



Multnomah Athletic Club : **Board of Trustees | Membership Overview**

+ January 2024 | Prepared by MAC Membership Department



Agenda

- + Review of membership information resources
- + Current membership count
- + Membership categories + dues
- + Pathways & process to membership
- + Membership pipeline snapshot + initiatives
- + Appendix



Membership Policies & Procedures

- + The club shall have the following membership categories: Individual (Resident); Preferred Tiers, Family, Nonresident; Nonresident Family; Child; Junior; Intermediate; Athletic, and Social. The Board from time to time may, in compliance with applicable law, establish, change or abolish membership classes or categories within membership classes.

MULTNOMAH ATHLETIC CLUB BYLAWS, ARTICLE II

Multnomah Athletic Club 

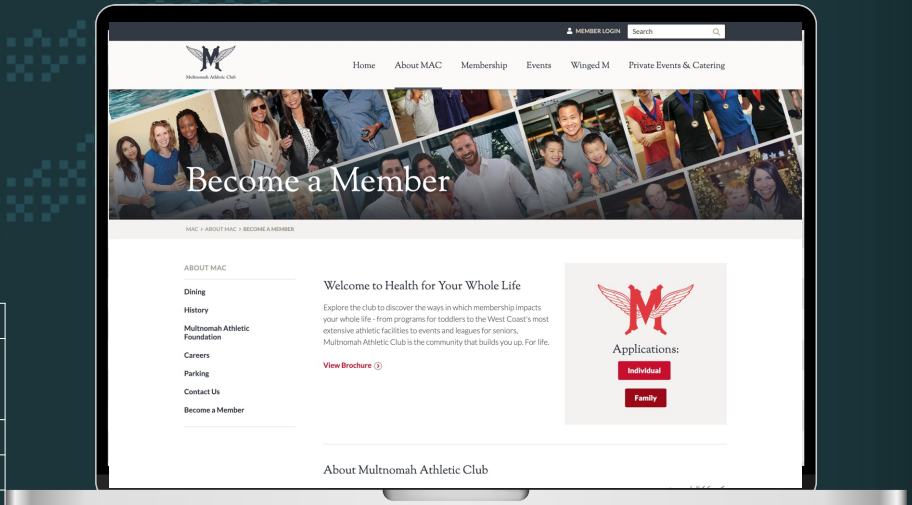
*Membership Committee
Policies & Procedures Manual*

Revised June 2022



Membership Resources

Membership P&P	Membership Committee policies and procedures
jointhemac.com	Dedicated information about facilities, membership benefits, and how to join. This page is public facing and can be reviewed by prospective members with or without a member proposer.
themac.com/clubrules	General club rules page
themac.com/dues	Page that outlines club membership categories and dues
themac.com/legacy	Legacy member resource page
themac.com/recommend	Member facing page about the benefits and value of recommending/proposing membership
themac.com/dac	Diversity Admissions pathway page with information about program criteria, nominating or self-nominating.
themac.com/newmember	New members hub for resources and information they need to have a welcoming orientation and onboarding.
themac.com/propose	This page is only for members that are ready to propose, this is not a public facing page.





Membership Department

Core Functions:

- + Part of Engagement Team
- + Lifelong membership relationship from initial interest, proposing, application processing, onboarding, status changes, transfers, resignations
- + Committee partnerships: Membership Committee & Diversity Admissions
- + Weekly club tours, monthly new member receptions and represents membership at other key events.

Ensuring a Seamless Membership Experience

The Membership department is part of the Engagement business unit and works to ensure a seamless membership journey from initial proposal to ongoing participation at the club. The team provides personalized guidance, maintains application quality, and shapes new member experiences.

membership@themac.com | 503-517-7280



John Hesla, Membership Supervisor, ensures application integrity and effective communication.



Guiding the department's direction, Membership Manager **Kelly Robb** envisions new member experiences and collaborates for seamless integration, ensuring a cohesive and enjoyable journey into the vibrant MAC community.



Membership Specialists **James Saddler** and **Nick Parker** offer comprehensive information and personalized assistance for new members.

PHOTOS BY BRANDON DAVIS



Current Membership Counts

22,325*
Headcount

11,951*
Accounts

+ *Source: NorthStar Technologies Backoffice Export as of December 31, 2023

Membership cap 1-9-2024 MC meeting: 24,000

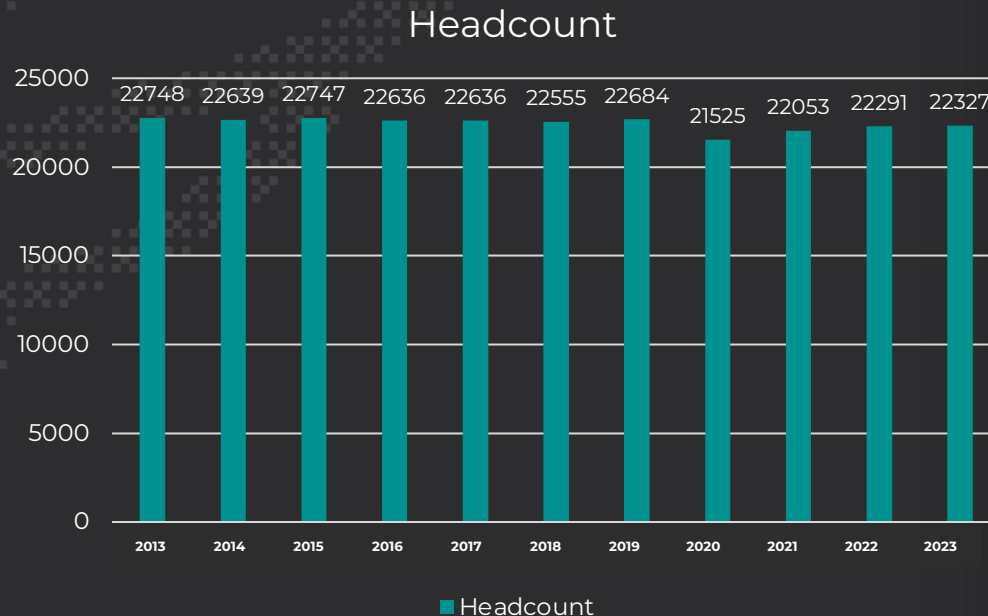
Headcount – The number of active members in the membership database.

Accounts – The number of elected primary accounts



Current Membership Counts

+ Source: NorthStar Technologies Backoffice Export as of December 31, 2023

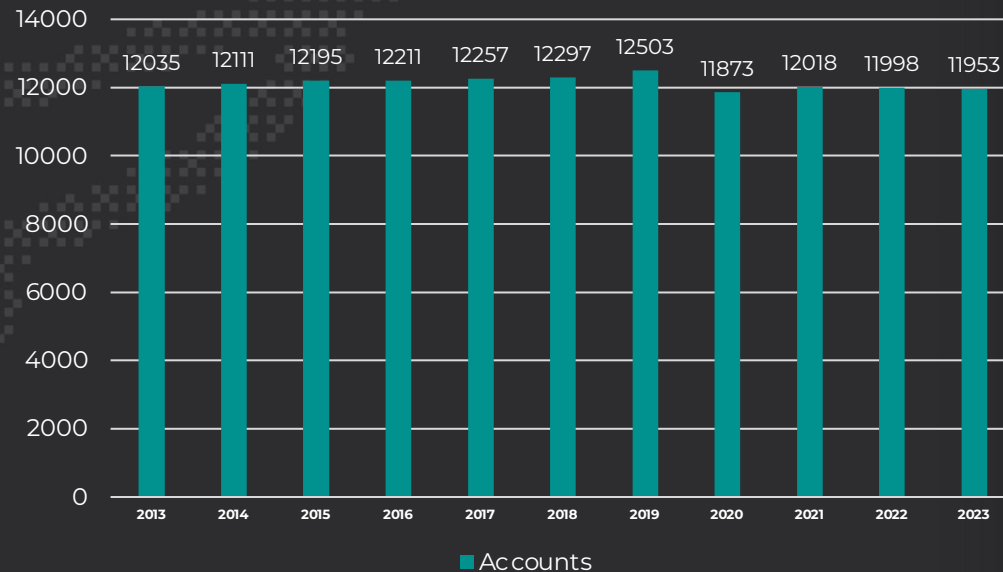




Current Membership Counts

+ Source: NorthStar Technologies Backoffice Export as of December 31, 2023

Accounts





Membership Accounts Adds & Drops Families & Individuals

+ Source: NorthStar Technologies Backoffice Export as of December 31, 2023

Onboarded

- Number of primary accounts elected to membership.

Resignations

- Includes members that may come back from reinstating within 24 months or an intermediate enrolled in Legacy Resign and Retain, dropped from an account, deceased

Count of Onboarded Accounts		
	Families	Individual
2020	69	48
2021	354	204
2022	290	161
2023	253	173

Count of Resignations Accounts		
	Families	Individual
2020	230	280
2021	171	192
2022	131	166
2023	137	159

Top reasons for leaving:

- Nonuse 49.3%
- Moved away 36.4%
- Change in finances 7.7%
- Dissatisfied 6.6%



Tenure & Age

+ Source: NorthStar Technologies
Backoffice Export as of December
31, 2023

Membership Headcount by Tenure*

Tenure	% of Membership
20 + years	34.5%
1 to 5 years	21.9%
10 to 15 years	16.5%
6 to 9 years	13.1%
16 to 20 years	7.3%
Less than 1 year	6.7%

Membership Headcount by Age Group*

Age Group	% of Membership
60 +	29.4%
50 to 59	16.1%
18 to 29	13.8%
40 to 49	12.5%
11 to 17	10.8%
0 to 10	9.6%
30 to 39	7.7%



Individual

- + An Individual member shall be 22 years of age or older, shall have been elected to membership, and shall have paid an initiation fee. Elected members shall be entitled to vote at all meetings of the members and shall be entitled to all privileges of the club, subject to regulation and control by the Board of Trustees.

SNAPSHOT

**\$6,000
Initiation**

Initiation fee for individual account

**\$252.90
Monthly**

Whether an individual or individual with children 6 or younger.

**24.9%
Of Accounts**

Just under 25% of primary accounts are Individual



Family

- + Two adult members with or without children who present a copy of their marriage or government-issued civil union or equivalent certificate; or a single adult member with one or more children ages 7 through 17.

SNAPSHOT

\$12,000
Initiation

Initiation fee for family accounts is \$6k per adult

\$361.24
Monthly

Whether an individual with child 7 and older or an individual plus spouse

42.4%
Of Accounts

Just under half of club headcount is a family membership type



Nonresident

***\$2,400
Initiation**

Nonresident pay 40% of club's current resident initiation when electing, owing remaining 60% (of the initiation fee at the time of their transfer)

SNAPSHOT

**\$146.10 - \$433.36
Quarterly**

Nonresident member types include both family and individual, under 30 and 30 to 34

**11.0%
Of Accounts**

Nonresident members are required to notify membership if they no longer qualify as a nonresident

- + All persons on a member account shall meet these nonresident criteria to be eligible for nonresident membership:
1. All members on the account shall maintain their permanent place of residence outside of a 50 aerial mile radius of the clubhouse;
 2. Members who qualify for nonresident membership may own residential property within 50 aerial mile radius of the clubhouse provided that it is not used by persons on the member account for more than 90 days per calendar year.
 3. Club usage shall be limited to 36 calendar days per 12-month period. Use of the club by any member on the account shall count against the 36 days of usage, use of the club by more than one member on the account on a single calendar day shall count as one use.
 4. All elected members on the account shall certify compliance with the above criteria on the form provided by Member Services and may be subject to disciplinary action by the House Committee for non-compliance.



Intermediate

- + An intermediate member shall be individuals ages 18 through 25. If enrolled full-time in an institution of higher learning or equivalent, intermediate status may be maintained through age 29.

An intermediate member is eligible to apply for membership as soon as age 21 currently but is not required to act on this option until age 26.

Resource: <https://themas.com/group/pages/legacy-membership>

SNAPSHOT

*\$0 Initiation

Junior members become intermediates upon turning 18 and completing a transfer form

Upon invitation, as legacy members of the club have no administrative fees or interest for their initiation fee.

\$180.66 Semi-annual

Beginning at age 26 through the age of 29, intermediates may request continuation of intermediate status if in school.

20.7% Of Accounts

Intermediates have three options upon turning 26, school enrollment extension, LRR, electing to membership.



Membership Dues Rate Sheet

- + Billing cycles are either monthly, quarterly or semiannual



Multnomah Athletic Club

These membership dues go into effect on Jan. 1, 2024.

Dues Category	New Monthly Fee*
Resident Family	
Age 30 & Older	\$361.24
Under 30	\$198.74
Resident Individual	
Age 30 & Older	\$252.90
Under 30	\$139.10
Preferred	
Tier 1	
Individual	\$210.66
Family	\$301.01
Tier 2	
Individual	\$188.21
Family	\$268.90
Tier 3	
Individual	\$168.54
Family	\$240.81
Tier 4	
Individual	\$112.40
Family	\$160.52
Nonresident Family	
Age 35 & Older	\$144.52
Ages 30-34	\$126.48
Under 30	\$69.52
Nonresident Individual	
Age 35 & Older	\$101.17
Ages 30-34	\$88.49
Under 30	\$48.70
Intermediate	
Semi-annually	\$180.68

*Nonresident categories are billed quarterly

Additional Notes

Individual preferred membership shall be granted to an elected, resident member who meets the criteria for both age and membership tenure described below.

Family preferred status is granted to a family when one spouse/partner meets the preferred membership criteria as defined below:

Individual Preferred Tier 1: 70 years old, 30 years membership
 Individual Preferred Tier 2: 75 years old, 35 years membership
 Individual Preferred Tier 3: 80 years old, 40 years membership
 Individual Preferred Tier 4: 90 years old, 50 years membership
 Honorary Life: 100 years old, 30 years membership



Membership Dues Rate Sheet

+ Billing cycles are either monthly, quarterly or semiannual

Code	Membership Category	Monthly	Quarterly	Semi	Annual	Frequency
011	Family	\$361.24	\$1,083.72	\$2,167.44	\$4,334.88	monthly
012	Family Under 30	\$198.74	\$596.22	\$1,192.44	\$2,384.88	monthly
013	Family Pref Tier 1	\$301.01	\$903.03	\$1,806.06	\$3,612.12	monthly
015	Family Pref Tier 2	\$268.90	\$806.70	\$1,613.40	\$3,226.80	monthly
016	Family Pref Tier 3	\$240.81	\$722.43	\$1,444.86	\$2,889.72	monthly
017	Family Pref Tier 4	\$160.52	\$481.56	\$963.12	\$1,926.24	monthly
046	Honorary Family	\$108.38	\$325.14	\$650.28	\$1,300.56	monthly
034	Nonresident Family	\$144.52	\$433.56	\$867.12	\$1,734.24	quarterly
035	Nonresident Family Under 30	\$69.52	\$208.56	\$417.12	\$834.24	quarterly
036	Nonresident Family 30 - 34	\$126.46	\$379.44	\$758.88	\$1,517.76	quarterly
101	Individual	\$252.90	\$758.70	\$1,517.40	\$3,034.80	monthly
111	Individual Under 30	\$139.10	\$417.30	\$834.60	\$1,669.20	monthly
121	Individual Pref Tier 1	\$210.66	\$631.98	\$1,263.96	\$2,527.92	monthly
123	Individual Pref Tier 2	\$188.21	\$564.63	\$1,129.26	\$2,258.52	monthly
124	Individual Pref Tier 3	\$168.54	\$505.62	\$1,011.24	\$2,022.48	monthly
125	Individual Pref Tier 4	\$112.40	\$337.20	\$674.40	\$1,348.80	monthly
311	Nonresident	\$101.17	\$303.51	\$607.02	\$1,214.04	quarterly
312	Nonresident Under 30	\$48.70	\$146.10	\$292.20	\$584.40	quarterly
313	Nonresident 30 - 34	\$88.40	\$265.47	\$530.94	\$1,061.88	quarterly
401	Intermediate	\$30.11	\$90.33	\$180.66	\$361.32	semi-annual
961	Temporary Intermediate	\$30.11	\$90.33	\$180.66	\$361.32	semi-annual
535	Adult Athletic Fam	\$252.90	\$758.70	\$1,517.40	\$3,034.80	monthly
530	Athletic (Adult)	\$126.48	\$379.44	\$758.88	\$1,517.76	monthly
540	Athletic (Junior)	\$126.48	\$379.44	\$758.88	\$1,517.76	monthly
550	Athletic (Interm)	\$126.48	\$379.44	\$758.88	\$1,517.76	monthly
956	Olympic Games Family	\$126.48	\$379.44	\$758.88	\$1,517.76	monthly
966	Courtesy Family	\$202.34	\$607.02	\$1,214.04	\$2,428.08	monthly
901	Spouse					
902	Spouse - Non-Resident					
906	Spouse - Athletic					
905	Spouse - Courtesy					
907	Spouse Preferred					
911	Junior					
914	Junior - Nonresident					
912	Junior - Athletic					
915	Junior - Courtesy					
960	Junior - Temporary					
600	Child					
610	Child - Nonresident					
625	Child - Athletic					
615	Child - Courtesy					
620	Child - Temporary					
510	Member / Coach					
962	Courtesy (Athletic)					
964	Courtesy					
955	Olympic Games Life					
965						
967						
968						
845						



Initiation Fees History and '24

SNAPSHOT

Year	2000	2005	2009	2012	2014	2017	2018	2019	2020	2021	2022	2023	2024
Family	\$8,000	\$9,000	\$9,800	\$10,200	\$11,000	\$11,500	\$11,500	\$11,500	\$11,500	\$12,000	\$12,000	\$12,000	
Single Adult	\$4,000	\$4,500	\$4,900	\$5,100	\$5,500	\$5,750	\$5,750	\$5,750	\$5,750	\$6,000	\$6,000	\$6,000	
NR Family	N/A	\$3,600	\$3,920	\$4,080	\$4,400	\$4,600							
NR (Single)	N/A	\$1,800	\$1,960	\$2,040	\$2,200	\$2,300							
Single Adult	14.29%	12.50%	8.89%	4.08%	7.84%	4.55%	0.00%	0.00%	0.00%	4.35%	0.00%	0.00%	

3%	6,180
5%	6,300
7%	6,420
9%	6,540
11%	6,660
13%	6,780
15%	6,900
17%	7,020
19%	7,140
20%	7,200

Subcommittee forming in February to make recommendations for Initiation fee forecasts



Waitlist

Individuals or Families may be proposed or apply directly for membership consideration.

New applicants that have been approved and paid their initiation fee deposit, can be added directly to the waitlist.

For those who have a proposer within the club, the application process remains the same.

Diversity Admissions

Diversity Admissions candidates may be nominated by any elected member or self-nominate. Individuals invited to apply for memberships are subject to application and posting procedures as determined by the Board of Trustees.

Members elected through Diversity Admissions Program may defer payment of their initiation fees for up to six months but pay full dues from their election date.

Spouse/ Partner

The spouse/partner's application shall be processed through the Membership Committee and shall be subject to approval of the Board of Trustees. The spouse is subject to applicable initiation fees and dues in effect at the time of application.

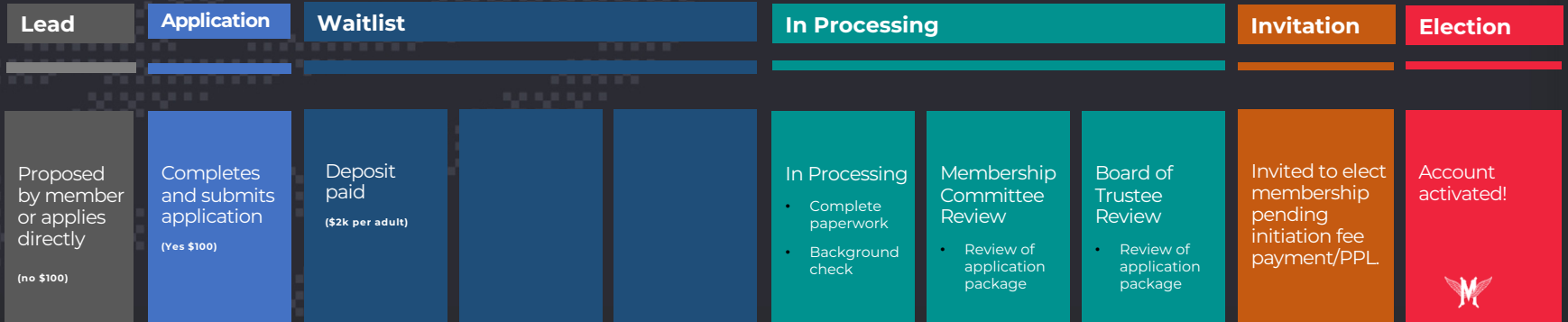
Family applications including a spouse/partner must provide a marriage certificate, civil union, or domestic partnership certificate

Legacy

An intermediate, upon reaching age 26, must complete application for elected membership, enroll in the Legacy Resign and Retain Program or resign.



Pipeline Journey

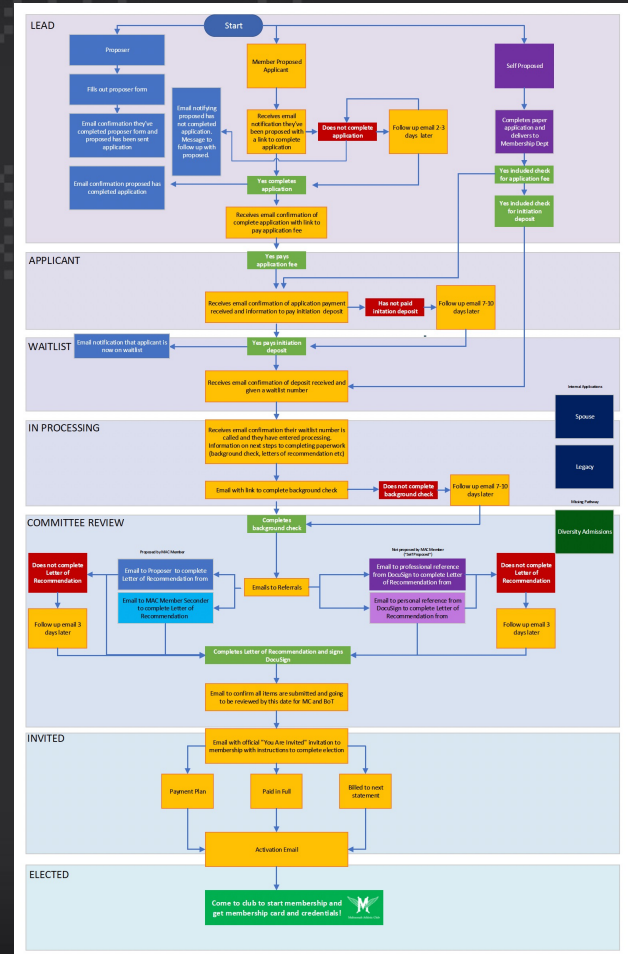


Pipeline and Application Process

PIPELINE STAGES

Proposed	Someone who has been proposed by a current MAC member through themac.com/propose
Lead	Application submitted – No \$100 app fee paid or DAC nominated
Applicant	Application submitted – Yes \$100 app fee
Waitlist	App + \$100 App fee + \$2k-\$4k deposit
In Processing	Paperwork pending, background check, marriage certificate
In Review	Membership Committee and BoT review
Invited	Invited to elect to membership pending payment (contingent on initiation fee or payment plan)
Elected	Account activated!

APPLICATION WORKFLOW





Application Journey

+ Waitlist applicants

Application / Proposed

Timeline:
dependent on complete submission

- Proposer submits proposer form
- OR applicant submits application for family or individual membership
- Pay application fee (\$100)

Waitlist

Timeline:
dependent on pipeline length and club strategy

- Pay initiation fee deposit (\$2k individual or \$4k family)

+ DAC
+ Spouse
+ Legacy

In Processing

Timeline:
Minimum 3 mo. and depending on complete submission

- Paperwork pending (background check, marriage certificate, seconder signature, recommendation letters)
- Committee review
- BoT review

Invitation & Election

Timeline:
dependent on complete submission

- Invited to membership (contingent on initiation fee or payment plan)

Membership Activation

- Club credentials
- New member happy hour
- Orientation





Thank you

+ Multnomah Athletic Club
Membership Department