



CMC - GLOBAL

Treasurer's Report

Annual General Meeting – Astana – 2016-17



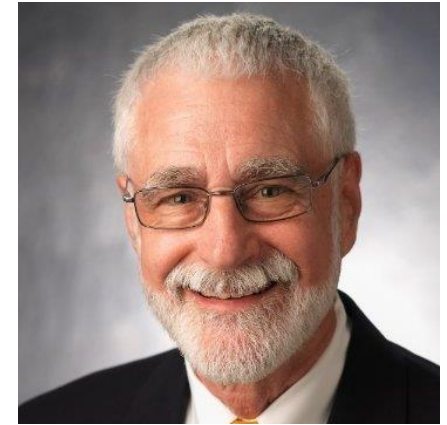
Philipp Graf
Fachverbandsgeschäfts-
führer
IMC Austria



Koh-ichi Masaki
Chairman of Cultral Committee at
BJA / Head of European Agency
at JMA
IMC-Japan



Cristian Welsh Miguens
Partner at IRON Consulting,
IMC Brazil



Jerald "Jerry" Savin
President/CEO,
Cambridge Technology
Consulting
IMC USA

With thanks to
the
2016-17 Finance
Committee



Sorin Caian
More than advice.
Solutions
Romania



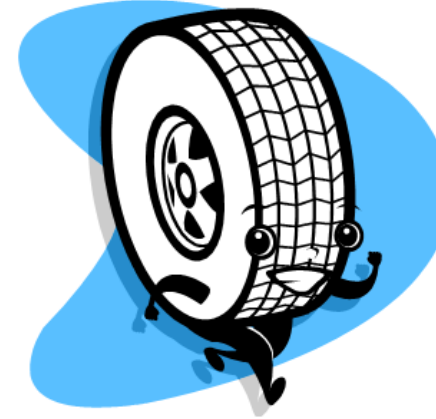
Reema Nasser
Executive Director at
ICMCI
Jordan

- Introduction
- 2016-17 Financials
 - Audit Report
 - Balance Sheet
 - Profit and Loss statement
- Treasurer's Observations

Korea Congress Report

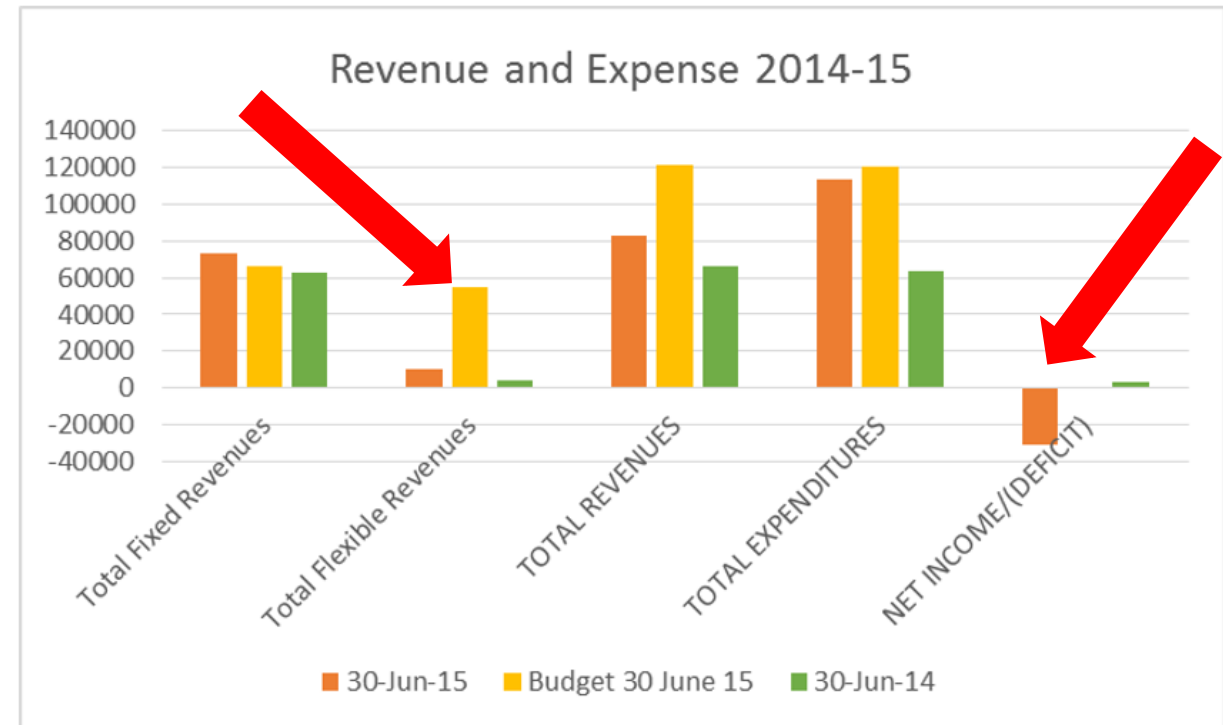
Rubber Hits the Road This Year

- Are we serious about this?
- Because now the rubber is hitting the road. Either we work together to make this happen or we revert to status quo.



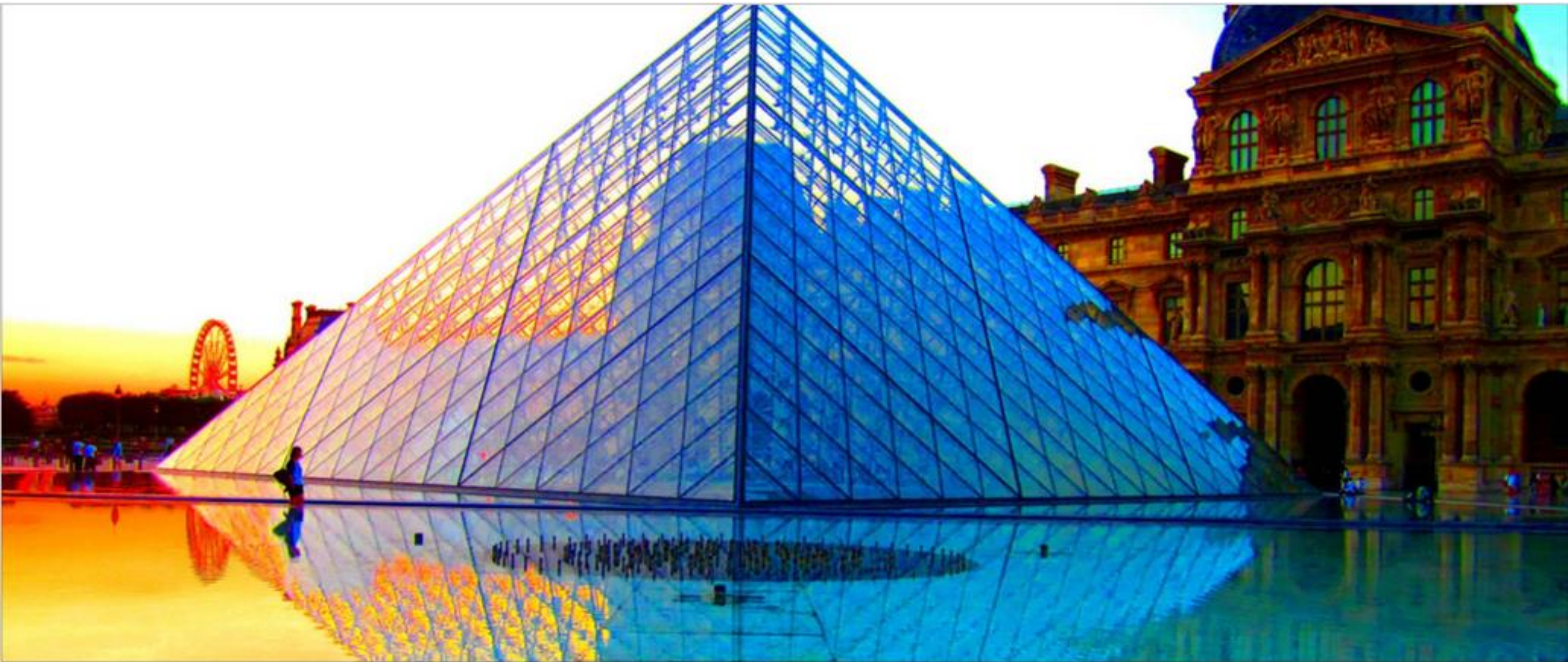
Excerpt from Noordwijk Report

2014 – 15 Revenue and Expenses



- Task Force on Strategic Finding
- Revenue Generation
- 2016-18 Budget



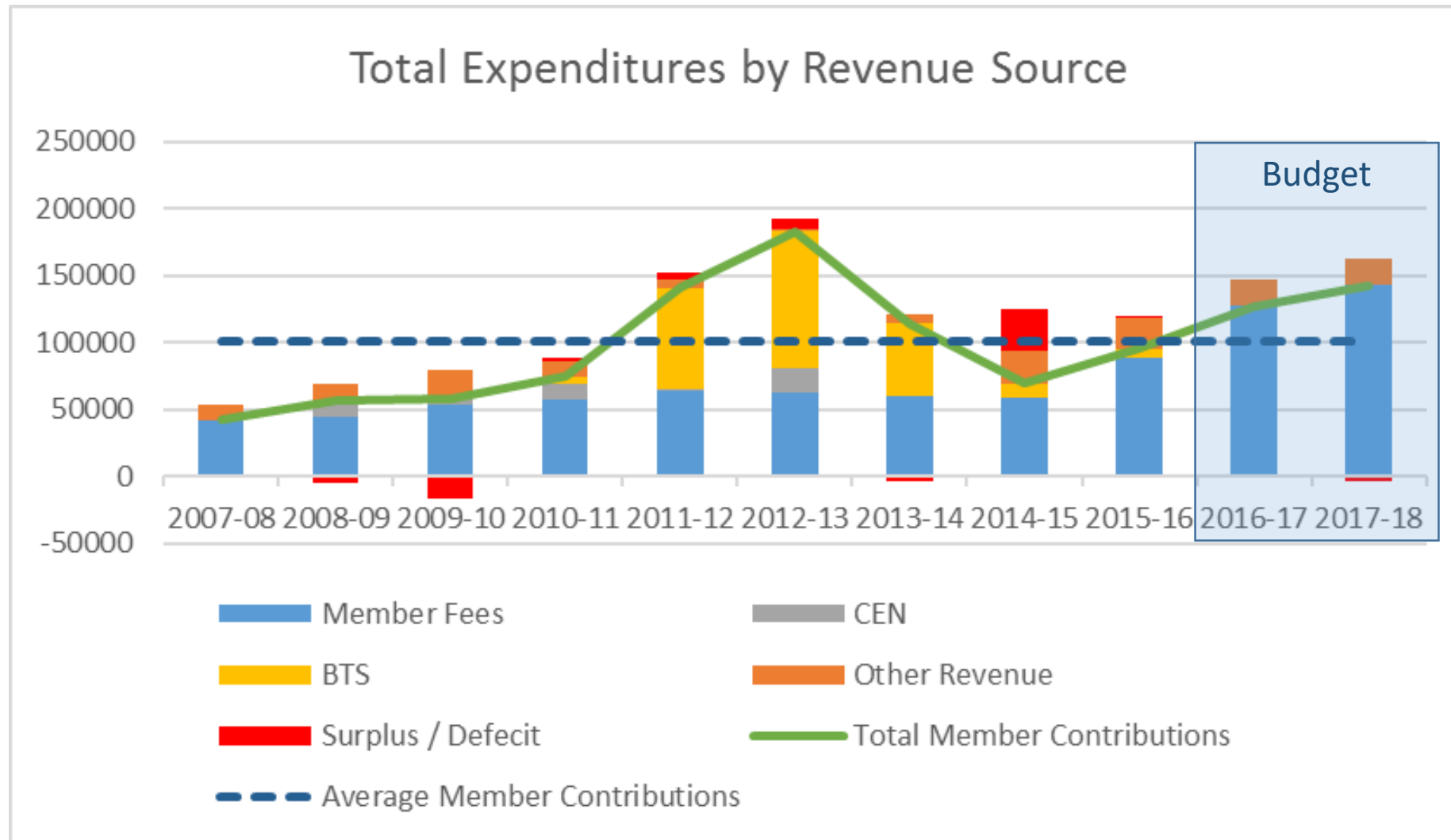


The Value Proposition

Toronto - Strategy Execution

- The strategy is in place and generally agreed.
- Member IMCs want to understand how their fees are being used and that they are adding value for fees that could be used in-country.
- Easiest answer is “raise funds from non-member sources”
- We can raise funds from alternative sources but that will take time.
- As delegates it falls to us to decide how much we are willing to spend on our global operations.

11 Year Average Member Contributions



2016-17 Audited Statements



INDEPENDENT AUDITOR'S REPORT
TO THE DIRECTORS OF INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES
(CMC-GLOBAL)

- No Prior Year
- Will review our internal financial reports
- 2016-17 numbers of course are the same but more detail in our bookkeeping system

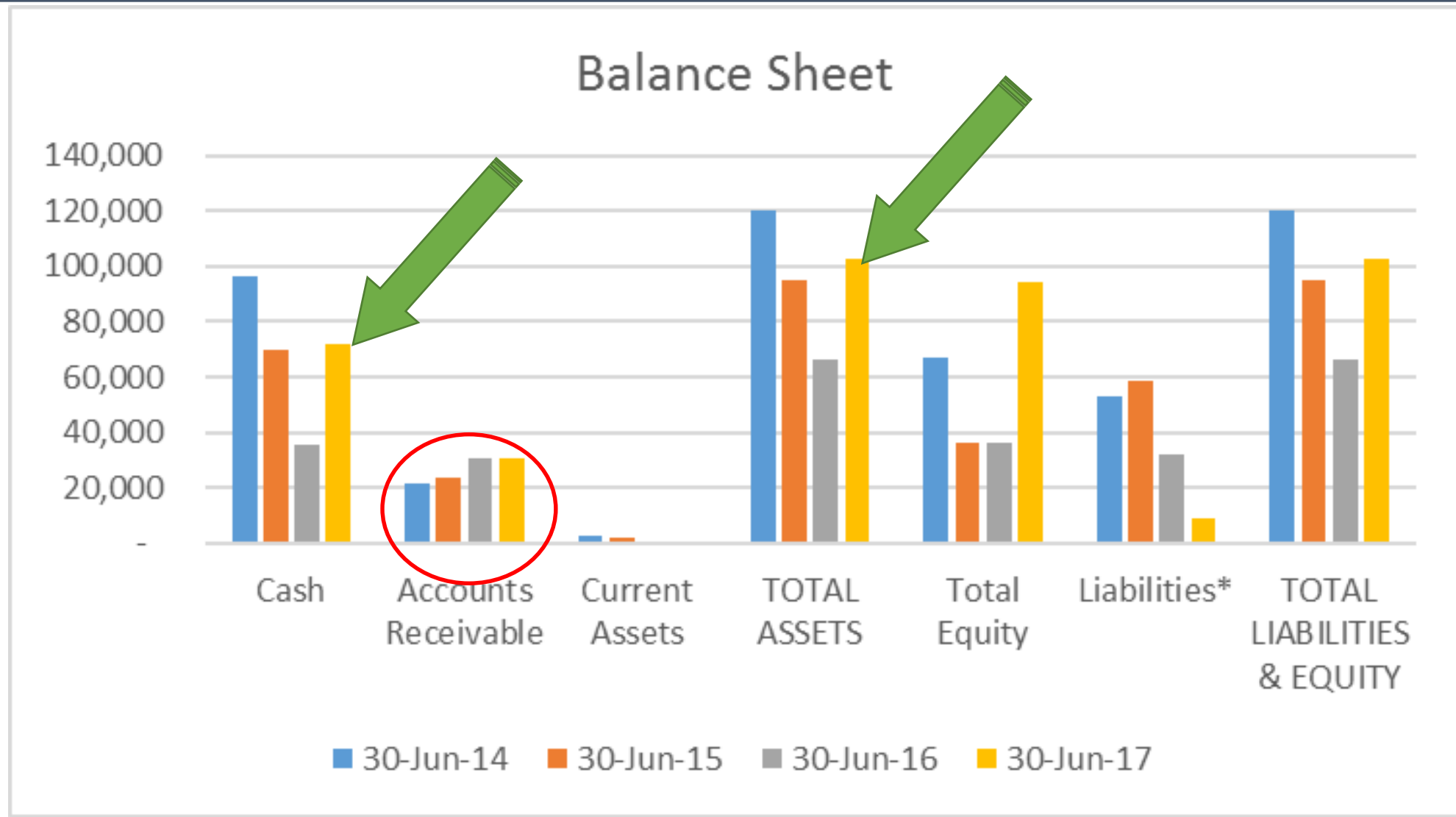
For and behalf of PricewaterhouseCoopers "Jordan" L.L.C.



Balance Sheet

BALANCE SHEET				
	30-Jun-14	30-Jun-15	30-Jun-16	30-Jun-17
Cash	96,588	69,893	35,595	71,656
Accounts Receivable	21,405	23,710	30,413	30,777
Current Assets	2,584	1,688	567	557
TOTAL ASSETS	120,577	95,291	66,575	102,990
Total Equity	67,307	36,480	36,480	94,469
Liabilities*	53,269	58,811	31,725	8,521
TOTAL LIABILITIES & EQUITY	120,577	95,291	66,575	102,990
* Provision Breakthrough Strategy	43,088	32,196	25,646	

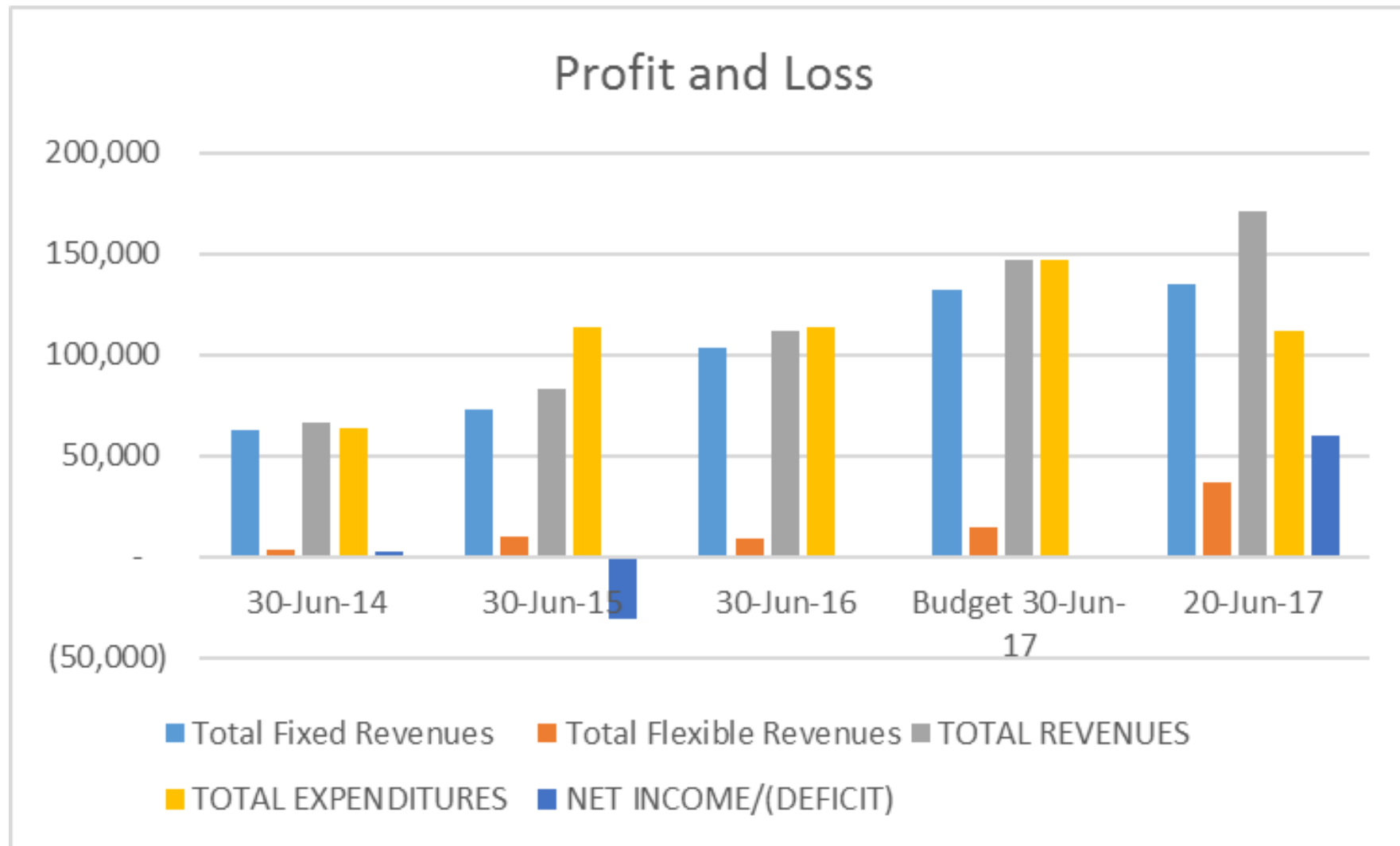
Balance Sheet



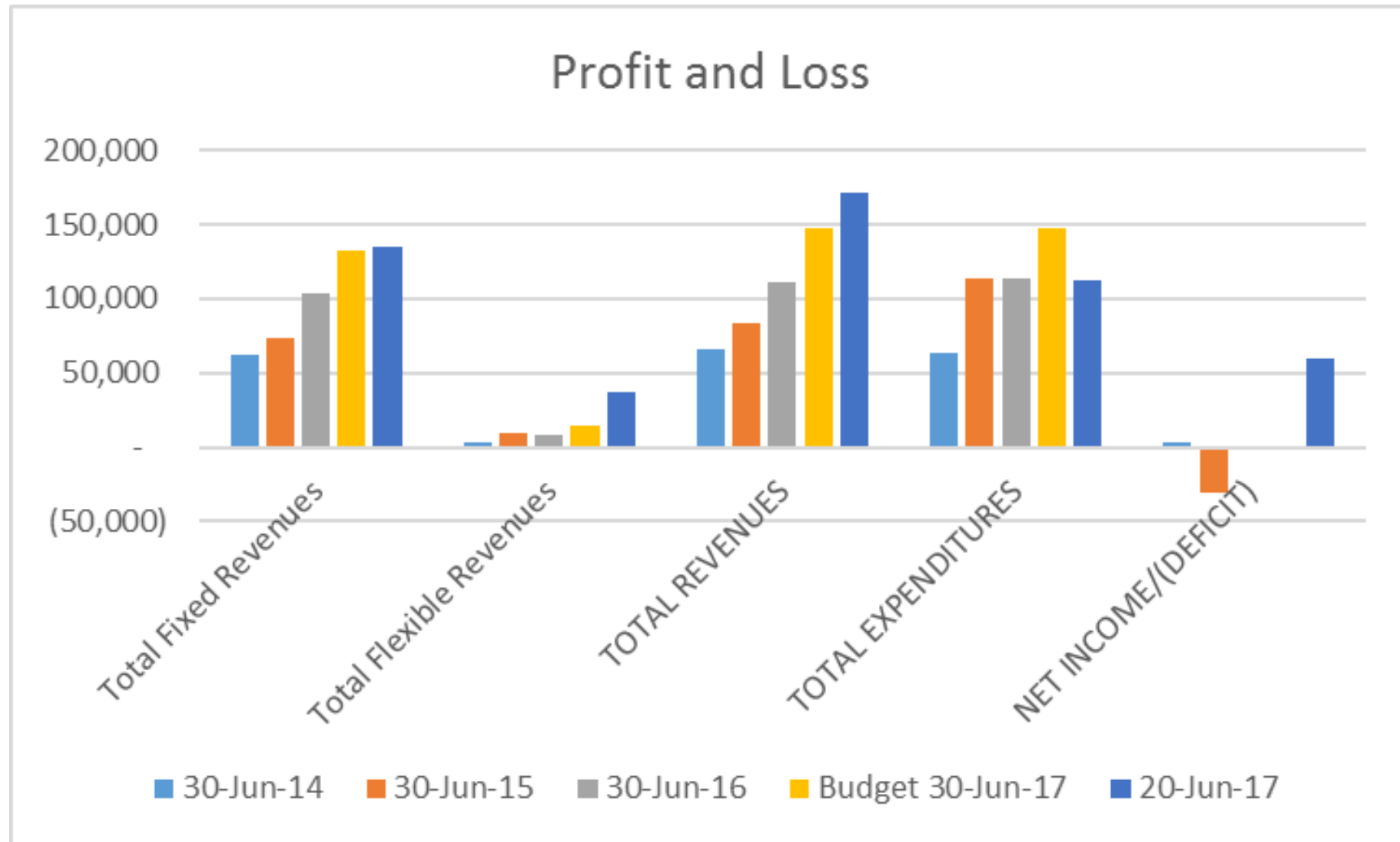
Profit and Loss

	30-Jun-14	30-Jun-15	30-Jun-16	Budget 30-Jun-17	20-Jun-17
Total Fixed Revenues	62,538	73,053	102,970	132,200	134,698
Total Flexible Revenues	3,857	10,075	8,736	15,000	36,686
Total Revenues	66,396	83,128	111,707	147,200	171,384
Total Expenditures	63,467	113,956	113,336	147,200	111,766
Net Income/(Deficit)	2,929	(30,828)	(1,629)	-	59,618

Summary Overview of P & L



Summary Overview of P & L



Flexible Revenue Details

Flexible Revenues

ICMCI Projects

Contribution Congress / Conference

6,608

7,500

7,940

Corporate Members

CMC-Global Institute

CMC-Firm

7,500

CMC-Registry

ICMCI Brokered Projects

3,100

Total ICMCI Projects

6,608

15,000

11,040

Breakthrough Strategy Contingency

Convesion of contingency

0

0

25,646

0

0

0

Breakthrough Strategy Contingency

0

0

25,646

Total Flexible Revenues

6,608

15,000

36,686

Expense Details

Core Expenditures

Core Secretariat Expenses

Salary & Benefits	43,560	68,000	66,280
Secretariat (MOS Contract)	35,992	20,000	18,997
Secretariat (MOS carry-forward 2013/2014 expenses)	-	-	-
Travel & Accommodation costs	1,841	2,000	5,615
Dues & Subscriptions	276	500	-
Postage and Delivery costs	50	500	262
Stationary - Purchase	0	300	1,946
Printing and Reproduction	318	300	-
Telephone & Fax	45	100	-
Other	151	500	51
Total Secretariat Expenses	82,232	92,200	93,151

Expense Details

Core Board and Governance Expenses

Chairperson's Costs	2,601	2,500	-
Virtual Conferencing	627.87	1,000.00	685
Face-to-face Board Meeting	5,530.09	6,000.00	2,322.00
Total Board and Governance Expenses	8,759	9,500	3,007

Core Re-assessment Expenses

Re-assessment Expenses	-	10,000	-
Total Re-assessment Costs	-	10,000	-

Core Marketing & Communications

M&C General costs	-	1,000	-
Newsletter	-	500	-
Trademarks	-	-	-
Other Marketing Expenses	-	500	828
Total Marketing & Communications	-	2,000	828

Expense Details

			CHF
Core Internet/Website			
Development cost	-		7,064
Annual Maintenance Support		2,300	-
Operational Maintenance (including Hosting)	276	4,500	-
Total Internet/Website	276	6,800	7,064
Core Treasury Expenses			
Bank & Credit Card Costs	845	1,200	984
Swiss Lawyer/Tax Expert	1,992	2,000	2,914
Other Professional Support	1,286	1,500	0
Annual Audit	-	2,000	0
Swiss VAT	5,846	5,000	2,263
Total Treasury Expenses	9,969	11,700	6,161
Total Core Expenditure	101,236	132,200	110,211

Non-core Expense Details

Variable, non-core Expenditures

CMC Directory		3,000	-
Global Status (Consulting report)		2,000	-
CMC Firm			-
Outreach			-
ISO Development Costs	11,313	10,000	1,555
Other Expenditures	786	-	-
Total Non-Core Expenditure	12,100	15,000	1,555

Treasurer's Commentary

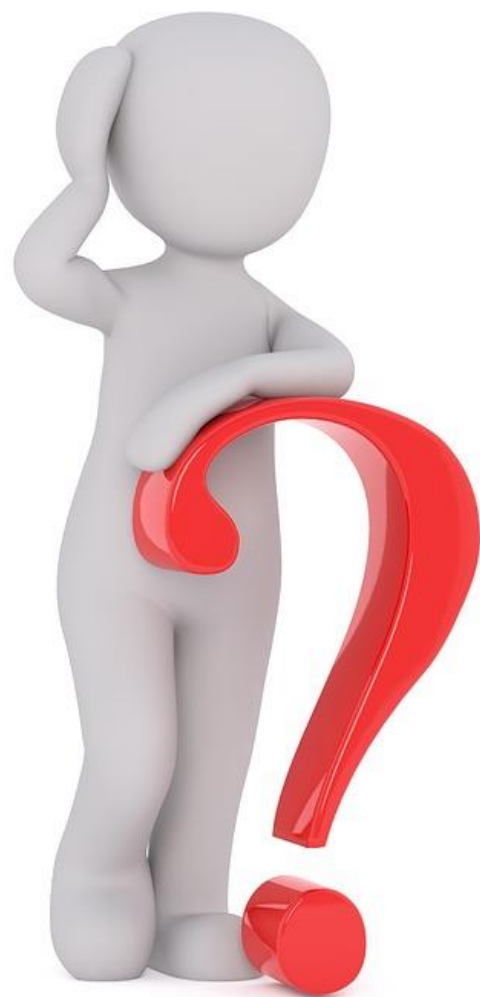
- Steward of the finances of CMC-Global – transparency on the use of the Members' Fees and other revenue
- Vast majority of our work is carried out by volunteers
- Toronto was a watershed
 - Strategic orientation and goals
 - Funding follows strategy
 - Balance between member dues and alternative revenue
 - Revised allocations system for fairness
- Fundamentally sound global Secretariat resourced to carry on a baseline of services

Treasurer's Commentary

- We have audited financial statements!
- 2016-17 fortunate to have a surplus
 - Activity began after budget approval
 - Breakthrough Strategy fund conversion
 - Reassessment of QAC scheduled but activity begins this fiscal year
- Solid groundwork for alternative revenue generation is in place

- Continue to monitor and advise n the financial activities of CMC-Global
- Continue to improve financial practices of CMC-Global
- CMC-Global is well positioned to deliver the programs and services detailed in our strategy

***CMC-Global will be a leader
in the development of management consulting
as a global profession
that drives social and economic success.***



thanks