

# Minutes of The FONASBA Council Meeting

Held At the Divani Apollon Hotel In Athens, Greece

2.00 p.m. 18<sup>th</sup> October 2024

## **Present:**

Mr. J. Dulce	President
Mr. B. Szalma	Executive Vice President
Mr. F. Carlini	President Designate, Shipbroking Committee Chair
Mr. A. Mantrach	Immediate Past President
Mr. M. Mouselhy	Regional Vice President for Africa
Mr. A. Belmar da Costa	Regional Vice President for Europe, Chair, ABP Committee
Dr. D. Mahasneh	Regional Vice President for the Middle East & South Asia
Mr. M. Neri	Regional Vice President for the Americas
Mr. T. Iigaki	Regional Vice President for Asia
Capt. J. Karmelić	Vice President for Education
Mr. M. Tak	Chair, ECASBA
Mr. R. Troch	Chair, Inspiring our Future Committee
Mr. J. Delfino	Vice Chair, Inspiring our Future Committee
Mr. M. El Mezouar	Vice Chair, Ship Broking Committee

## **In Attendance:**

Ms. E. Modde	General Manager
Mr. J.C. Williams FICS	External Consultant

## **Country**

Algeria

## **Attendees**

Mr Mouloud Belaid

Mr Hamamouche Saad

Mr Abdallah Seriai

Mr Oussama Brahmi

Argentina

Mr Javier Dulce

FONASBA President

Mr Julio Delfino

Mr Alfonso Mingo Jozami

Belgium

Mr Raymond Troch

FONASBA Chair Inspiring our Future Committee

Mrs Hilde Bruggeman

Mr Ruben Heylen

Mr. Johan Claes

Brazil

Mr Marcelo Chaves Neri dos Santos

*FONASBA Vice President*

Mr Andre Luiz Zanin de Oliveira

Mr Frederico Palmeira

Mr Anderson Costa

Bulgaria

Mr Stefan Stanoykov

Chile

Mr Claudio Morales

Mr Simon O. Mackenzie

Croatia

Capt Jakov Karmelić

Mr Marko Skraljsky

Cyprus

Mr Christakis Papavasiliou

Mr Andreas Papadopoulos

Mr Dimitris Kouzapas MICS

Denmark

Mr. Jesper Sebbelin FICS

Egypt

Mr. Mohamed Eissa

France

Mr Johann Feltgen

Jean-Pascal Bidoire

Germany

Dr Alexander Geisler

Mr Niklas Soltow

Greece	Mr Jan Bartels Mr Antonios Venieris Mr. Anacreon Mataragas FICS Mr. Dimitrios Venieris
Hungary	Mr Botond Szalma FONASBA Executive Vice President
Iran	Mr Masoud Polmeh Mr Hossein Najipour Mr Fardad Firouzpourneilagh
Israel	Mr Yoni Essakow
Italy	Mr Alessandro Santi Ms Pamela Godnig Mr Fulvio Carlini FICS FONASBA Chair Ship Broking Committee and President Designate Mrs Gabriella Reghellin FICS Mr. Massimo Marzani Mr. Pierpaolo di Campo
Japan	Mr Takazo Iigaki FONASBA Vice President Ms Utako Yoneda Mr Kunio Tsunoda
Jordan	Dr Dureid Mahasneh FONASBA Vice President Capt Mohammad Dalabieh Mr Nabil Alkhatib Mr Nader Alsayed
Lebanon	Mr Marwan El Yaman
Lithuania	Mr Igoris Uba
Malaysia	Mr Therry van Vreden
Malta	Mr Mathew Ellul Sullivan
Mexico	Mr Miguel Ángel Andrade Gómez Mr Fernando Con y Ledesma
Montenegro	Mr Nikola Banovic
Morocco	Mr Aziz Mantrach Past President Mr Mohamed El Mezouar
North Macedonia	Mr Kiril Crvenkoski
The Netherlands	Mr Marco Tak Chair ECASBA
Poland	Mr Jacek Tyminski
Portugal	Mr António Belmar da Costa <i>Vice President, Chair Association Best Practices Committee</i> Mr João Bobone Mr Rui d'Orey
Romania	Mr. Octavian Dragomir
Slovenia	Mr Gracijan Necmeskal
Spain	Mr Julio Fernández Guillén Mr Julio Carrasco Valdes Mr Alejandro Ferrándiz Saborit
Sweden	Mrs Berit Blomqvist
Turkey	Mr Zeki Murat Denizeri Mr Arif Kenan Turkantos Mr Henryk Antoni Jozef Drowniak Mr Muhammet Ali Seyda Mr Recep Düzgit Mr Emin Eminoglu Mr. Ender Kahya Mr. Serhat Barış Turkmen Mr Bahadır Tonguç FICS Mr Mustafa Oztaskin Mr Umut Cinar

	Mr. Sertan Pehlevan
	Mr. Kerem Gurkan Kosemen
	Mr. Ibrahim Kocamis
Ukraine	Ms. Kseniia Pidruchna
UK	Mr. Robert Hill FICS
	Mr. Andrew Dobson FICS
US	Mr Patrick Brennan
	Ms Kate Torpey
Uruguay	Mrs Mónica Ageitos
BIMCO	Ms Stinne Taiger Ivø
ITIC	Mr Mark Brattman

This meeting was undertaken in compliance with FONASBA's Anti-Trust and Competition Policy and at no time were any discussions undertaken in relation to: fixing of terms, prices or rates, matters relating to particular customers or suppliers, boycotting or black listing particular customers or suppliers, dividing markets or customers or otherwise seeking to distort competition

## Item

### 1. President's Welcome

The President welcomed all those present to the 2024 Council Meeting.

The General Manager reminded those present that the meeting was being held in accordance with FONASBA's Anti-Trust and Competition policy (see above).

### 2. Minutes of the Last Meeting held in Amman Jordan, on 18<sup>th</sup> October 2023.

No comments were received, the minutes were approved.

### 3. Matters Arising

There were no matters arising that were not otherwise covered in the agenda.

### 4. Executive Committee Action Plan

Executive Report – Review of Activities (May 2022 – 2024)

The President gave an overview on the work of the Executive Board summarising major actions and developments during the current term:

#### 4.1 Secretariat and Management Transition

Initiated a succession plan following the General Manager's planned retirement.

Eleonora Mose was appointed as General Manager in July 2023, formally assuming the role in February 2024.

Jonathan Williams continues as an external consultant to support a smooth transition after 24 years of service.

A new membership database of existing and prospective members is being developed, and members are requested to update their data annually.

Accounting procedures have been modernised for improved efficiency and data reporting.

#### 4.2 Communications and Visibility

A strategic communications overhaul was launched in January 2023 with the support of external consultants. As per "Communication and Marketing" item on the budget.

A refreshed brand identity and regular social media activity significantly increased visibility:

LinkedIn followers grew from 3,000 to 6,440 (a 114% increase in 22 months).

New campaigns launched, including a "Spokeperson" interview series and WiSH interviews initiative, highlighting women's roles in shipping.

Future campaigns will address topics such as environment, education, and new technologies.

#### 4.3 Membership Engagement and Outreach

Re-established in-person engagement following the pandemic:

24 countries visited and 9 online meetings held, covering 33 countries across five regions.

First regional roundtables successfully held; members encouraged to continue these initiatives.

Three topical webinars delivered, with plans to hold four annually.

A new quarterly newsletter was launched, distributed to ~500 recipients and open to member contributions.

#### **4.4 Membership Growth**

Increased interest from national associations, private agencies, and multi-country groups.

New members admitted, 9 applications in progress, and 5 referrals made.

Significant milestone: Caribbean Shipping Association joined, extending FONASBA's presence to 10+ countries in the region.

#### **4.5 External Relations**

FONASBA reappointed as a member of the Private Sector Consultative Group (WCO) and continues as a Goodwill Ambassador to the IMO.

Signed an MOU with Worldwide Shipping Agency and among others but thanks to the involvement of WWSA colleagues, welcomed ASCO Group (Saudi Arabia) as an associate member. First from Saudi!

Invited to join the WCO Private Sector Group for the Americas, enhancing engagement with regional customs authorities.

#### **4.6 Events and Programmes**

Current AGM attendance: 97 delegates / 125 participants. Continued efforts will focus on increasing participation and enriching event content.

A successful Education and Quality Seminar was held for our members.

Training offerings are being expanded, with increased marketing and partnerships.

Participation in the YABA Award has doubled following promotional efforts.

#### **4.7 Federation Standards and Certification**

The FONASBA Quality Standard (FQS) now covers 51 countries and 624 companies.

A working group is reviewing the standard for potential updates and improvements.

#### **4.8 Governance Proposals**

The following proposals will be presented for council approval:

Formal written support for the Executive Committee from all National Associations.

Alignment of the President Designate term and nomination procedures with the election year.

Introduction of term limits for all officers (currently applicable only to the Chair).

Establishment of a new Education and Quality Committee to oversee training and member services.

Streamlining committee structure to improve efficiency.

#### **Closing Remarks**

The Chair thanked all members for their active participation, commitment, and support, emphasising that FONASBA's achievements reflect the collective vision and engagement of its members.

### **5. Fonasba Initiatives Update**

Survey Feedback and Annual Meeting Adaptation. Members' feedback from a recent survey was reviewed.

**Annual Meeting presentation.** Adjustments were made to reduce the number of presentations and streamline council sessions. The 2025 Annual Meeting agenda has been shortened to focus on key issues.

**External Relations Report, *circulated previously.***

Ongoing engagement with key organizations, including:

- International Chamber of Shipping (ICS)
- World Customs Organization (WCO)
- International Maritime Organization (IMO)

Activities aim to align FONASBA with global shipping and customs standards.

Members encouraged to propose additional organizations for collaboration.

Outcome: Report noted; no objections.

**6. Finance - Accounts Presentation and Approval. Papers Circulated Previously**

Using a short presentation of the main items (available in the Members' Area), Mr. Szalma, the Honorary Treasurer opened the discussion on the formal accounts for 2023/24, the budget analysis and the auditor's report, all of which had been circulated previously.

**6.1 Approval of Accounts (FY 2023–2024)**

The audited financial statements were presented on an accrual basis.

Auditor's conclusion: Financial statements present a true and fair view of the Federation's affairs as of June 2024, in accordance with UK GAAP.

Key highlights:

Income largely derived from subscriptions, with additional funds from education initiatives.

Increased expenditure due to transition of General Manager, enhanced communications, and member engagement.

As there were no questions, he proposed that the accounts for 2023/24 be approved. On a show of hands, the motion was carried unanimously.

He then proposed that the budget for 2024/25 (also circulated previously) be approved.

**6.2 Draft Budget (FY 2024–2025)**

Proposed budget anticipates a £7,000 surplus, assuming all membership fees are collected.

Main drivers: increased membership income and planned expenditures for communication, travel, and events.

This motion also was carried unanimously.

**6.3 Proposals for membership fees 2025/26, circulated previously.**

The Honorary Treasurer then introduced the proposal (again circulated previously) to increase membership fees for 2025/26 across all membership categories.

Proposed a 3% increase in fees, reflecting conservative inflation adjustments since 2018.

The proposal was put to Council and approved by a majority. No objections; minor abstentions recorded.

**6.4 Appointment of Auditors**

Mr. Szalma then advised that FONASBA's auditors, Messrs. Blain Pritchard, had once again offered their services and proposed that they be reappointed for 2024/25.

Current auditors recommended for reappointment based on prior performance and familiarity with FONASBA financials.

This proposal was also carried unanimously.

**7. By Laws Revision – Draft 2024 Articles and By Laws Circulated Previously**

**7.1 Officer Membership and National Association Support (Bylaw 4.1.1)**

All officers must remain members of and be fully supported by their National Association.

Written confirmation of support required at the start of term.

Decision: Approved unanimously.

#### **7.2 Presidential Terms and Nominating Committee (Bylaw 4.2.1 & 4.4)**

Presidential terms adjusted to three years (President, Past President, President-Designate) to streamline transitions.

Composition and process of Presidential Nominating Committee formalized for clarity.

Decision: Amendments approved unanimously.

#### **7.3 Maximum Terms for Officers and Committee Chairs (Bylaw 4.8)**

Introduced maximum of three consecutive terms for all officers and standing committee chairs.

Extensions require two-thirds majority approval of the Executive Committee.

Decision: Approved by majority vote.

#### **7.4 Establishment of Education and Quality Committee (Bylaw 9.1)**

New committee to oversee education initiatives, member services, and quality standards.

Members serve without compensation.

Decision: Approved; committee officially established.

#### **Closing Remarks and Next Steps**

The President thanked members for participation and commitment.

#### **8. Annual Meeting 2025 – Update by Turkey**

Mr. Ender Kahya gave an update on the plans for the October 2025 Annual Meeting to be held in Istanbul. He confirmed that arrangements were on track and the 3 local associations [jointly hosted by the Turkish Chamber of Shipping and Maritime Association of Shipowners & Agents] looked forward to welcoming FONASBA to Turkey next year. The presentation is in the Members' Area.

#### **9. Annual Meeting 2026 – Proposal from bids received: Argentina, Italy and Japan**

Following the Turkey presentation, Mr. Iigaki, Mr Santi and Mr Delfino were invited to give a presentation of their proposal for 2026 Annual Meeting.

The President called the ballot and Japan was elected as the winner of the bid to host 2026 Annual Meeting.

Members voted to host the 2026 Annual Meeting in Japan.

Decision approved unanimously.

#### **10. Election Of Officers – Election of the Executive Committee for 2024/27. Nominations circulated previously (Chairs of the Nominating Committees)**

Election and Appointment of Officers

Ballot conducted to confirm officers for the next term.

Outcome: All nominated officers confirmed.

#### **11. Confirmation of the General Manager – Confirmation of the appointment of the General Manager in accordance with By Law 4.9.4. (President)**

General Manager Eleonora Mose formally ratified by council.

Appreciation expressed for her leadership and effective management during the transitional period.

#### **12. Any Other Business**

- **Membership fees**

Mr. Marwan (Lebanon) raised the point that membership fees should remain under control, emphasising that FONASBA is a non-commercial organisation. The President agreed with this sentiment and noted that, where possible, efforts would be made to maintain fees at a reasonable level. He further added that the decision on membership fees for the coming year would rest with the incoming President Carlini. The President also observed that, following several challenging years marked by global disruption and high inflation — particularly in the United Kingdom — and in light of the current improved financial stability of the Federation, there may now be scope to consider new approaches in this regard.

➤ **Acknowledgements and Closing Remarks**

Special thanks were extended to the Italian and Argentine delegations for their active participation in the current meeting, with future visits to both countries planned as part of FONASBA's ongoing engagement and collaboration.

An outgoing member of the Executive Committee delivered a farewell address, reflecting on twelve years of dedicated service to the Federation. In his remarks, he highlighted the significant progress made in the fields of education and professional development during his tenure and encouraged the incoming Executive Committee members and their successors to continue building on these initiatives.

In his closing address, the outgoing President expressed his sincere gratitude to all members of the Executive Committee for their commitment, cooperation, and teamwork throughout the past term. He also extended his appreciation to General Manager **Eleonora Mose** and external advisor **Jonathan Williams** for their continued support and valuable contributions. Finally, he thanked all members of **FONASBA** for their active participation, engagement, and ongoing contributions to the work and mission of the Federation.

The outgoing President reaffirmed the importance of maintaining the Federation's core values and encouraged members to continue working together in the spirit of collaboration and shared purpose as FONASBA moves into its next chapter.

**14. Date and Place of Next Meeting**

The President advised that the next Council Meeting of FONASBA will take place in Japan in October 2025, and he looked forward to welcoming everyone to that meeting. He also thanked IMU for the excellent organisation of this meeting.

There being no further business to discuss, the President brought the 2024 Council Meeting to a close.