

MEMO# 2346

November 21, 1990

PROPOSED NEW DUES SCHEDULE

November 21, 1990 TO: UNIT INVESTMENT TRUST COMMITTEE NO. 54-90 RE: Proposed New Dues Schedule _____ As you know, over the past several weeks we have been reviewing the formula that has been used for several years to compute Institute dues for UIT sponsor members.. John Van Heuvalen of Dean Witter has spent a considerable amount of time analyzing our current dues formula and looking at ways to make it more equitable. John is recommending a revised dues formula that would establish a minimum dues amount of \$15,000 and a maximum amount of 16% of the total dues assessed by the Institute. The rationale for the minimum dollar amount is based on the fact that dues for bank trust members has been \$15,000 for the past two years. We believe that regular UIT members should pay dues that are at least equal to the bank trust members. The 16% maximum is recommended so that the larger members will pay a more equitable proportion of the total dues assessed. We have attached a schedule that shows what each UIT sponsor-member has been billed in dues for the past three fiscal years plus the amount for Fiscal Year 1991, using the recommended change to the formula. We believe the new formula provides an equitable sharing of our commitment to the Institute. After your review, please indicate your acceptance or rejection of the proposed change in the dues formula by signing the enclosed form and returning it to the Institute. If a majority of unit investment trust sponsor-members do not approve the change we will continue to use the formula that is currently in place. The form should be returned by December 1. If you have any questions please contact me at 201-902- 6800. Robert E. Holley Chairman UIT Standing Committee Enc.