about \$65,000 per year	Posts receive no Posts Dues
Posts receive no percentage from national dues	Posts receive no percentage from national dues	Posts receive 15% of national dues – about \$75,000 per year





Proposed IM Dues Rates (1/1/07)

Membership Type	Current Rate	Proposed Rate	Dollar Increase
Public Sector	\$50.00 + Post Dues	\$55.00 - No Post Dues	\$5.00
Private Sector	\$75.00 + Post Dues	\$82.00 - No Post Dues	\$7.00
Young Members	\$30.00 + Post Dues	\$33.00 – No Post Dues	\$3.00
NCO	\$30.00 + Post Dues	\$30.00 – No Post Dues	None
Fully Retired	\$30.00 + Post Dues	\$35.00 – No Post Dues	\$5.00

Dues increase needed to balance SAME HQ budget due to increased salaries, publication expenses and higher IM dues distributed to Posts.





Benefits from Elimination of Post Dues

- **Simplify the process of Individual Members joining the Society**
- **Maximize Post membership and participation—some of the 8,000 members belonging to only one Post will join a second Post at no cost**
- **Eliminates accounting for high volume and low dollar amounts at SAME HQ, saving time and money**
- **Simplifies the transition of the legacy HQ membership database to a new, integrated association management system**
- **Easier for Members who transfer to another Post**





Individual Member Prorating Schedule

- Based on feedback from the Dues Task Force, the decision was made to simplify the pro-rating of dues for new Individual members beginning January 1, 2006.
- Prorating now in three categories rather than monthly
- Requires members in 2nd half of year to purchase a 13-18 month membership so that they are not billed again after only a few months
- New members may still purchase two or three year memberships





New Member Prorating Schedule for 2006 (NO post dues for 2007)

Join Date	National Dues to be Paid in 2006	Expire Date	Post Dues to be Paid When Joining
If you join in...	Public Sector Individual Members will pay:		
Jan-May 2006	\$50.00 (Full Year Dues - Not prorated)	12/06	One Year
Jun-Oct 2006	\$75.00 (Prorated amount of \$25.00 plus one full year of National dues)	12/07	One Year
Nov-Dec 2006	\$50.00 (Two free months plus one full year of National dues)	12/07	One Year
If you join in...	Private Sector Individual Members will pay:		
Jan-May 2006	\$75.00 (Full Year Dues - Not prorated)	12/06	One Year
Jun-Oct 2006	\$112.50 (Prorated amount of \$37.50 plus one full year of National dues)	12/07	One Year
Nov-Dec 2006	\$75.00 (Two free months plus one full year of National dues)	12/07	One Year
If you join in...	Young Members/Non-Commissioned Officers/Fully Retired will pay:		
Jan-May 2006	\$30.00 (Full Year Dues - Not prorated)	12/06	One Year
Jun-Oct 2006	\$45.00 (Prorated amount of \$15.00 plus one full year of National dues)	12/07	One Year
Nov-Dec 2006	\$30.00 (Two free months plus one full year of National dues)	12/07	One Year





Proposed Sustaining Member Dues Increase (Jul 1, 06 if Board Approved)

Office Size	Current	Proposed	Dollar Increase	Percent Increase
Very Small (<25 people)	400	440	40	10
Additional office	200	225	25	10
Small (25 to 100 people)	500	575	75	15
Additional Office	250	300	50	20
Medium (101 to 600 people)	920	1,050	130	15
Additional Office	460	550	90	15
Large (over 600 people)	1,120	1,300	180	16
Additional Office	560	650	90	16
Small company (<10 people)	200	220	20	10
Additional Office	100	110	10	10

Note: 1,100 of 1,400 SM companies belong to only one Post





Post Rosters





Post Rosters 101

What are Post Rosters?

Post Rosters are detailed excel formatted reports that provide a listing of the members within respective Posts. ⚠

www.same.org/custom/postrosters





Post Rosters 101

Access to Post Rosters:

1. Go to www.same.org/custom/postrosters
2. Log-in using your Last name and member id number

Post Rosters - Member Login Required - The Society of American Military Engineers - Microsoft Inter

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Mail Print Word Document Copy Paste

Address <http://www.same.org/custom/postrosters/>

THE SOCIETY OF AMERICAN MILITARY EN

SEARCH GO

- Join SAME
- Renew/Update Membership Info
- About SAME
- Members Only Content
- Member Directory
- Find a Post (Chapter) Near You
- Calendar of Events
- Education & Training Opportunities

Post Rosters - Member Login Required

As an added security measure to protect the privacy of member information, you need to [log in](#) with your last name and Member ID to access Post rosters.

If you do not know your Member ID, e-mail us at memberid@same.org and we will e-mail your membership number to you within 24 hours.

Once you have logged in, select the Post for which you would like to view the roster, then select which roster you would like to download.

Please [click here](#) to log in as a member.

[Home](#) | [Back to Top](#)





Post Rosters 101

Once on the SAME Post Rosters page:

1. Select your Post by using the drop down menu.
2. Select your report (File Type)
3. Download or save the report to your files

Address <http://www.same.org/custom/postrosters/>

THE SOCIETY OF AMERICAN MILITARY ENGINEERS

SAME Post Rosters

Select the Post for which you would like to download a roster, then select which roster you would like to download. The file will download in CSV format. Use Microsoft Excel on your PC to open and view the file. Then save it in MS Excel format.

New to using the Post Rosters? Not sure of how to use the Rosters? Click [here](#) for further information. If you still need help, contact Natasha Rocheleau at nroch@same.org.

Rosters were posted to the Web on January 24, 2005. These ARE the rosters that will be used to determine the end-of-year numbers for the membership streamers. The numbers will be posted shortly.

Post:

File Type:





Post Rosters 101

- 📖 **Post Rosters – www.same.org/custom/postrosters**
- 📖 **Post should have a designated Membership Officer responsible for reviewing Post Rosters frequently**
- 📖 **Weekly reports providing information on the following:**
 - 📖 **New Members (accumulative report of all New Members in respective Post as of January 1)**
 - 📖 **Individual Members (List of all people within Post which includes Young Members, Non-Commissioned Officers, Fully Retired, Student Members, Sustaining Member Representatives)**
 - 📖 **Shows Fellow, Young and Board Member designation**
 - 📖 **Sustaining/Corporate Member (Report shows the names of the companies that are members of Post as well as their representatives)**
 - 📖 **Dropped Member (accumulative report of all expired members in respective Post as of one month prior or before). This does NOT include people who have been deleted from the system or who have moved to another post.**






Post Rosters 101

 **Post Rosters are not the central membership database. They are reports exported from the main database (MEMEX) and reflect information in a static environment – NOT REALTIME.**



 **Rosters contain contact information such as name, mailing address, telephone number, email address and much more...**

 **Rosters are in an excel spreadsheet format (CSV – comma delimited). This format allows for sorting, use for mailing labels, merge templates.**





Post Membership Checklist

Be sure to:

- ✓ Have an **Active** Post leader as your Individual Member Point of Contact and Sustaining Member Point of Contact (MPOC)
- ✓ **Communicate** with your members periodically
- ✓ Actively **review** the Post Rosters (www.same.org/custom/postrosters) to gauge the “health” of your Post Members
- ✓ Actively **volunteer** in Membership Task Force opportunities and Membership Outreach activities
- ✓ **Contact** SAME HQ immediately if you have questions or concerns regarding new Membership Policies or statistics





Recruitment and Retention Efforts





Member Recruitment / Retention Tips

Study your niche carefully

- » Highlight the Movers & Shakers in Your Post Newsletters
- » Recognize promotions or Change of Assignments





Member Recruitment / Retention Tips

Give New Members Special Meeting/Conference Ribbons

This not only makes new members feel special and welcomed, but the ribbons make it easier for existing members to spot the new ones and offer a little guidance and advice.



Hold an Open House

- Host a small reception inviting new members to meet and greet your Post Officers.
- Treat this event like an exhibit booth at a trade show; give away some publications or other gifts have a drawing for a free Post sponsored event registration.





Current Membership Streamer Criteria

The Membership Streamer Award is awarded based on the **net growth** for two membership categories:

- Individual Members, including Life Members, Regular Members, NCO Members and Young Members (Excludes Student Members)
- Sustaining Member companies, Public agencies, Academic members, and Non-profit members.





Proposed Membership Streamer Criteria

Post will be awarded the Membership Streamer if they maintain or show growth in both categories of members affiliated with Post:

- Individual Members, including Life Members, Regular Members, NCO Members and Young Members (Excludes Student Members)
- Sustaining Member, Public Agency and Academic Institution Representatives

Notes:

- Members who are both an Individual and Sustaining Member Representative will be counted twice.
- 17 Additional Posts Would Have Won Under the New Criteria





Rationale for Changes to Membership Streamer

- The current criteria rewards growth, but not retention.
- The current environment of reduced government manpower and high level of deployments make public sector membership a challenge.
- Some Posts are challenged due to their geographic location and have a limited prospect pool.
- Posts that have retained members in one or both categories of membership should be rewarded.
- The criteria should not encourage end of year recruitment of new members only to win the streamer when such members are unlikely to be retained.
- 65 Posts instead of 48 Posts would have been eligible to be a distinguished Post under the new criteria.





Individual Member Recognition and Longevity

A great way to retain members in your Post is by recognizing them for the number of years of dedication and membership within your Post

- Provide members with a 5, 10 or 15 year pin at special Post events
- Pins may be ordered from SAME HQ--FREE





Membership Recognition

Individual Member Recognition and Longevity

SAME Members who have been members with the Society for **25** years will:



- Receive a letter, certificate and pin from SAME HQ
- Will have their names published in SAME News

SAME Members who have been members with the Society for **50** years will:



- Receive a letter, certificate and pin from SAME HQ
- Will have their names published in SAME News
- Will have their names published on SAME Web Site





Recognition of Sustaining Member Longevity

Recently SAME HQ revamped how we Recognize Longevity for Sustaining Members.

- In the past, Sustaining Members received only a plaque after 5 years of membership
- Beginning in 2006
 - Sustaining Members receive a plaque with Certificate upon joining the Society and
 - every five years, the Sustaining Member Company will receive a certificate to slide into their plaque recognizing years of membership with the Society





Membership Logistics





Logistics...Joining SAME....

Members who are interested in SAME can go to www.same.org/join to learn more about what SAME has to offer.





Logistics...Renewing with SAME....

All membership types can go to www.same.org/renew

Once there, the member will be directed to the appropriate area for renewal

THE SOCIETY OF AMERICAN MILITARY ENGINEERS

SEARCH

- Join SAME
- Renew/Update Membership Info
- About SAME
- Members Only Content
- Member Directory
- Find a Post (Chapter) Near You
- Calendar of Events
- Education & Training Opportunities

Renew Your Membership

The Society of American Military Engineers
> Renew/Update Membership Info

Click on the appropriate link below to renew your membership by type.

Please direct any membership questions to member@same.org

- [Individual Membership Renewal](#)
- [Sustaining Membership Renewal](#)

Renew Your Membership
Post Membership Changes for Existing CONSOLIDATED Sustaining Members
Update Membership Info





Updating Contact Information

In order to keep our database up-to-date encourage members to update their membership regularly.

- Members can update their contact information by using the Change of Address card found in *The Military Engineer* magazine



CHANGE OF ADDRESS

I wish to update my address for: Home Work
Please send SAME materials to my: Home Work

Name _____
Title _____
Organization _____
Work Address _____
City _____ State _____ ZIP _____
Tel _____ Fax _____ E-mail _____
Home Address _____
City _____ State _____ ZIP _____
Tel _____ Fax _____ E-mail _____

Update your membership online at www.same.org/update





Updating Contact Information

They can also go online to update your membership

http://www.same.org/i4a/pages/index.cfm?pageid=1

THE SOCIETY OF AMERICAN MILITARY ENGINEERS

The mission of the Society of American Military Engineers is to promote and facilitate engineering support for national security by developing and enhancing relationships and competencies among uniformed services, public and private sector engineers, and related professionals.

NEWS NOW

Golden Eagle Awards Dinner

[Individual registration is now open](#) for the Golden Eagle Awards Dinner. Tables are sold on a first-come, first-served basis.

Update Your MOVING? HERE





Membership Resources

In addition to the Post Rosters, SAME HQ also created a Membership Marketing Brochure “Get Connected”. This comprehensive brochure highlights benefits of membership.

Posts can order copies for **FREE** by simply going to the Online Store OR downloading the brochure from our web site at www.same.org/join

The brochures are excellent for handouts at meetings and mailings.

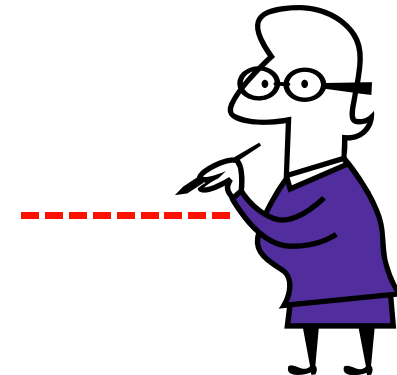




Membership Resources

Membership Applications

Can be downloaded from the web site at www.same.org/join or call SAME Membership and request copies at 703-549-3800 ext. 122.






Membership Resources

Paper Applications

Special Note: With the changes in dues amounts, be mindful of the date at the bottom of applications. Only use current applications.

THE SOCIETY OF AMERICAN MILITARY ENGINEERS




SAME's MISSION
"To promote and facilitate engineering support for national security by developing and enhancing relationships and competencies among uniformed services, public and private sector engineers, and related professionals."

SAME's VISION
"To be a premier global engineering organization leading the professional and personal growth of all members in support of military readiness and development of solutions to national security challenges."

New Individual Membership Application

- Regular Member (Age 36 years +)
- Young Member (Age 35 years or younger)
- Non-Commissioned Officer Member (Active, Reserve or Guard)
- Student Member (High School, College Student)
- Fully Retired Member

The Century House



Please Remit Payment To:
The Society of American Military Engineers
Department 0627
Alexandria, VA 22334-0627
703.549.3800 (Phone)
703.548.1463 (Fax)
member@sama.org
www.sama.org/join

HQ 1/1/06





Membership Resources

Today....

We are currently using a database system that has placed limitations on “how we do” membership





Membership Resources - 2007

- We will be providing the Posts a Membership system (tool) that will bring Membership and Post management to your fingertips!
- The New AMS is being designed to provide Posts with the ease of managing their Posts with real-time, web-based information.
- AMS information and training will begin in January 2007





Membership Resources

AMS Functional Capabilities

	HQ	Posts	Members
Membership Management	X	X	X
Post Management		X	
Committee Management	X	X	X
Event Management	X	X	X
Exhibit Management	X	X	X
Directories	X	X	
Member Dashboard			X
Post Dashboard		X	
Online Store w/Shopping Cart	X	X	X
TME Subscriptions	X		X
Advertising	X		
Financial Management	X	X	



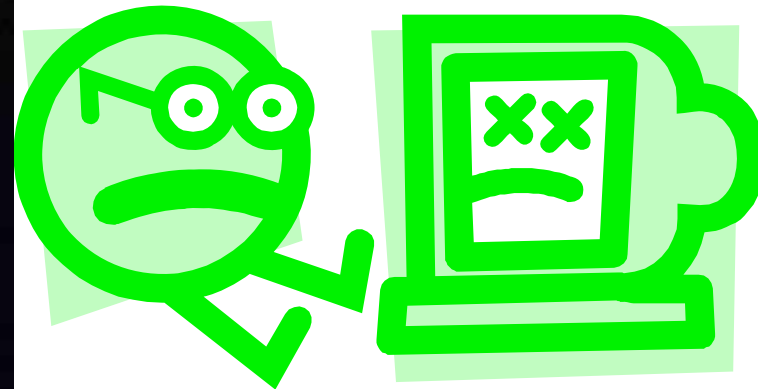


Membership Resources – New AMS

Our goal is to have more Post Members
Happy, Smiling and Satisfied



And Not....





Contacting Us.....



- For Sustaining, Public Agency, Academic and Non-Profit Membership: contact **Jackie Porter** at ext. 121 or via email at jporter@same.org.
- For Consolidated Sustaining Membership or Post Rosters: Contact **Natasha Rocheleau** at ext. 124 or via email at nroch@same.org.
- For Individual Membership or Member Development initiatives: contact **Robin Erwin** at rerwin@same.org.
- For membership overall: contact Melody Jordan-Carr at ext. 120 or via email at mjordan@same.org

General Correspondence Mailing Address:

607 Prince Street
Alexandria, VA 22314
703-549-3800 phone
703-548-1463 fax



Payment Remittance Address:

Department 0827
Alexandria, VA 22334-0827





Ideas.....

Recommendations?





Questions

