

BPCA Finance Strategy



WHO ARE WE?

The professional association for the UK public health pest management industry.

WE ARE...

Driving excellence in pest management.

OUR MISSION IS...

To promote professional pest management, representing the industry, driving standards and ethics while protecting the environment.

WE WILL...

REPRESENT

SUPPORT

ASSURE

OPERATIONAL NECESSITIES

Financing staff

Systems and IT

Marketing and sales of revenue generators

HR, wellbeing and safety

“We work with **passion**, show our **integrity**, provide **expertise** and give **support**.”

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This document details BPCA’s current financial objectives. As a membership organisation, BPCA wants to be transparent about how the Executive Board looks after the financial health of the Association.

BPCA relies heavily (but not exclusively) on its membership subscriptions for revenue as a not-for-profit membership organisation.

The Association has, over the years, grown its non-subscription revenue and aims to continue to do so.

The money coming in from membership subscriptions and other sources is spent on:

- Paying the BPCA Staff team
- Resources and benefits that support members
- Projects that deliver our strategy via our strategic projects (set by our membership in 2021).

Anything left over at the end of each financial year is invested in our reserves or projects for the benefit of the Association, its members and the sector as a whole.

Member oversight

Any member of the Association has the opportunity to ask questions of the Executive Board.

The Treasurer and members of the Finance Working Group can be **found here** and can be contacted directly.

treasurer@bpca.org.uk

BPCA financial objectives

Continue to grow our membership to maintain and increase subscription revenue

We will continue to drive member value by:

Supporting professionalism and profitability of members

Ensuring a suite of member benefits

Developing the Association’s public affairs and lobbying activities.

Additionally, the Executive Board will review and consider:

The simplification of the membership subscriptions model.

Ensure a break-even budget in a non-PestEx year



PestEx is held every other year, and consequently, the Association has relied on revenues of a PestEx year to underpin a non-PestEx year.

Planning for changes in market conditions, including new pest control companies entering, leaving and consolidating in the market.

Grow non-subscription revenue

Our non-subscription income comes from:

Events like PestEx and PPC Live

Training, qualifications, and professional development

Publications, advertising and sponsorship

Revenue-raising alliances

How non-subscription revenues differentiate between member revenue and non-member revenue to ensure continued advantage for members.

How we’ll achieve our financial objectives

BPCA will follow its **Financial governance policy document**. This document and its associated policies will be reviewed annually. Details on how BPCA collects, manages, monitors, and controls member money per good governance practices can be found in our Financial governance policy document at bpca.org.uk/library