

THIS IS VNO-NCW



VNO-NCW, the voice of Dutch business

The Confederation of Netherlands Industry and Employers (known as VNO-NCW) is the largest employers' organisation in the Netherlands. VNO-NCW represents the common interests of Dutch business, both at home and abroad, and provides a variety of services for its members.

The companies and trade associations affiliated to VNO-NCW – around 115,000 enterprises in all – represent 90% of private sector jobs in the Netherlands. VNO-NCW cooperates closely with MKB-Nederland, the organisation for small and medium-sized enterprises in the Netherlands.

VNO-NCW strives to represent its members' interests by promoting a high quality business environment and investment climate in the Netherlands, with a view to boosting the competitiveness of Dutch industry. VNO-NCW's involvement extends to matters relating to education, infrastructure, public finances, taxation, the environment and social security.

All sectors of the economy

The 160 affiliated trade associations illustrate the broadly based nature of VNO-NCW. Branches of industry and those in the trade and services sectors are roughly in balance in the membership base. If we take the number of employees as the yardstick, the services sector is easily the largest affiliated sector, followed by trade and then industry.

Representation

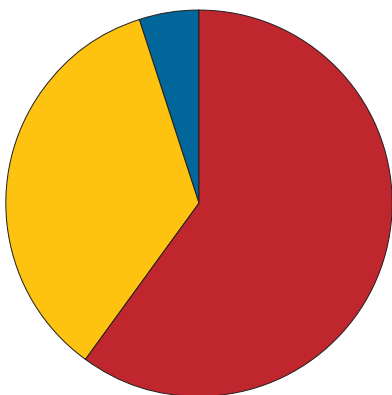
VNO-NCW represents 80% of all companies with more than 10 employees and 92% of all companies with more than 100 employees. This works out to 90% of all jobs in the private sector in the Netherlands.

Small as well as large

VNO-NCW champions the interests of small enterprises as well as those of large and medium-sized companies. This is reflected in our membership base: 95% of VNO-NCW member companies are SMEs (with fewer than 100 employees). Roughly half of all employees at companies affiliated to VNO-NCW work for small or medium-sized enterprises.

Size of VNO-NCW member companies

(by numbers of employees)



Small (1-10)	60 percent
Medium-sized (10-100)	35 percent
Large (>100)	5 percent

Our association

VNO-NCW is an association. The VNO-NCW board sets the policy, budget and membership fees. The board consists of the Managing Board from which in turn the Executive Board is formed.

The Managing Board includes representatives of the affiliated trade associations, regional associations and Young Management and some directly affiliated companies. The board is headed by the VNO-NCW chairman. Each year the board selects the issues that it will pursue in the interests of members. Through membership of numerous committees and working parties the VNO-NCW members can exert influence on the positions adopted by VNO-NCW in all kinds of policy fields. This means that more than 1,500 people from the business community are involved in the lobbying undertaken by VNO-NCW.

Offices

VNO-NCW has its office in the Malietoren building in The Hague, together with MKB-Nederland. Staff of the two organisations form a shared bureau headed by the managing director. Part of the shared bureau is the policy office consisting of six policy teams. The policy teams work on behalf of the VNO-NCW and MKB-Nederland associations.

Policy teams

General Economic Policy, Education and Innovation and Healthcare
Taxation, Corporate Law, Corporate Governance and Corporate Financing
Environment, Energy, Spatial Planning and Infrastructure
Conditions of Employment, Labour Market, Health & Safety, Social Security and Pensions
Regulation, Market Forces and Consumer Policy
International Economic and Social Policy

Regional interests and Young Management

To protect regional interests vno-ncw has regional branches: vno-ncw North (Drenthe, Friesland and Groningen provinces), vno-ncw Central (Flevoland, Gelderland, Overijssel and Utrecht), vno-ncw West (North and South Holland), the Brabant-Zeeland Employers' Association (North Brabant and Zeeland) and the Limburg Employers' Association. These associations represent vno-ncw in their respective regions. All five maintain offices of their own, but also use the know-how and facilities of vno-ncw in The Hague. Through their company membership, the board members of companies established in these parts of the country thus have a direct say in how their interests are protected in their own region.

Young Management is an independent vno-ncw-affiliated association of entrepreneurs, directors and managers up to the age of 40. Membership of YM is open to managerial employees who work at a commercial organisation.

Brussels

Together with MKB-Nederland, vno-ncw maintains an office in Brussels to represent its members' interests in relation to the European

Union. The Brussels office identifies EU developments relevant to VNO-NCW members. Staff members maintain contacts with parties including the European Commission, European Parliament and European employers' federation **BUSINESSEUROPE**.

VNO-NCW's European lobby is directed towards key European players in Brussels (European Commission and European Parliament) and also towards Dutch politicians (in The Hague and via the Permanent Representation in Brussels). The Dutch political scene is becoming more important in step with national parliaments' growing attention to and influence over European affairs.

Membership and fees

The primary function of VNO-NCW is to represent the interests of its members and to provide services for trade associations.

Trade associations that want to join VNO-NCW must submit a membership application. The application will be forwarded to the VNO-NCW Executive for approval. The membership fee of VNO-NCW is calculated on a per mil basis (currently 0.46‰) of the total wage bill. For a trade association this means the wage bill of all its affiliated companies. A company (or member of a trade association) always pays only one membership fee to VNO-NCW, even if affiliated to VNO-NCW via several associations. The minimum membership fee is €4500 for a trade association and €1500 for a company.

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