General Meeting 2019

20 YEARS

Welcome

FMCC members and guests

Special thanks to all who have helped out through the years with tutorials, articles, events, programs, projects, and speaking up everywhere.

Shout-out to new and renewed members.

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Agenda

1. Personnel
2. Membership and Financial Reports
3. Highlights 2018 - 19
4. Ongoing and new initiatives 2019 - 20
5. Budget and Sponsorship
6. Discussion

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Personnel

Officers

Past Pres: Val Moraes (NZ)

Pres: David Reynolds (US)

VP: Chris Gardner (US)

Sec: Dale Schuss (Canada)

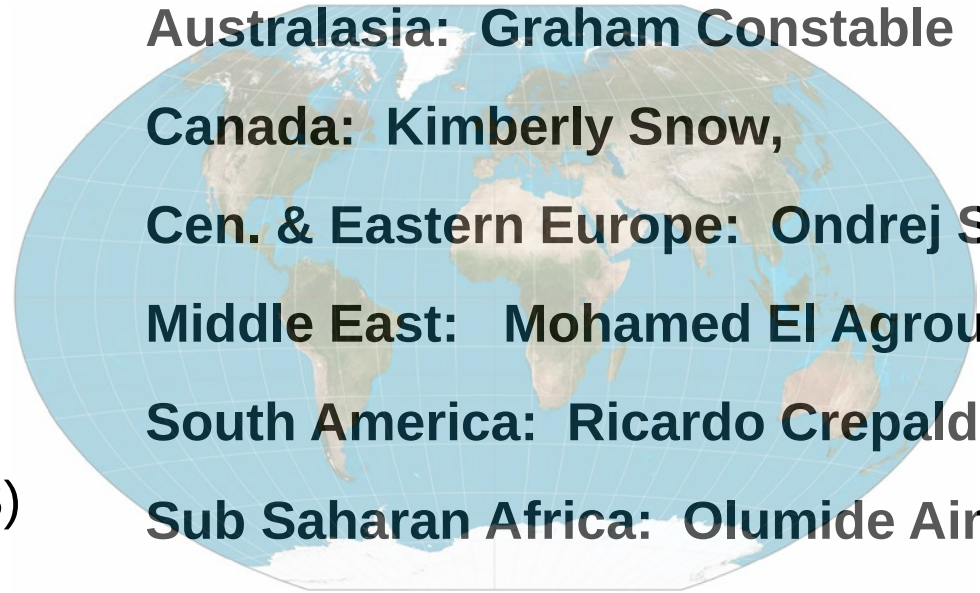
Treas: **Daniel Goldsmith** (US)

Admin

Terry Cocherl (US)

Joshua Amos (IFMA Houston)

Regional Directors



Australasia: Graham Constable

Canada: Kimberly Snow,

Cen. & Eastern Europe: Ondrej Strup

Middle East: Mohamed El Agroudy

South America: Ricardo Crepaldi

Sub Saharan Africa: Olumide Aina

Coordinators

Here's How: Karla Reid, UAE

Ask the Experts: Mark Sekula, US

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Installation of Officers

I <name> accept the duties and responsibilities as an officer of the Facility Management Consulting Council of the International Facility Management Association for <office> and will to the best of my ability execute my duties in accordance with the bylaws, Constitution and Code of Ethics of the FMCC and the International Facility Management Association.

Accept by saying, "I do".

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Membership

254 (Oct. 1) - **275** in 2018, **261** in 2017, **241** in 2016. Peak **337** in 2013

Type	2018	2019
Professional, Fellow, Retired	72%	69%
Associate	19%	22%
Young Professional	8%	9%
Student	<1%	0%

45 countries - US (127), Canada (22), China (15), UAE (12), Saudi Arabia (8), UK (6). Others 1-4 each.

4.1% monthly churn – (monthly added + dropped / 2) divided by member total.

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Financial*

- **Funds $9138** (on 10/01/19; compared $15,318 one year ago)*
- **Cash on hand $8732** (after WWP expenses)
- **IFMA Recertification**: (income & expense balance; assets & liabilities balance)

*2018-19 spend note
(1) Website & newsletter projects now complete
(2) 2018 WWP expenses higher than 2019 in several categories
(3) Updated member welcomes, renewals, and goodbyes added expense
(4) Assisted Martin Václavík of Czech Republic to present at IFMA Europe

Remarks: Budget underspent for several years previously. Sponsors now zero.

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Highlights 2018-2019

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Theme and Strategies

Theme - facilitate member business opportunities and results

Strategies

- Bring FMs to think of consultants as available, reliable, economical, posing little risk.
- Build familiarity, knowledge, and trust in FM consulting, FMCC, and IFMA.
- Engage globally, reflecting regional customs and networks.

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HIGHLIGHTS 2018-19

Readiness level

Lowest to highest

1 Adopted as objective

2 Work in progress

3 Operational - managed and evolving

Impact level

Lowest to highest

1 Acknowledged by Board and members involved

2 Communicated to stakeholders, but impact not yet clear

3 Stakeholder value demonstrated

Ready	Impact	Strategic objective	Update
3	2	Maintain and continue to improve *fmcc.ifma.org* as communications hub. Emphasize IFMA Engage.	07/17/2019
3	2	Issue newsletter monthly, directly from website. Include at least one original feature article.	07/17/2019
3	2	Evolve, enhance, promote, and monitor *Need a Consultant; Here's How* and *Consultant Directory*.	07/17/2019
2	2	Reach out to and remain involved with FMCC members in their business and career developments.	07/17/2019
2	2	Conduct liaison with IFMA Components, IFMA, and organizations outside of IFMA.	07/17/2019
2	2	Support Regional Directors and their activities and initiatives.	07/17/2019
1	1	Identify our stakeholders. These are our audience. What value do they perceive in FMCC?	07/17/2019
1	1	Attract and engage sponsors in funds or in kind, demonstrating ROI.	07/17/2019
1	1	Evolve FMCC as a brand.	07/17/2019

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Ongoing & New Initiatives

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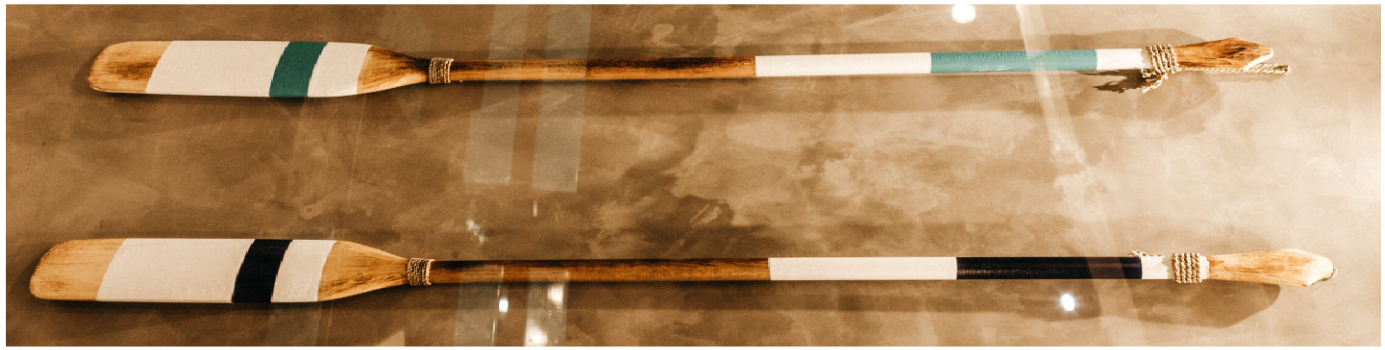
Website as communications hub hosting or connecting:

✺Need a Consultant; Here's How ✺Newsletter with monthly feature, blog, updates ✺ Releases to other media ✺Member correspondence ✺ Directory of participating consultants

Regional projects, perspectives, and prospects

Outreach & liaison to IFMA Councils & Outside organizations

Sponsorship, as an FMCC principal program



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Collateral Leadership & Management

Chris, Sponsorship - how will FMCC utilize contributions? Match opportunities with sponsors. Present business cases to sponsors.

Dale, Communications - manage **fmcc.ifma.org** as hub to reach FMCC members, IFMA, and FM at large, working with Terry Cocherl.

Daniel: Liaise with IFMA Councils. Explore prof. association relationships to benefit FMCC members, s/a Institute for Management Consultants, IMC.

David: Lead strategic planning. Coordinate priorities, operations, & initiatives with Board. Resource to Regional Directors. Update volunteer management.

Val: Promote regional developments in Australasia and China. Support/join with David and Chris in liaison with IFMA. Support Chris in sponsorship.

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Budget 07/2019 to 06/2020

Presented: May

Accepted: June

Revised: August

Revenues	
Sponsorship revenue	$2,000
Dues revenue	$6,500
TOTAL	**$8,500**
Expenses	
WEB-SITE, Newsletter, media (by Admin)	$3,000
APP	$60
POSTAGE	$40
PRINTING (chiefly brochures, in global	$250
SUPPLIES	$25
MARKETING	$500
MEMBER CONNECTIONS (by Admin)	$1,560
REGIONAL PROGRAM SUPPORT	$500
KIT TUVESON AWARD/SCHOLARSHIP	$1,500
IFMA FOUNDATION	$500
WWP space, projector	$406
TOTAL	**$8,341**
Revenues minus Expenses	**$159**

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Discussion

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