

Approval of Proposed Membership Fees for 2018

To seek approval to increase membership fees, which have been heretofore maintained at the original 2002 level, in line with current benchmarking to the following amounts:

Institutional Members	EUR 2,500 [+ VAT] (from EUR 2,000)
Practitioner Members	EUR 250 [+ VAT] (from EUR 100)
Academic Institutional Members	EUR 2,000 [+ VAT] (NEW)
Academic Members	EUR 100 [+ VAT] (from EUR 100)
Research Members	EUR 0 (unchanged)
Patron Members	EUR 0 (unchanged)*

** Patron members of ECGI contribute at least EUR 250,000 to the ECGRF*

Supporting Notes

At the 2017 AGM, the members present recommended the increase of membership fees as early as possible, highlighting that ECGI membership fees were much lower compared with those of other membership organisations. The ECGI Membership fees have not been increased since the organisation was established in 2002, indicating a fee reduction in real terms.

The implications of this review are that the membership fee for Practitioner Members will increase to EUR 250 plus VAT, and the Institutional Members to EUR 2,500 plus VAT, effective at renewal dates after 31 May 2018. The other membership fees are unchanged.

While the proposed increases are not uniform across membership categories, the following rationale is offered:

The ECGI has expanded the range and depth of services it provides to its members, especially during the past three years, for example the personal login facility and profile page on new ECGI website (www.ecgi.global), a EUR 100,000 investment, and the expanded annual meeting that is free of charge for members.

The Practitioner Membership fee is increased to bring it more in line with but below the fees charged by comparable organisations. To compensate it is hoped that practitioner members belonging to larger organisations will convert to institutional membership, which would replace their individual membership.

A new category of Academic Institutional Members has been introduced at a membership fee level of EUR 2,000.

The Academic Membership fee remains unchanged because it is mainly targeted at younger researchers and students who do not qualify for Research Membership yet but wish to be involved with the activities of the institute. Senior research members are encouraged to sign up their home institution as Academic Institutional Members. This has already yielded results with members of the research committee signing up ETH Zurich, Imperial College, the Kelley School of Business, Oxford and the Solvay Brussels School of Economics and Management as new academic institutional members.

Note on the introduction on VAT on membership fees

Following consultation with ECGI's Accountants, or specifically:

Emmanuel Rivera

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It has been advised that:

- ECGI Membership fees invoiced by ECGI should in principle be subject to **VAT at normal Belgian rate (21%)** when the **member, taxable person for VAT-purposes or not, is established in Belgium;**
- When the **member** is a **VAT-taxable person established outside Belgium**, be it in the EU or not, membership fees should be invoiced **without application of VAT**. It will then be up to the recipient of the invoice to reverse-charge its local VAT or equivalent if applicable;
- When the **member is not a VAT-taxable person**, membership fees should be invoiced **with application of Belgian VAT if the member is established in the UE and without VAT if the member is established outside the EU.**

Upon the advice received from BDO above, ECGI will register for VAT in 2018, introduce procedures to capture VAT information and issue invoices accordingly.