



Warren County, NY

**Policy No. 22  
Membership Policy**

**Customers are identified as follows:**

Returning Members: In the last quarter of the year, the EDC runs a 'membership renewal campaign', sending current members an invitation to renew for the upcoming year.

New Members:

New members are businesses that have not held an EDC membership in the 5 previous calendar years.

**Performance Obligation:**

Membership benefits are outlined in annual member renewal materials and similarly posted on the EDC website. \*See addendum for membership levels and benefits at the time of policy approval.

**Transaction Price:**

Fixed fee based on level of enrollment, listed in annual member renewal materials, and similarly posted on the EDC website.

**Allocate Transaction Price to Performance Obligation:**

Performance allocation is bundled and based on level of enrollment.

Returning members making payment in the 1<sup>st</sup> half of the year are considered renewals for that calendar year. These renewing members pay 100% of the rate and receive 100% of the benefits for their membership level.

Returning members making payment in the 2<sup>nd</sup> half of the year are considered pro-rated members for the calendar year. These pro-rated members pay 50% of the rate and receive 50% of the benefits for their membership level.

New memberships paid within the 1<sup>st</sup> quarter (prior to March 30<sup>th</sup>) will be considered new members for the calendar year. These new members pay 100% of the rate and receive 100% of the benefits for their membership level.

New memberships paid after the 1<sup>st</sup> quarter (March 30<sup>th</sup>) will be considered pro-rated new members for the calendar year. These pro-rated new members pay a rate that is pro-rated to the date of payment and receive a similarly pro-rated percentage of the benefits for their membership level.

**When to Recognize Revenue**

Entity receives access to benefits upon payment of annual membership fees. Throughout the year the member is not required to access the benefits but always has the ability to do so. Membership is nonrefundable.

Returning memberships paid for during this renewal campaign period (i.e. before January 1<sup>st</sup> of the membership year) may be recorded as deferred income for the upcoming year.

New memberships paid for during the renewal campaign period (i.e. before January 1<sup>st</sup> of the membership year) may be recorded as deferred income for the upcoming year.

Invoices issued during this renewal campaign will be dated January 1<sup>st</sup> of the upcoming year.

*\* Membership levels and benefits are subject to change.*

This policy recognizes the enhanced membership program adopted by the EDC for the 2024 calendar year.

The EDC Membership runs on the calendar year (January through December)

Businesses submitting payment of Annual EDC Membership Dues are entering into an exchange transaction, whereby the EDC provides members with benefits as outlined in annual member renewal materials and similarly posted on the EDC website.

*New Policy No. 22, Adopted 10/17/2023*

*Reaffirmed 3/20/24*

## ADDENDUM



### EDC MEMBERSHIP OPPORTUNITIES

Our mission to provide business assistance and growth in Warren County cannot be fulfilled without the financial support from our local Business Community. Whether you are a large company or a small proprietor, your impact makes a difference. EDC is a 501c3 corporation and partially relies on memberships to continue to offer you networking opportunities as well as convening to provide business assistance.

**LEVELS:**

**BENEFITS:**

<p><b>Leadership Circle</b> <b>\$5,000</b></p>	<p><b><i>Members of the Leadership Circle receive:</i></b></p> <ul style="list-style-type: none"> <li>• EDC e-news quarterly</li> <li>• EDC website logo recognition</li> <li>• Access to EDC office space for meetings and remote work</li> </ul> <p><b><i>Annual Event benefits</i></b></p> <ul style="list-style-type: none"> <li>• Automatic premium sponsorship for events</li> <li>• Reserved table of 8 for events; discounts for more guests</li> <li>• Premium logo placement on event materials</li> </ul>
<p><b>Premium</b> <b>\$3,500</b></p>	<p><b><i>Premium Level Members receive:</i></b></p> <ul style="list-style-type: none"> <li>• EDC e-news quarterly</li> <li>• EDC website logo recognition</li> <li>• Access to EDC office space for meetings and remote work</li> </ul> <p><b><i>Annual Event benefits</i></b></p> <ul style="list-style-type: none"> <li>• Automatic sponsorship for events</li> <li>• 4 courtesy tickets for all events; discounts for more guests</li> <li>• Logo placement on event materials</li> </ul>
<p><b>Patron</b> <b>\$1,000</b></p>	<p><b><i>Patron Level Members receive:</i></b></p> <ul style="list-style-type: none"> <li>• EDC e-news quarterly</li> <li>• Name listed on EDC website</li> <li>• Access to EDC office space for meetings and remote work</li> </ul> <p><b><i>Annual Event benefits</i></b></p> <ul style="list-style-type: none"> <li>• 2 courtesy tickets for all events; discounts for more guests</li> <li>• Name listed on event materials</li> </ul>
<p><b>Supporter</b> <b>\$250</b></p>	<p><b><i>Supporter Level Members receive:</i></b></p> <ul style="list-style-type: none"> <li>• EDC e-news quarterly</li> <li>• Member name listed on EDC website</li> <li>• Access to EDC office space for meetings and remote work</li> </ul> <p><b><i>Annual Event benefits</i></b></p> <ul style="list-style-type: none"> <li>• Discounted tickets for all events</li> <li>• Name listed on event materials</li> </ul>