



Membership Discussion Talking Points:

Member Definitions:

- 1) Full DMO Member – Any organization that serves as the official DMO for a city, county or region and is officially sanctioned as the local DMO. (IE: CVBs, chambers, tourism commissions, visitor centers, tourism offices, tourism authorities, etc.)
- 2) Industry Member – Any individual, entity or organization that is interested in the promotion or enhancement of the visitor industry. (IE: attractions, restaurants, casinos, hoteliers, etc.);
- 3) Affiliate Member – Any individual, entity or organization that is directly engaged in or serves the visitor industry and offers some type of product or service to our members. (IE: advertising agencies, print publications, marketing services, research companies, etc.)
- 4) Reciprocal Member - While never discussed in the past it is necessary for ITA to offer reciprocal membership to other statewide, non-profit associations (IE: State Festivals Association, Parks and Rec Association, Sports Indiana, INrhl, etc). These members will not be allowed to vote on membership matters, but are welcome to attend meetings and have access to the member portion of the website.

Member Dues for 2015:

- 1) Full Member – (no change):
 - a. < \$100,000 = \$650
 - b. \$100,000-\$249,999 = \$780
 - c. \$250,000-\$499,999 = \$1040
 - d. \$500,000-\$749,999 = \$1690
 - e. \$750,000-\$999,999 = \$2340
 - f. \$1,000,000-\$1,449,999 = \$2860
 - g. \$1,500,000-\$1,999,999 = \$3250
 - h. > \$2,000,000 = \$3640
- 2) Industry Member
 - a. Non Profit = \$750
 - b. Profit = \$1500
- 3) Affiliate Member (no change) = \$500