

# 2004 budget

# Overall...

- non-profit
- new members key for sustainability and value
- adex revenues declining

# Assumptions

- current situation
  - 67 members
  - 67 FAPCOM installations
- growth
  - 8 new members at full rate
  - 5 new members at half year rate
  - 2 new FAPCOM installations
- adex
  - 450,000 RUs exchanged

# The big picture

|                          | 2002 actuals     | 2003 projected   | 2004 proposed    |
|--------------------------|------------------|------------------|------------------|
| membership               | € 441,993        | € 407,082        | € 429,709        |
| other revenue            | € 92,372         | € 91,550         | € 116,090        |
| <b>total revenues</b>    | <b>€ 534,365</b> | <b>€ 498,632</b> | <b>€ 545,799</b> |
| running costs            | € 321,873        | € 283,164        | € 313,722        |
| meetings costs           | € 149,124        | € 122,500        | € 140,800        |
| development              | € 6,202          | € 25,000         | € 33,080         |
| FAPCOM                   | € 59,171         | € 58,267         | € 58,075         |
| <b>total expenditure</b> | <b>€ 536,370</b> | <b>€ 488,931</b> | <b>€ 545,677</b> |
| <b>balance</b>           | <b>-€ 2,005</b>  | <b>€ 9,701</b>   | <b>€ 122</b>     |

# Revenues

- 01.01 membership fee of € 3,800
  - first rise for two years
  - + 1.6%
- 01.03 system usage fee of € 0.13 per RU
- increased revenues
  - sponsors and exhibitors
  - prospective members
  - increased total numbers
- member GM registration fees to rise by only 5-10 %
  - € 9 in the Hague, € 19 in Nov 2004
  - Early Bird rate to remain under € 200 in 2004

# Costs

- 02.01 personnel
  - headcount reduction from 3.2 to 3 FTEs
  - falling costs
  - saving of € 20,000 from 2002
  - pension costs
- 02.07 accountants
  - finance has been outsourced
  - annual cost of approx. € 16,000
- overall cost saving

# Running costs

- 11% increase overall
  - ‘apples to bananas’
  - change in strategy and activities

# Meetings costs

- lower than 2002 actuals
- 15% increase to 2003 projections to add value and include more delegates
  - programme
  - speakers
  - services



# Development

- increase from 2003 projections (euro 25K)
- website development separate
- 2003
  - UK-Ireland adex
  - name change
  - website development x 2
  - marketing material
  - Project Phoenix
- 2004
  - unexpected opportunities
  - Project Phoenix
  - redevelopment of contact database

# FAPCOM

- lower volumes do not mean lower costs ☹️
- majority of costs are fixed
- additional costs
  - aging system
  - lack of training/user expertise

Any questions?