

Briefing Note – 2023 Annual General Meeting Membership Fees for 2024

Title: Membership Fee Increase Proposal for 2024

Summary:

The MNL Board of Directors has endorsed a 2024 membership fee proposal to be presented to and voted on by membership at the 2023 Annual General Meeting.

There has been no increase to membership fees since 2018. Since that time, Canada has experienced a 17% increase to the Consumer Price Index (the most commonly used indicator for inflation). Inflationary pressures and interest rates have significantly increased the cost of doing business for MNL. In addition to cost-constraining and revenue-generating measures current being undertaken, it is prudent to consider a membership fee increase at this time.

The MNL Board of Directors is proposing a 10% increase to membership fees for 2024, with the plan to bring forward a proposal for a further 5% fee increase at the 2025 Annual General Meeting.

Background:

MNL is required to get approval from members at the AGM for any increase to membership fees. The annual organizational budget is prepared by staff and approved by the Board of Directors at the beginning of each year, and MNL staff are working diligently to constrain costs and increase revenue opportunities to continue to serve our members. We have contracted MNP as a financial advisor for the organization to ensure the fiscal sustainability of MNL, and are working with them to develop short-medium- and long-term cash-flow analyses and financial projections for the organization. We have been advised by our auditors and financial advisor that, in addition to cost-restraining and revenue-generating activities, it is necessary to increase membership fees to avoid running consistent deficits.

More information is provided in the two-page information sheet that accompanies this package.

Current status and next steps:

The MNL Board of Directors has endorsed the following membership fee proposal for 2024 to be presented to and voted on by membership at the 2023 Annual General Meeting:

- 10% increase for membership fees for 2024, with a maximum increase of \$2,000
- Planned proposal of an additional 5% increase to be presented at 2025 AGM

More information, including the proposed increase for each member municipality, is included in the attached information package.

Decision Required:

Membership vote on the above membership fee proposal at the 2023 MNL Annual General Meeting.

Proposed Increase for Membership Fees 2023

Information for members

Toward a Sustainable Future 2023 MNL Conference, Trade Show, AGM



Background

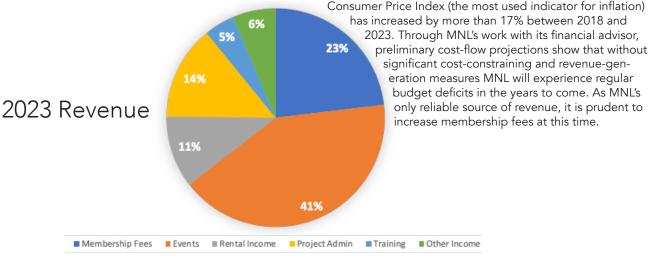
At its meeting on September 18th, 2023, the MNL Board of Directors endorsed the following membership fee proposal to be presented to membership at the 2023 Annual General Meeting:

- 10% Membership Fee increase for 2024, with a maximum increase per municipality of \$2000
- Planned 5% membership fee increase for 2025 (to be voted on at 2024 AGM)

Why is a fee increase being proposed to membership?

Membership fees are the only reliable and stable source of revenue for MNL, with other sources including program administration fees, event registration fees, and project funding which are all unpredictable from year to year due to changes in the economic climate. Membership fees currently make up only 23% of MNL's budget, as shown in the pie chart.

For most membership-based organizations, membership fee increases are a normal course of business. As per MNL bylaws, annual dues may be determined by the Board of Directors and approved by members at any annual or special meeting. There has been no increase to membership fees since 2018. Since that time, significant changes to the economic and social environment have affected the cost of doing business. The



What is the proposed fee structure?

The Board of Directors has approved a 10 percent membership fee increase for 2024, with a maximum increase per municipality of \$2000, to be presented to the membership at the 2023 AGM. A planned membership fee increase is also proposed for 2025 (to be voted on at the 2024 AGM because fee increases can only be approved annually).

A 10% increase to membership fees would result in a minimum fee increase of \$36.96. Approximately 43% of our members would receive less than a \$50 increase, and approximately 72% of our members would receive less than a \$100 increase.



What value do members receive for their fees?

Membership to MNL is incredibly valuable to its members. MNL offers a suite of programs and services to members with significant return on those investments. Current membership services that deliver direct financial savings to members include:

- Discounts on general municipal liability insurance through Cal LeGrow Members save from \$150 to more than \$1500 annually, depending on the community.
- Access to TRIO benefits;
- Discounts on home and auto insurance through Johnson Insurance;
- Discounts on telecom services through Telus Business;
- Access to purchasing discounts through cooperative purchasing opportunities via Canoe Procurement Group of Canada. Members can save up to 25% on purchases covered through Canoe and any purchases done through Canoe do not have to go through the tendering process;
- Free legal referral service through Stewart McKelvey;
- Travel discounts for hotels, flights, and car rentals.

All members receive the benefit of MNL's program and advocacy work to advance all strategic priorities and to ensure that municipalities can do business in a more fiscally stable environment.

Our work is guided by our 2023-25 Strategic Plan, which has three strategic pillars: Strengthening Our Organization, which focuses on ensuring MNL is a sustainable organization that has the resources and the flexibility to support the needs of our members; Seat At The Table, which focuses on advocacy and research to ensure the voices of our members are heard during all issues that effect municipalities; and Sector-Leading Solutions, which focuses on providing our members with the tools necessary to respond to the challenges you face.

In 2023, our advocacy efforts led to a 27% increase to Municipal Operating Grants for municipalities, and we continue substantive advocacy in the strategic priority areas of sustainable municipal infrastructure, regional approaches, municipal fiscal stability, climate resilience, community health and safety, and equity, diversity, and inclusion.

In response to needs expressed by our members, we are currently working on a number of new programs including a bookkeeping program that will support members in financial management needs and reduce auditing challenges such as cost and acquisition of auditors.



If approved, when will fee increases come into effect?

As per MNL's bylaws, approved fee increases come into effect on January 1 after the AGM.

How can I find out more information about the proposed fee increased in advance of the 2023 AGM?

MNL will be holding a membership-wide information session on the proposed membership fee increase on October 19 at 12 p.m. (11:30 in parts of Labrador). You can register for that information session on the MNL website by navigating to the 2023 Conference AGM page.

What will the proposed fee increase mean for my municipality?

Please consult the following chart for the propoosed changes to membership fees.

Municipality	Current	Proposed	Proposed
	membership	10%	2024 fee with
	fee	Increase	10% increase*
City of Corner Brook	\$15,364.64	\$1,536.46	\$16,901.10
City of Mount Pearl	\$16,751.08	\$1,675.11	\$18,426.19
City of St. John's	\$54,548.40	\$2,000.00	\$56,548.40
Hopedale Inuit Community Government	\$763.42	\$76.34	\$839.76
Makkovik Inuit Community Government	\$501.41	\$50.14	\$551.55
Nain Inuit Community Government	\$1,496.25	\$149.63	\$1,645.88
Postville Inuit Community Government	\$369.63	\$36.96	\$406.59
Rigolet Inuit Community Government	\$405.65	\$40.57	\$446.22
Town of Admiral's Beach	\$369.63	\$36.96	\$406.59
Town of Anchor Point	\$417.62	\$41.76	\$459.38
Town of Appleton	\$763.42	\$76.34	\$839.76
Town of Aquaforte	\$369.63	\$36.96	\$406.59
Town of Arnold's Cove	\$1,262.17	\$126.22	\$1,388.39
Town of Avondale	\$852.53	\$85.25	\$937.78
Town of Badger	\$936.32	\$93.63	\$1,029.95
Town of Baie Verte	\$1,746.29	\$174.63	\$1,920.92
Town of Baine Harbour	\$369.63	\$36.96	\$406.59
Town of Bauline	\$601.16	\$60.12	\$661.28
Town of Bay Bulls	\$1,995.00	\$199.50	\$2,194.50
Town of Bay de Verde	\$521.36	\$52.14	\$573.50
Town of Bay L'Argent	\$369.63	\$36.96	\$406.59
Town of Bay Roberts	\$7,540.56	\$754.06	\$8,294.62
Town of Baytona	\$369.63	\$36.96	\$406.59
Town of Beachside	\$369.63	\$36.96	\$406.59
Town of Bellburns	\$369.63	\$36.96	\$406.59
Town of Belleoram	\$497.42	\$49.74	\$547.16
Town of Birchy Bay	\$731.50	\$73.15	\$804.65
Town of Bird Cove	\$369.63	\$36.96	\$406.59
Town of Bishop's Cove	\$369.63	\$36.96	\$406.59
Town of Bishop's Falls	\$4,197.48	\$419.75	\$4,617.23
Town of Bonavista	\$4,585.84	\$458.58	\$5,044.42
Town of Botwood	\$3,823.75	\$382.38	\$4,206.13
Town of Branch	\$369.63	\$36.96	\$406.59
Town of Brent's Cove	\$369.63	\$36.96	\$406.59
Town of Brighton	\$369.63	\$36.96	\$406.59
Town of Brigus	\$961.59	\$96.16	\$1,057.75
Town of Bryant's Cove	\$525.35	\$52.54	\$577.89
Town of Buchans	\$853.86	\$85.39	\$939.25
Town of Burgeo	\$1,738.31	\$173.83	\$1,912.14
Town of Burin	\$3,078.95	\$307.90	\$3,386.85
Town of Burlington	\$417.62	\$41.76	\$459.38
Town of Burnt Islands	\$827.26	\$82.73	\$909.99



Town of Campbellton	\$601.16	\$60.12	\$661.28
Town of Cape Broyle	\$650.37	\$65.04	\$715.41
Town of Cape St. George	\$1,134.49	\$113.45	\$1,247.94
Town of Carbonear	\$6,461.14	\$646.11	\$7,107.25
Town of Carmanville	\$984.20	\$98.42	\$1,082.62
Town of Cartwright	\$567.91	\$56.79	\$624.70
Town of Centreville Wareham Trinity	\$1,525.51	\$152.55	\$1,678.06
Town of Chance Cove	\$369.63	\$36.96	\$406.59
Town of Change Islands	\$369.63	\$36.96	\$406.59
Town of Channel-Port aux Basques	\$5,409.11	\$540.91	\$5,950.02
Town of Chapel Arm	\$607.81	\$60.78	\$668.59
Town of Charlottetown	\$369.63	\$36.96	\$406.59
Town of Clarenville	\$7,786.08	\$778.61	
		-	\$8,564.69
Town of Clarke's Beach	\$2,072.14	\$207.21	\$2,279.35
Town of Coachman's Cove	\$369.63	\$36.96	\$406.59
Town of Colinet	\$369.63	\$36.96	\$406.59
Town of Colliers	\$869.82	\$86.98	\$956.80
Town of Come By Chance	\$369.63	\$36.96	\$406.59
Town of Comfort Cove-Newstead	\$541.31	\$54.13	\$595.44
Town of Conception Bay South	\$18,177.56	\$1,817.76	\$19,995.32
Town of Conception Harbour	\$911.05	\$91.11	\$1,002.16
Town of Conche	\$369.63	\$36.96	\$406.59
Town of Cook's Harbour	\$369.63	\$36.96	\$406.59
Town of Cormack	\$794.01	\$79.40	\$873.41
Town of Cottlesville	\$369.63	\$36.96	\$406.59
Town of Cow Head	\$569.24	\$56.92	\$626.16
Town of Cox's Cove	\$915.04	\$91.50	\$1,006.54
Town of Crow Head	\$369.63	\$36.96	\$406.59
Town of Cupids	\$988.19	\$98.82	\$1,087.01
Town of Daniel's Harbour	\$369.63	\$36.96	\$406.59
Town of Deer Lake	\$6,869.12	\$686.91	\$7,556.03
Town of Dover	\$880.46	\$88.05	\$968.51
Town of Eastport	\$666.33	\$66.63	\$732.96
Town of Elliston	\$409.64	\$40.96	\$450.60
Town of Embree	\$932.33	\$93.23	\$1,025.56
Town of Englee	\$700.91	\$70.09	\$771.00
Town of English Harbour East	\$369.63	\$36.96	\$406.59
Town of Fermeuse	\$432.25	\$43.23	\$475.48
Town of Ferryland	\$550.62	\$55.06	\$605.68
Town of Flatrock	\$2,238.39	\$223.84	\$2,462.23
Town of Fleur de Lys	\$369.63	\$36.96	\$406.59
Town of Flowers Cove	\$369.63	\$36.96	\$406.59
Town of Fogo Island	\$2,984.52	\$298.45	\$3,282.97
Town of Forteau	\$543.97	\$54.40	\$598.37

Town of Fortune	\$1,863.33	\$186.33	\$2,049.66
Town of Fox Cove-Mortier	\$392.35	\$39.24	\$431.59
Town of Fox Harbour	\$369.63	\$36.96	\$406.59
	\$369.63	\$36.96	
Town of Frenchman's Cove			\$406.59
Town of Gallants	\$369.63	\$36.96	\$406.59
Town of Gambo	\$2,630.74	\$263.07	\$2,893.81
Town of Gander	\$11,792.72	\$1,179.27	\$12,971.99
Town of Garnish	\$755.44	\$75.54	\$830.98
Town of Gaskiers-Point La Haye	\$369.63	\$36.96	\$406.59
Town of Gaultois	\$369.63	\$36.96	\$406.59
Town of George's Brook-Milton	\$1,021.44	\$102.14	\$1,123.58
Town of Gillams	\$545.30	\$54.53	\$599.83
Town of Glenburnie-Birchy Head-Shoal	\$369.63	\$36.96	\$406.59
Brook			
Town of Glenwood	\$1,034.74	\$103.47	\$1,138.21
Town of Glovertown	\$2,770.39	\$277.04	\$3,047.43
Town of Goose Cove East	\$369.63	\$36.96	\$406.59
Town of Grand Bank	\$3,072.30	\$307.23	\$3,379.53
Town of Grand Falls-Windsor	\$12,885.24	\$1,288.52	\$14,173.76
Town of Grand Le Pierre	\$369.63	\$36.96	\$406.59
Town of Greenspond	\$369.63	\$36.96	\$406.59
Town of Hampden	\$570.57	\$57.06	\$627.63
Town of Hant's Harbour	\$437.57	\$43.76	\$481.33
Town of Happy Adventure	\$369.63	\$36.96	\$406.59
Town of Happy Valley-Goose Bay	\$9,385.92	\$938.59	\$10,324.51
Town of Harbour Breton	\$2,173.22	\$217.32	\$2,390.54
Town of Harbour Grace	\$3,983.35	\$398.34	\$4,381.69
Town of Harbour Main-Chapel's Cove-	\$1,419.11	\$141.91	\$1,561.02
Lakeview	., -		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Town of Hare Bay	\$1,288.77	\$128.88	\$1,417.65
Town of Hawkes Bay	\$418.95	\$41.90	\$460.85
Town of Heart's Content	\$452.20	\$45.22	\$497.42
Town of Heart's Delight-Islington	\$896.42	\$89.64	\$986.06
Town of Heart's Desire	\$369.63	\$36.96	\$406.59
Town of Hermitage-Sandyville	\$561.26	\$56.13	\$617.39
Town of Holyrood	\$3,275.79	\$327.58	\$3,603.37
Town of Howley	\$369.63	\$36.96	\$406.59
Town of Hughes Brook	\$369.63	\$36.96	\$406.59
Town of Humber Arm South	\$2,126.67	\$212.67	\$2,339.34
Town of Indian Bay	\$369.63	\$36.96	\$406.59
Town of Irishtown-Summerside	\$1,885.94	\$188.59	\$2,074.53
Town of Isle aux Morts	\$883.12	\$88.31	\$971.43
Town of Jackson's Arm	\$369.63	\$36.96	\$406.59
Town of Keels	\$369.63	\$36.96	\$406.59
Town of King's Cove	\$369.63	\$36.96	\$406.59



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	•	\$9,463.96
		\$406.59
		\$406.59
\$742.14	\$74.21	\$816.35
\$694.26	\$69.43	\$763.69
\$829.92	\$82.99	\$912.91
		\$406.59
\$723.52	\$72.35	\$795.87
\$4,533.97	\$453.40	\$4,987.37
\$369.63	\$36.96	\$406.59
\$369.63	\$36.96	\$406.59
\$369.63	\$36.96	\$406.59
\$2,953.93	\$295.39	\$3,249.32
\$369.63	\$36.96	\$406.59
\$369.63	\$36.96	\$406.59
\$618.45	\$61.85	\$680.30
\$666.33	\$66.63	\$732.96
\$369.63	\$36.96	\$406.59
\$369.63	\$36.96	\$406.59
\$453.53	\$45.35	\$498.88
\$6,928.08	\$692.81	\$7,620.89
\$2,170.56	\$217.06	\$2,387.62
\$715.54	\$71.55	\$787.09
\$832.58	\$83.26	\$915.84
\$630.42	\$63.04	\$693.46
\$369.63	\$36.96	\$406.59
\$369.63	\$36.96	\$406.59
\$996.17	\$99.62	\$1,095.79
\$424.27	\$42.43	\$466.70
\$369.63	\$36.96	\$406.59
\$464.17	\$46.42	\$510.59
\$992.18	\$99.22	\$1,091.40
\$1,316.70	\$131.67	\$1,448.37
\$750.12	\$75.01	\$825.13
\$369.63	\$36.96	\$406.59
\$2,888.76	\$288.88	\$3,177.64
	\$36.96	\$406.59
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\$885.78	\$88.58	\$974.36
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Town of Norris Deint	¢001.10	¢00.11	¢000.01
Town of Norris Point	\$891.10	\$89.11	\$980.21
Town of North River	\$758.10	\$75.81	\$833.91
Town of North West River	\$727.51	\$72.75	\$800.26
Town of Northern Arm	\$566.58	\$56.66	\$623.24
Town of Old Perlican	\$841.89	\$84.19	\$926.08
Town of Pacquet	\$369.63	\$36.96	\$406.59
Town of Paradise	\$16,061.16	\$1,606.12	\$17,667.28
Town of Parker's Cove	\$369.63	\$36.96	\$406.59
Town of Parson's Pond	\$458.85	\$45.89	\$504.74
Town of Pasadena	\$4,814.60	\$481.46	\$5,296.06
Town of Peterview	\$1,101.24	\$110.12	\$1,211.36
Town of Petty Harbour-Maddox Cove	\$1,276.80	\$127.68	\$1,404.48
Town of Pilley's Island	\$391.02	\$39.10	\$430.12
Town of Pinware	\$369.63	\$36.96	\$406.59
Town of Placentia	\$4,649.68	\$464.97	\$5,114.65
Town of Point au Gaul	\$369.63	\$36.96	\$406.59
Town of Point Lance	\$369.63	\$36.96	\$406.59
Town of Point Leamington	\$786.03	\$78.60	\$864.63
Town of Point May	\$369.63	\$36.96	\$406.59
Town of Point of Bay	\$369.63	\$36.96	\$406.59
Town of Pool's Cove	\$369.63	\$36.96	\$406.59
Town of Port Anson	\$369.63	\$36.96	\$406.59
Town of Port au Choix	\$1,049.37	\$104.94	\$1,154.31
Town of Port au Port East	\$770.07	\$77.01	\$847.08
Town of Port au Port West-Aguathuna-	\$597.17	\$59.72	\$656.89
Felix Cove			
Town of Port Blandford	\$799.33	\$79.93	\$879.26
Town of Port Hope Simpson	\$547.96	\$54.80	\$602.76
Town of Port Kirwan	\$369.63	\$36.96	\$406.59
Town of Port Rexton	\$452.20	\$45.22	\$497.42
Town of Port Saunders	\$896.42	\$89.64	\$986.06
Town of Portugal Cove - St. Philip's	\$9,419.36	\$941.94	\$10,361.30
Town of Portugal Cove South	\$369.63	\$36.96	\$406.59
Town of Pouch Cove	\$2,751.77	\$275.18	\$3,026.95
Town of Raleigh	\$369.63	\$36.96	\$406.59
Town of Ramea	\$594.51	\$59.45	\$653.96
Town of Red Bay	\$369.63	\$36.96	\$406.59
Town of Red Harbour	\$369.63	\$36.96	\$406.59
Town of Reidville	\$676.97	\$67.70	\$744.67
Town of Rencontre East	\$369.63	\$36.96	\$406.59
Town of Renews-Cappahayden	\$400.33	\$40.03	\$440.36
Town of River of Ponds	\$369.63	\$36.96	\$406.59
Town of Riverhead	\$369.63	\$36.96	\$406.59
Town of Robert's Arm	\$1,070.65	\$107.07	\$1,177.72
Town of Rocky Harbour	\$1,259.51	\$125.95	\$1,385.46
	1,233.31	J123.33	91,303.40



\$132.87 \$52.40 \$36.96	\$1,461.54 \$576.42
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	\$406.59
\$90.44	\$994.84
\$36.96	\$406.59
\$36.96	\$406.59
\$36.96	\$406.59
\$36.96	\$406.59
\$40.30	\$443.29
\$51.47	\$566.18
\$64.11	\$705.17
\$86.05	\$946.56
\$49.08	\$539.85
\$352.85	\$3,881.34
\$395.14	\$4,346.57
\$157.74	\$1,735.12
\$300.31	\$3,303.45
\$57.59	\$633.48
\$36.96	\$406.59
\$36.96	\$406.59
\$160.00	\$1,759.99
\$78.20	\$860.24
\$36.96	\$406.59
\$158.54	\$1,743.90
\$36.96	\$406.59
\$80.33	\$883.65
\$46.15	\$507.66
\$36.96	\$406.59
\$36.96	\$406.59
\$41.63	\$457.92
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\$59.05	\$649.57
\$807.82	\$8,886.06
\$228.63	\$2,514.90
\$120.50	\$1,325.48
\$52.67	\$579.35
\$36.96	\$406.59
\$64.11	\$705.17
\$920.11	\$10,121.23
\$36.96	\$406.59
\$63.97	\$703.70
\$36.96	\$406.59
\$241.93	\$2,661.20
\$130.74	\$1,438.13
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Town of Trout River	\$734.16	\$73.42	\$807.58
Town of Twillingate	\$2,920.68	\$292.07	\$3,212.75
Town of Upper Island Cove	\$2,076.13	\$207.61	\$2,283.74
Town of Victoria	\$2,394.00	\$239.40	\$2,633.40
Town of Wabana	\$2,854.18	\$285.42	\$3,139.60
Town of Wabush	\$2,534.98	\$253.50	\$2,788.48
Town of West St. Modeste	\$369.63	\$36.96	\$406.59
Town of Westport	\$369.63	\$36.96	\$406.59
Town of Whitbourne	\$1,183.70	\$118.37	\$1,302.07
Town of Whiteway	\$496.09	\$49.61	\$545.70
Town of Winterland	\$518.70	\$51.87	\$570.57
Town of Winterton	\$598.50	\$59.85	\$658.35
Town of Witless Bay	\$2,153.27	\$215.33	\$2,368.60
Town of Woodstock	\$369.63	\$36.96	\$406.59
Town of Woody Point	\$369.63	\$36.96	\$406.59
Town of York Harbour	\$457.52	\$45.75	\$503.27

