

December 2, 2025

Announcing Exponent Philanthropy's New Membership Model

Dear fellow members,

All year, we've been listening, learning, and exploring how to strengthen Exponent Philanthropy for the long term. At its November 12 meeting, our Board approved a tiered, asset-based membership dues structure that advances a sustainable organizational future, simplifies the membership cycle, and keeps us focused on what matters most – serving you.

Why we're making this change

Over the past decade, Exponent's dues have remained nearly flat, even as the cost of delivering the high-quality programs, member services, and personalized support you rely on has risen sharply. Despite diligent cost management, inflation has increased the cost of doing business by more than 35%. Membership dues now cover *less than 40%* of our annual operating budget.

Goal 4 of Exponent Philanthropy's [2024–2027 Strategic Plan](#) calls for us to “*expedite a sustainable organizational future*” so that we can continue providing the connections, insights, and expertise on which you rely. A key part of that goal is modernizing our membership model to create a simpler, more sustainable system that supports our entire community for the long term. A cornerstone of this goal is a thoughtful revamp of our membership model.

Through this effort, we've aimed to:

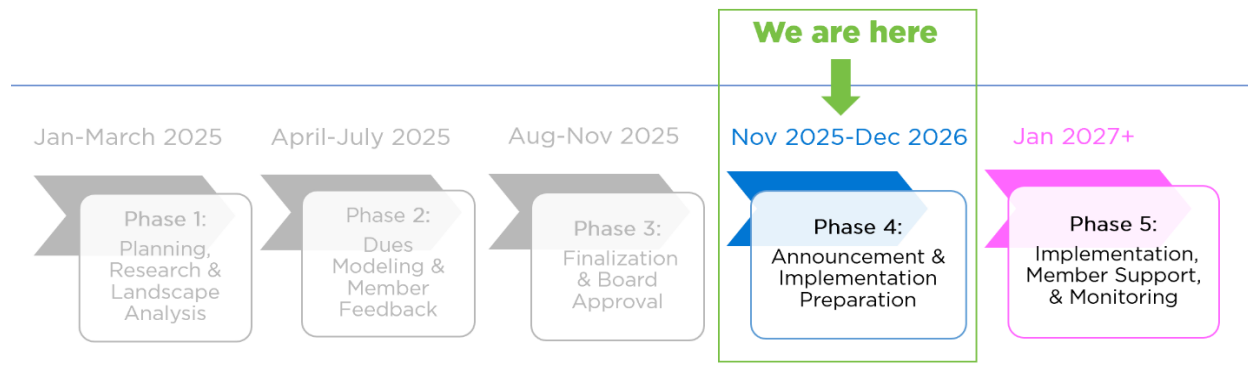
- **Increase financial sustainability** by raising the share of our operating budget covered by dues from 40% to 60%.
- **Align membership cycles and simplify dues accounting** per our auditor's recommendations.
- **Devote more time to member engagement and the services you value most** by reducing administrative processing of dues
- **Clarify and modernize our value proposition** to reflect the full range of benefits and opportunities members receive today.

This new structure strengthens Exponent Philanthropy's foundation so we can continue serving you for decades to come.

The process we went through

Since January, the Membership Committee and staff have engaged in a comprehensive, member-centered exploration of dues restructuring. Together, we have:

- Conducted a landscape analysis of peer philanthropy infrastructure organizations
- Developed several potential dues models for exploration
- [Communicated the dues restructure exploration](#) and invited your input through a series of focus groups and interviews.
- Refined the asset-based dues model based on your feedback
- [Communicated the revised asset-based model](#) and sought your input through a member-wide survey in which 25% of the membership responded.



What's changing and when

- Dues Structure:** We're moving from flat rate dues to a tiered, asset-based model. Dues will be calculated based on an organization's average assets over the past three years. Under the new structure:
 - 75% of members will pay \$2,000 or less.
 - 19% will see no increase from 2026 rates
 - 13% will see an increase of only \$130
 - Only 9% will pay \$5,000+
- Timing:** This change takes effect January 1, 2027 for current members and January 1, 2026 for new members. You'll receive plenty of reminders and individualized guidance well ahead of the 2027 shift. Please know that **your 2026 dues remain unchanged** (i.e. \$870 for Signature members and \$2,020 for SignaturePLUS).

Calendar-year alignment: Beginning January 1, 2027, all memberships will move to a calendar-year cycle (January–December) to simplify annual renewals and accounting. In 2026, members will have the option to prorate dues based on their current renewal month to ease the transition.
- Grantmaking Public Charities:** Community foundations and other grantmaking public charities will calculate dues based only on their discretionary assets, excluding donor-advised funds and pass-through dollars.
- Individual Members:** Individual philanthropists not affiliated with a grantmaking organization are eligible to join at the base tier.
- Annual Adjustments:** Dues rates will be adjusted annually based on the U.S. inflation rate which is released each fall. The average over the last 3-5 years has been between 4.2% and 5.7%.

2027 Membership Dues		
Assets	Signature Membership	Signature+ Membership
<\$5M	\$870	\$1,870
\$5M-\$9.9M	\$1,000	\$2,000
\$10M-\$14.9M	\$1,250	\$2,250
\$15M-\$19.9M	\$1,500	\$2,500
\$20M-\$29.9M	\$1,750	\$2,750
\$30M-\$49.9M	\$2,000	\$3,000
\$50M-\$74.9M	\$3,000	\$4,000
\$75M-\$99.9M	\$4,000	\$5,000
\$100M-\$124.9M	\$5,000	\$6,000
\$125M-\$149.9M	\$6,000	\$7,000
\$150M-\$199.9M	\$7,000	\$8,000
\$200M-\$299.9M	\$8,000	\$9,000
\$300M-\$499.9M	\$9,000	\$10,000
\$500M+	\$10,000	\$11,000

New & expanded benefits you'll see beginning in 2026

Throughout this process, you asked us to keep Exponent strong and sustainable while enhancing the value you receive. To underscore our commitment to serving you, we're rolling out and expanding several benefits in 2026, including:

- **CEO Peer Network** – curated, confidential connection to fellow senior leaders to share strategies, solve problems, and learn together.
- **Expanded Regional Gatherings** – more opportunities to connect locally, swap promising practices, and collaboration on funding solutions.
- **One-to-One Peer Connections** – tailored introductions to peers facing similar challenges and opportunities—because the right connection at the right time accelerates your impact.

You'll also continue to have access to our high-value core offerings like our [annual benchmarking insights](#), the online [discussion community](#), [Q&A service](#), [sample resource library](#), and dozens of [practical programs](#) each year designed specifically for lean funders.

How we plan to support you through the change

The Exponent Philanthropy staff, Membership Committee, and Board are committed to supporting our members through this time of transition. Here are just a few of the ways we plan to help you navigate these changes in 2026 and beyond:

- **Info sessions & office hours** (early 2026): Walk-throughs of the new membership model and implementation timelines, with live Q&A.
- **Personalized guidance:** We're available to talk through scenarios and budgeting and are glad to join you for an upcoming staff or board meeting to discuss the changes and walk through your member benefits.
- **Resources:** At your request, we've developed an initial list of [FAQs](#), an overview of your [member benefits](#), and a [chart calculating the percentage of an organization's annual 5% spend](#) that the new dues comprise.

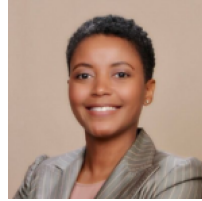
Thank you for being a part of our strong future!

Thank you for your thoughtful input throughout 2025. Your feedback directly shaped the Membership Committee's final recommendation and the Board's decision. We're excited for what this dues restructure enables: a strong, thriving Exponent Philanthropy, operating at its highest level of impact. This means more connection, more learning, and a stronger voice for lean funders nationwide.

With appreciation,



Nina Cohen
Board Chair, Exponent Philanthropy
Trustee, George & Mary Kremer Foundation



Toya Graham
Membership Committee Chair, Exponent
Philanthropy
Executive Director, Carolyn W. and Charles
T. Beard Family Foundation