

FAIB Survey 2013



2.265

94%

205.000 m²

114.000 day visits

67%

€ 2.9 billion

31.400

64% Brussels region

The Socio-economic state of European & international associations based in Belgium

Project Owner & Manager



FAIB

Data analysis

Bird & Bird

FAIB SURVEY 2012-2013
on the socio-economic state of European & international associations based in Belgium
(FAIB members and non-members)

Carried out from March to May 2013

Project Master and Manager:



FAIB

Federation of European & international
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Didier REYNDERS
*Deputy Prime Minister and
Minister of Foreign Affairs,
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European Affairs*

PREFACE

Brussels and Belgium are currently hosting more than 2,000 international organizations and associations. This means not only the EU, NATO and the World Customs Organization, but also a dense web of smaller and often highly specialized transnational organizations making our country one of the world's premier policy and decision centers. Brussels is now a global top-2 location for diplomats (behind New York) and foreign journalists (behind DC).

Those are indeed figures we ought to be proud of. And we certainly are. But we should not forget either that we do not only have to thank our ideal location for this privilege, or our long tradition of tolerance and hospitality, but also the foresight and dedication of generations of statesmen and women who, in the wake of two World Wars, have sensed a vocation for Brussels and Belgium as an international place for cooperation, and achieved that vision.

We are only the custodians of this great political heritage and of its unique economic and social impact on our society. Thinking of it as something that would be ours by destination, and thus immutable, is both silly and dangerous. To parody the 1980's slogan of a Belgian supermarket chain, the 13,400 direct jobs and 2,900 ones flowing from this international status is something Brussels and Belgium have to deserve every single day.

In that sense, the excellent statistical and analytic contribution provided by the Federation of European & international associations based in Belgium is not only a precious tool for policymakers at federal, regional and local levels, but also comes as a sobering reminder to those among them who are prone to forgetting that honors and privileges are not immutable, but preserved through commitment, accountability and responsiveness.

Therefore, even though I can only welcome the all-together positive assessment of Belgium as a host country returned in the study's conclusions, especially as far as the federal and "commune" levels are concerned, I want to focus my attention on the more critical parts of that evaluation, especially mobility, cleanliness or red tape at the regional level in Brussels. These true concerns should be urgently addressed by the relevant executive powers.

If they are, I have no doubt that Belgium and Brussels can further grow as international centers. Thanks to the right blend of cooperation between public agencies and our very dynamic business services and hospitality sectors, I see more organizations and associations, more conventions, more conferences making the choice of Brussels, with the city also attracting more "less-conventional" gatherings like negotiations, mediations or arbitration proceedings.

The report is not only a useful "hearing aid" for policymakers, and the series of operational recommendations it provides, like a one-stop-shop for INPAs at regional level, should serve as a 2014-roadmap for any incoming administration wishing to strengthen Brussels' role as a European and international political and economic center. This, hopefully, will be reflected in even better results in FAIB's 2018 survey.

I wish you a pleasant reading.





1. FOREWORD

This survey is traditionally carried out by the Federation of European and international associations based in Belgium, FAIB, to assess the socio-economic impact of international not-for-profit associations (INPAs). It is carried out every 5 years since 1983 and enables surveying developments and updating relevant data relating to INPAs.

The goals and objectives of the FAIB derive from its statutes. Amongst these, we must constantly take every possible initiative and measure to stimulate the establishment of European and international associations in Belgium and help them operate smoothly and successfully.

Even if the data presented is – to a large extent – an extrapolation based on answers received to our survey, it is a fact that European and international associations established in Belgium represent an important and increasing segment of the Belgian and notably the Brussels economy, as 94% of them are located in this region.

Their existence, activities, projects and positions therefore deserve the best attention as an acknowledgement of their important contribution to the socio-economic growth of the Brussels region and Belgium at large. The FAIB is determined to continue acting in this direction.

What is at stake? A community of approximately 2.265 international non-governmental associations operating in Belgium – of which some 280 are members of the FAIB – working on various international objectives, such as knowledge sharing, information, research, good practice, advocacy, charity activities, and plenty more, in many different fields, notably all industrial branches, the medical & pharmaceutical sectors, humanitarian, education & training, sustainable development, energy, civil society issues, etc.

Yet, as different as their core business may be, these international associations have a lot in common, given that the objectives they achieve – generally with relatively small teams - from their Belgian base, often emanate and impact the entire European Union but also a world-wide audience. The role of the FAIB in this respect is precisely to enhance this and develop a platform to address these common issues, notably through surveys such as this one, the one on remuneration packages within INPAs, and the constant update of its Practical Guide for INPAs, which provides reliable information on how to operate in Belgium.

Let it be underlined once again that the international associations established in Belgium represent a steadily growing direct employment figure of more than 13.000 individuals and have on board some 18.000 volunteers. The total income of INPAs is estimated at 2.9 billion Euros, primarily originating from abroad (for 84%), from the European Union funds (5%) and from Belgium for 11%. Yet 84 % of this income is spent in Belgium!

Be sure to read this report that will shed an interesting light on the value of these international associations that operate – too often keeping an unjustified low profile – in their host country, Belgium.

Amongst those who have contributed to the construction of this report: to a large extent Magda Van Gompel, Vice-president and Danièle Vranken, Secretary General of the FAIB. Data compilation and analysis were carried out by Vanessa De Muyer, Accounting & Finance Manager at Bird&Bird LLP, to whom we are particularly grateful, as well as to the many colleagues who have contributed at various levels in making this report a useful tool to the benefit of all international associations.

Daniel VAN ESPEN
President of FAIB

2. METHODOLOGY

The questionnaire

This report covers the latest survey carried out by the FAIB between February and March 2013 and – as far as available – includes the key comparisons with the similar survey carried out in 2008.

As for previous surveys, FAIB used the data on the number of international associations operating in Belgium provided by the Union of International Associations (UIA, <http://www.uia.org>) that – since its creation in 1907 – gathers, analyses and publishes a detailed inventory of non-governmental organizations (NGOs) and international non governmental (INGOs) worldwide. UIA data is kept updated on a yearly basis through the input of organizations themselves; to-date 65.400 NGO's and INGOs are listed in the annual edition of the "Yearbook of International Organizations".

The questionnaire was sent to 1512 international associations having their operational headquarters in Belgium, selected on relevance criteria from the UIA database, categories "A" to "F" of the "Yearbook of International Organizations 2012-2013".

For the first time, an online survey (via FluidSurveys, obtained with the help of SOCIAL Ware <http://www.socialware.be>) was used rather than the traditional paper questionnaire.

Several members of the FAIB Board of directors, and colleagues from member and sister associations have contributed to the update of the questionnaire and analysis of results. Based on their recommendations, some new questions were added whilst others, considered as obsolete or less relevant, were deleted. This explains that comparisons to previous versions of the FAIB survey were not always possible.

The detailed analysis of members' responses was carried out by our associate member, Bird & Bird LLP (Mr Alain Costantini, Partner and Ms Vanessa De Muyer, Accounting & Finance Manager – <http://www.twobirds.com>).

We wish to thank all contributors for their valuable input.

Answers

In view of making a valid comparison between former surveys and the current one, data was extrapolated on the basis of associations consulted and of the total number of associations present in Belgium. Comparison was only possible if the questions were similar in the past and present surveys.

Comparisons were made with the 2008 (and sometimes 1998) surveys, previous editions are however still available for further comparisons. Data received reflect the latest available figures from 2011 or 2012. Throughout this report, international not-for-profit associations will be referred to as INPAs or IA.

The FAIB also wishes to thank all INPAs that have made this report possible by providing their associations' data in all confidence.





"94% of International Associations (IA) are based in the Brussels-Capital region."

3. MAJOR FINDINGS

The 2013 survey was sent to 1.512 INPAs, selected from the 2.265 international non governmental associations operating in Belgium listed in the "Yearbook of International Organizations 2012-2013" of the UIA.

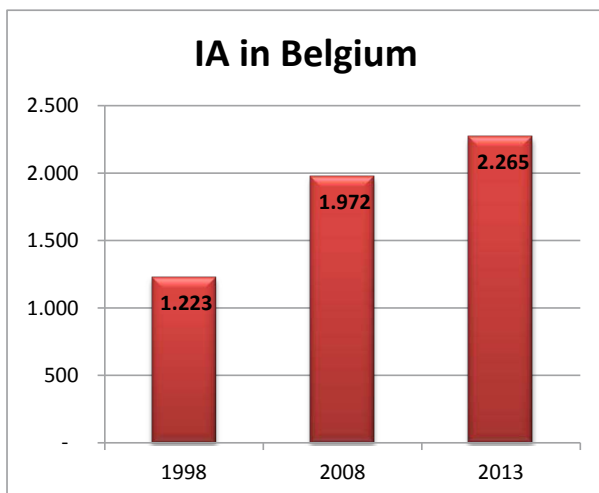
REPRESENTATIVENESS

	2012-2013	2007-2008
Questionnaire sent	1512	1631
Questionnaire returned	127	206
Questionnaire returned %	8%	13%

127 – out of the 1.512 consulted – international associations have replied. Although the number of responses is lower than for previous surveys, it can be considered as representative of the socio-economic situation of INPAs in Belgium and comparable to the 2008 and 1998 surveys by extrapolating these answers to the entire number of INPAs currently operating in Belgium.

Trend in development of international associations in Belgium

As indicated by the UIA data, the number of international non governmental organizations established in Belgium is constantly increasing.



94% of International Associations (IA) are based in the Brussels-Capital region vs. 85% in 2008 and 78% in 1998 (chart 1.2. – p. 12).

The legal status of "Association Internationale sans but lucratif" (AISBL) - "Internationale vereniging zonder winstoogmerk" (IVZW) was chosen by 73% of IA vs. 70% in 2008 and 62% in 1998 (chart 1.3. – p.12). The majority of IA has between 10 – 50 years of existence (67%), 21% of them exist for more than 50 years (chart 1.1. – p. 11).

A drastic change in the VAT registration appeared between 2008 and 2013, shifting from 35% registration in 2008 to 67% in 2013 (chart 1.6. – p. 15).

Furthermore, 57% of IA have registered in the voluntary European Transparency Register, reporting the level of lobbying activities carried out (chart 1.7 – p.15).

Income and expenses

Annual income reported ranges between 100.000€ and 250.000€ for 28% of IA, 33% between 250.000€ and 1.000.000€ and 30% between 1.000.000€ and 3.000.000€, a minority of 9% income reported being higher than 3.000.000€ (chart 2.1. – p. 16).

International associations operating with a budget below 100.000€ have considerably diminished vs. 2008 (from 31% to 11% today) the shift having occurred in the bracket of >100.000€ – 620.000€ (+3%) and between 620.000 and 3.000.000€ (+ 6.3%) - (chart 2.1 – p.17).

Inflation and cost of living are probably the major reasons for this increase.

Income (chart 2.2. – p. 17) mainly originates from “abroad” for 84%, 5% from EU funds and 11% from Belgium. Yet 84% of this income is spent in Belgium and broken down as outlined in chart 2.3. – p. 17), (personnel cost accounting for 56%, office running costs for 12%, events & meetings for 14%). This results in a considerable transfer of external resources to Belgium and the Brussels Capital region in particular, given that this is where 94% of IA is established.

The average income of an INPA in 2012 was 1.316.918€ vs. 1.044.771€ in 2008, showing an increase of 26%. Yet expenditure in 2012 was on average 1.286.752€ vs. € 745.855€ in 2008, thus an increase of 73%, consequently leading to lowering the associations’ reserves.

Employment, staff and place of residence

The total employment generated by the IA is estimated at some 31.500, including volunteers, whilst the number of direct paid jobs, all types included, is estimated around 13.400 representing an average of 6 FTE per IA and an increase of roughly 20% compared to 2008. Once again, the Brussels-Capital Region remains the favourite housing location for IA staff, 64% vs. 65% in 2008 (chart 3.1. – p. 18).

Although not easy to assess, some 1.250 indirect employments per year/association are estimated (in hotels, restaurants, meeting facilities, catering, IT/website services, interpretation, printing services... chart 3.3. – p. 20). This means an estimate of the service professionals impacted by the activities of IAs.

Offices, meetings and visitors

International Associations occupy some 205.000 m² in Belgium of which 75% is dedicated to meeting space); 84% of them are tenants, 16% own their premises. With an average of 85% office space below 100 m², the surface occupied by IA has somewhat decreased compared to 2008 (see chart 4.1. – p. 22), but still dedicate an average of 33 m² to meeting space.

The number of one day visitors has increased by 40% compared to 2008, whereas the number of overnights has decreased by some 17%. Logically, the majority of visitors travel from within the EU (81%) – (charts 4.3.1. - 4.3.2. – p. 23 & 24).





Evaluation of Belgium as a host country

From answers listed in chart 5 – pages 25 to 27 – the assessment of Belgium as a host country is summarised below:

- Public transport (international as well as national) is generally considered “adequate” whereas road infrastructures are assessed as “poor” by 46%.
- Availability of skilled staff was felt “excellent” by 54% of respondents in 2013 compared to 40% in 2008.
- Generally speaking, fiscal charges for employers and income tax for individuals are considered “too high” in more than 85% of responses, whereas the possibilities of compensating with non-fiscal benefits are felt “adequate” (pension plan, company car, mobile phone, etc.) for 74% of respondents.
- Availability and quality of outsourced services, including accounting and auditing, are largely rated “adequate”, accounting/auditing having moved from (58%) “adequate” in 2008 to (54%) “excellent” in 2013.
- Quality of telecommunication is felt “adequate” (90%), whilst its cost ranges between 51% “acceptable” and 49% “very high”, representing a slight shift in appreciation compared to 2008; postal services were assessed for the first time and considered “adequate” in their quality (71%) at “acceptable” cost (71%).
- In 2013 the perception of Belgian administration, remains “adequate” but varies between federal (62%), regional (45%) and municipal (71%) administrations, the regional administration having dropped from 65% in 2008 to 45% in 2013, whereas municipal administration went from 64 to 71%. Appropriate conclusions can be drawn from these data.
- Under the heading “Quality of Life”, the four criteria proposed for housing facilities are felt “adequate” by an average of 57% (value for money of private housing showing the lowest score of 49%) whereas environment, sport, shopping and cultural infrastructures score very differently: cleanliness of street regarded as “poor” by 66%, availability of green zones “excellent” by 48% and air quality “adequate” by 65%. Quality of schools (“adequate” for 50%), availability of sport infrastructures (“adequate” for 79%) and cultural events “excellent” for 64% (see chart 5.1 for detailed data).
- Office space is generally considered as “excellent” to “adequate”, both from the availability and the value for money, space for sale being felt as “adequate” in 70% of responses.
- Meeting and congress facilities assessment ranges from “excellent” for 54% for meetings of less than 100 participants to “adequate” for meetings sized between 100 and 2.500 participants (+/-52%), value for money of meeting & congress facilities being positively (“adequate”) perceived for 71% of respondents.
- Availability of hotel facilities, are considered as “adequate” in the majority of answers (ranging from 55% to 69% depending on the number of rooms needed) as well as value for money (60% “adequate”).
- Restaurants, also score between “excellent” (39%) to “adequate” (58%) and remain at the 2008 level.

- Amongst the most difficult and time consuming issues associations / individuals are facing in Belgium, obtaining visas, work and residence permits is put at the forefront as are the cumbersome relationships with various Belgian administrations that are considered “over-administrative”, demanding and providing contradictory information depending on issuing authority. The language issue in dealing with administrations is also underlined as well as the difficulties in identifying the right interlocutors to obtain grants and support for non-commercial activities.
- A very large majority of replies to the question relating to reasons for establishing an international association in Belgium indicate the proximity of EU institutions, good contacts, in particular with other international associations sharing same concerns and the broad availability of experienced support.

Role and assessment of the FAIB

Our federation is generally well rated by respondents: 96% consider the services of the FAIB as either “excellent” or “adequate” which encourages us to continue our activities and pay particular attention to our members’ suggestions to improve areas such as the website and modern communication tools (chart 6 – p. 27).

4. CONCLUSIONS

Answers have been analysed, interpreted and are presented in graphs, completed by comments: see pages 25 and next (detailed data analysis).





5. RECOMMENDATIONS TO BELGIAN AUTHORITIES, WHETHER FEDERAL, REGIONAL, MUNICIPAL AND TO PUBLIC SERVICE PROVIDERS:

Given that the vast majority of international associations are based in Brussels (94%), a stronger involvement of the Brussels-Capital Region would be welcome with more visible support of the activities of international associations and help for them to operate.

This could be achieved by the creation – in addition to the FAIB Practical Guide – of a « one-stop-shop » operated by regional / municipal administration where associations willing to establish in Belgium would get further guidance from authorities (similar to what is done in some municipalities for enterprises). This would also be beneficial to the region/country's image and demonstrate their recognition of the value of having international associations operating smoothly and efficiently.

ADMINISTRATIVE FORMALITIES

Once again in this edition of the FAIB survey, difficulties in obtaining identity cards, work and residence permits are underlined, demonstrating the need for formalities to be simplified and accelerated. Providing basic information in English language would help overcome the language barrier that newcomers often face. Obtaining visas for foreign visitors attending INPA events is also an issue.

Many associations have reported the increasingly cumbersome and long procedures to hire post-graduates interns that prevent many of them from implementing this valuable training tool and opportunities for school leavers to find a job in the international association arena. It is recommended to adapt current legislation (based on blue collar apprenticeship at national level) to the specificity of INPAs willing to hire interns and post-graduates coming from EU member states, who have often completed an internship at European Commission or Parliament level.

INPAs also consider that the formalities to obtain the status of expatriate should be alleviated to enable their foreign management staff to benefit from the same status as commercial entities do.

LEGAL STATUS

Complaints are regularly recorded from AISBL and ASBL (INPAs and NPAs) on the complicated and expensive procedures to register / modify the associations' statutes and by-laws. Also these administrative procedures could be facilitated to encourage INPAs to select this status.

FISCAL CHARGES

From comments expressed, it is clear that fiscal charges on wages negatively impact the hiring of additional staff, in particular when compared to most EU member states where the management (board members) of international associations often operate.

Whilst welcoming the clarifications brought in the implementation of the EU VAT regulation by Belgian authorities, associations suffer from varying interpretations by control offices and from the new provisions on invoicing that generate additional administrative work. Anything that could be done to alleviate this burden and provide clearer guidelines would be welcome.

TRANSPORT, ADMINISTRATION, TELECOMMUNICATIONS, ENERGY, SECURITY

From the general comments expressed, it is clear that:

National public transport – considered as adequate by 51% but poor by 32% – should be coupled with (free) public parking space on the outskirts of jammed cities such as Brussels.

At all levels, welcome and efficiency of the administration could be improved.

Telecommunication costs should be aligned to the level of other neighbouring Member States (France, the Netherlands, Germany, etc.).

Cleanliness of public space (streets in particular) must be improved.

REPRESENTATIVENESS

Last but not least, in its capacity of representative of the European & international associations operating in Belgium, the FAIB wishes to be **represented at various levels of the administration** for all matters relating to international associations at the onset of discussions – likely to have an impact on their functioning – so as to be in a position to relay its membership's position. This generally does not happen.





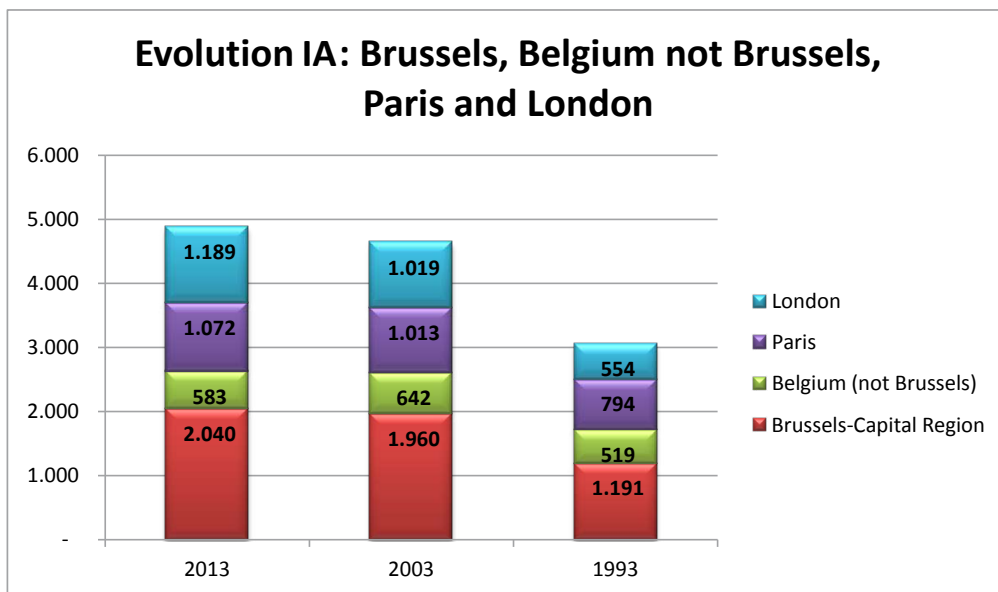
6. DETAILED ANALYSIS OF THE RESULTS OF THE SURVEY

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DETAILED DATA ANALYSIS

Number of active international associations with an address in the selected locations.

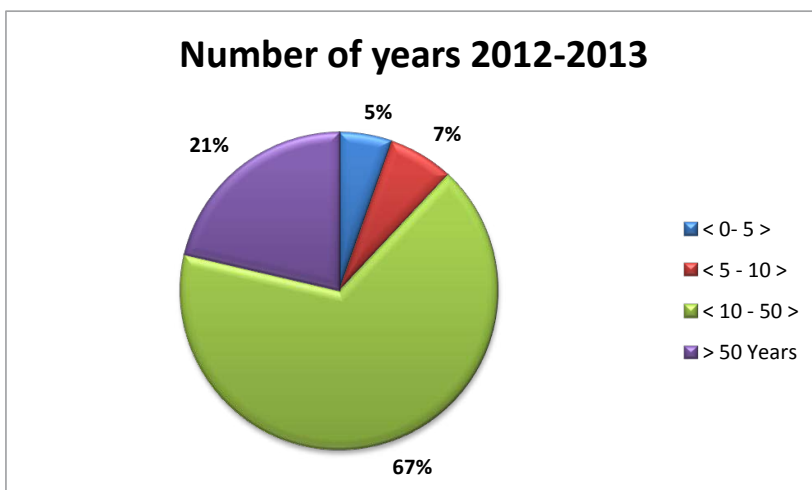
Source: associations database of the Union of International Associations (UIA) – for the FAIB (April 2013).



1. About associations

1.1. Number of years in Belgium

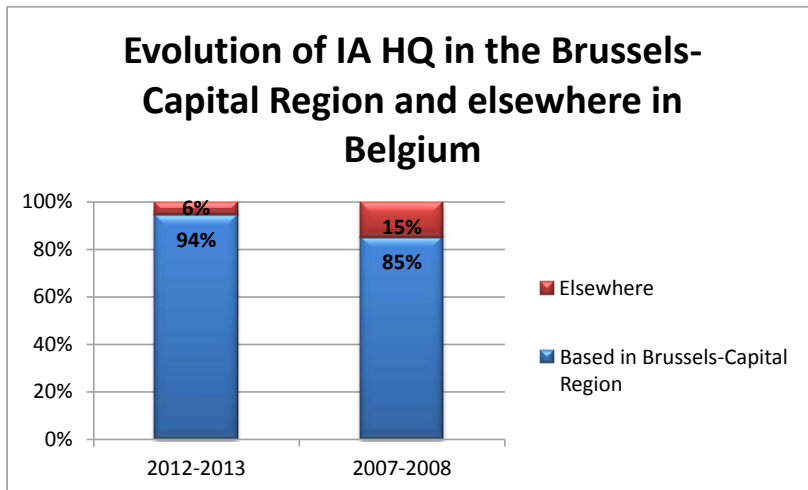
As a sign of the stability of their presence in Belgium, data below shows that 67% of INPAs have been operating in Belgium between 10 and 50 years and that 21% exist for more than 50 years.





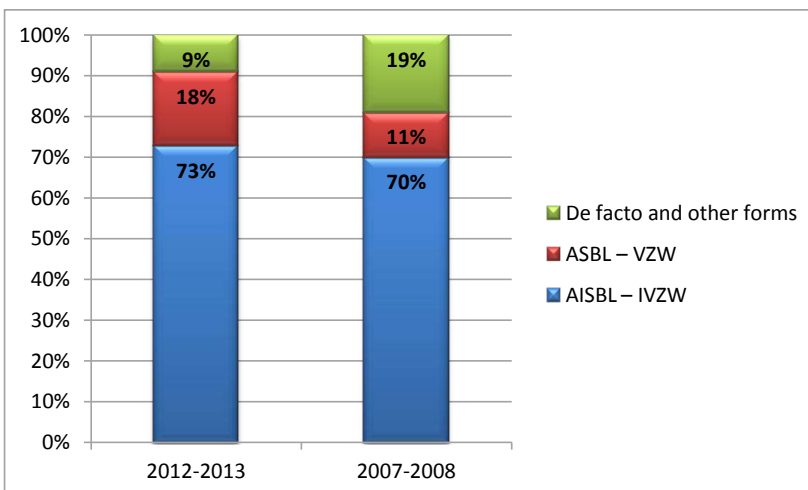
“73% of International Associations select the status of aisbl.”

1.2. Place of establishment



The trend of previous years is confirmed that an increasing number of associations prefer to operate in the Brussels-Capital Region. The neighbourhood of the EU Institutions and other international decision making centres, multilingualism of staff and surroundings are certainly at the origin of this choice.

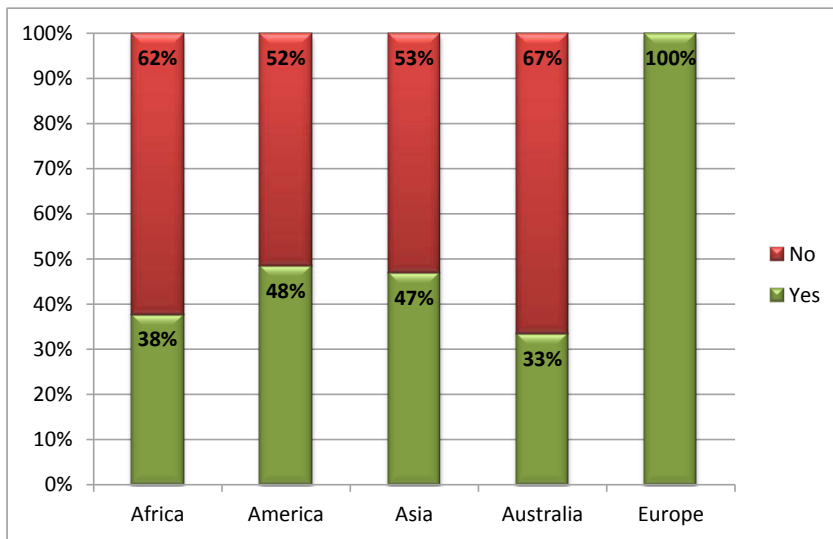
1.3. Type of Statutes



The majority of international associations continue to select the status of “aisbl” – “ivzw” (international not-for-profit association) falling under the specific legislation developed together with the FAIB over the years.

1.4. Operational geographic areas of INPAs' membership

Question: Are you and/or your members operational in the following areas?



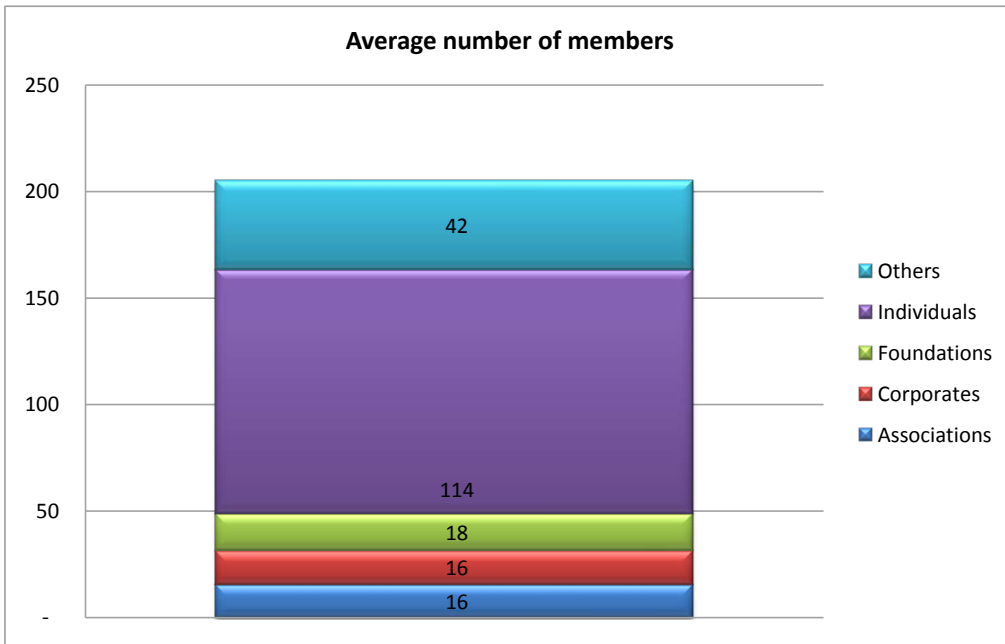
Obviously, INPAs based in Belgium (or their membership) operate within the EU but also notably in America (USA & South America) and Asia.

And on average, INPAs (or their membership) are operating in:

EU countries	12
Non-EU countries	7

1.5. Members of associations by category

On average, INPAs have the following number of members, individual membership coming first with 114 members in average, corporates and associations at an equal number of 16 (chart p.15).



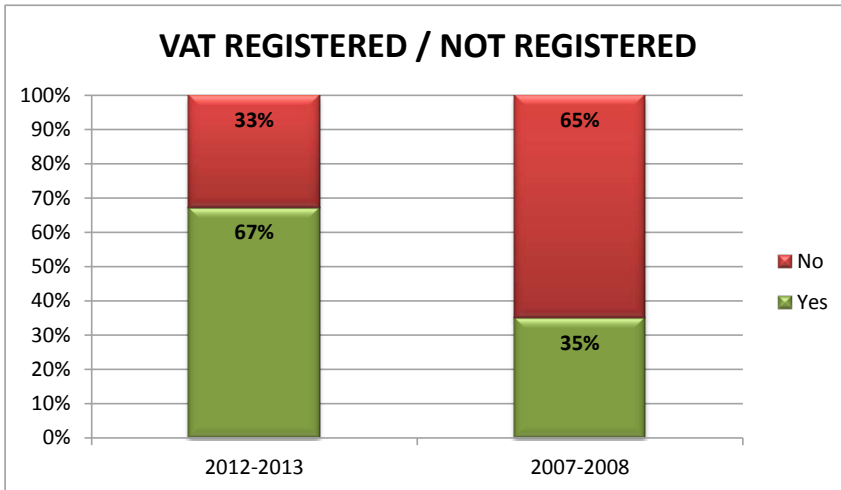
And the extrapolated data shows that activities of INPAs are impacting over 310.000 people worldwide:

	Extrapolated number of members
Associations	23.490
Corporates	23.871
Foundations	26.478
Individuals	172.856
Others	63.480
Total number of members	310.175

And that 34% of INPAs have created a new membership category over the last five years:

New membership category during the last 5 years	
Yes	34%
No	66%

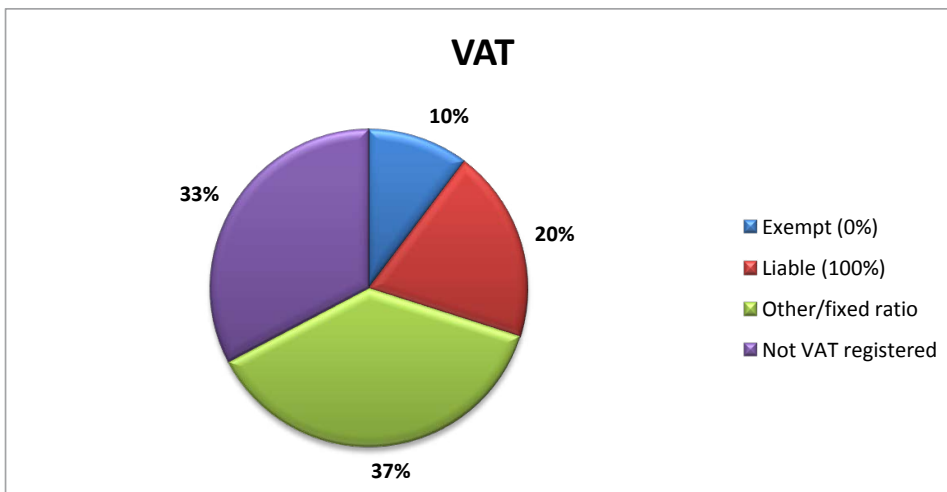
1.6. VAT registration



“67% of INPAs apply for VAT registration.”

An increasing number of INPAs apply for VAT registration.

VAT STATUS



Yet the clear split between 0% and 100% due to the clarification brought in the Belgian implementation of the EU VAT regulation in 2011 is not yet noticeable and the mixed status with fixed ratios is still the most important.

1.7. E.T.R. registration

To the question: “is your association registered in the European Transparency Register of the European Commission?” answers reflect the following percentages:

Yes	57%
No	43%



Surprisingly, some associations answered that they are not aware of the E.T.R., others do not see the interest of being registered.

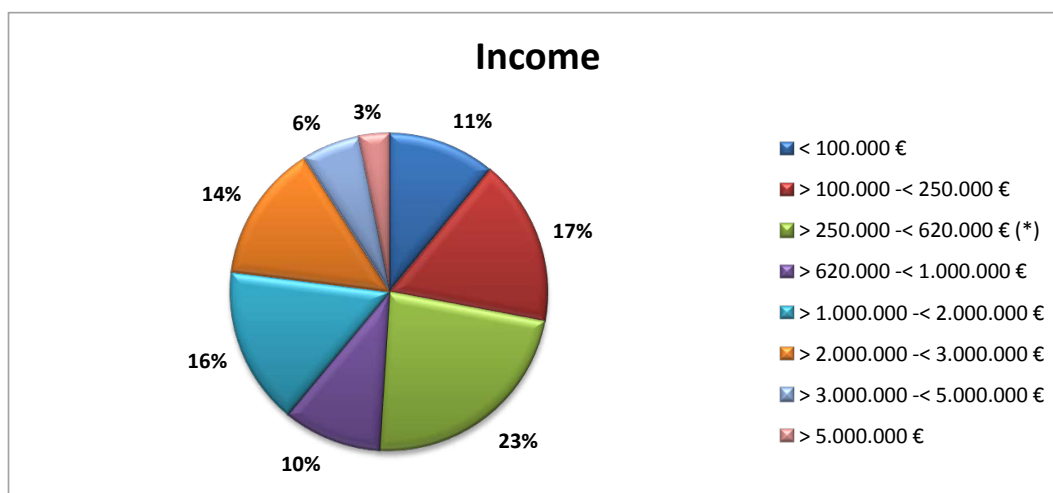
However, the link that could be made by fiscal authorities classifying associations registering some advocacy activities as “lobbyist” and therefore exempt from VAT could be an explanation for unwillingness to register.

2. Annual income and expenditure

2.1. Percentages per range of income and comparison with 2008 data

	Income 2013	Income 2008 (approximate thresholds)	2013
< 100.000 €	11%	31%	11.851.744
> 100.000 – < 250.000 €	17%	10.2%	69.135.174
> 250.000 – < 620.000 € (*)	23%	16.7%	229.133.721
> 620.000 – < 1.000.000 €	10%	33.7%	170.665.116
> 1.000.000 – < 2.000.000 €	16%		553.081.395
> 2.000.000 – < 3.000.000 €	14%		790.116.279
> 3.000.000 – < 5.000.000 €	6%	8.4%	526.744.186
> 5.000.000 €	3%		553.081.395
TOTAL ESTIMATED INCOME 2013			2.903.809.012

A clear decrease of INPAs with income below 100.000 € is reported, the shift occurring mainly in the category between > 250.000 and < 620.000 € and above. Extrapolated data indicates a total income of above 2.9 billion €. Fine-tuned thresholds could explain the gap noted between 2008 and 2013. This could bias the comparison of global figures noted in the two surveys.

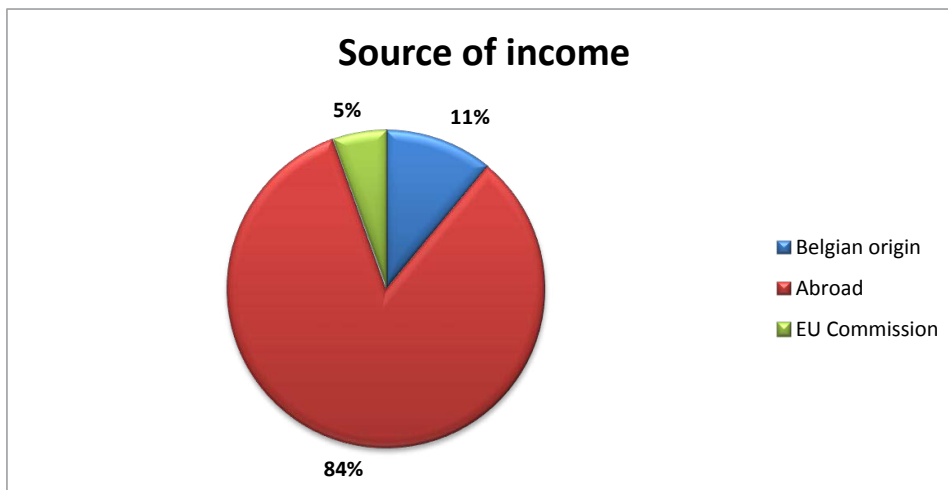


(*) Threshold for FAIB large associations membership fee fixed at 620.000 €

2.2. Source of income

Source of income	2012-2013	2007-2008
Belgian origin	11%	11%
Abroad	84%	84%
EU Commission	5%	5%

No change on the origin of INPAs' income occurred over the given period (2008 – 2013) indicating 84% coming from "abroad" (EU or elsewhere) and the Belgian source of revenue (11%) remains well above that of EU funding (5%). This important source of revenue for Belgium should not be underestimated. Better knowledge of EU funding possibilities, procedures and easier access could help INPAs – in particular smaller ones – to increase their income and improve their services.

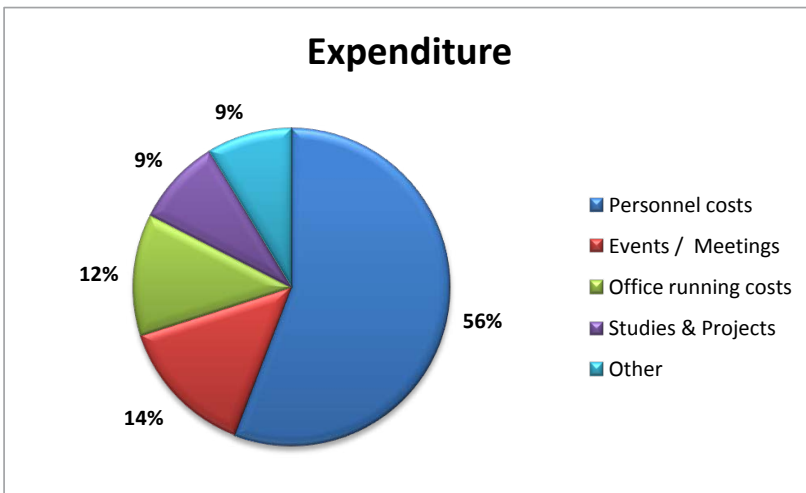


2.3. Expenditure

The estimated total expenditure – based on extrapolation of data reported – also lies above € 2.9 billion, with an average of € 1.7 million per association.

The breakdown of expenditure is reported as follows, of which it is estimated that 84% is spent in Belgium:





One could consider that personnel and office running costs are mainly spent in Belgium and are an important source of income for the Brussels-Capital Region and Belgium at large. Events and meetings, in particular events above 2.500 delegates, are often organised abroad but a very large number of INPAs' conferences, annual general assemblies, congresses and working group meetings generally take place in Belgian venues (hotels, conference centre, academic venues, etc.) or headquarters of the association. Studies and projects are often managed and followed-up in Belgium with collaboration of member associations / experts abroad. The presence and value of INPAs in Belgium is a very positive factor for the Belgian economy, but felt as not always duly acknowledged by Belgian authorities.

3. Employment

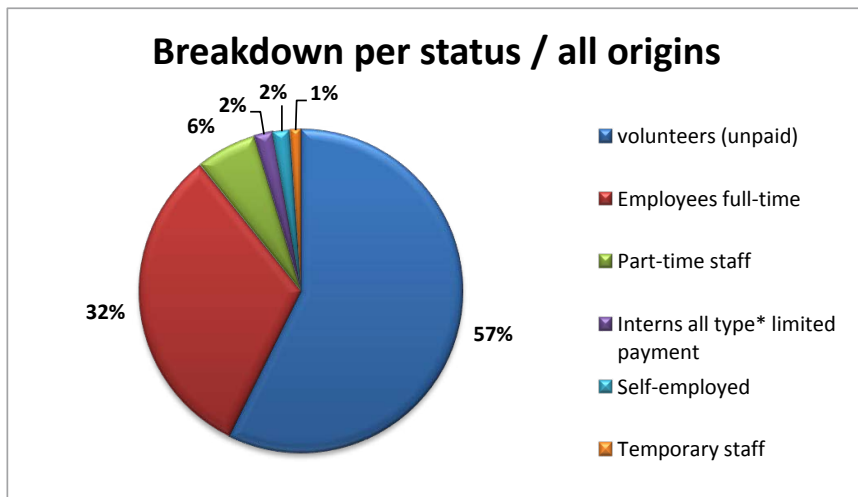
3.1. Direct employment:

Extrapolated data on individuals employed on 31/12/2011 or 2012:

All origins		%
Volunteers (unpaid)	17.959	57%
Employees full-time	10.023	32%
Part-time staff	1.908	6%
Interns all types / with or without limited payment	607	2%
Self-employed	517	2%
Temporary staff: whatever the duration	339	1%
TOTAL ESTIMATED NUMBER OF EMPLOYMENT 2013	31.353	100%

Excluding volunteers, the estimated number of employees (part time and interns included) amounts to roughly 13.400 individuals, i.e. an average of 6 per association. One could assume that if INPAs had additional income they would hire additional permanent staff members rather than rely upon volunteers. The number of volunteers involved with INPA activities is a significant token of their added value to society as a whole, notably in the year following the "European Year of Volunteering".

3.1.1. Breakdown per status /origin



3.1.2. Country of origin of staff:

Belgian nationals	
Volunteers (unpaid)	57%
Employee full-time	32%
Part-time staff	7%
Interns all types	1%
Self-employed	2%
Temporary staff: whatever the duration	1%

Other EU Nationals	
Volunteers (unpaid)	55%
Employee full-time	34%
Part-time staff	6%
Interns all types	2%
Self-employed	2%
Temporary staff: whatever the duration	1%

Non-EU Nationals	
Volunteers (unpaid)	75%
Employee full-time	21%
Part-time staff	1%
Interns all types	3%
Self-employed	1%
Temporary staff: whatever the duration	0%

“Total estimated number of employment in 2013: 31.353.”





3.2. Internships

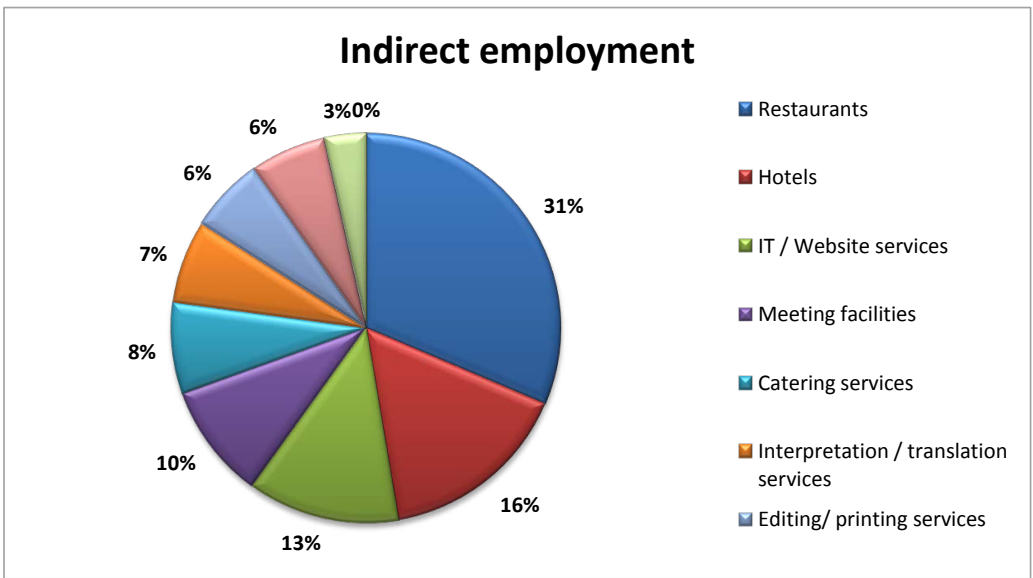
93% of answers to the question: "Has your practice on hiring interns (stagiaires and postgraduates) changed since the new Belgian Law foreseeing prior clearance with Belgian authorities?" is "NO" but several INPAs have indicated that the cumbersome and long process in complying with these provisions are invalidating and not adapted to the kind of training offered by INPAs. A review of the procedure would be welcome and would enable appointing a larger number of postgraduates and longer term internships to the benefit of the students who often end up being hired by the INPA where their internship took place.

3.3. Indirect employment

Respondents were asked to report the estimated number of indirect employment (staff of service providers) generated by their association's activities in Belgium in the following services (yearly average):

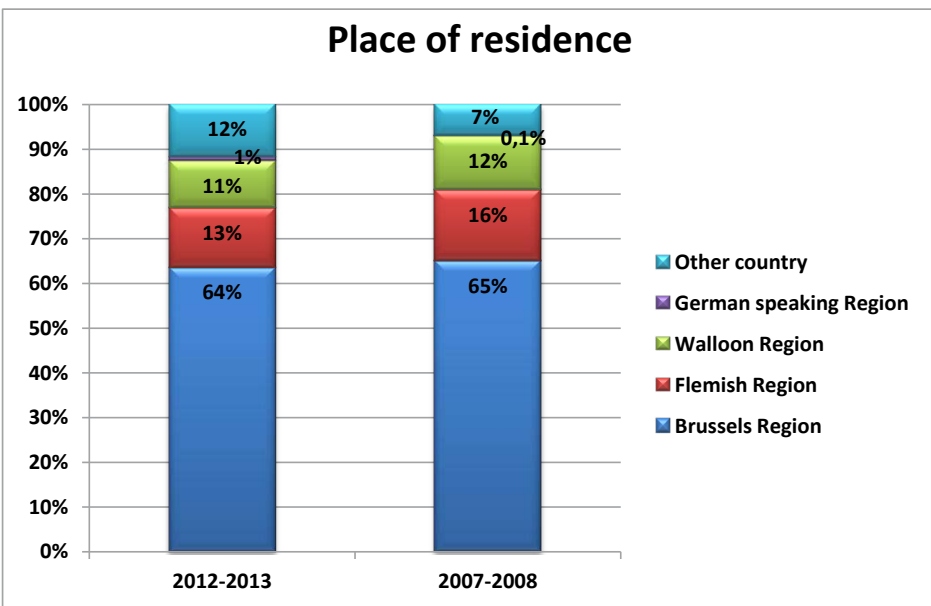
Yearly average of individuals impacted by INPAs activities	Extrapolated amount	%
Restaurant	896.078	31%
Hotels	455.337	16%
IT / Website services	360.144	13%
Meeting facilities	273.570	10%
Catering services	216.318	8%
Interpretation / translation services	196.611	7%
Editing/ printing services	179.147	6%
Insurance brokers	178.871	6%
Taxis	98.207	3%
Travel / incentive / team building agencies	4.601	0%
Other	143	0%
Sight-seeing & shopping	91	0%
TOTAL ESTIMATED NUMBER OF INDIRECT EMPLOYMENT	2.859.118	100%

This extrapolation results in an estimated number of 1.250 indirect employments per association /year and demonstrates again the importance of INPAs' activities to the overall economy.



3.4. Place of residence of INPA staff

The number of staff residing in the Brussels-Capital Region remains more or less at the level of 2008 while the numbers for the Flemish and Walloon regions are decreasing. The German speaking region has gained some preferences and more personnel lives abroad. This could mainly relate to self employed contributors who are not bound by a Belgian employment contract.

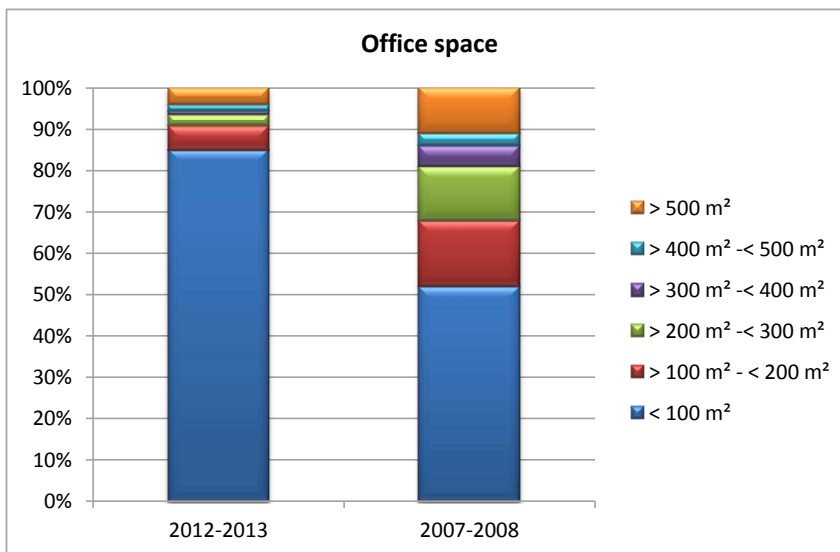




4. Office & meeting space

4.1. Office space

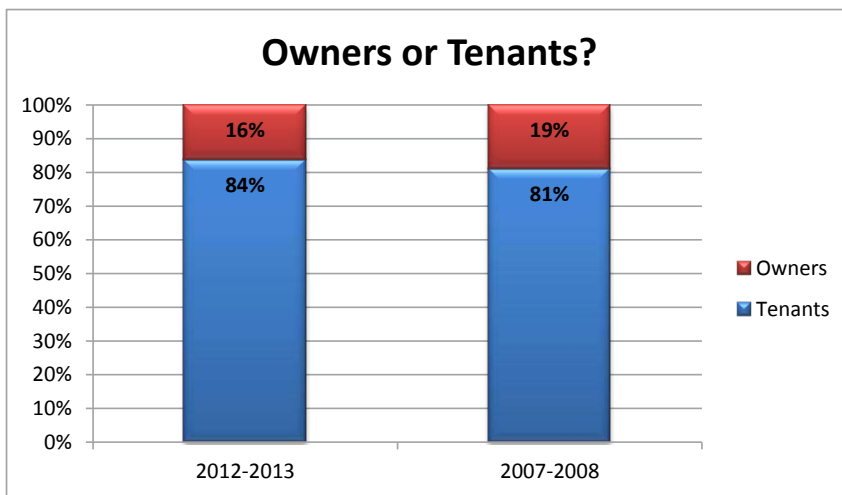
Office Space	2012-2013	2007-2008
< 100 m ²	85%	52%
> 100 m ² – < 200 m ²	6%	16%
> 200 m ² – < 300 m ²	3%	13%
> 300 m ² – < 400 m ²	1%	5%
> 400 m ² – < 500 m ²	1%	3%
> 500 m ²	4%	11%



The total office space (including meeting rooms) occupied by INPAs in Belgium is estimated at 205.000 m² representing some 91 m² per association, of which 75.000 m² are allocated to meeting space, i.e. an average of 33 m² per association.

4.2. Details on office space

Not much change was reported to the question: “does your association own its premises?” but the drop of 3% vs. 2008 can be interpreted as less funds available to purchase office space at current prices.



4.3. Meetings

4.3.1. Number and length of stay

Question: in 2011 or 2012 (according to data availability), how many external visitors did you welcome in Belgium, or how many people from abroad attended your association's meetings? (General assemblies, board meetings, working groups, seminars, workshops and conferences?)

Visitors for meetings	2012-2013		2007-2008	
	Extrapolated number	%	Extrapolated number	%
One day only, no overnight stay	113.928	40%	95.595	32%
One day including overnight	102.442	36%	123.799	41%
Two days and two nights	48.564	17%	54.671	18%
More than three days and three nights	20.742	7%	27.686	9%
TOTAL NUMBER OF VISITORS	285.675		301.751	

The total number of visitors staying overnight has decreased since 2008 (+17%). However, the number of one day visitors has increased by some 20%, evidence of the change in meeting organization limiting the length and social programmes of meetings to allow delegates to plan a return journey on the same day. The use of modern communication tools such as tele- & video-conferences could also have an impact on the number of visits involving travel and of overnight stays.

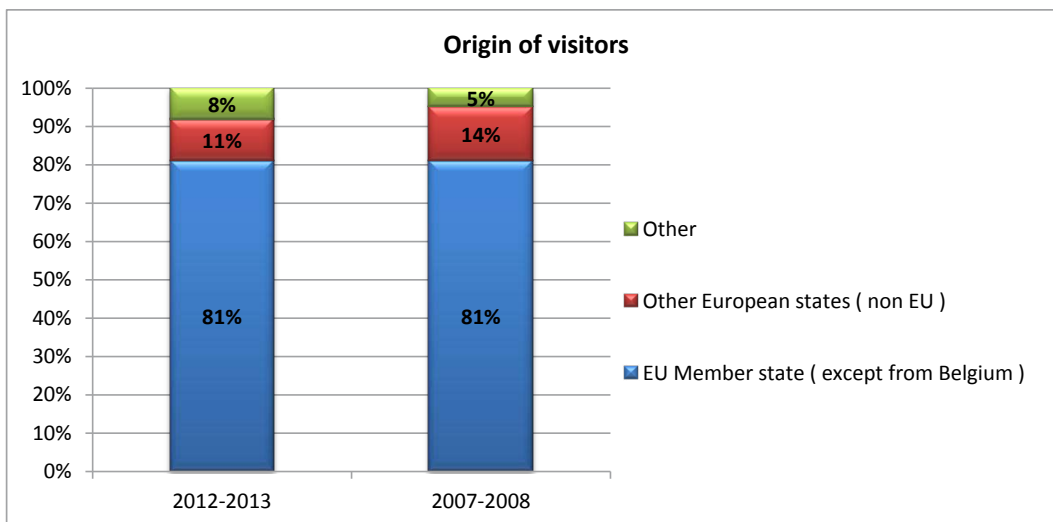


“55% judge the language of staff in employment as excellent.”

4.3.2. Origin of visitors

Visitors' / participants' country (origin of journey):

The chart below shows that the percentage of visitors from the EU stayed at the level of 2008 but decreased for other European states (non EU).



5. Evaluation of Belgium as host country

This segment of the survey reflects views expressed on the overall “quality of professional and private life” in Belgium, especially Brussels. It could be seen as a kind of “attractivity barometer”.

The variety of items and the number of questions allowed respondents to express a clear opinion on their host country. Their responses also give a clear indication of progress made and further steps to be taken by investors (promoters, hotels), service providers (outsourced activities) and at political level. Three scores (excellent, adequate, poor) were used to collect a global appreciation.

In a nut-shell, Belgium scores quite low in several areas under the responsibility of public authorities:

- national public transport with bad notes for national public transport and road infrastructure;
- fiscal aspects, with notably social charges for employers and income tax for individuals;
- effectiveness of the administration, be it municipal, regional or federal;
- aspects linked to the environment: cleanliness of streets and – to a lesser extent – air quality and availability of green zones.

As a rule, private partners do better than public players. However, INPAs are less positive about:

- the availability of outsourced services;
- the quality of telecommunications;
- the value-for-money of housing (for sale and for rent);
- the value-for-money of office space for rent and the availability of office space for sale;

- the availability of meeting places able to host more than 2.500 participants;
- the availability of very large hotels.

However the general opinion prevailing for Belgium/Brussels as a host is not excessively negative, but there is room for further efforts and improvements.

Data below is the transcript of answers received to the respective questions of the questionnaire:

	2012-2013			2007-2008		
	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Transport						
International transport to/from Belgium	23%	71%	6%	61%	38%	1%
National public transport	17%	51%	32%	30%	57%	13%
Road infrastructure	13%	41%	46%	27%	61%	11%
Taxi services	12%	71%	18%	NA	NA	NA

	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Employment						
Availability of qualified personnel	54%	45%	2%	40%	55%	5%
Language skill of staff	55%	44%	2%	58%	36%	6%
Level of flexibility of personnel (working hours, home working, etc.)	37%	58%	5%	37%	52%	11%

	ADEQUATE	TOO HIGH	ADEQUATE	TOO HIGH
Fiscal Aspects				
Social charges for employers	11%	89%	NA	NA
Income tax for individuals	15%	85%	NA	NA

	ENOUGH POSSIBILITIES	NOT ENOUGH POSSIBILITIES	ENOUGH POSSIBILITIES	NOT ENOUGH POSSIBILITIES
Non-fiscal benefits (pension plan, company car, use of mobile phone, computer...)	74%	26%	NA	NA

	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Services						
Availability of outsourced services	27%	72%	2%	NA	NA	NA
Quality of outsourced services	40%	53%	7%	NA	NA	NA
Availability of accounting & auditing services	54%	43%	3%	40%	58%	1%



	2012-2013			2007-2008		
Administration	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Effectiveness of federal administration	5%	62%	34%	6%	63%	31%
Effectiveness of regional administration	13%	45%	43%	8%	65%	27%
Effectiveness of municipal administration	3%	71%	25%	10%	64%	26%

Telecommunications	ACCEPTABLE	VERY HIGH		ACCEPTABLE	VERY HIGH	
Cost of telecommunications	51%	49%		48%	52%	
	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Quality of telecommunications	5%	90%	5%	22%	60%	18%

Postal Services	ACCEPTABLE	VERY HIGH		ACCEPTABLE	VERY HIGH	
Cost of postal services	71%	29%		NA	NA	
	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Quality of postal services	5%	71%	25%	NA	NA	NA

Quality of life & working conditions						
HOUSING	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Availability of private housing for sale	33%	61%	6%	36%	61%	3%
Value for money private housing for sale	22%	62%	17%	31%	61%	8%
Availability of housing for rent	38%	54%	8%	34%	64%	2%
Value for money private housing for rent	26%	49%	26%	26%	62%	11%

ENVIRONMENT	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Availability of green zones	48%	38%	15%	36%	54%	10%
Air quality	8%	65%	28%	15%	54%	31%
Cleanliness of streets	1%	32%	66%	9%	44%	47%
Quality of schools	40%	50%	10%	34%	59%	7%
Availability of sport infrastructures	15%	79%	7%	24%	64%	12%
Availability of shopping infrastructures	49%	42%	9%	34%	63%	3%
Availability of cultural events	64%	34%	2%	44%	53%	3%

OFFICE SPACE	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Availability of office space for rent	50%	42%	8%	33%	65%	1%
Value for money of office space for rent	18%	56%	26%	20%	69%	11%
Availability of office space for sale	13%	70%	17%	22%	72%	6%
Value for money of office space for sale	10%	71%	18%	20%	70%	10%

AVAILABILITY OF MEETING FACILITIES AND CONGRESS CENTRES	2012-2013			2007-2008		
	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
< 100 Participants	54%	42%	4%	52%	44%	3%
> 100 – < 250 Participants	35%	53%	13%	40%	52%	8%
> 250 – < 1500 Participants	21%	55%	24%	20%	55%	25%
> 1500 – < 2500 Participants	13%	50%	38%	18%	36%	46%
> 2500 Participants	7%	53%	40%	18%	36%	46%
Value for money of meetings facilities and congress centres	11%	71%	18%	17%	76%	7%

AVAILABILITY OF HOTELS	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
< 100 Rooms	42%	55%	4%	38%	56%	6%
> 100 Rooms – < 250 Rooms	33%	63%	4%	26%	66%	8%
> 250 – < 1500 Rooms	14%	69%	17%	6%	49%	44%
> 1500 Rooms	5%	59%	36%	3%	32%	65%
Value for money of hotel rooms	11%	60%	29%	11%	75%	14%

AVAILABILITY OF RESTAURANTS	EXCELLENT	ADEQUATE	POOR	EXCELLENT	ADEQUATE	POOR
Value for money of restaurants	39%	58%	4%	38%	57%	5%

6. FAIB RATING

Is your association a member of the FAIB?	
Yes	46
No	23
If not, do you regularly receive our quarterly publication FAIB Digest for non members?	
Yes	23
No	7

Rating of the FAIB	EXCELLENT	ADEQUATE	POOR
First contact with FAIB	37%	57%	6%
FAIB Quarterly Newsletter	52%	47%	2%
FAIB Quarterly Digest	72%	25%	3%
Lunch-debate or other activity / event	61%	35%	4%
Advice / Response to requests	49%	44%	7%
Practical Guide FAIB	48%	48%	4%
Information on website	38%	58%	5%



6.1. General considerations on FAIB membership and services:

6.1.1. Main reasons for joining the FAIB:

Networking, professional information, VAT issues, assistance in association matters and legal issues, training, study tours, etc.

6.1.2. Suggestions to improve the FAIB activities & services:

Improve the infrastructure of the FAIB.

6.1.3. Role of the FAIB to specifically help its members in current economic situation:

Yes	46%
No	54%

6.1.4. Interest by INPAs in the European Association Summit (EAS):

Yes	67%
No	33%

6.1.5. Interest by INPAs in the creation of an "International Associations Club" in/by Brussels:

Yes	60%
No	40%

PRESENTING THE FAIB

The FAIB is the Federation of European and International Associations established in Belgium. It is a not-for-profit organization that has no political objectives.

Its purposes are:

1. To take and to pursue every initiative to encourage European and international associations to be established and to remain in Belgium.
2. To study, to further and to defend the interests – both moral and material – of its members, without being involved in their activities. The FAIB represents its members to third parties and defends their interests, notably to all public and private bodies.
3. To obtain, by concerted action, official legal recognition of associations and the associative movement by Belgian, European and international authorities.
4. To help obtain every possible measure likely to facilitate the activities of its members.
5. To assist its members in the organization of their activities, especially by setting up joint studies, administrative and auxiliary services, etc.
6. To keep its members informed of developments in legal and administrative spheres which affect them

The FAIB was founded in 1949 as an initiative of the leaders of the UIA (Union of International Associations) who wished to draw the attention of authorities to the existence in Belgium of international associations and to the need to facilitate their activities.

The FAIB is directed by its General Assembly and managed by a Board of directors composed of representatives of member associations. The FAIB is mainly financed by its members' subscriptions.

Membership:

FAIB membership includes several categories:

1. Full members: European and international organizations legally or effectively based in Belgium that have a truly European or international character and are not-for-profit.
2. Associate members: individuals or corporate entities whose activities are in line with the interests of FAIB members to whom they can offer tailor-made support.
3. Honorary members: persons on whom the General Assembly confers this title in recognition of their special competence or the valued service they have rendered to the Federation.
4. Sponsors: persons or corporate entities willing to extend financial support to the Federation.

Achievements and activities:

Amongst its past activities, the FAIB took part in the creation, in 1983, with the Belgian government, of an International Association Centre (IAC) located in the MAI (Maison des Associations Internationales), 40, rue Washington, 1050 Brussels where the FAIB is located.

It contributed to the modification, in December 1954, of the law of October 25th 1919, governing international associations with scientific aims, in order to extend this law to international associations with philanthropic, religious, artistic and pedagogic aims. It also closely collaborated to the drawing up of the new law of 2 May 2002 on non-profit associations, international non-profit associations and foundations.

Within the constraints imposed by its limited financial resources and the priorities fixed by the members, the FAIB carries out the following activities:

- Following up the application of certain clauses of the law of May 2nd 2002;
- The study of legal and fiscal issues in general and continuing the regular series of lunch debates on subjects of common interest to INPAs with the support of FAIB Associate Members;
- Establishing and maintaining relationships with social partners in Belgium and with the services of the European Union;
- Establishing and maintaining relations with federations of European and international associations based in other countries;
- Benchmark of remuneration packages applied by international associations (by category);
- Socio-economic Survey on the value of international associations based in Belgium (publication of the 2012 survey end of May 2013);
- Organization of study tours to cities and conference centres in all parts of the world.
- Publication of a quarterly newsletter, FAIB NEWS for members and its Digest for non-members.

For further details and membership conditions, contact: faib@faib.org or dvranken@faib.org



RECOGNITION BY THE DIRECTOR OF THE BRUSSELS CONVENTION BUREAU, *VisitBrussels*

The presence of most of the major European Institutions in the Brussels Capital Region has made Brussels the *de facto* Capital of 500 million Europeans. NATO headquarters also contribute to making it one of the world's magnetic centers. No matter how you measure it, Brussels has become a city of "power".

Beyond the decision-makers of the European Council, Commission and Parliament, the Brussels Capital Region hosts a heavy-weight press corps, an influential lobbying industry and the headquarters of thousands of international associations... more than anywhere else in the world.

The 2013 Survey of the Federation of European & International Associations based in Belgium (FAIB) highlights the growing economic importance of international associations for the Brussels Capital Region, both as important job providers and as primary contributors to the local GDP.

The strength of international associations in Brussels is also confirmed by the latest rankings from the Union of International Associations (UIA), that just recently rated Brussels the N°1 European destination for association conferences and second in the world for the 4th consecutive year.

Based on this growing importance of the sector, underlined in FAIB Surveys, VISITBRUSSELS engaged some years ago in a dialogue with prominent representatives from FAIB and the other representative bodies of the local European and international association community.

They were unanimous in agreeing that the city itself is a gem and that, outside the corridors of power, Brussels retains the charm of its local heritage and high quality of life. However they also felt that there were still things that we could do to make this an even more welcoming city for international associations.

Together, we agreed on a common vision and strategy that would gradually transform Brussels into THE Hub for international associations in Europe. Since then we have engaged in an Alliance with Washington DC and have been instrumental in transferring the office of the European Society of Association Executives (ESAE) from London to Brussels. We also launched the first European Association Summit in partnership with the European Business Summit.

All of this could not have taken place without the valuable support of FAIB and the other European, American and international associations representative bodies.

More exciting and challenging projects are in the pipeline. In view of the budgets involved and the required ROI, we would like to stress the importance of benchmarking and encourage FAIB to continue monitoring trends in the sector.

We look forward to a continued win-win relationship with the European and international associations' community. Our aim is to make it even stronger, here in Brussels. Where else?

Hervé BOSQUET

Director of Brussels Convention Bureau

VISITBRUSSELS



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You're only a stone's throw from 70% of Europe's purchasing power.
- 2 Decision-Making Heart of Europe**
Brussels-based institutions provide the infrastructure for much of corporate and everyday life. You will be at the regulatory heart of Europe, where key decisions are made.
- 3 A Mirror-Image of Europe**
Lying at the frontier of three dominant cultures – Anglo-Saxon, Latin and Germanic – Brussels is the most representative and manageable of all European test markets.
- 4 Competitive Real Estate**
Commercial and residential property availability and rates make Brussels a prime location for international businesses and employees.
- 5 Talent Pool**
Brussels boasts a highly skilled and multilingual workforce. The 'Financial Times' places two of Brussels' business schools in the top 20 of Masters in Management. In addition, the Region is home to no less than 11 research hospitals and international medical research institutes.

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BRUSSELS CAPITAL REGION

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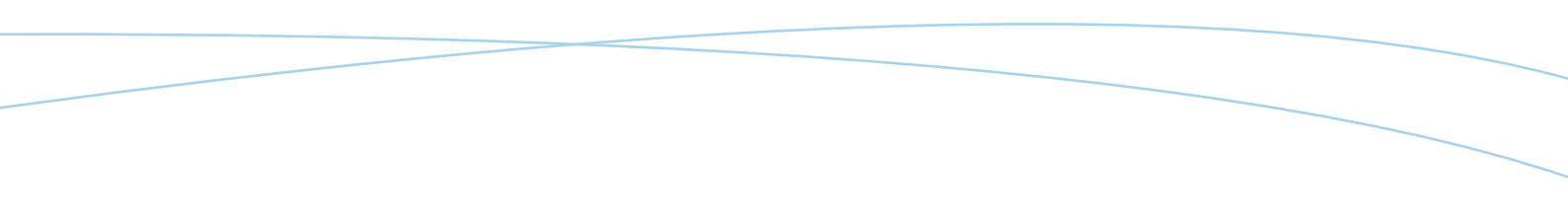
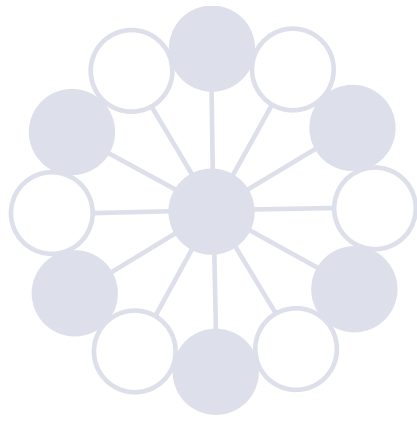
“The socio-economic value of INPA to the Belgian economy must be recognized by authorities.”

Florence BINDELLE

Executive Manager

FERMA – Federation of European Risk Management Associations

FAIB Board Member





Federation of European and international
Associations established in Belgium

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Website: <http://www.faib.org>