

ICOM UK Membership report 2020/01

FIRST QUARTERLY REPORT

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Headlines

- Closing figures for 2019 included an overall net growth for ICOM UK of 14%, with an overall increase in membership of 328
- Applications for 2020 opened in mid-October 2019
- Individual members currently include 948 regular, 446 retired and 336 student members, including 288 new members joining to date
- Institutional members include 53 in total, with 5 new institutions joining to date
- ICOM HQ have indicated some inconsistency between our own member figures and the numbers held by them. This is under discussion and likely to result from issues within their dataset.
- Be end December 2020, we have achieved 1783 members in total, with a value of £155,629. The same period last year achieved 1424 members /£122,151 value

Actions

- New target budget for 2020 membership income is £210,000, suggested target numbers for each member category are included below (Table 3).
- Council to outline any specific targets for growth and retention
- Council to outline any particular questions for highlight reports for the 2020 quarterly reports (eg member demographics, trends)

Table 1 Current 2020 membership figures

| 2019 | Total | Income | % to target | Net Growth |
|--------------|-------------|--------------------|-------------|------------|
| Regular | 948 | £ 84,372.00 | 76% | |
| Retired | 446 | £ 20,070.00 | 81% | |
| Student | 336 | £ 13,440.00 | 61% | |
| Supporting | 0 | £ - | 0% | |
| Institutions | 53 | £ 37,747.00 | 65% | |
| Total | 1783 | £155,629.00 | 71% | |

Table 2 Annual membership

| Category | Total | Total value | Net growth |
|--------------|-------------|-----------------|------------|
| Regular | 928 | £71,456 | 15% |
| Retired | 395 | £14,220 | 12% |
| Student | 232 | £8,388 | 34% |
| Institutions | 65 | £44,497 | 8% |
| TOTAL | 1620 | £138,561 | 17% |

| Category | Total | Total value | Net growth |
|--------------|-------------|-----------------|------------|
| Regular | 1046 | £ 92,916 | 11% |
| Retired | 449 | £ 20,205 | 12% |
| Student | 403 | £16,000 | 42% |
| Institutions | 65 | £47,635 | 0% |
| TOTAL | 1998 | £176,756 | 17% |

| Category | Total | Total value | Net growth |
|--------------|-------------|-----------------|------------|
| Regular | 1209 | £107,601 | 14% |
| Retired | 504 | £22,680 | 11% |
| Student | 534 | £21,360 | 18% |
| Supporting | 4 | £ 1,356 | - |
| Institutions | 75 | £55,025 | 13% |
| TOTAL | 2326 | £208,022 | 14% |

SECTION 1 MEMBERSHIP UPDATE DATA – FIRST QUARTER

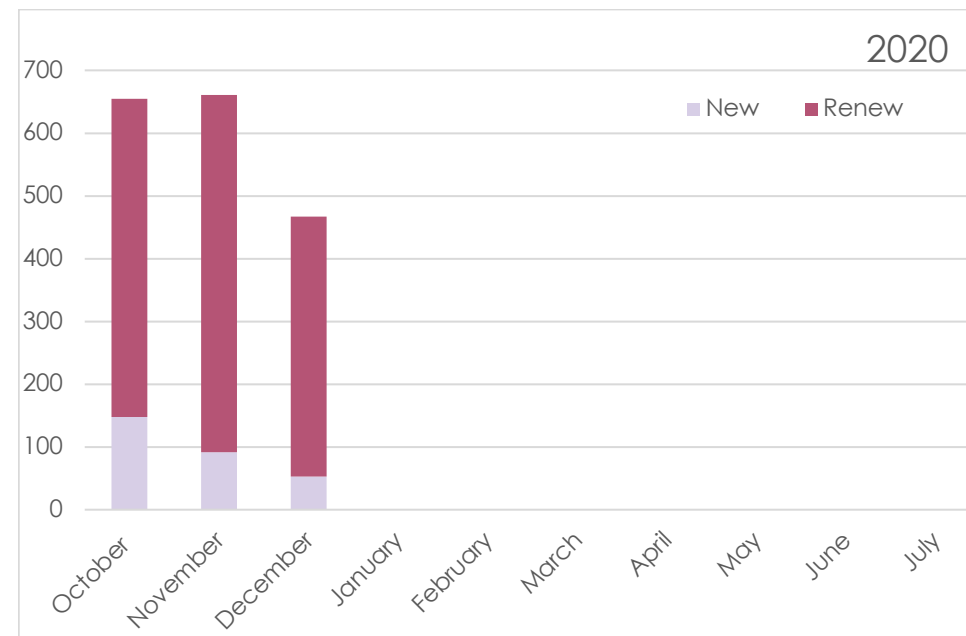
Table 3 Membership summary data: 01 October to 31 December 2019

| Category | Fee | MEMBER TARGETS | | 2020 Applications and renewals to 31 December 2019 | | | | | | |
|--------------|------|----------------|----------|--|----------------|----------|---------|------------|-----------|-----|
| | | Numbers | Value | Value | Total by grade | % Target | Renewed | % category | % by type | New |
| Regular | £89 | 1230 | £109,470 | £84,372 | 948 | 76% | 825 | 68% | 64% | 123 |
| Retired | £45 | 520 | £23,400 | £20,070 | 446 | 81% | 434 | 86% | | 12 |
| Student | £40 | 540 | £21,600 | £13,440 | 336 | 61% | 183 | 34% | | 153 |
| Supporting | £339 | 5 | £1,695 | £0 | 0 | 0% | 0 | 0% | | 0 |
| Inst. I | £299 | 5 | £1,495 | £1,495 | 5 | 83% | 4 | 80% | 64% | 1 |
| Inst. II | £399 | 7 | £2,793 | £2,394 | 6 | 75% | 4 | 57% | | 2 |
| Inst. III | £599 | 17 | £10,183 | £7,188 | 12 | 67% | 12 | 71% | | 0 |
| Inst. IV | £699 | 14 | £9,786 | £4,893 | 7 | 47% | 7 | 50% | | 0 |
| Inst. V | £799 | 6 | £4,794 | £4,794 | 6 | 86% | 4 | 67% | | 2 |
| Inst. VI | £999 | 26 | £25,974 | £16,983 | 17 | 63% | 17 | 65% | | 0 |
| TOTAL | | 2370 | £211,190 | £155,629 | 1783 | 73% | 1490 | 64% | | 293 |

*Table 4 Membership renewals & joiners by month;
2020 & 2019 comparison*

2020

| Month | New | Renew | New-income | Renewal income | Month value | Sub-total |
|----------|-----|-------|------------|----------------|-------------|-----------|
| October | 148 | 507 | £10,179 | £38,045 | £48,224 | £48,224 |
| November | 92 | 569 | £6,420 | £49,803 | £56,223 | £104,447 |
| December | 53 | 414 | £3,703 | £47,479 | £51,182 | £155,629 |
| January | 0 | 0 | £0 | £0 | £0 | £155,629 |
| February | 0 | 0 | £0 | £0 | £0 | £155,629 |
| March | 0 | 0 | £0 | £0 | £0 | £155,629 |
| April | 0 | 0 | £0 | £0 | £0 | £155,629 |
| May | 0 | 0 | £0 | £0 | £0 | £155,629 |
| June | 0 | 0 | £0 | £0 | £0 | £155,629 |
| July | 0 | 0 | £0 | £0 | £0 | £155,629 |



2019

| Month | New | Renew | New value | Renewal value | Month value | Sub-total |
|----------|-----|-------|-----------|---------------|-------------|-----------|
| October | 119 | 477 | £7,005 | £36,959 | £43,964 | £43,964 |
| November | 70 | 279 | £4,482 | £29,732 | £34,214 | £78,178 |
| December | 62 | 417 | £5,493 | £38,480 | £43,973 | £122,151 |
| January | 96 | 271 | £6,384 | £30,091 | £36,475 | £158,626 |
| February | 74 | 88 | £6,532 | £12,845 | £19,377 | £178,003 |
| March | 82 | 52 | £5,480 | £4,306 | £9,786 | £187,789 |
| April | 51 | 62 | £3,270 | £5,934 | £9,204 | £196,993 |
| May | 47 | 26 | £2,743 | £2,464 | £5,207 | £202,200 |
| June | 42 | 11 | £4,941 | £881 | £5,822 | £208,022 |
| July | 0 | 0 | £0 | £0 | £0 | £208,022 |

