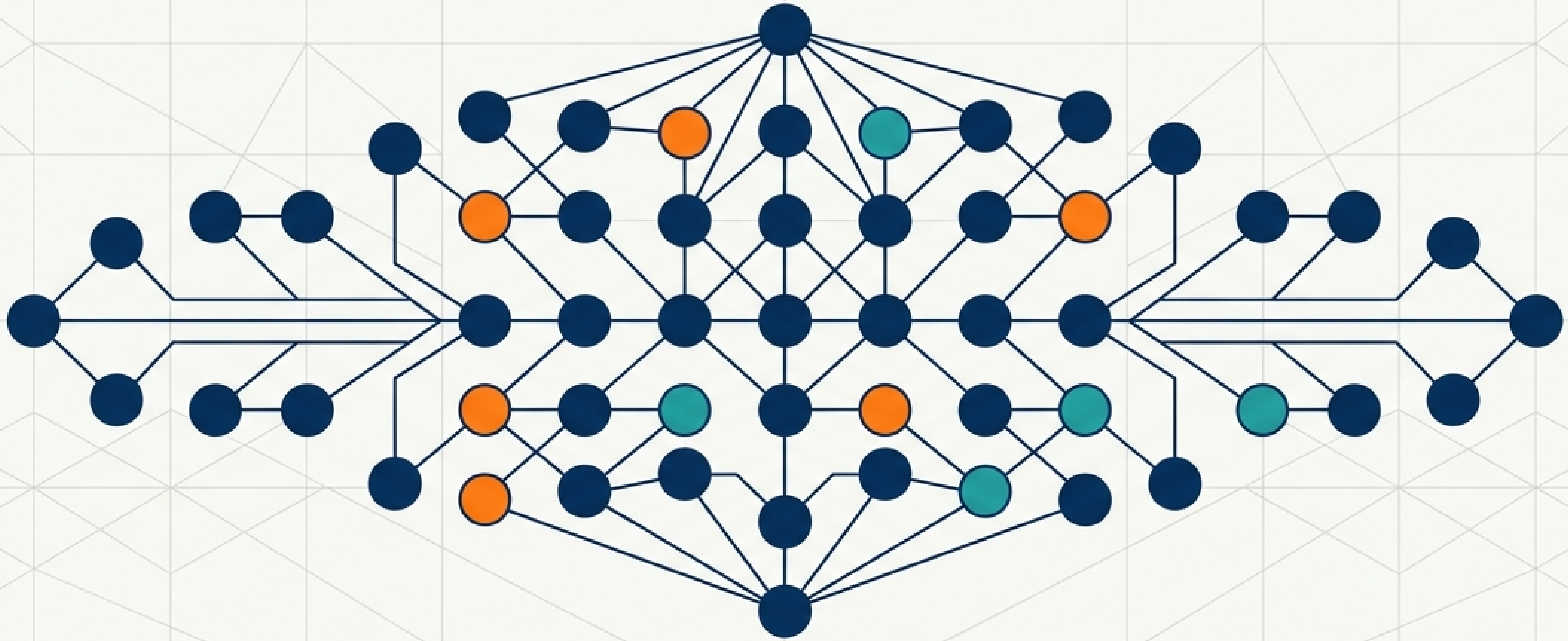


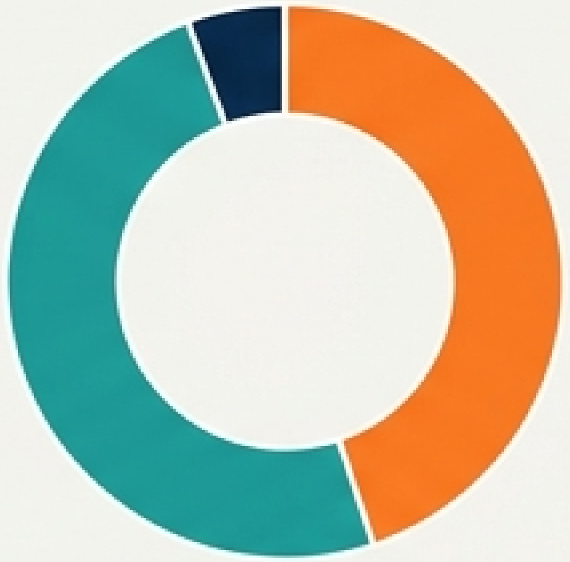
The Cost of Connection: District 5450 Dues Inventory & Benchmarking Report

An analytical look at club dues, cost drivers, and membership models (Data reflecting 38 clubs).

Executive Summary: The 30,000-Foot View

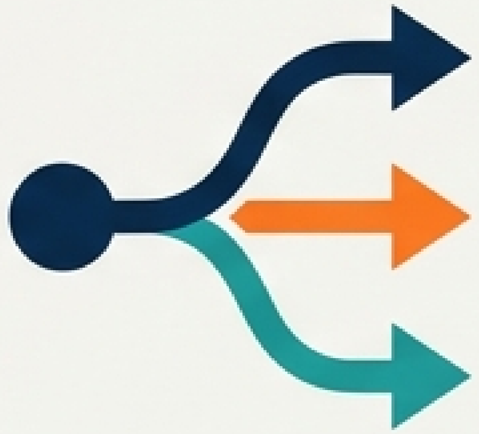
The Spread

Semi-annual standard dues across the district range drastically, from a low of $75 to a high of $620.



The Primary Driver

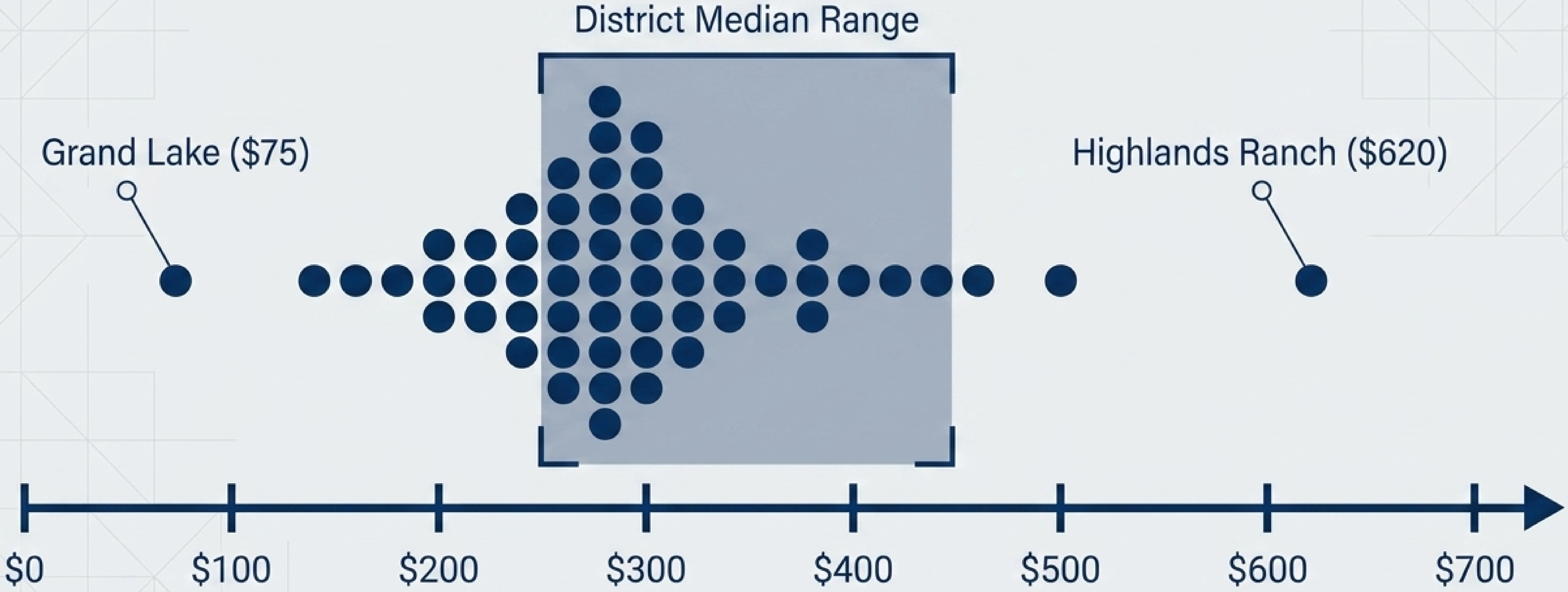
Meals and Facility fees dictate the premium. These two variables alone define the gap between low-cost and high-cost clubs.



The Flexibility Shift

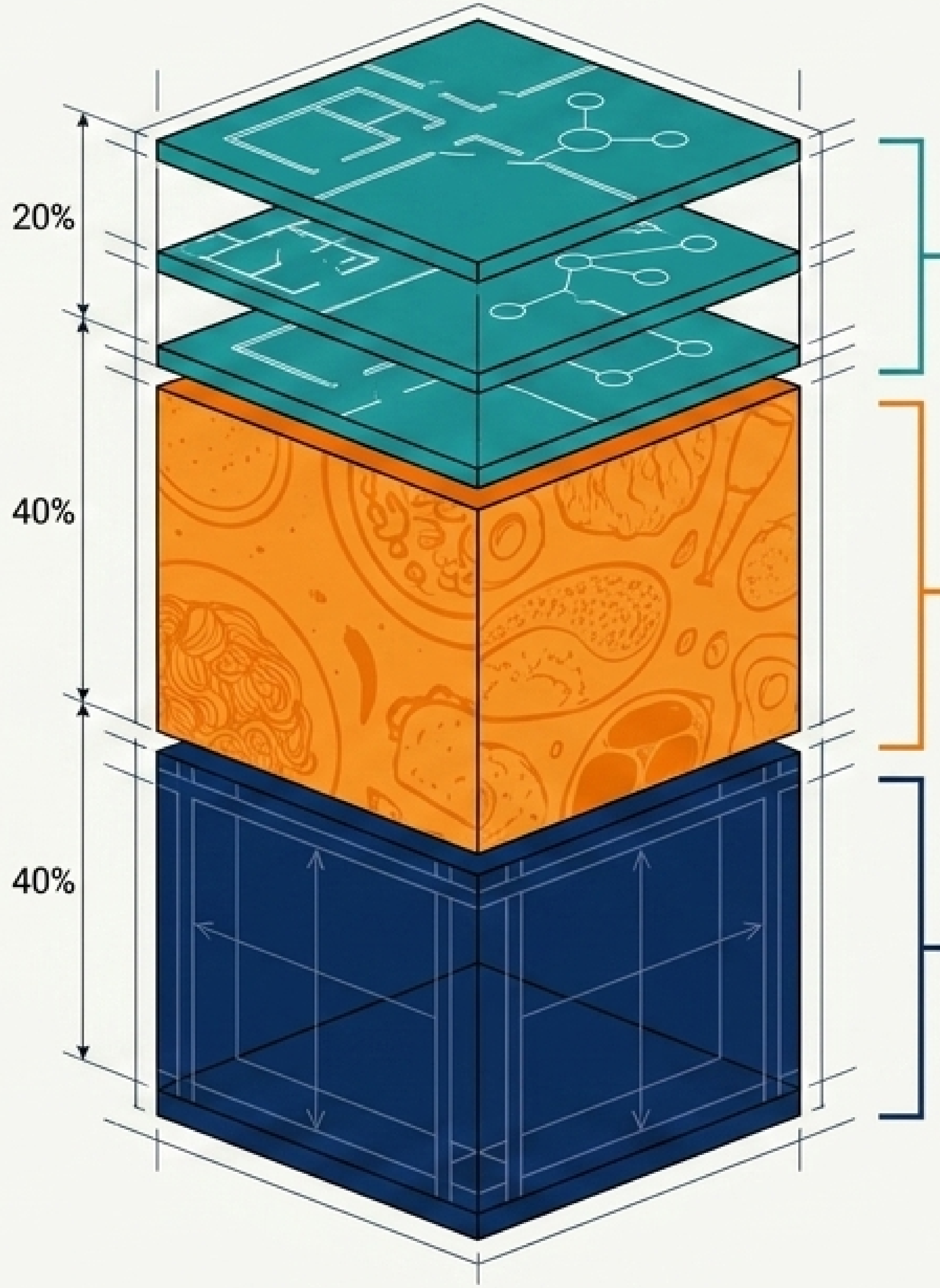
The standard one-size-fits-all membership is fading. The average club now offers 2 to 3 alternate membership types to attract diverse demographics.

The Dues Spectrum: Where Does Your Club Sit?



NotebookLM

The Anatomy of Dues: What Are Members Actually Paying For?



While the baseline remains constant, operational choices around food, facilities, and mandatory giving create the variance in district dues.

The Real Estate & Philanthropy

Facility rental fees for meeting spaces and mandatory donations to TRF, Polio Plus, or club foundations.

The Premium Driver: Food & Beverage

Included meals, breakfasts, or drinks.

The Baseline: Fixed Operations

RI Dues, District Dues, and Basic Club Operations. Largely fixed across all clubs.

NotebookLM

The Meals Multiplier Effect

$175

The Baseline Model:
No Meals Included

$420

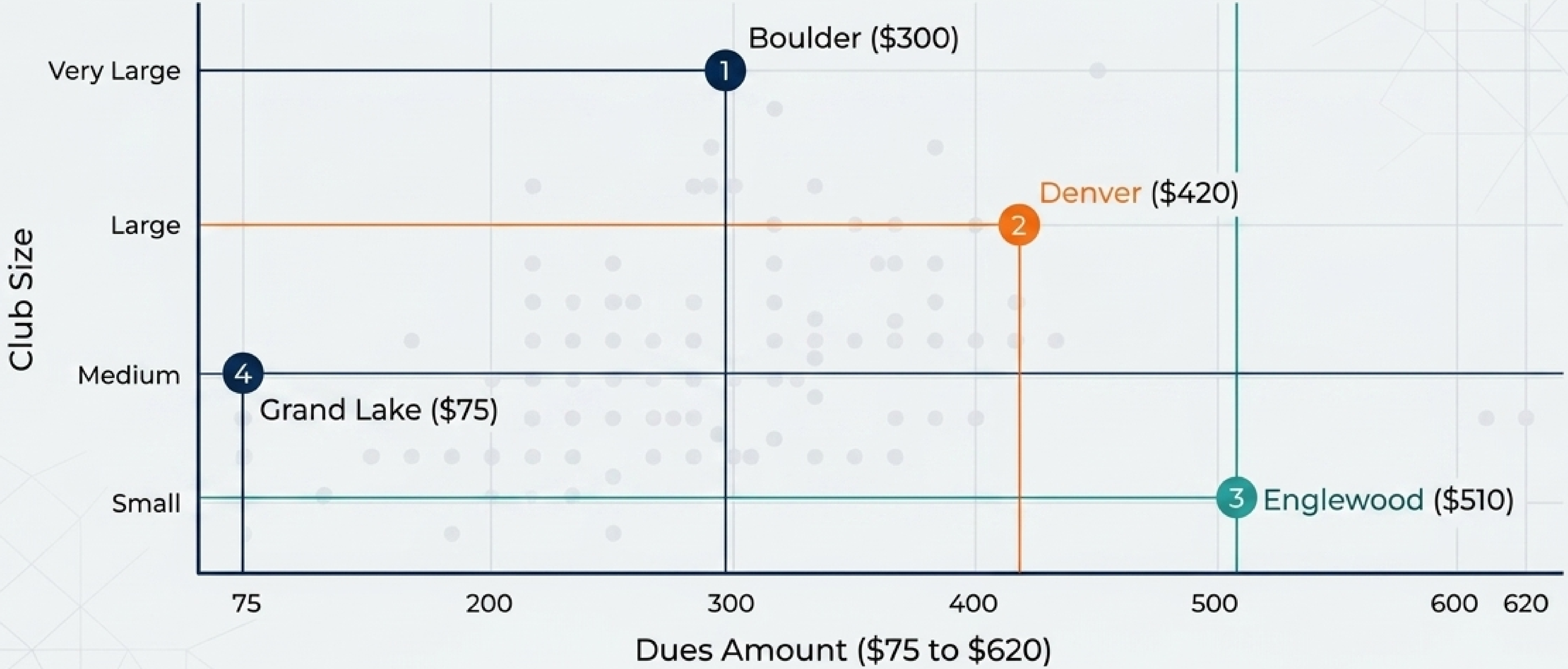
The Meals Multiplier:
Food & Beverage Included

21 out of 38 surveyed clubs bundle meals or drinks into their standard semi-annual dues, driving the most significant cost variance in the District.

The Barrier to Entry: Initiation Fees

Initiation fees are increasingly rare. Where they do exist, they are often used as nominal administrative cover charges rather than exclusivity barriers (e.g., Smoky Hill's one-time $25 fee).

Does Club Size Dictate Club Cost?



Size Does Not Dictate Cost. Meeting format is the true driver. Large clubs like **Denver** and **Boulder** have vastly different pricing based on meal inclusions, while **Small clubs** range wildly from $75 to $510.

Beyond the Standard Member: Evolving Models

The average club now offers

2 to 3

alternate membership types.

E-Club One leads the district with

14

distinct membership tiers.

To combat **price sensitivity** and **shifting demographics**, standard dues are increasingly supplemented by flexible alternatives.

Case Studies in Flexibility (Innovators)

Unbundling Food (Boulder)

"Our membership dues don't include **meals**. There is a **pay-as-you-go option** or an auto-select."

Insight: Removes the mandatory food premium for price-sensitive members.

Structural Alternatives (Denver Mile High)

"Offers a $120 **Leave of Absence** rate and a $200 Associate Active category for members who cannot attend regularly and skip **breakfast**."

Insight: Retains members who would otherwise churn due to schedule or cost.

Corporate Integration (Left Hand)

"Alternate membership type includes **business sponsorship** along with membership."

Insight: Shifts the financial burden from the individual to local businesses.

The Unseen Squeeze: Rising Tides & Stagnant Dues

Castle Rock

“Increasing RI and District dues are causing pressure on our dues at a time we are trying to increase membership.”

Wheat Ridge Night Club

“We are thinking an increase may be in order. Only one $10 increase in last 10 years.” ($136 current dues)

External cost pressures are forcing clubs to either raise standard dues (risking attrition) or **innovate their tier structures.**

Club Benchmarking Matrix (Small & Medium Clubs)

Club	Dues	Initiation Fee	Included Expenses
Grand Lake	$75	No	
Platteville-Mead	$100	No	
Erie	$150	No	
Arvada	$325	Yes	
Castle Rock	$370	No	
Englewood	$510	No	

Club Benchmarking Matrix (Large, Very Large & Satellites)

Club	Dues	Initiation Fee	Included Expenses
Satellites			
Longmont Twin Peaks Sunset	$80	No	
Wheat Ridge Night Club	$136	Yes	
Fly'n B	$320	Yes	
Large / Very Large			
Boulder	$300	No	
Denver	$420	No	
Highlands Ranch	$620	Yes	

Strategic Takeaways for Club Leadership

01

Unbundle to Grow

If high dues are a barrier to recruitment, consider Boulder's pay-as-you-go meal model. Separating food costs from membership dues immediately lowers the barrier to entry.

02

Leverage Satellites

Use alternate meeting times and locations to capture price-sensitive demographics without cannibalizing the main club (e.g., Longmont Sunset operating at just $80).

03

Define Your Value

High dues are not inherently bad. But if your club charges over $400, ensure your facility quality, meal experience, and networking value clearly justify the premium in the eyes of prospective members.