

**ICS Board of Trustees (Company Number 03589542) and Conticom-ICS Ltd Directors**  
**(Company Number 03687688) Meeting Minutes**  
**12:00 – 13:00, 7 September 2012**  
**Teleconference**

**Present:** Sender Herschorn (Chair), Mary Pat Fitzgerald, Katherine Moore, Sherif Mourad, Werner Schaefer, Ajay Singla, Adrian Wagg

**Apologies:** Jacques Corcos, Masayuki Takeda

**In attendance:** Dan Snowdon...

**1. Approval of Agenda**

SH welcomed the Board to the call and confirmed the agenda items. AW asked to discuss an item as any other business. WS had previously distributed an Education Committee item for discussion on the call.

**2. ICS 2012 budgetary position**

SH summarised the current budgetary position of ICS 2012, referring to the latest budget sent by Kenes and the two scenarios outlined within.

1340 registrants are confirmed to date, with 1800 budgeted for. Up to 500 registrants are expected to come from China, with approximately 200 included in the current registration total of 1340. The registrations to date, and total expected, do not compare favourably with recent annual meetings.

Budget estimates for sponsorship and exhibition income have been reduced from \$1,000,000 to \$750,000. A table comparing 2011 and 2012 incomes is shown below and illustrates the effect this drop in industry income has had on the annual meeting budget. Pfizer's withdrawal for 2012 is particularly hard felt. Personal phone calls have been made to these companies in an attempt to strike deals and increase income for 2012. However, budgets are restricted this year and other factors could well be influencing these decisions too; such as the location of the meeting and the geographical and timing proximity of the SIU and IUGA meetings. Efforts continue with sponsors, and recently AMS has agreed an additional commitment of \$30,000. A further call is set with Astellas for Friday 14 September. Kenes is also seeking ways to collaborate with non-medical companies. On a positive note, sponsors have indicated strong interest in increasing their involvement in ICS 2013, Barcelona. Pfizer's position is not entirely clear at this stage, with efforts ongoing to continue ICS's relationship with this important sponsor. The Board, office and Kenes will closely supervise these developments and investigate alternative methods of securing further industry funding.

	<b>2011 Income</b>	<b>Current 2012 Income</b>	<b>Difference</b>
<b>Pfizer</b>	\$271,095	\$0.00	- \$271,095
<b>Astellas</b>	\$509,300	\$352,500	- \$156,800
<b>Ferring</b>	\$127,200	\$0.00	- \$127,200
<b>Total</b>	\$907,595	\$352,500	- <b>\$555,095</b>

A budgetary call is set with Limin Liao for Monday 10<sup>th</sup> September in order to discuss how to reduce the current deficit. Kenes is also eager to limit losses, as under the current ICS/Kenes contract Kenes absorb any losses the meeting incurs. The Board discussed whether it might be feasible to halt the €50,000 payment to the local organising committee. It was agreed that this was not appropriate as a contract had been signed, in which reference to this payment was included.

The Board heard that the current budget reflected numerous cost saving agreements, including limited use of the plenary hall, lunch boxes rather than buffet lunch, cuts on audiovisual and venue rental costs, halved costs for welcome reception. So there is a limit to how much more can be cut without negatively affecting the meeting experience for delegates. In addition, items billed as part of the registration price should not be cut at this stage (e.g. free lunches). WS asked the Board to acknowledge Limin's efforts in improving the financial position of the meeting, as he has put great effort into doing so.

AW suggested that the ICS have access to Kenes' accounts if loss sharing was seriously considered.

### **3. Draft Board agenda**

The near final agenda was discussed. KM asked to add a discussion on the composition of the Scientific Committee. This was agreed. MPF asked if we should discuss communication with the Urodynamics Committee. SH noted that this would be discussed at the Board/Committee Chairs meeting in Beijing.

DS reminded the Board about the winter Board meeting and requested that the 2nd and 3rd weekends of January 2013 be held for the time being; 11-13<sup>th</sup> and 18-20<sup>th</sup>. The venue will most likely be in North America, most likely Chicago again at this stage.

**Action Point 128: Board to hold 11-13<sup>th</sup> and 18-20<sup>th</sup> January 2013 for a Board meeting.**

KM suggested the Board should hold more regular teleconferences, and these should be arranged well in advance due to busy diaries. SH suggested every 6-8 weeks should suffice.

**Action Point 129: Board teleconferences to be arranged at 6-8 weekly intervals.**

### **4. Update on Strategic Planning Process**

SH updated the Board on steps to date. Five carefully selected companies were approached by DS, and three full bids were received; two of the initial five companies submitted a joint bid. The strategy sub-group (SH, AS, KM, AW and Dan and Dom from the office) held a teleconference call to shortlist the bids to two. A teleconference interview will be held with the final two companies on 14 September. Following this call it is expected that the sub-group will make a final recommendation to the Board before ICS 2012, and that this decision be ratified at the Board meeting in Beijing.

### **5. Education course, South Africa**

WS outlined a pending education course that had been submitted for approval via Donna Bliss. The course would be held in South Africa in 2013 and it was not presently clear if this added onto an existing IUGA regional symposium. Other details of the course were also unclear at this stage, and approval has not yet been granted.

AW asked the Board if there was any political reason not to collaborate with an IUGA regional symposium. A clear stance on this was not given as it would depend on the circumstances and in the current example more information was required before a decision could be reached.

A point was made that we might not have a great degree of control in the meeting programme, although AW noted this is often the case with ICS add-on courses.

SH summarised the discussion by asking for more information as certain areas were not clear at this stage. The application should then follow the normal education committee procedures. If there was a need for further involvement this could be discussed on the Board forum.

#### **AOB**

AW reported that SCA is seeking ICS endorsement for its biennial global forum on incontinence event. SCA would like the board to define what such endorsement might involve and to signal whether such a request would be acceptable. This item was agreed for discussion at the Board meeting in Beijing.