



# “Incentive application fee policy” Proposal

## Background:

During the Board meeting held in Paris on 21-22 January 2016, the Board triggered a fruitful discussion on how to incentivise potential groups of Fair Trade Organisations to join the network. This discussion was raised up following a specific request for a discount received beforehand. In order not to decide on a case-by-case study but to properly react to that request as well as to the future ones, the Board decided to come out with this specific proposal. This aims to offer a special discount, the so-called “incentive fees” to those organisations applying for WFTO membership, upon the respect of some criteria.

## Proposal:

WFTO-Europe will set a reduction of 15% discount on the application fee of each member coming from a group of Fair Trade actors if the following criteria are duly respected:

- To receive a written agreement from the *group*, showing its commitment to FT principles and ensuring that at least 80% of the members of the group will apply for the WFTO membership in the current year.
- All the above members applied in a whole at the same time, offering a list of joined references while submitting their application.
- The membership application forms are properly fulfilled and all supporting documents are attached to the applications.

The final decision on whether to apply or not this policy is responsibility of the WFTO-Europe Board of Directors, who will assess case by case the request received against the compliance of the above criteria. Should this proposal be accepted by the WFTO-Europe members, this will immediately enter into force from the moment of the approval.

## *NB:*

A *group* means a cluster of at least 6 organisations that decided to build together a specific entity to improve their trading activities on Fair Trade. A *group* needs to have FT principles at the heart of its mission and it might be already a member of WFTO.