

**MINUTES OF THE MEETING OF THE
EXECUTIVE COMMITTEE OF THE LAHORE
CHAMBER OF COMMERCE & INDUSTRY
HELD ON 07.10.2021 AT 1130 HOURS
IN AMIN HALL, LCCI BUILDING**

<u>S.No.</u>	<u>Name</u>	<u>Designation</u>	<u>Name of Member Organization</u>
1.	Mian Nauman Kabir (In Chair)	President	NSM Marketing
2.	Mian Rehman Aziz Chan	Sr. Vice President	M-R Law Chambers (Pvt) Ltd.
3.	Mr. Haris Ateeq	Vice President	Bridal Zone
4.	Mian Tariq Rehman (Former President)	E.C. Member	Pharmasales International (Pvt) Ltd
5.	Mr. M.Nasir Hameed Khan (Former SVP)	E.C. Member	S. N. Traders
6.	Mr. Muhammad Nadeem Qureshi	E.C. Member	4B Gentel International (Pvt) Ltd.
7.	Mr. Mardan Ali Zaidi	E.C. Member	Swera Departmental Store
8.	Mr. Abdul Wadood Alvi	E.C. Member	Adnan Printers
9.	Malik Riaz Iqbal	E.C. Member	Nadir Saidjan Industries
10.	Mr. Mubashar Naseer Butt	E.C. Member	Body Media International (Pvt) Ltd.
11.	Mr. Muhammad Kashif Bashir	E.C. Member	Muhammad Kashif Bashir
12.	Mr. Maqbool Siddique	E.C. Member	Mian Cables
13.	Mr. Saleem Asghar Bhatti	E.C. Member	Goshi Electronics
14.	Mr. Shahzad Butt	E.C. Member	Ferista Enterprises
15.	Mr. Muhammad Naeem Hanif	E.C. Member	Hian Communication
16.	Mr. Shahid Nazir	E.C. Member	Filter House
17.	Mr. Muhammad Ali Afzal	E.C. Member	Afzal Sons
18.	Mrs. Tehmina Saeed Chaudhry	E.C. Member	The Data Group
19.	Mian Jabbar Khalid	E.C. Member	Feroze Flour & General Mills
20.	Mr. Khalid Mehmood	E.C. Member	The Fuelers (Pvt) Ltd.
21.	Mr. Rizwan Haider	E.C. Member	Excellent Packers (Pvt) Ltd.
22.	Mr. Muhammad Riaz ul Hassan	E.C. Member	Ajmair Foods (Pvt) Ltd.
23.	Mr. Mohammad Momin Ali Malik	E.C. Member	Euro Guard (Pvt) Ltd.
24.	Mr. Tariq Mehboob	E.C. Member	Rana Trading Co.
25.	Mr. Muhammad Yousaf Shah	E.C. Member	Al-Yousaf Enterprises
26.	Ch. Wajid Ali	E.C. Member	United Plastic Company
27.	Malik Muhammad Nadeem,	E.C. Member	Hafiz Brothers
28.	Mr. Muhammad Usman	E.C. Member	Usman Tractor House
29.	Mian Attiq-ur-Rehman	E.C. Member	Al-Jahan International
30.	Ms. Shamim Akhtar	E.C. Member	In-Out Trading (Pvt) Ltd.

Mr. Shahid Khalil

Secretary General LCCI

1. Recitation from the Holy Quran

The meeting started with the recitation from the Holy Quran.

Condolence

The Executive Committee expressed grief and sorrow over the demise of Mian Javaid Ali, uncle of Mr. Kashif Younis Mehar, Former Senior Vice President LCCI. The house offered *Fateha*.

2. Leave of Absence

The leave of absence was granted to the following Members.

1. Mr. Tahir Manzoor Ch.
2. Mr. Ahmed Ellahi

3. Welcome to Newly Elected EC Members

- 3.1 While welcoming the newly elected Executive Committee Members of the LCCI, Mian Nauman Kabir, President, Lahore Chamber of Commerce and Industry presented his plan of action for his tenure. He called for collective efforts to overcome the challenges being faced by the trade and industry. He promised to make the Lahore Chamber of Commerce and Industry the most prestigious and powerful voice of the business community with the help of very versatile members of the Executive Committee.
- 3.2 He emphasized the need for practical and positive approach to deal with the issues. He said, "he wants this tenure should be remembered as the golden era in the history of the Lahore Chamber of Commerce and Industry". He invited members of the EC to contribute to the best of their abilities so that their services could be remembered for a long time to come. Mian Nauman Kabir endorsed the policies of the federal government related to export promotion saying that country's economic survival is directly linked to diversified and sustained exports. He invited all the EC members to sit with him, discuss and prepare a plan of action as per their vision to achieve this objective. These plans could be related to any sector or country. Some new sectors and new destinations should be identified for promotion of exports. President LCCI wished to have 32 ideas one each from every member of the Executive Committee. He expressed his confidence that by implementing this vision we could achieve something solid in the next five to six months.
- 3.3 Mian Nauman Kabir emphasized the need for good business practices and good decorum during the meetings at LCCI so that local and foreign dignitaries visiting Lahore Chamber of Commerce and Industry take it as a serious forum, where they can discuss serious issues and have productive and result-oriented deliberations.
- 3.4 The President LCCI acknowledged and appreciated the services of former LCCI President Mian Tariq Rehman for trade and industry. He promised to continue all such projects which are in the interest of LCCI and the business community. He also acknowledged the contribution of LCCI staff under the leadership of Mr. Shahid Khalil, Secretary-General, in implementing the vision of LCCI management in the past.

- 3.5 While concluding his deliberations, Mian Nauman Kabir extended his support to the members of the Executive Committee by saying that his doors are open round-the-clock for all the EC and he is available on telephone and at his office for discussion for the betterment of the business community.
- 3.6 Mian Rehman Aziz, Senior Vice President introduced him and informed the house about his business activities and assignments, as a representative of the business community at different private and government institutions. He especially remembered Mian Misbah ur Rehman, Sheikh Muhammad Arshad, and Mr. Shahzad Ali Malik for their support and guidance during his previous tenures as a member of LCCI Executive Committee. He emphasized the need for capacity building of LCCI to meet the challenge of changing economic and legal framework after FATF implementation in Pakistan. He said that we have seen a considerable amount of regulations to maintain the free flow of money and business transactions. He proposed to contribute largely to the standing committees of the Senate of Pakistan and National Assembly to protect the interests of the business community.
- 3.7 Citing the examples of different legislations in the past where LCCI was taken on board by the Government to incorporate the suggestions and recommendations of the business community like the bill on Special Economic Zones, he requested to enhance LCCI role in such activities. He said that he feels that the Federal Board of Revenue and Ministry of Finance need reforms to develop a level playing field for the documented economy as the undocumented sector of the economy has been badly hurting the documented side. He demanded to reduce the rate of Sales Tax to a single digit instead of 17 percent. He also emphasized the need for a single tax regime all over Pakistan to provide a level playing field for every Pakistani as currently different types of tax regimes were implemented in KPK, AJK, PATA, FATA, and settled areas of Pakistan.
- 3.8 He acknowledged the efforts of Mian Muhammad Shahbaz Sharif, former Chief Minister Punjab, for advocating the rights of Punjab province during his tenure as Chief Minister. He said now we are feeling that Punjab is being deprived of its just rights. Our proposals are not properly entertained at the federal level as compared to the proposals of KPK community. He proposed to prepare recommendations on weekly basis for submission to the federal government on different issues relating to the economy instead of waiting for the national budget in May or June. He also suggested creating a Think Tank in LCCI and increasing liaison with policymakers sitting in Islamabad and Karachi.
- 3.9 Mian Rehman Aziz requested the house to add another event in LCCI Event Calendar to engage decision-makers of commercial banks and credit heads for sharing ideas with them. The event should be two days long and the Governor State Bank of Pakistan may be invited as Chief Guest. "If Governor State Bank agrees to come along, many other heads of banks would also attend this event", he added. He invited EC members to come up with ideas to elevate the image and significance of the Lahore Chamber of Commerce and Industry, the premier Chamber of Pakistan. While concluding his remarks he welcomed all newly elected members of the Executive Committee and expressed best wishes in their future endeavors.

- 3.10 Mr. Haris Ateeq, Vice President LCCI, introduced himself and expressed that it is an honour to be sitting here and representing Lahore Chamber of Commerce and Industry as an office-bearer. He assured the house that being youngest of the office-bearers he will fulfill all his commitments during his tenure as Vice President of LCCI. He also endorsed the points highlighted by the President and the Senior Vice President about the need for strong lobbying at National Assembly and Senate of Pakistan. He said LCCI should keep no stone unturned to have strong voice among the decision makers sitting in Islamabad and Karachi.
- 3.11 Mr. Haris Ateeq expressed gratitude for Mr. Almas Hyder, former President LCCI for his support and guidance during pervious term as executive committee member. He requested to share solution while sharing problems at the executive committee meetings. He expressed the dire need for research based working in the Chamber as world in moving fast and we have to match the speed of growing world in every sector of economy. Mr. Haris Ateeq also highlighted the need for image building of LCCI as the Lahore Chamber of Commerce and Industry is much better institution in terms of infrastructure, human resource and services to the members than many chambers working in different parts of the world.
- 3.12 Mr. Haris Ateeq offered his support to the representatives of markets for solution of problems like parking in markets, encroachments, sanitation, property tax and taxation issues being faced by trading community. He said trade and industry are interlinked in all aspects as without trading activity no industry can run smoothly. He said that I being the representative of markets will work hard to resolve all issues relating to markets. He further proposed that issues of markets should be highlighted at district, provincial and federal levels and he being the Vice President will work with full dedication and ability under the leadership of Mian Nauman Kabir, the President LCCI and Mian Rehman Aziz Chan, SVP LCCI and with the support of executive committee.
- 3.13 On the request of the President all Executive Committee members introduced themselves one by one.

4. Formation of Standing Committees/Advisory Committees/Adhoc-Committees

The President as per Article 30 (vi) of LCCI Memorandum and Articles of Association, sought authorization from the Executive Committee to appoint Conveners/Co-Conveners of Standing Committees, Adhoc Committees and to make nominations on various Consultative/Advisory Committees for the year 2021-22. The house authorized the LCCI President to appoint Conveners/Co-Conveners of Standing Committees, Adhoc Committees and to make nominations on various Consultative/Advisory Committees for the year 2021-22.

5. ANY OTHER ITEMS

5.1 Increase in Membership Subscription

While opening the discussion on Agenda "Any other Item" The Secretary General informed the house that during the last tenure of executive committee the house approved the minutes of Standing Committee on Membership to increase membership fee. He informed the house that the LCCI is charging Rs.1300 as renewal fee from Associate Class and Rs.3300 from Corporate Class. The proposed renewal fee for Associate Class was Rs.3000/- and Rs.5000/- for Corporate Class excluding other funds i.e. Natural Calamity Fund, LABARD Fund and Shalamar Hospital Fund, which are optional for members. He sought approval of the House to call Extraordinary General Meeting as these fees have already been recommended by the Standing Committee on Membership and subsequently approved by the Executive Committee in its meeting held on 13th December, 2019.

- 5.2 Mian Nauman Kabir, President LCCI, while opening discussion on the proposal, termed the Membership subscription very low as compared to the services being offered by LCCI to its members. He agreed to the proposal regarding increase in membership fee and directed the Secretary General to adopt all legal procedures to convene EOGM.
- 5.3 Mian Tariq Rehman agreed to increase fee to Rs.5,000/- for Corporate Class and proposed Rs.3,000/- for Associate Class.
- 5.4 Mr. Kashif Bashir proposed to delay the move for five to six months as it would send a negative signal. However, he said Associate Class members are more in number as compared to the Corporate Class. He proposed to increase fee maximum up to Rs.2,000/- for Associate Class and Rs.5,000/- for Corporate Class members.
- 5.5 Mr. Jabbar Khalid supported the increase in membership subscription as the services and facilities being offered by LCCI are unmatched. He said many other Associations and Chambers were charging Rs.5,000 or above from members and offering nothing to their members as compared to the LCCI.
- 5.6 Mr. Nadeem Qureshi proposed gradual 10 per cent annual increase in fee instead of jumping from Rs. 1,300 to Rs.3,000/- for Associate Class members and Rs.3,300 to Rs.5,000 for Corporate Class members in one go.
- 5.7 Mr. Nadeem Malik supported the idea of Mr. Nadeem Qureshi of gradual increase in Membership subscription instead of abrupt increase as it will have damaging impact on LCCI.
- 5.8 Mr. Muhammad Usman also supported increase in Membership fee saying that existing charges do not match the stature of Lahore Chamber of Commerce and Industry. He said we are here to face any pressure from the markets. He also proposed that all decisions in the House should be taken after due consultation among the President, Senior Vice President and Vice President.

- 5.9 Ch. Wajid Ali proposed to merge all funds under one head and fee for Associate Class may be increased to Rs.2,000/- excluding all other optional funds. He was of the view that if Membership fee is increased to Rs. 3,000/- and after other funds it crosses Rs 4000, it will be an extra burden on members of Associate class. He also offered full support to the decisions of President.
- 5.10 Mr. Muhammad Yousaf Shah was of the opinion that for increase in Membership fee a fresh approval is required from the House before calling EOGM as more than one year time has been passed after its previous approval from the executive committee. The Chair said that it is being discussed in the House in detail for this very objective.
- 5.11 Mr. Rizwan Haider was of the view that we should take Associate Class into confidence. He endorsed the idea of Mr. Nadeem Qureshi for gradual increase in membership fee.
- 5.12 Mrs. Shamim Akhtar extended full support to the decision of the executive committee and supported the idea of increasing Membership subscription but at the same time she proposed to limit it to Rs.3500 including all other funds.
- 5.13 Mr. Nasir Hameed Khan congratulated new elected office-bearers for assuming their respective offices. He supported the proposal to increase Membership subscription to Rs.3,000/- keeping in view the services which were offered to members without any extra charges despite tremendous increase in charges of all other services in country. He proposed to impose service charges on the use of "One Window Facilitation Center" to cover LCCI expenses incurred on these services, as without funds it would not be possible for the LCCI to continue with such large number of services. He disagreed to the point of view of Mr. Muhammad Yousaf Shah for fresh approval from executive committee to call Extraordinary General Meeting to revise fee structure of LCCI.
- 5.14 Mian Rehman Aziz Chan, Senior Vice President explained different scenarios for reaching a realistic decision about increase in membership fee. He said executive committee comprised people belonging to different backgrounds, experiences and expertise but we have to take most appropriate decision after considering every aspect of the situation. He said no institution can survive without generating resources to run its day to day affairs and at least fixed cost should be covered from Membership subscription fees. He said in the past resources were generated by using methods other than subscription. He said that the house has complete agreement on fee increase but we have to decide how much and what is the suitable time to take this step.
- 5.15 Mian Tariq Rehman informed the house about a comparative study on fees being charged by different chambers in Pakistan. He supported the proposal of Mr. Nasir Hameed Khan of charging fee on the services being offered to LCCI members to cover the cost. Mian Tariq Rehman also informed the house about low percentage of subscription in LCCI income. He said our main income of around Rs 70 million was from China visas, other visa recommendation and visa invitation letters, which had been badly affected by COVID-19 during the last three years. He was hopeful of a speeding recovery once COVID situation improves and travel restrictions are

removed in the world. He strongly advocated that fix costs should be managed from income received from members' subscription.

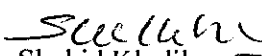
- 5.16 Mian Maqbool Siddique said three thousand rupees fee is not a big deal for members but LCCI is reluctant to increase the fee only because of Opposition. He proposed to increase subscription fee to Rs.2,000/- from 1,300 rupees with 10 percent annual increase. He also proposed for exploring the heads of urgent processing of membership applications to increase revenue of the LCCI.
- 5.17 Mr. Mubassar Naseer Butt also supported the fee increase but at the same time he emphasized the need to identify factors which are responsible for decrease in membership subscription. He said there should be a logical formula while taking decision on fee increase for Corporate and Associate Class members. He also supported gradual yearly increase in subscription fee as it would be a right and long term favourable decision.
- 5.18 Mr. Ali Afzal also supported the decision to increase the membership fee along with annual percentage rise. He seconded the proposal to charge from members using One Window Facilitation Center to meet the growing expenses of LCCI.
- 5.19 Mr. Saleem Asghar Bhatti suggested 50 percent increase in current subscription charges with 10 percent annual increase to have a win-win situation both for LCCI and members without any negative fallout.
- 5.20 Malik Muhammad Riaz supported the idea of fee enhancement keeping in view the prestige, respect and stature of the Lahore Chamber of Commerce and Industry as one of the leading business support organizations in Pakistan. He proposed rupees 3,000 for Associate Class and rupees six thousand for Corporate Class membership.
- 5.21 Abdul Wadood Alvi suggested constituting a sub-committee comprising executive committee members to formulate a workable proposal on revision of membership subscription.
- 5.22 Mr. Shahzad Butt was of the view that basic cost should be covered through membership subscription and a permanent solution should be devised to deal with issues like annual increase in membership fee or other allied decisions.
- 5.23 Mr. Naeem Hanif also supported the idea of formation of a sub-committee on membership subscription issue. He said it will help office-bearers in their decision making and while presenting it in Extraordinary General Meeting. He congratulated the leadership of PIAF-Founders Alliance for the success in the LCCI elections and wished for stronger relations between PIAF and Funders in years to come.
- 5.24 Mr. Tariq Mehboob acknowledged all proposals presented in the house by all executive committee members and supported to constitute a sub-committee for fee increase. He opposed to have any illogical step without considering all relevant factors into consideration before taking such decision. He emphasized the need for creating awareness among members of the executive committee on financial objectives of LCCI.

- 5.25 Mr. Haris Ateeq Vice President LCCI agreed to the suggestions of Mr. Tariq Mehmoob and suggested to the President LCCI for constitution of sub-committee to have tangible recommendations keeping in view the political and financial implications on LCCI after considering different aspects of the proposed increase in membership subscription.
- 5.26 Mr. Mohammad Momin Ali Malik supported the idea of fee increase and acknowledged the services of past Presidents and members of the executive committee. He also congratulated newly elected and senior members in executive committee.
- 5.27 Mian Attiq ur Rehman suggested to decide the issue once and for all keeping in view the current economic conditions in the country. He was hopeful that membership will not drop keeping in view the services being offered by LCCI to its members.
- 5.28 Mr. Muhammad Yousaf Shah suggested to increase fee on new membership processing as people are ready to pay more for issuance of new membership certificate in shortest possible time. He quoted the example of positive response on "Super Urgent Fee" imposed for issuance of membership certificate on same day.
- 5.29 Mrs. Tehmina Saeed Chaudhry asked President LCCI to take an appropriate decision after listening to all the arguments from members of the executive committee.
- 5.30 Mr. Muhammad Riaz ul Hassan congratulated office-bearers and executive committee members on the election victory and hoped to learn from seniors.
- 5.31 While concluding the debate, the LCCI President Mian Nauman Kabir announced to constitute a Seven-Member Adhoc Committee comprising three Office-Bearers and two Executive Members each from Corporate and Associate Class. He said it was evident from the deliberations during the meeting that almost every member of the executive committee wants to increase membership subscription to overcome the financial issues of LCCI.
- 5.32 The President also constituted a three-member Adhoc Committee headed by the Senior Vice President and comprising following members to deal with recovery notice issued by Excise and Taxation Department, Government of Punjab under Property Tax for the period of 1993-2011:-

1. Mr. Rehman Aziz Chan (SVP) Convener
2. Mr. Muhammad Nadeem Qureshi Member
3. Mr. Mardan Ali Zaidi Member

The Vice President invited Executive Committee Members for lunch hosted by LCCI Office-Bearers.

The meeting ended with a vote of thanks to the Chair.


Shahid Khalil
Secretary General