

MA Letter

TO FIDIC MEMBER ASSOCIATION DIRECTORS & SECRETARIES

Dear colleagues

D & S Meeting, Seoul, Sunday 9th September, 2012

Please find attached a draft agenda prepared by your colleagues Megan Motto in Australia and Nelson Ogunshakin in the United Kingdom. As you will recall, Megan and Nelson kindly agreed to take on the crucial role of DNS chairs at the previous meeting in Davos. A copy of the notes from that meeting is attached.

In the current climate of increased challenges to the industry, it is more important than ever for Member Association Directors and Secretaries to meet together to examine what is happening; how we are all responding; what issues will we face tomorrow; and how we can enhance collaboration for the benefit of our member firms. We are also mindful that your time and budgets are under pressure, so this year, we are planning something a little different, to add value to your time and your programme for engagement.

The basic proposed structure for the 2012 meeting schedule is as follows;

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| Saturday Evening | An extra special Directors & Secretaries Networking Dinner with Presidents and all partners, hosted by our Korean colleagues KENCA |
| Sunday Morning | President's meeting with Agenda as set out below |
| Sunday Afternoon | DNS Association management meeting/workshop |

Proposed Presidents' Meeting Agenda

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| 8.30 | Arrival and coffee |
| 8.50 | Introduction of MAs represented |
| 9.10 | Country Reports - brief report from perhaps 10-15 invited MA's to broadly cover all regions, to discuss major issues and economic/commercial conditions |
| 10.00 | Regional Reports – Europe, Asia, Africa, Latin America, Middle East |
| 11.00 | Reporting against FIDIC Strategic Plan from President and open discussion of FIDIC Strategic and Governance issues. |
| 12.00 | Conclusion |
| 13.00 | DNS Meeting - introductions |
| 13.15 | Programme overview. Suggested MAs/topics to be decided by poll in advance, based on a short abstract submitted in June 2012. |
| 13.20 | Member Presentation #1 - Director/Secretary to present for 10 mins on an operational item of interest (e.g. program or initiative of interest to others, such as running the association – database/membership management) with 10 mins question time. |

- 13.45 Member Presentation #2 - Director/Secretary to present for 10 mins on an item of interest (e.g. developing a marketing/communications strategy) with 10 mins question time.
- 14.15 Member Presentation #3 - Director/Secretary to present for 10 mins on an item of interest (e.g. developing and implementing a lobbying campaign) with 10 mins question time.
- 14.45 Tea break
- 15.15 Briefing/open discussion on FIDIC operational issues and/or new or proposed documents, services or initiatives (e.g. discussion of proposed subscription fee models etc)
- 16.00 Discussion on future DNS programme, including structure, ongoing liaison programme, options for tailored workshops, speakers etc for association managers, before and during the conference
- 17.00 Review of the day's programme
- 17.10 Close

Megan and Nelson seek your feedback on the draft agenda, as well as volunteers to make brief presentations on the topics outlined in the programme.

I urge you all to register now for the conference: <http://www.fidic2012.org>. Please note the action packed business programme and the many events taking place. Take advantage of Early Bird rates and special hotel bookings negotiated for your benefit. The main conference hotel is the COEX Intercontinental. The rate negotiated includes local taxes, and breakfast.

Please note that the meeting of Presidents will take place at the Coex Convention Centre on Sunday morning 9th September. Please ensure that your president is registered in plenty of time. DNS colleagues may also wish to participate.

You will also have noted that, this year, our Korean hosts are preparing a special evening on Saturday 8th September for all Directors, Secretaries, Presidents and all partners. There is no charge for this year's event which is kindly sponsored by KENCA. This social event will enable everyone to meet and greet each other, prior to the discussions on Sunday.

If you have any queries, please contact me, my colleague Italo Goyzueta (igoyzueta@fidic.org), or one of the DNS chairs:

Megan: megan@consultaustralia.com.au and Nelson: nogunshakin@acenet.co.uk

I look forward to seeing you all in Seoul.

This letter is available on the FIDIC website etc

With best regards

Enrico Vink
MD