

## Annex 2

### Membership Proposal between TheCityUK and the City of London Corporation

## **Membership Proposal for the City of London Corporation**

### **MEMBERSHIP SUBSCRIPTION**

Membership is held at a corporate level and is for 3 years, subject to review annually after years 1 and 2, from 1<sup>st</sup> April 2019.

The membership fee for the above level of activity is £400,000 per annum, plus £100,000 per annum contribution to rental costs, payable quarterly in advance.

Membership will be reviewed annually and any issues resolved between the Director of EDO and CEO of TheCityUK.

Details of the benefits of membership are laid out below.

### **The City of London Corporation membership with TheCityUK**

Please find below a table of the main features of membership comparing the current membership offer to CoLC to that of a senior member of the Advisory Council.

Membership of TheCityUK is seen and valued by members as both a strategic investment and something from which members seek direct benefits for their organisation. This is very clearly borne out by the member research. Members view their fees in this context.

As you know, TheCityUK, as the practitioner group for our industry, puts members at the heart of all we do. We develop our work programme with them, drawing in expertise as needed. We also work with our most senior members to provide the opportunities for brand and profile where relevant. Above and beyond the strategic investment, we seek to deliver value to each member in a tangible way. Again, this is borne out by the recent member survey.

However, it is only the City of London Corporation, as our founder member, who are at the heart of every activity we undertake, briefed on all initiatives across the spectrum and are our partner in the implementation of our strategy. We ensure that the City of London Corporation has the opportunity to take advantage of all engagement activities and provide access points across TheCityUK's work programme, leveraging the full range of our expertise to support the Corporation's objectives.

Account management: TheCityUK operates a comprehensive and proactive account management programme ensuring each member gets the attention they need to maximise their membership. Your Account Director will ensure you are kept up-to-date on all activities of interest and will hold monthly review meetings to track progress and engagement.

Please note that we have not included activities related to 'partnership' including support for the LM delegations, IRSG secretariat, collaboration on events and research, running the LOTIS committee, briefing wider stakeholders, collaboration across PR and Marketing etc.

### **The City Corporation's offer to TheCityUK**

In addition to the formal membership arrangements, the City Corporation is keen to be an active partner to TheCityUK and coordinate resources and opportunities that enable a bigger impact to the benefit of UK based financial and professional services.

These resources include: access to established City networks; access to wider industry; access to senior domestic and international policy makers; knowledge, expertise and capacity in the teams; international reach through export and investment programme, and overseas offices; research programme; Special Representative to the EU; venue and events; expertise in complementary policy areas such as planning, infrastructure and education; and as a non-membership organisation, the City Corporation can sometimes speak more freely on particular issues.

When combined with TheCityUK's strengths, this should make for an effective partnership that benefits the industry and the UK.

Membership Features – Advisory Council Member	Membership features – City of London Corporation as Founder Member
<ul style="list-style-type: none"> <li>• One seat on the Advisory Council for the duration of membership</li> <li>• Opportunity to have one Board seat for fixed term of 3 years (only 1 in 4 board seats held by the most senior member firms therefore a low likelihood of any senior member holding a board seat at any one time)</li> <li>• Invitations to Chairman’s dinners and senior events on a non-preferential basis – members from this group might attend 1 in 4 or 5 of such dinners</li> <li>• Invitation to join senior committees when a space becomes available – members might typically sit on two or three of our five senior committees</li> <li>• Invitations to join Steering Committees and other senior groups leading our priority ‘task and finish’ programmes</li> <li>• Opportunity to join Market and Sector Advisory Groups on request</li> <li>• Quarterly account reviews and annual CEO briefing for Advisory Council member</li> </ul>	<ul style="list-style-type: none"> <li>• Two seats on the Advisory Council, including the Lord Mayor's presidency of the Advisory Council for the duration of membership</li> <li>• Guest invitation to the Advisory Council on a standing basis for the next Mayoral candidate</li> <li>• Two permanent seats on the Board of Directors of TheCityUK, including Deputy Chairman</li> <li>• Guaranteed place at all Chairman’s dinners and other senior events with flexibility on alternates if AC and Board members unavailable</li> <li>• Guaranteed position on all TheCityUK senior committees</li> <li>• Guaranteed membership of Steering Committees and other senior groups leading our priority ‘task and finish’ programmes</li> <li>• Briefings and discussions on all planned pieces of work before they are shared with other members</li> <li>• Collaboration on and full access to TheCityUK research programme</li> <li>• TheCityUK Chief Executive briefing meetings with Chairman of the Policy &amp; Resources Committee as well as regular (monthly) meetings with the Director of Economic Development</li> <li>• Periodic (quarterly) membership between Director EDO and Commercial and Marketing Director TheCityUK</li> <li>• Fortnightly account review meetings with Assistant Director of the Economic Development Office</li> <li>• Dedicated briefings and support for new members of the team, for example the Special Representative of the City</li> <li>• Annual meetings between two teams to broaden out networks and mutual collaboration</li> <li>• Full calendar of events shared regularly to provide insight into planned events</li> </ul>