



# FIG WORKING WEEK 2023

28 May - 1 June 2023 Orlando Florida USA

*Protecting  
Our World,  
Conquering  
New Frontiers*

## FIG Presidents Meeting

Diane Dumashie FIG President

Louise Friis Hansen FIG Director



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## President Meeting: Governance & Communication

Part I ) FIG (Not For Profit)- Business Model Scenario thinking

Part II) Listen to you

- Council Work Plan
- Any Other Business

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## Part i) Business Model Scenario thinking

- What does a sustainable 'Not for Profit' Organisation look like?
  - i.e where a Sustainable and resilient income stream is derived
- What is the value to you and your members value lie?
  - i.e Strategic and Scenario thinking
- Today wish to explore with you the financial business model of FIG
- Next 10 months Council to work on a review



## Part1 Agenda:

### 1) Income

- What - Global to local trends
- Where – Impact
- What – Key issues

### 2) Scenario thinking - Value Proposition & Income Business model

## 1. Global Trends .....



FIG is a Federation of members; and  
We all operate as members in business

Pandemic:

- Every part of the value chain affected, from raw material sourcing to end customer testing the commercial, operational, financial and organizational resilience of the majority of companies across the globe.

.....to Local trends

What the federation is facing declining members:

- Member Associations
  - Operating in geopolitical financial market/ political constraints (war and economic)
  - Reporting lower member numbers
- Corporate numbers declining, probably due to globally, Rising costs and belt tightening.....
- Academic numbers in decline, always fluctuating
- Events, more or less stable, we are truly dependent upon the income
  - What income trends FIG is seeing .....



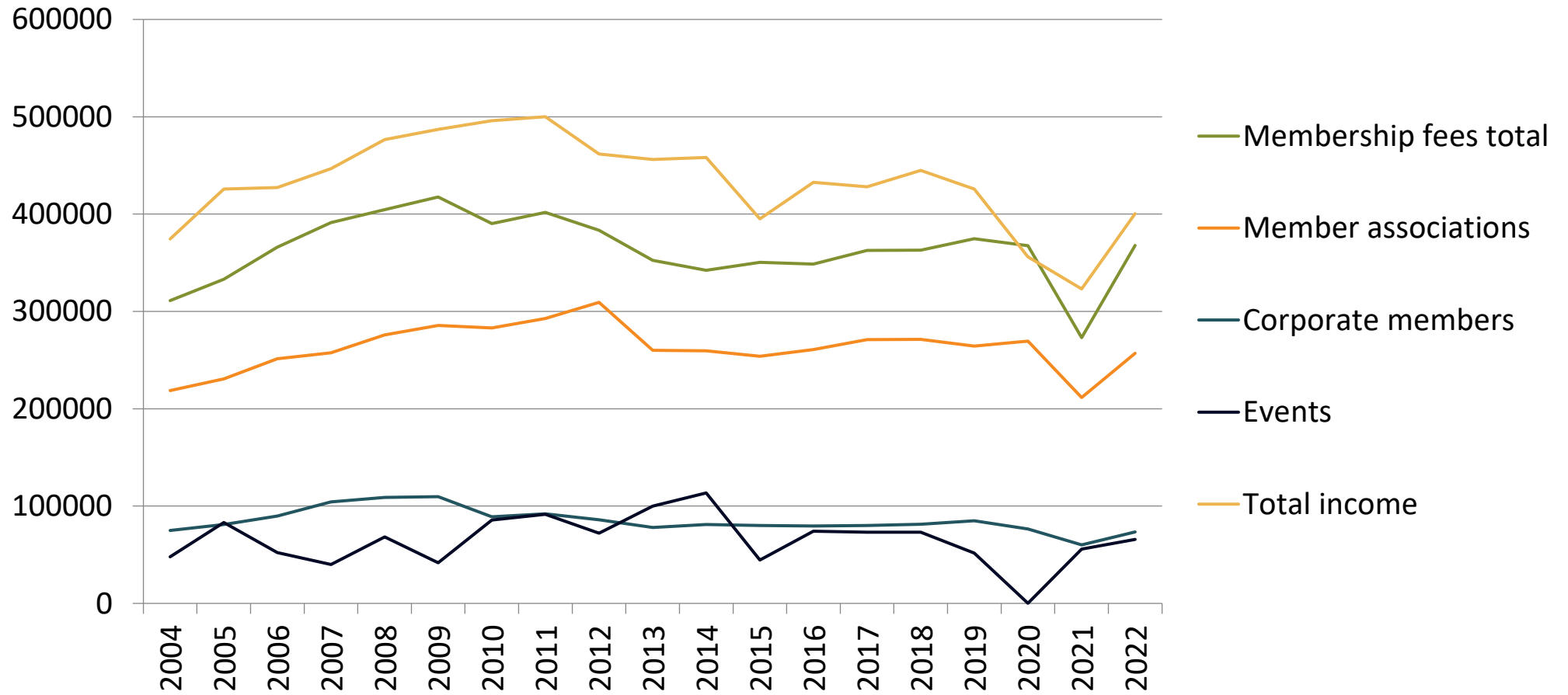
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## Income streams:

- What streams
- Trending



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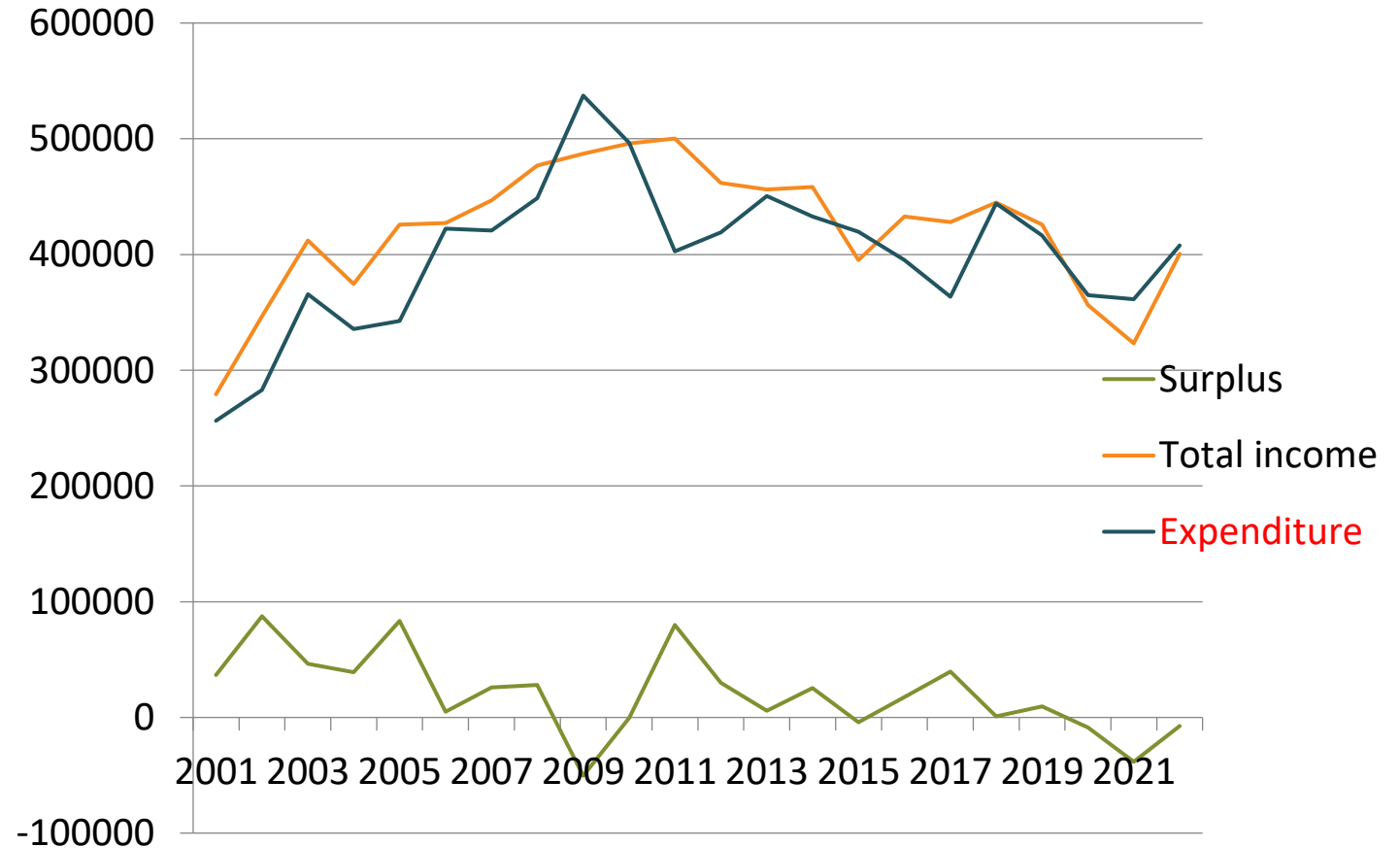
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Overall situation last two decades:

We are in a 'level' place,  
Can we do better?  
Are we resilient enough?

Mind the potential for a financial  
gap....





## 2. FIG office worked hard to accomodate business fluctuations

### Impact/ Where we are 2022:

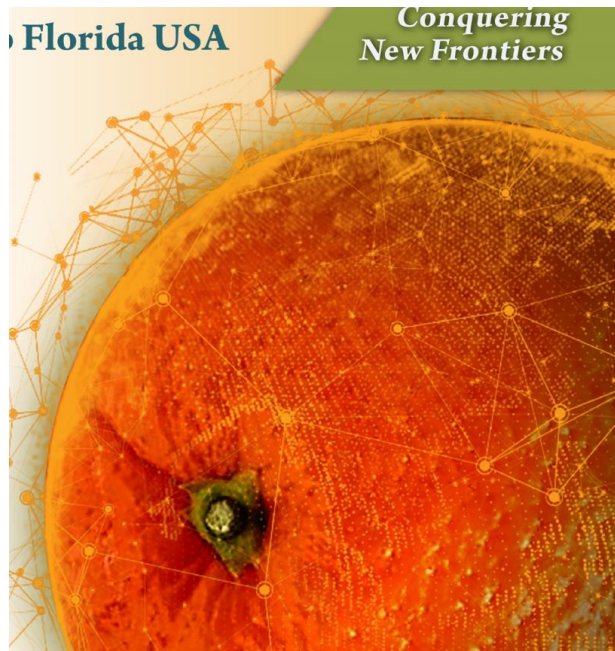
- Negative overall result – but better than budgeted
- Regular income – 35,000 lower than budget
- Regular expenditure – 24,000 lower than budget
- *High arrears – and increasing*
  
- Good conference income
  - **We want to be proactive and mindful of impactful trends.....**



## 3. What Key issues- keeping our eyes on many balls

- Current economic situation (inflation) – negative impact
- Used part of the reserves in 2021 for the reduced subscription fee
- Subscription rates – must be considered carefully
- Conference income – uncertain
- Administrative costs monitored carefully
- Budgeted deficits
- Positively, still high General reserve 90-100% of regular annual expenditure)  
– but expected to decrease further over the coming years

## Part II). Business model –Council Scenario thinking



### Income versus Value

- Where our income comes from, e.g should we aim to explore other sources?
- What does Member value look like
- Are we positioning ourselves to ensure members continue....
- To engage, and gain added value

## 1. Income Business model = Scenario questions

- What are the two strategic questions to address Council's scenario plan?

As a start, we will consider:

- Value to Member: Is this determined by members engagement strategy (*value proposition*)?
- Member subscription receipts
- If so,

## Scenarios for Council to work upon

**High** Value

**Poor** response with M  
avoiding strategies

**Good** response to full  
subscription fees

**Low** Value

## What is FIG Business model

Council wishes to work by considering our Business Model that:

- Derives from the FIG vision and mission
- Includes a description of: value proposition, member segments, and finances.
- We will work up a briefing paper along the lines of the following business model canvas



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## What : Your input and feedback

- Consider your key facts and present 2

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## Key questions to ask of you

You and your experience in your own organisations

1. What is happening with member retention?
    - Perhaps your Subscription rates and financial resilience?
  2. What do you hear from your members regarding the value of FIG membership?
    - Perhaps- To help Workforce flows (recruitment and retention) and/ or other things?
- This will inform our discussion on initial scenarios put together by Council...



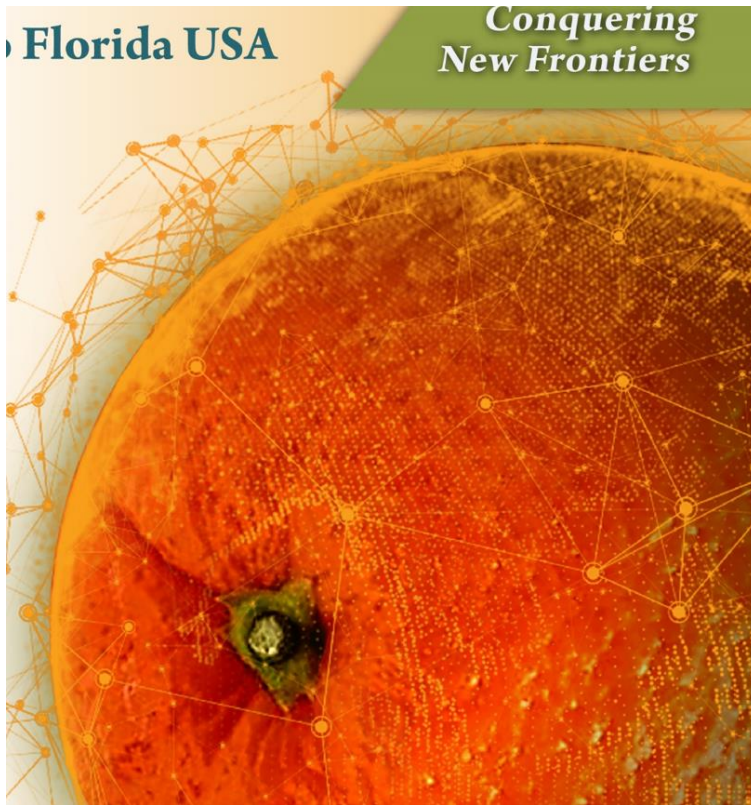
## When- timelines

- Discuss and record over next 10 mins (use post it notes)
- Your feedback, on
  - 1 key response, not heard from another table, and
  - All post it notes to be collected and summary reported and circulated by FIG office

## Next steps – Timeline 8 months:

- Council to work on a briefing paper that provides oversight
- To reach out and share with you
  - Potential end year (tbc)
  - Presidents Webinar early 2024
- Council Consider and propose to GA in Accra 2024, is it business as usual?

## Part II: Knowledge and Networking: Listening to YOU; Sharing your inputs



- Member Associations / Regional Bodies Forums
- Welcome your feed back on
- Council Work Plan 2023- 2024:
  - Clarifications
  - Have we missed anything

And,

- AOB



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Thank you for your input

To enable Council to Listen and Collaborate,

Before Action in 2024

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