

USGIF Organizational Membership Restructure FAQs

USGIF has restructured its Organizational Membership and launched a new Individual Membership program to better align with member needs and the growth of the GEOINT Community. USGIF is excited about this milestone transition for the Foundation and is dedicated to remaining transparent, answering any and all questions, and being unwavering stewards of your membership investment.

We sincerely thank our members for their steadfast support during this process.

Q. Why is USGIF changing its membership structure?

A. USGIF was founded 11 years ago to build a community around what was then an intelligence discipline emerging from the newly coined term “GEOINT.” Starting with the GEOINT Symposium, the world’s largest gathering of intelligence professionals, our nonprofit educational foundation has, with your steadfast support, grown along with the GEOINT Community.

During the past decade, members’ needs have changed and the Foundation has changed along with them to offer new networking events, business opportunities, professional development, and working groups and committees. Community members have also asked for additional ways to become engaged with the Foundation.

Doctors have the American Medical Association, lawyers have the American Bar Association, engineers have the National Society of Professional Engineers, and so on. Geospatial intelligence practitioners too deserve and need a similar community, which they can join as individuals to enhance personal networks and further professional development. With the coming launch of USGIF’s Universal GEOINT Credentialing program, there has never been a more appropriate time for the Foundation to offer a relatively inexpensive Individual Membership with added benefits for all.

Additionally, small business and academic partners have requested organizational memberships that fit their unique needs, and with this in mind we’ve decided to streamline the organizational levels of membership, providing clearer options for our diverse set of stakeholders.

The initial feedback has been very positive, and we hope you’ll agree.

Q. What is the new USGIF Organizational Membership structure?

A. USGIF is consolidating its existing five levels of Organizational Membership into three levels—Strategic Partner, Associate Partner, and Sustaining Partner—and adding Small

Business Partner and Academic Partner levels. The new structure makes selection of the right membership level easier to identify based on your organization's objectives, business size or type, and level of participation.

Q. How will my organization's benefits differ from the original membership structure?

A. Your organization will receive many benefits similar to the original membership structure. This includes member pricing on exhibits and advertising, complimentary full-conference GEOINT Symposium registrations, the ability to answer calls for white papers for presentation at USGIF events, and the ability to send participants to USGIF committee and working group meetings.

Under the original membership structure, USGIF Organizational Members were to designate a certain number of individuals based on membership level to receive USGIF membership benefits. This worked very well in the early years of the Foundation when the GEOINT Community was much smaller, but we quickly realized members had many more employees who should be participating in USGIF activities.

We now offer a more valuable and affordable Individual Membership that appeals to everyone across the Community. With new association management tools USGIF has acquired, we'll be able to better manage the membership experience for individuals and organizations alike. With this change, Organizational Member employees will now need to sign up as Individual Members in order to be considered USGIF members and experience the associated benefits.

USGIF Organizational Member employees who do not want to join as an Individual Member but would still like to volunteer to represent their organizations on USGIF committees and/or working groups will still be able to participate in these activities as Volunteer Representatives. However, it is important to note that while Volunteer Representatives' organizations are members, the Volunteer Representatives themselves are not considered members of USGIF. In order to receive event registration discounts, access to members-only events, future training and credentialing discounts, and registration discounts at the GEOINT Symposium, employees of Organizational Members must join as Individual Members.

Q. Will my organization's membership renewal dues change?

A. The five levels of USGIF Organizational Membership offer a variety of options for the Community. Depending on the level of engagement your organization wishes to have with USGIF and the GEOINT Community, your dues may increase or decrease. The new membership levels are not direct replacements for the old membership levels. Strategic

Partner members will not see a change in membership renewal dues. There is not a direct equivalent to the previous Partner, Patron, and Associate Patron levels of membership. The new Associate Partner level is the closest equivalent for all three of these membership levels. Sponsor level members who transition to the new, equivalent Sustaining Partner level will not see a change in membership renewal dues. Below are tables outlining this information as well as both the old and new pricing structures:

Previous Membership Level	Most Equivalent New Membership Level
Strategic Partner	Strategic Partner
Partner	Associate Partner
Patron	
Associate Patron	
Sponsor	Sustaining Partner

Previous Membership Level	Cost to Join	Cost to Renew
Strategic Partner	\$50,000	\$20,000
Partner	\$40,000	\$15,000
Patron	\$27,500	\$12,000
Associate Patron	\$7,500	\$5,000
Sponsor	\$4,000	\$2,500

New Membership Level	Cost to Join	Cost to Renew
Strategic Partner	\$50,000	\$20,000
Associate Partner	\$12,000	\$6,000
Sustaining Partner	\$5,000	\$2,500
Academic Partner	\$2,500	\$2,500
Small Business Partner	\$2,500	\$1,250

Q. Can my organization upgrade to a different membership level?

A. Yes, and USGIF offers incentives to upgrade during this transition period. There are two upgrade options.

Organizational Members who upgrade between September 1, 2015, and their existing calendar year 2015 or 2016 membership renewal date* can take advantage of the following discounted pricing structure:

Previous Membership Level	New Membership Level	Cost to Upgrade
Sponsor	Sustaining Partner	\$0
Sponsor	Associate Partner	\$6,000
Sponsor	Strategic Partner	\$32,500
Associate Patron	Strategic Partner	\$25,000
Patron	Strategic Partner	\$25,000
Strategic Partner	Strategic Partner	\$0

Beginning September 1, 2015, for new Organizational Members or after an existing Organizational Member's 2015 or 2016 renewal*, the following pricing applies:

Existing Membership Level	New Membership Level	Cost to Upgrade
Small Business Partner	Sustaining Partner	\$2,500
Small Business Partner	Associate Partner	\$9,500
Small Business Partner	Strategic Partner	\$47,500
Sustaining Partner	Associate Partner	\$7,000
Sustaining Partner	Strategic Partner	\$45,000
Associate Partner	Strategic Partner	\$38,000

If your organization is interested in upgrading its membership level, please contact USGIF Vice President of Business Development and Exhibitions Jeff Ley at 703-793-0109 x102 or email jeff.ley@usgif.org.

**Discounted upgrade rates apply only to organizational member renewals taking place between September 1, 2015 and August 31, 2016.*

Q. When will the transition to the new membership structure take place?

A. Beginning September 1, 2015, Organizational Members renewing will do so under the new structure. New Organizational Members who join on or after September 1, 2015, will select from the new membership levels.

Q. Why should my organization join USGIF?

A. From the beginning, USGIF was conceptualized and founded as the only organization bringing together the defense, intelligence, and homeland security communities—to include government, academia, and industry—to promote the GEOINT tradecraft and solve Intelligence Community challenges. As a 501(c)(3) nonprofit educational Foundation,

USGIF believes we are all GEOINTers and our collective efforts as the greater GEOINT Community play a critical role in global security.

Join USGIF today to be a part of your professional organization. Be seen as a supporter and thought leader in the GEOINT Community. Acquire knowledge of industry trends and best practices as well as current customer and mission requirements. Meet new colleagues and expand your professional network. Play an integral role in the advancement of the GEOINT tradecraft through unprecedented access to GEOINT Community leaders, decision-makers, vendors, and customers. Help USGIF build the community, advance the tradecraft, and accelerate innovation.

Q. What are the Organizational Membership levels and their benefits?

A. The five levels of Organizational Membership are:

1. Small Business Partner

To join at this level, organizations **MUST** demonstrate they are a small business as specified by the Small Business Administration and have earned \$15.5M (average) or less in the past three years.

Small Business Partner Organizational Benefits:

- One complimentary GEOINT Symposium attendee registration
- Discounted member pricing on exhibit space and advertising at the GEOINT Symposium and other USGIF events
- Small business table top discount at the GEOINT Symposium
- Ability to sponsor members-only opportunities at the GEOINT Symposium
- Ability to participate in members-only events
- Ability to participate in USGIF's annual GEOGala
- Access to USGIF Affinity Programs
- Ability to be interviewed for USGIF Member Spotlight profiles, which are published at <http://usgif.org/> and <http://trajectorymagazine.com/>
- Ability to participate in USGIF's Planning, Technical, and Outreach Committees
- Ability to participate in USGIF working groups
- Ability to create working groups to support your organization's GEOINT business objectives
- Member pricing to advertise in *trajectory* magazine
- Recognition online and onsite at USGIF events
- Listing in online member logo directory at <http://usgif.org/>
- 50-word company profile in annual USGIF Membership Directory printed in *trajectory* magazine
- Ability to post job opportunities on USGIF's LinkedIn page

2. Academic Partner

Academic Partner Organizational Benefits:

- Participation in the Academic Showcase at the GEOINT Symposium to highlight educational opportunities as well as research and development projects
- Two complimentary GEOINT Symposium attendee registrations
- Discounted member pricing on advertising at the GEOINT Symposium and other USGIF events
- Special academic rate to exhibit at the GEOINT Symposium
- One-time ability to exhibit in the “New Member Showcase” at the GEOINT Symposium
- Ability to sponsor members-only opportunities at the GEOINT Symposium
- Ability to participate in members-only events
- Ability to participate in USGIF’s annual GEOGala
- Access to USGIF Affinity Programs
- Ability to be interviewed for USGIF Member Spotlight profiles, which are published at <http://usgif.org/> and <http://trajectorymagazine.com/>
- Ability to participate in USGIF’s Planning, Technical, and Outreach Committees
- Ability to participate in USGIF working groups
- Ability to create working groups to support your organization’s GEOINT business objectives
- Member pricing to advertise in *trajectory* magazine
- Recognition online and onsite at USGIF events
- Listing in online member logo directory at <http://usgif.org/>
- 50-word company profile in annual USGIF Membership Directory printed in *trajectory* magazine
- Ability to post job opportunities on USGIF’s LinkedIn page

3. Sustaining Partner

Sustaining Partner Organizational Benefits:

- Two complimentary GEOINT Symposium attendee registrations
- Discounted member pricing on exhibit space and advertising at the GEOINT Symposium and other USGIF events
- One-time ability to exhibit in the “New Member Showcase” at the GEOINT Symposium
- Ability to sponsor members-only opportunities at the GEOINT Symposium
- Ability to participate in members-only events
- Ability to participate in USGIF’s annual GEOGala
- Small business table top discount at the GEOINT Symposium
- Access to USGIF Affinity Programs

- Ability to be interviewed for USGIF Member Spotlight profiles, which are published at <http://usgif.org/> and <http://trajectorymagazine.com/>
- Ability to participate in USGIF's Planning, Technical, and Outreach committees
- Ability to participate in USGIF working groups
- Ability to create working groups to support your organization's GEOINT business objectives
- Member pricing to advertise in *trajectory* magazine
- Recognition online and onsite at USGIF events
- Listing in online member logo directory at <http://usgif.org/>
- 50-word company profile and company logo included in annual USGIF Membership Directory printed in *trajectory* magazine
- Ability to post job opportunities on USGIF's LinkedIn page

4. Associate Partner

Associate Partner Organizational Benefits:

- All Sustaining Partner benefits listed above, PLUS:
- Two additional complimentary GEOINT Symposium attendee registrations (4 total)
- \$500 credit toward advertising in the GEOINT Symposium Event Guide
- Additional 50-word company profile (for a total of 100 words) in annual USGIF Membership Directory printed in *trajectory* magazine
- Access to special annual event for Strategic Partner and Associate Partner level members-only
- Ability to send one person to USGIF Chairman's Reception during the GEOINT Symposium

5. Strategic Partner

Strategic Partner Organizational Benefits:

- All Associate Partner benefits listed above, PLUS:
- Eight additional complimentary GEOINT Symposium full-conference registrations (12 total)
- Additional \$500 credit toward advertising (\$1,000 total) in the GEOINT Symposium Event Guide
- Highlighted company profile (100-word total) in annual USGIF Membership Directory printed in *trajectory* magazine
- Invitations to USGIF Chairman's dinners and other special events to network with USGIF's Board of Directors and senior-level executives throughout the intelligence, defense, and homeland security communities
- The ability to participate and vote in USGIF's Strategic Advisory Committee and Outreach Committee

- The opportunity to shape the future of the GEOINT tradecraft as well as the overall direction of the Foundation and its efforts

Q. What is the USGIF Affinity Program?

A. Driven by members' needs and recommendations, USGIF has partnered with several vendors to provide discounts on a variety of products and services our members use regularly. As an Organizational Member of USGIF, your organization is able to access discounts with all of the affinity partners listed under the Affinity Program tab within the Membership section at <http://usgif.org/membership>.

Q. My organization is not currently a member of USGIF. How do I join?

A. We are happy to discuss options and find the membership level that best fits your organization's goals and expectations. Please call USGIF Vice President of Business Development and Exhibitions, Jeff Ley, at 703-793-0109 x102 or email jeff.ley@usgif.org with any questions. To review pricing, options, and benefits, or download a copy of the USGIF Organizational Membership Application, please visit <http://usgif.org/membership>.

USGIF Individual Membership Restructure FAQs

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We sincerely thank our members for their steadfast support during this process.

Q. Why is USGIF changing its Individual Membership program?

A. USGIF was founded 11 years ago to build a community around what was then an intelligence discipline emerging from the newly coined term "GEOINT." Starting with the GEOINT Symposium, the world's largest gathering of intelligence professionals, our nonprofit educational foundation has, with your steadfast support, grown along with the GEOINT Community.

During the past decade, members' needs have changed and the Foundation has changed along with them to offer new networking events, business opportunities, professional development, and working groups and committees. Community members have also asked for additional ways to become engaged with the Foundation.

Doctors have the American Medical Association, lawyers have the American Bar Association, engineers have the National Society of Professional Engineers, and so on. Geospatial intelligence practitioners too deserve and need a similar community, which they can join as individuals to enhance personal networks and further professional development. With the coming launch of USGIF's Universal GEOINT Credentialing program, there has never been a more appropriate time for the Foundation to offer a relatively inexpensive Individual Membership for the Community to better connect to, interact with, and be supported by USGIF.

Q. What has changed within the Individual Membership program?

A. Everything. USGIF has recreated this new Individual Membership program from the bottom up. USGIF membership now offers a variety of benefits and access, a reduced price to join, multi-year renewal discounts, and a lifetime membership option. You can now be a card-carrying member of your professional Foundation, the only organization dedicated to promoting the GEOINT tradecraft across industry, government, and academia.

Q. When will the transition to the new membership structure take place?

A. As of the GEOINT 2015 Symposium, existing Individual Members now receive all the great, new benefits under the new Individual membership program. You will not have to pay again until your renewal date. Individual Members who joined at or since the GEOINT 2015 Symposium did so under the new Individual Membership program.

Q. I am currently an Individual Member. What happens to my membership as a result of the membership program restructure?

A. All current Individual Members will automatically receive a complimentary extension to their membership for at least one year. After the complimentary membership term expires, Individual Members will be invoiced at the appropriate new dues rate: \$99 for industry professionals or \$35 for government, military, young industry professionals, academia, students, first responders, and law enforcement. USGIF will contact all current Individual Members with additional details.

Q. Who is eligible for USGIF Individual Membership?

A. Anyone who shares USGIF's goals of building the community, advancing the tradecraft, and accelerating innovation. This includes, but is not limited to, individuals from government, military, industry, academia, first responders, law enforcement, state and local representatives, and many others who share a passion for GEOINT.

Q. Why should I join USGIF?

A. From the beginning, USGIF was conceptualized and founded as the only organization bringing together the defense, intelligence, and homeland security communities—to include government, academia, and industry—to promote the GEOINT tradecraft and solve Intelligence Community challenges. As a 501(c)(3) nonprofit educational Foundation, USGIF believes that we are all GEOINTers and our collective efforts as the greater GEOINT Community play a critical role in global security.

Join USGIF today to be a part of your professional organization. Be seen as a supporter and thought leader in the GEOINT Community. Acquire knowledge of industry trends and best practices as well as current customer and mission requirements. Meet new colleagues and expand your professional network. Play an integral role in the advancement of the GEOINT tradecraft through unprecedented access to GEOINT Community leaders, decision-makers, vendors, and customers. Help USGIF build the community, advance the tradecraft, and accelerate innovation.

Q. What are the options for USGIF Individual Membership?

A. Based on feedback from existing and prospective members, USGIF created the following Individual Membership categories:

- 1. Academia (\$35)** - Available to full-time students at the high school, undergraduate, or graduate levels, as well as to faculty, staff, researchers, and any other full-time employees of academic institutions.
- 2. Government/Military (\$35)** - Available to currently employed or (non-contractor) government and active-duty military personnel.
- 3. Law Enforcement/First Responders (\$35)** - Available to currently employed or active-duty (non-contractor) emergency services and law enforcement personnel.
- 4. Young Professionals (\$35)** - Available to anyone age 35 or younger working in industry; age verification is required.
- 5. Industry (\$99)** - Available to corporate employees, contractors to federal, state, and local governments, association and non-profit employees, media/press, and non-governmental organization (NGO) employees.

6. **Multi-Year Membership (3-Year & 5-Year Terms)** - All of the membership levels shown above are available in 3-year and 5-year increments. 3-year membership terms provide a 5% discount on membership dues and 5-year membership terms provide a 10% discount on membership dues.
7. **Lifetime Membership (\$950/\$650)** - USGIF now offers a lifetime Individual Membership option. Priced at \$950 for anyone less than 50 years old or \$650 for those 50 years and up, individuals selecting this option receive a significant discount on membership over time.

Q. What benefits will I receive as an Individual Member?

A. Individual members will enjoy the following benefits:

- Be a card-carrying member of the only organization dedicated to promoting the geospatial intelligence tradecraft and uniting the defense, intelligence, homeland security, and academic communities
- Eligibility to participate in the more than 15 USGIF committees and working groups
- Access to USGIF training and education sessions
- Significant discounts to all USGIF events
- Admission to members-only events
- Early notification of USGIF events & initiatives
- Ability to submit proposals for presentation opportunities at USGIF events
- Subscription to USGIF's *trajectory* magazine
- Affinity program discounts

Q. What is the USGIF Affinity Program?

A. Driven by members' needs and recommendations, USGIF has partnered with several vendors to provide discounts on a variety of products and services our members use regularly. As an Individual Member of USGIF, you are able to access discounts with all of the affinity partners listed under the Affinity Program tab within the Membership section at <http://usgif.org/membership>.

Q. I am not currently an Individual Member. How do I join USGIF?

A. Visit <https://connect.usgif.org>, USGIF's new association management system. This will be your one-stop shop to join USGIF as an Individual Member, process individual membership renewals and event registrations, opt-in for committees and working groups, manage subscriptions and email preferences, search the USGIF member directory, and more.

You may also submit a hard copy membership application, which is available for download at <http://usgif.org/membership>.