| RESULTS 2015-2016 AND BUDGETS 2017-2020 Version of Varch 2017 |  |  |  |  |  |  |  |  |  | $\xrightarrow{\text { GA2015 }}$ |  | GA 2016 | proposed <br> GA 2017 | GA 2016 Budget 2019 | proposed GA 2017 | Preliminary |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Final |  | GA 2016 | Final |  | 2014 | GA 2015 | GA 2016 | proposed <br> GA 2017 |  |  |  |  |  |  |  |
|  | 2015 result | Notes | Budget 2016 | 2016 result | Notes | Budget 2017 | Budget 2017 | Budget 2017 | Budget 2017 |  |  | Budget 2018 | Budget 2018 |  | Budget 2019 | Budget 2020 |
| Regular income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Subscriptions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Member associations | 253,998 |  | 255,000 | 260,794 |  | 272,250 | 260,000 | 260,000 | 260,000 |  | 272,250 | 260,000 | 260,000 | 280,000 | 280,000 | 280,000 |
| Affiliate members | 30,351 |  | 30,000 | 33,441 |  | 28,000 | 28,000 | 30,000 | 30,000 |  | 28,000 | 28,000 | 30,000 | 28,000 | 32,000 | 32,000 |
| Corporate members | 80,046 |  | 85,000 | 79,450 |  | 78,000 | 90,000 | 90,000 | 85,000 |  | 78,000 | 95,000 | 90,000 | 100,000 | 90,000 | 90,000 |
| Academic members | 11,593 |  | 12,000 | 12,237 |  | 12,000 | 12,000 | 12,000 | 12,000 |  | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |
| Less change in provision for doubtful debt ${ }^{\text {Lentis }}$ |  | a | 15,000 | 32,072 | a | 10,000 | 10,000 | 15,000 | 15,000 | a | 20,000 | 20,000 | 20,000 a | 20,000 | 20,000 | 20,000 |
|  |  |  |  | 5,067 |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 350,377 |  | 367,000 | 348,783 |  | 380,250 | 380,000 | 377,000 | 372,000 |  | 370,250 | 375,000 | 372,000 | 400,000 | 394,000 | 394,000 |
| Financial income / expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial income | 3,907 |  | 4,000 | 6,277 | d | 5,000 | 5,000 | 4,000 | 3,000 | b | 5,000 | 4,000 | 3,000 b | 4,000 | 3,000 | 3,000 |
| Less banking costs | 411 |  | 250 | 523 |  | 250 | 250 | 250 | 250 |  | 250 | 250 | 250 | 250 | 250 | 250 |
| Currency difference | -3,311 | c |  | 4,126 | c |  |  |  |  |  |  |  |  |  |  |  |
| Advertising income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Events - fees charged for services | 44,549 | e | 50,000 | 50,000 | e | 50,000 | 45,000 | 45,000 | 45,000 | e | 80,000 | 80,000 | 60,000 e | 40,000 | 45,000 | 45,000 |
| Total regular income | 395,111 |  | 420,750 | 408,663 |  | 435,000 | 429,750 | 425,750 | 419,750 |  | 455,000 | 458,750 | 434,750 | 443,750 | 441,750 | 441,750 |
| regular expenditure |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Administration |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Office costs | 152,396 |  | 161,500 | 134,608 |  | 177,000 | 186,000 | 160,000 | 156,500 |  | 193,500 | 166,500 | 167,500 | 166,000 | 163,000 | 164,500 |
| Outsourced office costs | 41,128 |  | 45,500 | 45,381 |  | 44,000 | 46,000 | 47,000 | 47,000 |  | 46,000 | 47,000 | 49,000 | 48,000 | 50,000 | 51,500 |
| Total administration | 193,524 |  | 207,000 | 179,989 |  | 221,000 | 232,000 | 207,000 | 203,500 |  | 239,500 | 213,500 | 216,500 | 214,000 | 213,000 | 216,000 |
| Marketing and publications | 11,775 |  | 12,000 | 13,880 |  | 10,000 | 10,000 | 15,000 | 15,000 |  | 10,000 | 20,000 | 20,000 | 12,000 | 12,000 | 12,000 |
| Council and executive management | 145,998 |  | 157,000 | 151,524 |  | 158,000 | 158,000 | 158,000 | 158,000 |  | 161,000 | 162,000 | 172,000 | 165,000 | 165,000 | 165,000 |
| Commission and other groups regular support |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Regular grants - commissions | 30,011 |  | 30,000 | 30,000 |  | 30,000 | 30,000 | 30,000 | 30,000 |  | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 |
| Regular grants - Young Surveyors | 3,004 |  | 3,000 | 3,000 |  | 3,000 | 3,000 | 3,000 | 3,000 |  | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 |
|  | 33,015 |  | 33,000 | 33,000 |  | 33,000 | 33,000 | 33,000 | 33,000 |  | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 |
| Total regular expenditure | 384,312 |  | 409,000 | 378,393 |  | 422,000 | 433,000 | 413,000 | 409,500 |  | 443,500 | 428,500 | 441,500 | 424,000 | 423,000 | 426,000 |
| Surplus/deficit of regular income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| [Key measure 1 - this to be positive] |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Projects and development |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Events - funds received by FIG |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Congress/Working Week - share , | - | e | - | 11,031 | e | - | - | - | 10,000 | e | - | - | 15,000 | - | 10,000 | 10,000 |
| Regional conference | - |  | - |  |  |  |  |  |  |  | - |  |  |  |  |  |
| Other events | - | g | - | 12,994 | g | - | - | - | - | g | - | - | g | - | - | - |
| Commission events |  |  | - |  |  |  |  |  | 5,000 |  | - |  | 5,000 | - | - | - |
|  | - |  | - | 24,025 |  | - | $\square$ | $\square$ | 15,000 |  | $\square$ | $\square$ | 20,000 |  | 10,000 | 10,000 |
| Developmental income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Developmental spend |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Task Force support | 5,495 | h | 5,000 | 5,007 | h | 5,000 | 5,000 | 5,000 | 5,000 | h | 5,000 | 5,000 | 5,000 h | 5,000 | 5,000 | 5,000 |


| Final |  |  | A 2016 Final |  | GA 2014 |  | GA 2015 |  proposed <br> GA 2016 GA 2017 |  | GA2015 |  |  Groposed <br> GA 2016 GA 2017 |  |  | proposed GA 2017 | Preliminary |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 result | Notes | Budget 2016 | 2016 result | Notes | Budget 2017 | Budget 2017 | Budget 2017 | Budget 2017 | Notes | Budget 2018 | Budget 2018 | Budget 2018 | Budget 2019 | Budget 2019 | Budget 2020 |
| IT and web - developmental activi | 27,337 | f | 10,000 | 11,815 | f | 10,000 | 10,000 | 10,000 | 10,000 | f | 10,000 | 10,000 | 10,000 f | 10,000 | 10,000 | 10,000 |
| Support for poor Member Associa |  |  | 2,000 |  |  | 2,000 | 2,000 | 2,000 | 2,000 |  | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Specific grants for Commissions | 2,248 |  | 5,000 |  |  | 5,000 | 5,000 | 5,000 | 5,000 |  | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |
|  | 35,080 |  | 22,000 | 16,822 |  | 22,000 | 22,000 | 22,000 | 22,000 |  | 22,000 | 22,000 | 22,000 | 22,000 | 22,000 | 22,000 |
| RESULT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Overall surplus/deficitit in the year - normal | -24,481 |  | -10,250 | 37,473 |  | $-9,000$ | -25,250 | -9,250 | 3,250 |  | -10,500 | 8,250 | -8,750 | -2,250 | 6,750 | 3,750 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptional items |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total reserves at year end | 499,648 |  | 489,398 | 537,121 |  | 528,121 | 464,148 | 480,148 | 492,648 |  | 453,648 | 488,398 | 483,898 | 486,148 | 490,648 | 494,398 |
| General reserve | 444,648 |  | 434,398 | 462,121 |  | 478,121 | 389,148 | 425,148 | 437,648 |  | 378,648 | 433,398 | 428,898 | 431,148 | 435,648 | 439,398 |
| Events reserve | 25,000 | m | 25,000 | 25,000 |  | 25,000 | 25,000 | 25,000 | 25,000 |  | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 |
| IT Development Reserve | 30,000 |  | 30,000 | 50,000 | n | 25,000 | 50,000 | 30,000 | 30,000 | n | 50,000 | 30,000 | 30,000 | 30,000 | 30,000 | 30,000 |
| Total reserves as a\% of regular (a | 124\% |  | 119\% | 133\% |  | 130\% | 112\% | 120\% | 160\% |  | 109\% | 122\% | 120\% | 117\% | 119\% | 116\% |
| General reserve as a\% of regular | 110\% | j | 106\% | 115\% | j | 117\% | 94\% | 106\% | 108\% | j | 91\% | 108\% | 106\% j | 105\% | 105\% | 103\% |
| General reserve as a\% of regular | 116\% |  | 106\% | 122\% |  | 113\% | 90\% | 103\% | 107\% |  | 85\% | 101\% | 97\% | 102\% | 103\% | 103\% |
| [Key measure 3 - this to be within | e range 90-10 | 100\%] |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Notes:
a Estimate based on anticipated expulsions; global financial situation requires to keep explusions higher
b Interest rates forecast to remain low
c Previously, currency difference was reported under office costs. With the current larger fluctuations it has been decided to report it separately
e As agreed based on revised model for events oganization
g Provision of returns for adminstraquent enhancements to the system
h A provision to surns for adminstrative backstopping for collaborative activities
i Savings in office costs
Currently required to be in $90-100 \%$ range
Note that the formula allows for the cycle of expenditure over a 4-year period as the reserve is divided by the annual average expenditure over 4 years (2011-14 for those years; 2013-16 for 2015 and 2016)
$m$ Reserve introduced in 2012
n IT reserved introduced in 2013, increased in 2014, decreased in 2015 increased again in 2016

