

July 30, 2014

Dear AMGA Membership,

As you peruse the 2015 schedule and review which programs you would like to take, one of the biggest things you may notice is the increase in tuition. As the AMGA continues to grow, one of our greatest challenges is in keeping costs low while striving to run exceptional programs. For 2015, you will notice that several programs have a significant cost increase - the Alpine Guide Exam, the Advanced Alpine Guide Course, and the Ice Instructor Course.

The Alpine Guide Exam has always run at a 2:1 ratio, but you will notice that for the first time the Advanced Alpine Guide Course and the Ice Instructor Course, will also run at a 2:1 ratio. The most consistent and vocal feedback we get from these programs is that a 3:1 ratio negatively impacts education and increases risk. Within many AMGA programs we can continue to work at a higher ratio while maintaining solid risk management. There are strategies to improve educational outcomes with a 3:1 ratio through creative daily scheduling and good debriefing, but within the Advanced Alpine Guide Course and the Ice Instructor Course, this is significantly harder to accomplish. In the past, we have been making concessions with regards to education to stay within a reasonable risk management threshold on these programs. Starting in 2015, the AMGA has decided to implement the feedback we have continually received, and lower the ratio on the AAGC/AE and IIC to increase educational outcomes and risk management.

Over the last fifteen years the tuition for programs has not significantly increased, but the cost of running them has. Competitive wages, travel costs and insurance premiums have all gone up and the AMGA can no longer hold the tuition where it was. Tuition was artificially low with subsidies and fund raising supplements from the outdoor industry, and although we will continue to look for ways to maintain or lower tuition, the time has come for the price of programs to align with the costs.

In order to be fully transparent, I have included the budget for the Alpine Guide Exam for the membership to review. As you can see, if the program does not run at full capacity, then the program will run at a significant loss.

Alpine Guide Exam Budget 2015

10 days, 2:1 ratio, one-day paperwork, two additional days of food stipend for travel, Exam Director paid additional day for paperwork.

Income	Tuition	Percent
Student 1	\$3,500	16.67%
Student 2	\$3,500	16.67%
Student 3	\$3,500	16.67%
Student 4	\$3,500	16.67%
Student 5	\$3,500	16.67%
Student 6	\$3,500	16.67%
Total income	\$21,000	100.00%

Expenses	Budget Amount	Percent
Salary \$300 per day*12 (Exam Director)	\$3,600	17.71%
Salary \$300 per day*11 (Examiner 1)	\$3,300	16.24%
Salary \$300 per day*11 (Examiner 2)	\$3,300	16.24%
Overhead 40% (payroll taxes, insurance, workers comp insurance, credit card fees, administrative fees)	\$4,080	20.07%
Per-diem \$30 per day per Examiner (13*3 + 1 for ED)	\$1,200	5.90%
Lodging \$150 Per Night *8 (\$50 per Examiner)	\$1,200	5.90%
Airfare (\$600 per Examiner)	\$1,800	8.86%
Baggage Fee \$100 each way (\$200 per Examiner)	\$600	2.95%
Airport (mileage, parking, shuttles) (\$100 per Examiner)	\$300	1.48%
Rental Car (13 Days at \$50 per day)	\$650	3.20%
Gas for Rental Car	\$150	0.74%
Permits	\$145	0.71%
Other	\$0	
Total expenses	\$20,325	100.00%

Summary	
Total Income	\$21,000
Total Expenses	\$20,325
Difference between income and expenses	\$675

My hope is that this budget will provide transparency on where your tuition dollars are going. We recognize that the path to AMGA Certification is not without financial burden and we are striving to keep costs low while continuing to provide exceptional programs for our members. As always, we welcome your feedback and encourage you to contact us with any questions or concerns. Thank you for your continued support of the AMGA and we look forward to seeing you on our 2015 programs.

Sincerely,

Dale Remsberg

Technical Director