



# **ANNUAL GENERAL MEETING**

**21<sup>ST</sup> April 2009**  
**HMA Residence**

**BRITISH CHAMBER OF COMMERCE OF THE PHILIPPINES**

**ANNUAL GENERAL MEETING  
21ST APRIL 2009**

**BOARD OF DIRECTORS  
CHAIRMAN & COMMITTEE HIGHLIGHT REPORTS  
MAY 2008- APRIL 2009**

# CHAIRMAN'S ANNUAL REPORT

## KEY Business Initiatives

- Institutionalization of Multi Stakeholder Consultation for Trade Negotiations.(I-MUST) Advisory Council with British Embassy
- Universal Access to Competitiveness & Trade (U- ACT)
- Foreign Chambers (JFC + BCCP)
  - Employment Expos (Amcham, Anzcham, Cancham, ECCP & BCCP)
  - Fiscal Incentives- Business Registration- Foreign Ownership (+ Korea & Japan)
- European Union Market Access Team (MAT)
  - Cheaper Medicines Act
  - Tobacco & Distilled Alcohol Excise Taxes Proposed Legislation (+ ENC + EU Commission)
  - Common Carriers Legislation (+ ENC + EU Commission)
  - Asean EU – Partnership and Corporate Agreement (PCA) Bilateral RP/EU Foreign Trade Agreement
- European National Chambers (ENC) Expos & Networking (BCCP, ECCP, FCCP, SCCP, GCCP + European Business Associations)

# CHAIRMAN'S ANNUAL REPORT

- European National Chambers (ENC) Expos & Networking (BCCP, ECCP, FCCP, SCCP, GCCP + European Business Associations)
- Britain in South East Asia (BISEA)
  - Bangkok (November 2008) – Jakarta (May 2009)
  - British Chambers of Commerce in Singapore, Indonesia, Philippines and Thailand,
  - British Business Associations in Malaysia, Vietnam, Cambodia and Brunei

# KEY LINKS

- RP Government Legislation, Position Papers, Senators & House Briefings
  - DOF
  - DOLE
  - TESDA, CHED
  - DTI
  - BOI
  - DOH
  - DFA
  - DOT
  - DSWD
- Local Business Associations
  - Makati Business Club (MBC)
  - Philippine Chamber of Commerce (PCCI)
- British Links
  - UKTI (Derek Page)
  - British Council (AP)- Philippine British Business Council (PBBC)
  - British Alumnae (RP/ UK Friendship Week)
  - UK Foreign Office – HMA Peter Beckingham
  - Consular
  - UK Border Agency (Visas)
- Other Business Links - Philippine Business Leaders Forum (PBLF) – (SM/ CB/ JL)

# CHAIRMAN'S ANNUAL REPORT

## **Members' Services**

- Business Research
- Fast Track Business Visas (UK Border Agency) . UK Passports (UK Consular)
- Networking
- Facilitation
- Advertising
- Business Event Organization
- Job Fairs – BCCP Exhibitors
- Media & Press Activities
- Government legislation briefings & position papers (sectors affecting BCCP members)

# OPERATIONS COMMITTEE REPORT

(LS/WB/RB)

## 2008

- May – Appointment of Emily as Secretariat Office Manager
- June- BOD Strategic Planning Retreat
- July- Relocation of Secretariat office to new British Embassy at Taguig
- September- Finalization of new contracts for Secretariat staff
- November- BISEA conference hosted in Bangkok by BCCT

## 2009

- January- Regrading of Associate Members (January- April)
- January- Corporate Membership Certificates issuance.
- March- New auditing and budgeting procedure.
- April- AGM: By- Laws / Articles- Revised Quorum Proposal

# **FINANCIAL STATEMENTS: YEAR ENDED 31ST DECEMBER 2008**

To be presented by  
2008- 9 BCCP Director & Treasurer

Mr. Robert Burroughes

# MEMBERSHIP COMMITTEE REPORT

SP/LS/JC

## Net Membership

	April 2005	April 2006	April 2007	April 2008	April 2009	2008-9 % Var
Premier Corporate	6	7	6	10	11	+10%
Regular Corporate	79	93	86	94	132	+10%
Individual	42	36	34	47	38	+19%
Associate	15	14	16	26	7	-73%
<b>TOTAL</b>	<b>142</b>	<b>150</b>	<b>142</b>	<b>177</b>	<b>188</b>	<b>+23%</b>
Index	100	106	100	125	132	
(Honorary:	10	10	10	10	5)	
<b>Memo:</b>						
Total Membership including Alternates	252	274	245	315	349	+11%
Index	100	109	97	125	137	

# EVENTS COMMITTEE REPORT

SM/LS

“FUN” “TOPICAL” “NICHE” “DIFFERENT”

## Guest Speaker/ Networking Events – 7

- July - 7000+ Islands by Boat- Bruce Curran (Campbell Alexander)
- September - “NLEX The Construction Story”- Rod Air (Leighton Philippines)
- November - Challenges of Financial Leadership – Rick Sturge (CIMA)
- January - “Malampaya- “Gas to Power”- Keith Perrin (SPEX)
- February - “Henry VIII to Noam Chomsky- Chris Boughton (Camb Univ.)
- March - “Can We Talk”- Tunde Fafunwa (Bayantel)
- April - “Global Crises- Leading in the Downturn” Glynn Lowth - CIMA

(Venues: Renaissance Hotel, Dusit Hotel & Intercontinental Hotel)

# EVENTS COMMITTEE REPORT

SM/LS

## Social Networking Events **8**

- June - “Grand Charity Ball”, (with BWA)
- June - “Pool & Dart Championship”, (with Lighthouse Club)
- September - “Pool & Darts Championship”, (with Nomads Sports Club)
- September - “Not SO Serious Wine Dinner, the Sequel”, (with BWA)
- November - “Joint ENC Networking Evening”, (with ECCP, SCCP, FCCP & GCCP)
- December - “Xmas Party”, (with BWA, Lighthouse & Manila Club)
- March - Social Networking – (BCCP).
- April - Social Networking- “Members Only” Club (BCCP)

(Venues: JW’s, Howzat, Murphy’s and Manila Club.)

# EVENTS COMMITTEE REPORT

## Other Events – 5

SM/ LS

- June - “Adoption Awareness”, with DSWD at Dusit
- October - Foreign Chambers Employment Expo at Megamall (Amcham, Anzcham, BCCP, Cancham, ECCP)
- February - Premier Sponsor’s Appreciation Evening at Tower Club
- April - Foreign Chambers Career Planning Expo at Glorietta, with TESDA, CHED, DOLE (Anzcham, Cancham, ECCP & BCCP)
- April - AGM at HM Ambassador’s Residency.

## Going Forward

- May - Consular & Visa Briefing – UK Embassy (JFC, MD & AD)
- May 16th-17th - ENC Food & Beverage Fair at Rockwell
- June 6th- BCCP/ BWA Grand Charity ‘Derby Day’ Ball at Renaissance.
- July 9th - BCCP v. Manila Club- Poker Night at Manila Club
- September - “Not So Serious Wine Dinner: Sequel II” (with BWA)
- October - Foreign Chambers Lifestyle Expo (Amcham, Anzcham, Cancham, ECCP & BCCP)
- October 6th - BCCP Golf Tournament at Sta Elena Golf Club.
- December 17th - “Xmas Party” with BWA, Lighthouse and Manila Club (at Manila Club)

# COMMUNICATIONS COMMITTEE REPORT

(TS/ JJ)

- **BRANDING** \* New BCCP Brand Manual  
\* Standardization of Communication, Materials Layouts.

- **WEBSITE STAGE 1**: Completed FEATURES include:

\*“DATES FOR DIARY”      \*Homepage      \* Membership  
\*Monthly Newsletters      \* Premier Profiles & Company Links  
\*Other Links eg - UKTI, BSM, BC,      \* Archives

- **WEBSITE STAGE 2**

- Contract Signed      – I TRIXX      – March 2009  
- New Layouts – from May 2009  
- Advertising opportunities from May 2009  
- BISEA initiatives (after May conference in Jakarta)

- **DIRECTORY 2009 - New Layout**

- **IT**- Expanded New Software other Equipment

# C.S.R. COMMITTEE REPORT

(CB/ MW/ SM)

- BCCP/ BWA Charity Ball 2008 - Wind up Radios- June 2008
- DSWD - Adoption Awareness with DSWD  
Guest: DSWD Sec. Esperanza Cabral
- Street Children - World Cup Initiative – Craig Burrows
- PCF - Visit May 2nd  
- Ongoing support facilitation eg. Medical Mission (AstraZeneca and GSK)  
(Craig Burrows and Jane Walker)
- Future Possible Initiatives - Dental Hygiene for Children



# **ANNUAL TREASURER'S REPORT**

**For the Year ended 31 Dec 2008**

**Annual General Membership Meeting**

**21 April 2009**

# SUMMARY

- 2008 continued the financial stability initiatives started in 2007
- BCCP now strongest position in its history
- Members Equity grew by 94%

In 2007      ↑      in 2008  
PhP 2,071,147      PhP 4,029,315

- Cash grew by 63%

In 2007      ↑      in 2008  
PhP 3,133,738      PhP 5,112,628

# SUMMARY

- Results achieved despite the fact that:
  - Membership Dues have not increased for 6 years since 2003
  - Other Chambers mostly charge significantly higher dues
- Accounting policy changed to be more conservative
  - Only take credit for income from Members' dues in period to which they relate, not when they are received
- 2008 Financial Statements satisfactorily audited and filed

# REVENUES AND EXPENSES

REVENUES	2008	2007
Membership dues	2,765,000	2,453,000
Joining fees	92,000	84,000
Networking and social events,	148,054	183,613
Advertising, net	262,600	247,300
Other events, net	227,149	142,097
<b>TOTAL REVENUES</b>	<b>3,494,803</b>	<b>3,110,010</b>

# REVENUE HIGHLIGHTS

- Revenues from Membership dues increase 12.7% from increased membership
- Other revenues flat
- Social Events usually budgeted to break even. Surplus comes from sponsorship
- Advertising largely from Annual Directory
- Other events include Trade and Employment fairs
- No Golf event this year

# REVENUES AND EXPENSES

EXPENSES	2008	2007
Salaries and employee benefits	772,694	521,281
Professional services	186,761	186,333
Premier Members Recognition	100,000	-
Rental	192,500	-
Other expenses	368,168	385,052
<b>TOYAL EXPENSES</b>	<b>1,620,123</b>	<b>1,092,666</b>

# EXPENSES HIGHLIGHTS

- Expenses have been closely managed
  - Mostly flat or in line with inflation
- Main increases due to:
  - Return to full Secretariat staffing levels during the year
  - Move to new Embassy during the year – now paying office rent
  - Increased services to Premier Members

# REVENUES AND EXPENSES

SUMMARY	2008	2007
Total Revenues	3,494,803	3,110,010
Total Expenses	1,620,123	1,092,666
Excess of Revenues over Expenses	<b>1,874,680</b>	<b>2,017,344</b>
Interest Income	83,488	24,981
<b>NET EXCESS OF REVENUES OVER EXPENSES</b>	<b>1,958,168</b>	<b>2,042,325</b>

# REVENUE HIGHLIGHTS

- Net Revenues over Expenses for last 3 years

YEAR	AMOUNT
2006	PhP 776,195
2007	PhP 2,042,325
2008	PhP 1,958,168

# BALANCE SHEET

ASSETS	2008	2007
Cash	5,112,628	3,133,738
Receivables	75,740	12,000
Other assets	16,800	110,466
<b>Total Current Assets</b>	<b>5,205,168</b>	<b>3,256,204</b>
Office Equipment - net	106,151	20,456
<b>TOTAL ASSETS</b>	<b>5,311,319</b>	<b>3,276,660</b>

# BALANCE SHEET

LIABILITIES & MEMBERS EQUITY	2008	2007
<b>CURRENT LIABILITIES:</b>		
Accrued Exp. and other liabilities	271,004	194,013
Deferred Membership Fees	1,011,000	1,011,500
<b>Total Current Liabilities</b>	<b>1,282,004</b>	<b>1,205,513</b>
<b>MEMBERS' EQUITY</b>	<b>4,029,315</b>	<b>2,071,147</b>
<b>LIABILITIES / FUND BALANCE</b>	<b>5,311,319</b>	<b>3,276,660</b>

# BALANCE SHEET HIGHLIGHTS

- At 31 Dec 2008, BCCP held PhP 4,012,298 in Fixed Deposits
- Membership dues received in 2008 but deferred as relating to 2009 - PhP 1,011,000
- BCCP Members Equity at Dec 2008 was PhP 4,029,315

# 2009 - LOOKING FORWARD

- BCCP finances continue to be in good shape
- However, 2009 will be harder
  - We have a full year of higher staff costs and office expenses
  - Inflation continues
  - Interest income will be negligible
  - Increased pressure to retain existing members and recruit new ones