

Proposal for SURA Membership Dues Structure

Background: The SURA Board of Trustees sets the dues and assessments for its Members. The dues for SURA membership have not been changed since 1987 when the Board set annual dues at:

Full Member: Initiation of \$10,000 / Annual dues of \$3,000

Associate Member: Initiation of \$2,000 / Annual dues of \$1,000. This membership category was deleted in 1999.

At its meeting in December 2007, the SURA Board of Trustees adopted the recommendations of the Ad Hoc Committee to provide for membership categories in addition to the full membership available under the current (May 2006) SURA Bylaws. It was also recommended that SURA review the current membership dues and develop a proposal for a dues structure to encompass the new categories.

Membership Categories. Note: The following categories are predicated upon the adoption of the Restated Articles of Incorporation by the SURA Council of Presidents and the adoption of the revised SURA Bylaws pertaining to these membership categories by the SURA Board of Trustees.

Standard Membership: Standard Members are institutions of higher learning, or other complementary 501(c)(3) organizations or that are equivalent of 501(c)(3) organizations, which desire full participation in SURA's activities, and which are willing and able to support and further SURA's goals. Institutions of higher learning from outside the SURA region (currently the 16 southern states and the District of Columbia), and any other complementary, Section 501(c)(3) organizations from outside the SURA region may be admitted as Standard Members, so long as the total number of Standard Members from outside the SURA region does not exceed a percentage as determined by the Board (currently 10%) of the current number of Standard Members from within the SURA region.

Entity Membership: Entity Members are for-profit entities which desire participation in some or all of the programmatic activities of SURA, and which are willing and able to support and further SURA's goals. There are three classes of Entity Membership: Class A (Gold), Class B (Silver), and Class C (Small Business). The total number of Class A (Gold) Entity Members will not exceed a percentage as determined by the Board (proposed 10%) of the current number of Standard Members from within the SURA region.

Affiliate Membership: Affiliate Members are not-for-profit entities which desire some participation in the programmatic activities of SURA, and which are willing and able to support and further the goals of SURA.

| Type/Level | Standard Membership | Entity Membership | | | Affiliate Membership |
|--------------------------------------|--|----------------------------------|-------------------------|-------------------------|----------------------|
| | | Gold | Silver | Small Business | |
| Initiation Fee | \$10,000 | \$10,000 | \$5,000 | \$2,500 | \$2,500 |
| Annual Fee | * \$3,500 | \$6,000 | \$3,000 | \$1,000 | \$1,000 |
| Admitted by | Council of Presidents | Council of Presidents | Board of Trustees | Board of Trustees | Board of Trustees |
| Council of Presidents Representation | Yes | Yes | No | No | No |
| Board of Trustees Representation | Yes | Yes | No | No | No |
| Committee Membership | Yes (multiple) | Yes (multiple) | Yes (multiple) | Yes (single) | Yes (single) |
| Ad Hoc and Special Committees | Yes | Yes | Yes | Yes | No |
| Branding Opportunities | Website, events and publications | Website, events and publications | Website and events | Website only | Website only |
| SURAtch Reports | <i>Reports provide companies with comprehensive list of technologies available for licensing, joint development, and funding from our universities, typically at a rate of \$5,000-10,000 for each report.</i> | | | | |
| | None | Two free annually | One free annually | None | None |
| Joint Proposals | <i>Joint funding proposals (e.g., to a federal or state agency) may be written and led by any SURA member.</i> | | | | |
| | Yes | Yes | Yes | Yes | Yes |
| SURAfund Participation | <i>SURAfund is a seed-stage investment funding program for university startups, administered by SURA.</i> | | | | |
| | Submit Plans Only | Submit and Review Plans | Submit and Review Plans | Submit and Review Plans | Submit Plans Only |

* Effective beginning CY2009