



The Membership Business

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BRITISH FENCING

Background

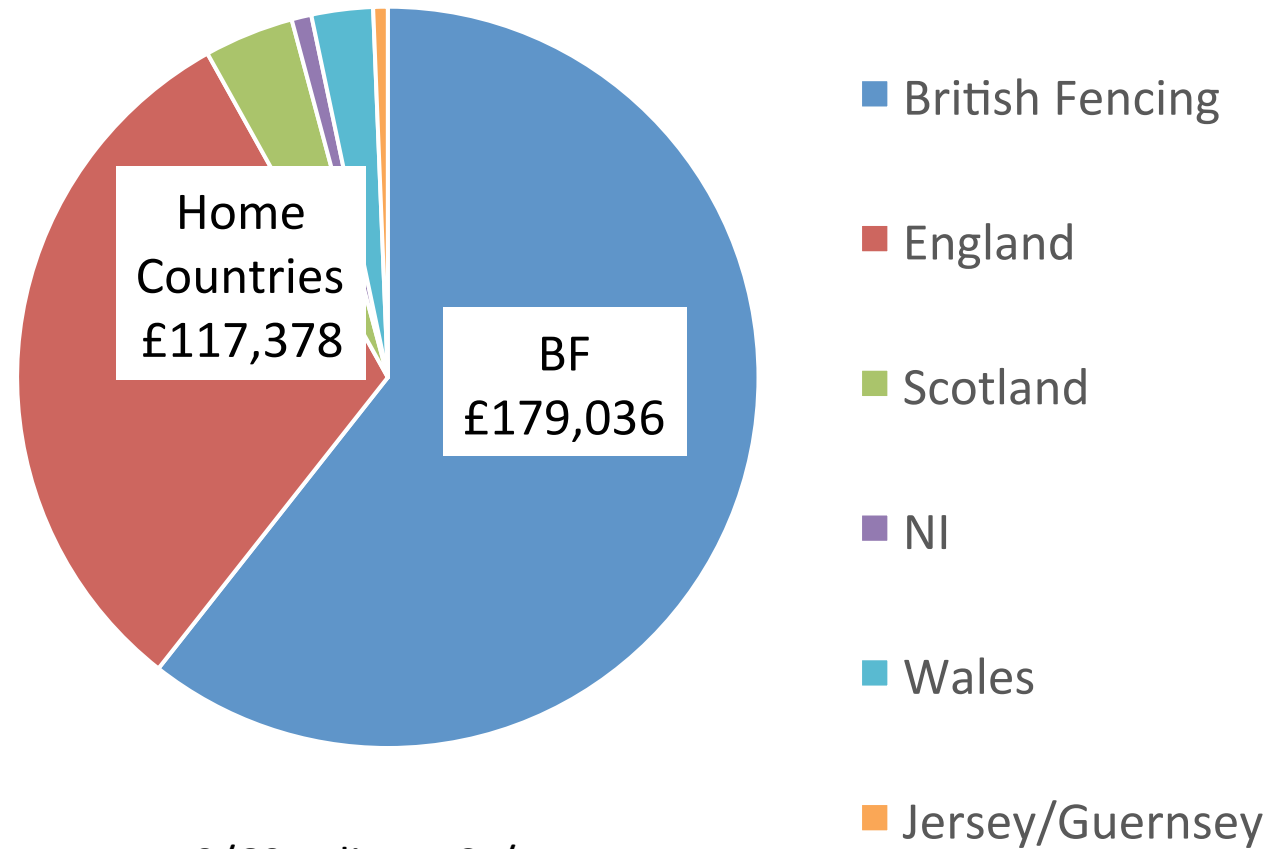
- Over 10 years ago the Home Countries signed an agreement with British Fencing
 - The Home Countries are responsible for fixing membership fees and classes
 - British Fencing charge each Home Country member a 'registration fee' – (eg in a £40 membership, £20 goes to BF)
 - This registration fee has not been increased since 2004, although the agreement allows for a maximum of 10% per year, plus inflation. (Simply applying an inflationary rate, this levy would be £27.60)





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Membership Income (13-14)



40/60 split – HCs/BF

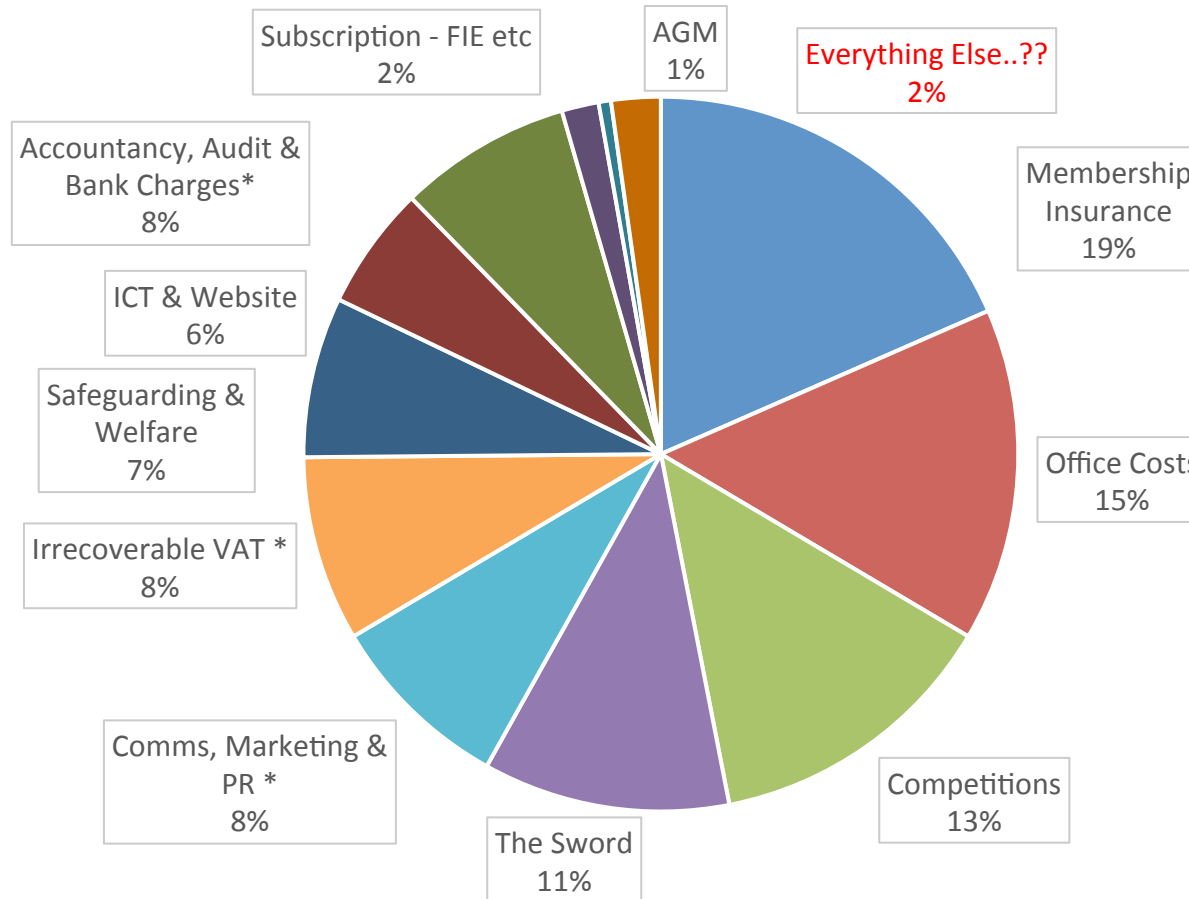




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Membership Expenditure

What do you get for £180K...no staff:



%ages based on rounded figures

* Adjusted from Management Reports to reflect only the elements of expenditure that relate to the Membership



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Everything Else..

On 2% of £180K (~4k)*:

- Salaries
- Legal Fees
- Volunteer Expenses (Board, Presidents, Committees, Officials)
- Workforce Support & Development Costs (Coaches, Referee, etc)
- Etc etc..

* If we had kept pace with inflation that £4k would be £72K





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Our Partners

Supporting the 'Core' NGB





We need a sustainable core
NGB





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What next?

What services:

- Do you expect from British Fencing?
 - Do you expect from your Home Country?
 - Do you really value?
 - Are you prepared to pay for?
-
- Member consultation in conjunction with the Home Countries
 - Update membership structure proposals





DANGER **EXPECTATIONS**



BRITISH FENCING

- 24/7 Customer Service
- Local, regional, national, international Event Coverage
- Personal Travel Agency
- Personally tailored insurance
- 24/7 Forum monitoring service
- Free kit
- Free tracksuits
- Free advertising
- Office Space
- IT support
- Personal admin support
- Guaranteed coaching work
- Kit storage (on behalf of members)
- Subsidised courses
- Subsidised expenses for fencers, families, coaches..





Any Questions?

