

Electronic Security Association 2018 Dues Structure

Regular Membership Dues

For companies with a single office, dues are based on the total number of employees in the company. Employees are defined as: "full time employees, including administrative, office, and sales personnel, engaged in any way with the alarm operations of the company." For companies with a main office the dues are calculated as follows:

<u>Number of Employees</u>	<u>Annual Dues</u>
1 - 5	\$ 266
6 - 10	\$ 452
11 - 15	\$ 604
16 - 25	\$ 830
26 - 50	\$1,545
51 - 100	\$1,998
101 - 150	\$2,900
151 +	\$3,807

For **National Companies*** the dues are calculated as follows:

1. Headquarters dues (flat rate) \$1,250
2. Number of branches
(excluding headquarters – capped at 100 total) _____ x \$275 = \$ _____
3. Total annual dues (add items 1 & 2 above) \$ _____

National Companies are companies with offices in fifteen (15) or more states.

National Company Members agree to become members of Chartered Chapters in not less than fifty-one percent (51%) of the states where there is a Chartered Chapter and in which the company has an office. Unless otherwise directed by the ESA Board, the National Company must join the Chartered Chapter (if any) in which its headquarters is located.

Multi-Location Companies are Regular Member companies with two (2) or more offices in fourteen (14) or fewer states. Branch locations are noted but no additional dues collected.

Affiliate Membership Dues

For individuals or business entities that do not otherwise qualify for membership under any other membership category, but have the capability of contributing significant value or expertise to the electronic security industry, or provide design, installation, service or monitoring of electronic security systems for its own use and not to either the general public or to alarm dealers. The dues are calculated as follows:

<u>Number of Employees</u>	<u>Annual Dues</u>
Individual	\$ 100
2 - 15	\$ 500
16 - 30	\$1,000
31 - 49	\$1,500
50 +	\$2,000

Individual Membership Dues

An Individual Member may be an individual that is not currently employed by a company that fits the description of a Regular Member, National Company Member, Affiliate Member or Associate Member and does not have a product or service to offer to the Industry. Individual Members shall fall into one of the following categories:

Public Safety Member: \$25
Any individual who is a current employee of the police or fire department of any governmental organization.

Professional Member: \$150
Any professional such as an architect, specifying engineer or consultant that does not otherwise qualify for membership under any other membership category, but has the capability of contributing significant value or expertise to the Industry.

Student Member: \$50
Any individual, 18 years of age or older, enrolled in high school, community college, college, university, or trade school actively pursuing a degree and able to provide valid documentation of enrollment.

Occupational Member: \$125
Any individual who has already graduated high school, college or technical school who is interested in a career in the security industry.

Allied Organization

Shall be open to any organization that does not qualify for membership under any other membership category, but has the capability of contributing significant value or expertise to the electronic security and life safety industry.

Company \$100

Associate Membership Dues

For individuals or business entities that are engaged in manufacturing, distributing, supplying, dealing in or selling products or services, generally used and relating to and necessary to the Regular Members of the Association.

<u>Level</u>	<u>Revenue</u>	<u>Annual Dues</u>
6	\$ 251 million and above	\$ 3,500
5	\$ 101 - 250.9 million	\$ 2,900
4	\$ 21 - 100.9 million	\$ 2,325
3	\$ 6 - 20.9 million	\$ 1,750
2	\$ 2 - 5.9 million	\$ 1,250
1	\$ 0 - 1.9 million	\$ 1,250