



THE POWER OF MEMBERSHIP.

*The Strength
of Community.*

LeadingAge™
Missouri

INSPIRE. SERVE. ADVOCATE.

THE DUAL LEADINGAGE AND LEADINGAGE MISSOURI VALUE COMMITMENT

We are a community of mission-driven aging services providers and other mission-driven organizations serving older adults.

Our members are nationwide and represent the entire aging services continuum, including skilled nursing, assisted living, affordable housing, life plan communities, adult day and PACE programs, hospice, and home-based services.

Your membership delivers professional tools, advocacy, education, and resources—and offers access to a network like no other. You'll join more than 5,000 organizations and 38 state partners committed to making America a better place to grow old. Together we are building an equitable and inclusive aging services sector, in which opportunities exist for all to thrive.

We offer everything you would expect from a membership association, plus much more.

Business Solutions & Discounts

to help you access the right partners for the right price.

LeadingAge members get special discounts and incentives from our trusted Corporate Alliance Program partners—and our member-driven group purchasing program Value First offers discounted pricing and rebates on food, equipment, and supplies.

Policy & Regulatory Guidance

to deepen your understanding on critical issues.

LeadingAge Missouri policy, regulatory, and legal experts help members navigate the increasingly complex aging services landscape. You'll receive guidance on federal laws, technical assistance on essential topics, and advice on state regulations and standards.

Advocacy & Public Relations

to amplify the collective voice of providers.

Through our relationships with lawmakers and the press, LeadingAge Missouri elevates and illuminates the issues that matter most to aging services providers and older adults. Nationally and in Missouri, we fight to remove barriers to care and improve funding for the sector.

Education & Professional Development

to strengthen your organization.

At the LeadingAge Missouri Annual Meeting + EXPO and other cutting edge educational programs, aging services providers can earn CE credits while networking with peers from across the sector. On-demand learning is available anytime from the LeadingAge Knowledge Center—and it's discounted or free for members. You'll also have exclusive access to our signature Leadership Academy, which has ignited the careers of hundreds of aging services professionals.



Hands-on Help & Resources to support your day-to-day work.

LeadingAge and LeadingAge Missouri deliver a steady stream of news, information, and tools for members. Our Center for Workforce Solutions is a one-stop shop for recruitment and retention tools. The Center for Managed Care Solutions & Innovations offers a host of resources to navigate managed care and Medicare and Medicaid alternative payment models. You'll also have access to national and state LeadingAge staff experts, and can tap LeadingAge Consulting for even more one-on-one attention.

Insider Access to a network of peers and partners.

LeadingAge members are a community of like-minded peers and other aging services organizations. Members from across the country connect with one another at events, through advisory groups, and on the My.LeadinAge Member Community to exchange knowledge, solve problems, and share resources.

Prestigious Research & Expertise to help you adopt best practices.

LeadingAge helps you apply promising practices and leverage the latest insights from across the field. The LeadingAge Center for Aging Services Technologies (CAST) offers tools that make it easy to evaluate and adopt emerging technologies. Members also participate in research and pilots led by the LeadingAge LTSS Center @UMass Boston.

Thought Leadership & Innovation to advance the field and your place in it.

LeadingAge and LeadingAge Missouri work with members, regulators, and other stakeholders to explore ideas and innovations. We're developing affordable aging services options so you can reach the underserved "middle market," and uncovering new ways to increase quality across the continuum of senior care.

We know you're busy!

You can rely on LeadingAge Missouri to ensure you never miss a member benefit. Your entire staff can get up-to-date news and resources through member update newsletters, emails, action alerts, and 24/7 access to community groups on leadingage.org.

BECOME A MEMBER TODAY

Ready to join? There has never been a greater need for an effective, unified, and collaborative voice for aging services:

Adult Day	Assisted Living	Life Plan Community
Affordable Housing	Home Health	PACE
Market Rate Housing	Hospice	Nursing Home

LeadingAge members and state associations are united by a collective commitment to:

- **Quality & Innovation:** We provide quality care and services. Our work reflects promising practices, and we seek to advance innovation.
- **Integrity & Transparency:** We are mission-driven organizations. We are accountable to our workforce, our community, and the people we serve.
- **Shared Learning & Fellowship:** We are a cross-continuum community of providers serving older adults, people with disabilities, and youth. Our collective power is made greater through sharing, learning, and collaboration.
- **Inclusion, Diversity, & Equity:** We are steadfast in our efforts to build an equitable and inclusive aging services community, in which our staff, leadership, and the people we serve reflect the rich diversity of the U.S., and opportunities exist for all to thrive.
- **Compassion & Community:** We believe that aging services should be person-centered and rooted in community. Our work is guided by compassion and respect.

We are LeadingAge: the trusted voice for aging.

We are making America better for older adults in all the places they call home.

LeadingAge Missouri is more than an association, it's a collaborative partner in the field of aging services for our member community. The partnership has enhanced and expanded our mission through timely communication, cutting-edge education, and thoughtful policy advocacy benefiting our team, our organization, and our residents. And the fellowship present in everything LeadingAge delivers serves to bolster the value of our engagement and makes participation enjoyable.

-Anthony Columbatto, John Knox Village

**To become a member of LeadingAge Missouri,
contact Rebekah Lucas @ 573-606-6092 or via email
RebekahLucas@leadingagemissouri.org**

LeadingAge™
Missouri

LeadingAge Missouri | 3412 Knipp Drive, Suite 102 | Jefferson City, MO 65109
Phone (573) 635-6244 | Fax (573) 635-6618

2025 Organizational Application for Membership

LeadingAge Missouri and LeadingAge

Organization Name _____

Contact Person _____ Title _____

Address _____ City/State/Zip _____

County _____ Telephone _____ Fax _____

E-Mail Address _____ Web Site _____

Describe your organization's mission and reason for joining LeadingAge Missouri?

Please list the name, title, and e-mail address of any other persons you would like to receive timely association information by e-mail (Newsletter, Education & Meeting Invitations).

Please check type of organizational sponsorship: __ Religious __ Community __ Governmental
__ Fraternal __ Union __ Private Foundation __ Hospital Other _____

Full Name of Sponsorship (If Applicable)

Check here if For-Profit

Tax Classification (e.g., 501(c)(3)) _____

If federally assisted housing (e.g., Section 202), specify type of assistance:

Membership Investment Computation:

Membership in LeadingAge delivers the combined power and collaborative engagement of two affiliated national/state associations. Dual LeadingAge/LeadingAge Missouri membership dues are based on a member's most recent FY Program Service Revenue (PSR)*. LeadingAge (national) dues are determined by PSR dues bands. LeadingAge Missouri dues are 1.5x national dues. (Example: For member PSR less than \$1,900,000, Level 1 national dues are \$350. LeadingAge Missouri dues are \$525, for a total dues investment of \$875)

For Specific Service Provider Members, equal flat fee dues are leveled for LeadingAge and LeadingAge Missouri membership investment. (Example: Adult Day national dues are \$200. LeadingAge Missouri dues are \$200 for a total dues investment of \$400). For Affordable Housing members, PSR determines the national dues band amount. LeadingAge Missouri dues are 1x national dues. (Example: For an affordable housing member with PSR between \$1,900,000-\$4,400,000, LeadingAge/LeadingAge Missouri are \$1,000 each for a total membership investment of \$2,000)

LeadingAge Dues Bands		LeadingAge®
2024 National Annual Dues (per site)		
Level	Program Service Revenue or Operating Revenue <small>annual revenue from programs less grants or donations</small>	Provider Member <small>Affordable Housing, Assisted Living, Community Based Services, Continuing Care at Home, CCRC, Home Health Care, Home Care, Independent Living, Skilled Nursing</small>
10	>\$27,000,000	\$9,900
9	\$24,000,000 - \$27,000,000	\$8,000
8	\$20,000,000 - \$24,000,000	\$7,000
7	\$17,000,000 - \$20,000,000	\$6,000
6	\$14,000,000 - \$17,000,000	\$5,000
5	\$9,900,000 - \$14,000,000	\$4,000
4	\$7,000,000 - \$9,900,000	\$3,000
3	\$4,400,000 - \$7,000,000	\$2,000
2	\$1,900,000 - \$4,400,000	\$1,000
1	<\$1,900,000	\$350
Hospice (no other services)		50% of Applicable Dues Band
Adult Day*		\$200 Flat Fee
Area Agencies on Aging*		\$350 Flat Fee
Convent*		\$350 Flat Fee
PACE*		\$2,500 Flat Fee
Public Housing Authority*		\$350 Flat Fee
Senior Center*		\$200 Flat Fee
Under Construction*		\$350 Flat Fee
Village*		\$175 Flat Fee

Corporate Multisite Program

If you have multiple communities in membership within a single state, we can offer a single payment option. Add up all the Program Service Revenue (PSR) for all communities and apply the band above. If the cumulative PSR is greater than \$27 million, please use the following formula to calculate Corporate Multisite Program dues:

Total cumulative PSR for all sites x 0.0003 + \$550

Investment Totals:

TOTAL AMOUNT DUE : \$ _____

(Add LeadingAge dues and appropriate LeadingAge Missouri computation)

First Year's Membership Investment (Total Amount Due divided by 2): \$ _____

Membership investments paid to LeadingAge Missouri are not deductible as charitable contributions for federal income tax purposes; however, they may be deductible as necessary and ordinary business expenses. A portion of the total amount due, however, is not deductible as an ordinary and necessary business expense to the extent that the association engages in industry lobbying. The non-deductible portion for the amount indicated above is 5%. 501(c)(3) organizations may wish to consult a tax advisor regarding the advisability of considering a 501(h) election with respect to this lobbying percentage.

Please make check payable to LeadingAge Missouri and return to 3412 Knipp Drive, Suite 102, Jefferson City, MO 65109.

If you would like to pay by credit card (Visa or Master Card), please contact the office at (573)635-6244

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*Program Service Revenue: Program services are those activities your organization was created to conduct, plus programs and activities later added, that form the basis of your current federal tax exemption. Program service revenue includes, but is not limited to, revenue from nursing care, assisted living, independent living, adult day care services, home health care, transportation, outpatient services, hospice, meals and other community-based services.

Program service revenue would exclude your interest on savings and temporary cash investments, realized and unrealized gains or losses, special events and activities, charitable contributions, and any other services unrelated to LeadingAge's mission.

If your organization does not file Form 990 with the IRS, provide program service revenue from one of the following documents using the IRS definition (see above) for program service revenue:

- The organization's audited financial statement
- Medicaid Cost Report
- Profit and loss statement

Please report your program service revenue and fiscal year it represents:

Program Revenue \$ _____ Fiscal Year _____

Committee Contribution

Please choose from the following committees you would be interested in:

- Advocacy Education Membership
 HCBS Hospice Affordable Housing