

## Minutes of the FECMA Council on 18th November

### **1)Opening of the the Fecma Council meeting**

Were present the following associations(alphabetical order):

Belgium,France,Germany,Hungary,  
Italy,Malta,Netherlands,Poland, Sweden,Switzerland,  
UK.

### **2)Minutes**

The minutes of the Roma meeting will be available soon.  
It is decided and agreed by everyone that the minutes will be sent before the end of June for the spring meeting and before the end of december for the autumn one.  
It is as well decided and agreed that the host country is in charge of the minutes.

### **3)FECMA members**

- No news from the danish association .Emails are bouncing back. Katryn will investigate.
- French AFDCC has a new President :Eric Scherrer which details [are:eric.scherrer@afdcc.com](mailto:eric.scherrer@afdcc.com) .Telephone :0033140209574 and 0033622735131.Please amend the list of Fecma members accordingly.
- NL.The full time manager of VVCM will leave and the secretariat will be reorganized .Her responsibilities will be outsourced to SBB (company owed by Pascale Jongejans)Newaddress details will be provided once finalized
- IT.Alberto Cotti as President and Roberto Daviero as Secretary(following their elections)

-The FECMA is and will remain registered in the Netherlands but the head office will change (FECMA address was the same of the dutch association). One secondary office is opened in Germany at the german association address. The bank account with ABN AMRO will remain in the NL but having a postal address in Germany.

All these changes will be approved by a contract that Jan will prepare.

These modifications have to be registered by the dutch Chamber of Commerce. Jan is in charge.

It's reminded that all documents including Agenda, Minutes, any other files and documents pertaining to FECMA will be held by the german association (Jan is the Treasurer) free of any fee!!

-Malta association will move to a new address in 2021 spring .

#### **4) Fecma secretariat**

For the purpose of keeping minutes properly, the Council approves the text of §4 of the agenda of this meeting . Cf this agenda for the details.

#### **5) Establishing Fecma in other countries**

-Austria :no news .Jan is chasing

-Scandinavian countries :Katryn will try to get news from Finland and Norway (+ Denmark as stated above)

-Russia:the association is dormant .

-Spain :no news

#### **6) Krakow Congress (Moderator :Robert Dyrzcz)**

-Dates are now settled :15th and 16th of September (may change depending on the pandemic situation)

.Recently and because of this situation a congress in Krakow organized by Mark Harrison has been cancelled and replaced by a congress in Prague in 2021.

-Place : Qubus hotel in Krakow. The advance payment made by Robert(PICM) to this hotel is in the process of reimbursement by the hotel.

PICM is handling all the costs and invoicing sponsors .

-Robert is still chasing sponsors as some are hesitating ( for example:Bureau Van Dijk).Council members are invited to assist Robert in attracting other sponsors.

-Agenda of the Congress will be set later and approved at our next Council meeting(including the budget)

-An online webinar is scheduled on the 20th of January 2021 using platforms as Webex, MS Teams and Zoom to minimise the cost of the webinar.

This webinar will be discussed and organized (upon Josef's invitation) on the 25th of November at 10 am by a working group (including Cees,Josef Ludo and Robert).The promotion of this webinar will start in the middle of December at the latest.

The previous ones have been very well appreciated by the Swedish for example (Katryn reports)

Other on

line webinars will follow in the 1S 2021 and anyway before our next Council meeting scheduled on the 21st of May.

It is confirmed that the reimbursement of the speakers contributing to the congress is reserved to the ones who will claim such a reimbursement.

**7&8:Not existing in the agenda**

## **9) Information of Fecma members associations**

I am not going into details for each country. I hereunder only point out the following points which are shared by everyone:

- lack of contacts between suppliers and customers not replaced by datas.

- education programs including the exams go on via virtual tools(Zoom for example) . The training sessions have a great success. Sweden is waiting for the CICM accreditation to start an education program. CICM has recruited 2 new people. NL has its 3 levels of education organized on line with a third party organization.

- all congresses and events have been cancelled( the AFDCC day is now on the 18th of June (every member of the Council is invited) .Credit expo in Belgium and in the NL have been cancelled as well . Idem for UK awards dinner. .

- The italian congress has been replaced by online events(in Italy with a large media group).

- It's anticipated that no further presencial events can be organized before end June 2021.

- credit management magazines and newsletters are regularly published .In Italy partners published studies (legal aspects and economic ones).

- regular webinars are organized by the local credit management associations to maintain the contact with their members(AFDCC for example has organized since March around 30 webinars). Very successful with a lot of attendees even though declining(too many commercial webinars are on the market).

## **10)Fecma website**

- No updated data on the number of visitors . Glen assumes that there are a small number of visitors. The number of visitors increases by Congress time.
- Linkedin :successful.(858 members)

## 11)Finance

Jan presented the figures for the P&L and the balance sheet 2020 and the 2021 budget

-The benefice for the year 2020 is amounting to 4 934,76€ (incomes from the subscription fees of the countries=7 372,50€ .Costs=2 437,74€)

The equity amounts to .cash to€ xxxx( Jan was asked to send me the figures)

-The budget for 2021shows incomes of: 7 457,28€ , costs:2 200€-outside impact of the Congress-, net result :5 257,28€

All the financials have been approved by the Council. They need to be revised and annexed to the minutes.

-It has been decided to keep the associations contribution to the 2020 level +1,5%

## 12)Dates of future meetings

-21st of May held and hosted virtually by the Begium association

-Sept 2021:Krakow (hopefully locally)

## 13)Other matters

Ludo is in contact with an indian Professor in marketing making a study on sales processes through interviews.

Ludo proposes to extend these interviews to European Credit managers. Nearly all the associations committed to contribute to this research  
There are no expenses costs.

#### **14) Elections of Fecma Officials**

Everybody thanked Josef for his mandates of President (2016 renewed in 2018 finishing in 2020) and before as Vice President in which he dedicated a lot of time for the benefit of our FECMA. Thanks again and congratulations for the job.

The new officials are:

- President :Ludo Theunissen
- Vice Presidents :(alphabetical order)Roberto Daviero-  
Vincent Bruno Larger
- Treasurer and Secretary :Jan Schneider-Maessen