VIETNAM SEAPORTS ASOCIATION

**SECRETARIAT REPORT**

At the Annual Meeting 2017

September 14, 2017 – Da Nang City

Based on the program of activities for 2016-2017 as approved by the Annual Meeting 2016 in Ha Long City, the Secretariat has implemented last year activities with the results and evaluation given below. Further, based on the orientation and plan of actions for 2017-2018 as specified in the Report of the Executing Committee at the Annual Meeting 2017 in Da Nang City, the plan of activities and the budget for 2017-2018 have also been prepared for the opinions and decision of the Meeting.

1. ***Charter:*** As proposed by the 8th Congress in Can Tho and new regulations of the Ministry of Home Affairs, the Charter of the Association had been amended and promulgated by the Decision no. 132/QĐ-BNV of the Minister of Home Affairs on December 18, 2016. The new Charter has new provisions on the functions and rights of the Standing Committee, the Supervision Committee, allowing entry of new membership including associated members who are not sea ports but have relationship and willingness to cooperation on a mutually beneficial manner with the Association. The approval of new member shall rest with the Standing Committee instead of the Executing Committee as previously specified. One new provision in the new Charter is that the representative of the member shall be decided by the member itself and not necessary the legal representative of the member business entity.
2. ***Organization, personnel:*** On the organization of the Association, the 8th Term Executing Committee elected by the 8th Congress has 17 persons (2 more members as compared to the 7th Term) including the Chairman and 4 Vice Chairmen (1 more members as compared to the 7th Term), 1 General Secretary. The VPA Secretariat became the internal organization of the Association and currently has 4 members from Saigon Port, Hai Phong Port and Ben Nghe Port. Under the general management of the Chairman, the VPA Office is staffed with 2 permanent employees and 1 part time employee working at the office space rented from Saigon Port which has been recently expanded to accommodate the working area of the Chairman of the Association. It is expected that once the Saigon Port head office is being relocated, the address of the Association will also be changed.
3. ***Member***: Currently the Association has 70 members who are sea port enterprises; in which, 24 state-own enterprises had been equitized (38%), 10 JV enterprises having foreign investment capital, 3 private ports. Member ports who have terminated operations for relocation include Cat Lai Oil Terminal, Song Han 9 Terminal, Nguyen Van Troi Port. Member Ports who have asked for suspension of membership due to various reasons include Saigon Petro Port, Cai Lan (CICT) Port, Dinh Vu PTSC Port.

There is one new member joining the Association in 2016-2017:

* Vinalines Hau Giang Port (Company Limited)

Actually, most of the main seaports of Vietnam are already members of the Association. Nevertheless, considering the number of river terminals capable of receiving sea-going vessels and other entities having activities and close relationship with sea ports, there are still a large number of potential new members, particularly associated members, to join the Association. In respect of cargo throughput, member ports are handling around 60% of country total volume in tonnage and about 90% of total container volume. Most of the remaining throughput volume include bulk, liquid cargo going through dedicated terminals of cement, fertilizer, clinker, oil factories and off shore crude oil exploration.

1. ***Membership fee***: to date, most of member ports have contributed membership fee of 2017 based on the new membership fee scheme as proposed by the Standing Committee and approved by majority of member ports in voting, although the fees are rather high for many member ports which have encountered difficulties in business operations. Obviously, member ports are having good sentiment and trust vested in the role and capability of the Association in contributing to the common cause in port development; therefore have made crucial decision in funding various activities of the Association, including those activities to be performed as committed in international relations of the Vietnam ports and many other concrete tasks to be conducted for serving the interest of member ports more effectively under the difficult and challenging competitive market conditions.
2. Activities of the VPA affiliates: Shipping Times Magazine had maintained its operations despite limited manpower. In the past, the magazine has obtained regular support by many member ports. However, to have better condition for development, the magazine would need additional support for more regular publication with more comprehensive and specialized contents to meet the demand of member ports and the maritime community at large.

The VPA website has just been redesigned with new features and accessible using various devices including mobile phone. VPA office is planning further upgrades with additional information and applications providing more contents and services to member ports and the community.

1. ***Consulting and recommendation to the sector and State***

In recent years, the Ministry of Transportation and the Maritime Administration have had great effort to resolve issues arising from the market relating to sea ports. The VPA Office, together with member ports, has had many opinions, recommendations on different maritime legislative issues as requested, including:

* Increase the efficiency and competitiveness of the CMTV deep water ports
* Customs legislation to attract transshipment cargo
* Resolution of overdue cargo stuck in ports
* Container weighing following SOLAS 74 Annexes
* Floor rates for port handling service and port charges
* Maritime fees and dues
* Master planning of ICD and logistics services
* Conditions for port operations, shipping, maritime services (agency, tugboat assistance0, domestic shipping
* New port projects at some locations...

In addition, other agencies such as Finance - Customs, Planning & Investment, the Vietnam Chamber of Commerce (VCCI) and some local agencies have requested our opinions on other draft legal documents relating to port development master planning, business conditions, maritime trade, trade facilitation, economic integration following the international free trade agreements, conventions ratified or contemplated by Vietnam. In particular, the Government Office has recognized recommendations of the VPA regarding the development of port infrastructure, competitive market and has demanded VPA to actively participated in achieving the targets of the sector. In foreign relations, international economic integration, VPA has also obtained guidelines and approved annual plan of activities from the Party Central Agency for Foreign Relations.

It can be said that never before had there been continuous and extended effort in amending the legislation system in general and maritime legislation in particular by related agencies in recent time, with the consultative role of the associations. However, till now, many of the opinions, recommendations by VPA in general and by member ports in particular have not yet been considered and resolved on time by various reasons.

Based on the recommendations proposed by VPA in 2016 and additional opinions of some member ports, the VPA recommendations to relevant authorities on the occasion of the Annual Meeting this year are included in the Meeting document.

1. ***International Integration***.

This year, following the plan as approved by the Party Central Agency for Foreign Relations, VPA has selected delegations to participate in APA meetings such as:

* The 38th APA Working Committee Meeting in Johor, Malaysia in August 2017 (3 delegates)

Following the program of activities as approved by APA, more recently by the 38th APA WCM in Malaysia in August this year on the timing, the Association, with the key role of Saigon Port and Saigon New Port, is preparing for hosting the 43rd APA Annual Meeting in Vung Tau on November 15-16, 2017.

In addition, under the policy and guidelines of the Executing Committee, VPA shall promote its international relations and participate actively in cooperation, connectivity activities with the ports in APEC area to be well informed and to carry out the cooperation programs between the ports in Vietnam and those in the region and internationally under the Free Trade Agreements (FTA) frameworks.

1. ***Corporate social responsibility.***To date, corporate social responsibility of the Association has obtained full support from the ExCo and member ports and become the regular undertaking included in VPA plan of activities and annual budget. Beside the donation of 140 million VND to support the building of shelter for the most needed households in the province of the host port this year, VPA together with the traditional sponsor Stinis have agreed to two funding, one to contribute 5,000 USD equivalent to the designated budget for having more meal rations to poor patients under the program and request from the National Institute of Hematology and Blood Transfusion; and 5,000 USD equivalent to support the charity program of Hai Yen Eye Care.
2. Financial Report from August 1, 2016 to July 31, 2017 is presented in Annex 1. Followed by Financial Report of separate book keeping Stinis Charity Fund as Annex 1b.
3. ***Budget for 2017-2018*** for the activities of the Association mentioned in the report of the Executing Committee is prepared as Annex 2 (with additional budget allocation to host the 39th APA Working Committee Meeting in 2018 in Vietnam as requested)) for the consideration and decision of the Meeting.

In addition to the activities mentioned, we expect more participation of the Executing Committee and the member ports in the activities to be performed by VPA. It should be mentioned that until now, there have been many the functions, duties of the Association following the Charter are still pending due to lack of capacity and participation.

In conclusion, with the above summarized presentation of the main activities to be conducted for next year together with the proposals by the Secretariat, we expect he Executing Committee and the Meeting to consider and give specific opinions and decisions. Member ports are also proposed to participate more actively in supporting the Secretariat to carry out successfully the plan of actions of the Association in the year to come with the objectives to meet the increasing demand and requirements of member ports.

On this occasion, the VPA Secretariat would like to thank the agencies, organizations and individuals within and outside the association for the trust and effective support extended to VPA Office to facilitate the execution of our duties and tasks in the past. We expect receiving the same in the future and together with more effective collaboration and cooperation.

Thank you and best wishes of good health to all and success to the Meeting./

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| Phụ lục 1  **BÁO CÁO THU/CHI NĂM 2016 – 2017** | | | | | | | |
|  |  |  | |  |  | |  |
| **TT** | **SỐ DƯ / KHOẢN MỤC THU CHI** | **USD** | | | **VNĐ** | | |
| **A** | **SỐ DƯ ĐẦU KỲ (01/08/2016)** | **4,990** | | | **2,164,474,222** | | |
|  |  | **Thu** | **Chi** | | **Thu** | **Chi** | |
| **B** | **THU TRONG KỲ (01/08/2016 đến 31/07/2017)** | **19977.50** |  | | **3,150,368,291** |  | |
| 1a | Hội phí 2016 |  |  | | 33,750,000 |  | |
| 1b | Hội phí 2017 |  |  | | 2,030,000,000 |  | |
| 2a | Tài trợ HNTN 2016 | 14,990 |  | | 913,881,000 |  | |
| 2b | Tài trợ HNTN 2017 | 4987.50 |  | |  |  | |
| 3 | Bán USD thu VND để cứu trợ Quảng Bình |  |  | | 114,687,668 |  | |
| 4 | Lãi ngân hàng |  |  | | 58,049,623 |  | |
| **C** | **CHI TRONG KỲ (01/08/2016 đến 31/07/2017)** |  | **10,029** | |  | **2,833,841,671** | |
| 1 | Nhân sự Văn phòng (lương + thưởng) |  |  | |  | 195,700,000 | |
| 2 | Thù lao, Công tác của Thường trực BCH |  |  | |  | 451,963,000 | |
| 3 | Hoạt động của BCH, BTK kể cả chi phí đi lại |  |  | |  | 77,496,000 | |
| 4 | Thuê văn phòng Hiệp hội |  |  | |  | 246,840,000 | |
| 5 | Thuê bao đường truyền, phát triển trang web |  |  | |  | 99,663,622 | |
| 6 | Hội phí APA 2017 |  | 5,000 | |  |  | |
| 7 | HNTN 2016 (Tháng 9/2016) |  |  | |  | 1,580,924,473 | |
| 8 | HNTN 2017 (Tháng 9/2017) - đợt 1 |  |  | |  | 42,150,000 | |
| 9 | Bán 5,000 USD thu VNĐ để cứu trợ Quảng Bình |  | 5,000 | |  |  | |
| 10 | VPA cứu trợ đồng bào bị bão lụt Quảng Bình |  |  | |  | 100,000,000 | |
| 11 | Chi phí hành chánh, thông tin liên lạc, khác |  |  | |  | 36,830,476 | |
| 12 | Phí ngân hàng |  | 29 | |  | 2,274,100 | |
| **D** | **SỐ DƯ CUỐI KỲ 31/07/2017** | **14,938.90** | | | **2,481,000,842** | | |

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| **Phụ lục 1B**  **THU CHI QUỸ TỪ THIỆN STINIS TỪ THÁNG 9/2016 ĐẾN 31/07/2017** | | | | | | | |
|  |  |  | |  |  | |  |
| **STT** | **Diễn giải** | **USD** | | | **VNĐ** | | |
| **Thu** | **Chi** | | **Thu** | **Chi** | |
| **SỐ DƯ đầu kỳ** | | **0** | | | **0** | | |
| 1 | Stinis chuyển khoản vào Quỹ từ thiện | 67,990.00 |  | |  |  | |
| 2 | Phí chuyển khoản 67.990USD |  | 22.43 | |  |  | |
| 3 | Bán 20.000USD chuyển vào TK VND |  | 20,000.00 | | 445,800,000 |  | |
| 4 | **Chi Operation Smile** |  |  | |  | 220,000,000 | |
| 5 | **Chi Hold the Future** |  |  | |  | 220,000,000 | |
| 6 | Bán 5.220USD chuyển vào TK VND |  | 5,220.00 | | 116,353,800 |  | |
| 7 | **Chi 2 Nhà tình nghĩa Cảng Cẩm Phả** |  |  | |  | 120,000,000 | |
| 8 | Bán 13.460 USD chuyển vào TK VND |  | 13,460.00 | | 300,090,700 |  | |
| 9 | **Cứu trợ bảo lụt Quảng Bình** |  |  | |  | 300,000,000 | |
| 10 | Lãi tiền VND trong kỳ |  |  | | 30,530 |  | |
| 12 | Phí quản lý TK, dịch vụ trong kỳ |  | 5.72 | |  | 627,000 | |
| **TỔNG CỘNG** | | **67,990.00** | **38,708.15** | | **862,275,030** | **860,627,000** | |
| **SỐ DƯ cuối kỳ** | | **29,281.85** | | | **1,648,030** | | |

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| **VPA** | |  |  |  | Phụ lục 2 |
| **KẾ HOẠCH THU/CHI NĂM 2017 - 2018** | | | | | |
| **(01/08/2017 - 31/07/2018)** | | | | | |
|  |  |  |  |  |  |
| **STT** | **KHOẢN MỤC THU / CHI** | **USD** | | **VND** | |
| **A** | **SỐ DƯ ĐẦU KỲ (01/08/2017)** | **14,938.90** | | **2,481,000,842** | |
|  |  | **Thu** | **Chi** | **Thu** | **Chi** |
| **B** | **THU TRONG KỲ** | **35,000** |  | **3,000,000,000** |  |
| 1 | Hội phí 2017 |  |  | 150,000,000 |  |
| 2 | Hội phí 2018 |  |  | 2,100,000,000 |  |
| 3 | Tài trợ HNTN VPA, 2017 (Dự thu trong kỳ) | 25,000 |  | 700,000,000 |  |
| 4 | Tài trợ HNTN VPA, 2018 (Dự thu trong kỳ) | 10,000 |  | 600.000.000 |  |
| 5 | Thu khác (lãi ngân hàng, dịch vụ khác...) |  |  | 50,000,000 |  |
| **C** | **CHI TRONG KỲ** |  | **5,000** |  | **4,445,000,000** |
| 1 | Hội nghị thường niên 2017 (Tháng 9/2017) tại Đà Nẵng |  |  |  | 1,500,000,000 |
| 2 | Hội nghị APA lần thứ 43 tháng 11/2017 tại Vũng Tàu |  |  |  | 800,000,000 |
| 3 | Hội nghị thường niên 2018 |  |  |  | 1.500.000.000 |
| 4 | Hội phí APA 2018 (5.000 USD) |  | 5,000 |  | 115,000,000 |
| 5 | Thù lao + hoạt động thường trực BCH và các TB khác |  |  |  | 550,000,000 |
| 6 | Nhân sự Văn phòng VPA (lương+thưởng) |  |  |  | 300,000,000 |
| 7 | Thuê văn phòng Hiệp hội |  |  |  | 240,000,000 |
| 8 | Thuê bao đường truyền, khai thác trang Web |  |  |  | 50,000,000 |
| 9 | Hoạt động của BCH, BTK kể cả chi phí đi lại |  |  |  | 100,000,000 |
| 10 | Mua sắm, trang bị phương tiện, phần mềm |  |  |  | 50,000,000 |
| 11 | Phát triển trang web, báo điện tử Shipping Times |  |  |  | 80,000,000 |
| 12 | Nghiên cứu, góp ý, khuyến cáo theo chuyên đề |  |  |  | 50,000,000 |
| 13 | Quảng bá, xúc tiến thương mại cho khối cảng |  |  |  | 50,000,000 |
| 14 | Chi phí hành chánh, thông tin liên lạc |  |  |  | 80,000,000 |
| 15 | Chi từ thiện cho địa phương nhân HNTN 2017 |  |  |  | 140,000,000 |
| 16 | Chi từ thiện cho địa phương nhân HNTN 2018 |  |  |  | 140,000,000 |
| 17 | Chi khác & dự phòng |  |  |  | 200,000,000 |
| **D** | **SỐ DƯ CUỐI KỲ (31/07/2018)** | **44,938.90** | | **1,036,000,842** | |