

CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND (INC)

Minutes of the 109th Annual General Meeting

Held at the Old Library, 7 Rust Ave, Whangarei

Wednesday March 7th 2012 at 5.30 pm

Mark Smith welcomed the attendees to the Chamber's 109th Annual General Meeting

Present

| Attendee | Company |
|------------------------|-----------------------------------|
| John Cook | 5 Deep Ltd |
| Ken Wilson | Advantage Business |
| Terry Sage | Business Coaching New Zealand |
| Cr Tony Davies-Colley | Northland Regional Council |
| Vince Cocurullo | Cocurullo's Ltd |
| Jeroen Jongejans | Dive! Tutukaka |
| Murray Broadbelt | Employer Services Limited (ESL) |
| Dave Templeton | Northland Business Grow Team |
| Gordon Ferrier | Ferrier & Associates |
| Jaki George-Tunncliffe | Fusion at Work |
| Jane Scripps | Interfaces Ltd |
| Mark Smith | Magnetism |
| Andy Britton | NorthTec |
| Mark Ewen | NorthTec |
| Tony Collins | NZ Chambers of Commerce Northland |
| Janette Dobbs | NZ Chambers of Commerce Northland |
| Shelley Nissen | NZ Chambers of Commerce Northland |
| Jeremy Tauri | Plus Chartered Accountants Ltd |
| Jackie Stoddard | Superfoods NZ |
| Bruce Nelson | Sky Power NZ |
| Ryan Welsh | Webb Ross Lawyers |
| Malcolm Nicolson | Northland Regional Council |
| Brett Sawyers | Vodafone NZ |
| Gwendolyn Needham | |
| Don Low | Plan B |
| Wayne Hutchinson | Enterprise Northland |

Apologies

| Attendee | Company |
|----------------------|----------------------------|
| Linda Wallis | Assist You |
| Daryl Small | Gilmore Brown |
| Sarah Shields | Oceans Resort Hotel |
| Tim Robinson | Gen-i NZ |
| Dwight Shepherd | Absolute Caterers |
| Cr Merv Williams | Whangarei District Council |
| David Moss | United Travel Whangarei |
| Ian & Colleen Taylor | Waireka Dairy Farms |

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|-------------------|---|
| Pete Mullenger | Salvation Army |
| Richard Wilkinson | Demolition Supermarket |
| Roberta Wilkinson | NZ Army A Company Akld (Nthld Regiment) |
| David Roughan | Northlaw |
| Barbara Jacques | BJ Projects |

Resolved

"That the apologies be accepted"

Moved: Vince Cocurullo / Gwendolyn Needham

All in favour/CARRIED

Obituaries

Mark Smith noted the passing of Jeff Oliver, Ritchie Dempster, Richard Ahlers, Eddie McKersey, Ailsa Kallu and Cyril Chaplin on behalf of the NZ Chambers of Commerce Northland.

Minutes of the previous AGM

Resolved

"That the minutes of the 108th AGM on 2nd March 2011 be confirmed as a true and correct record".

Moved: Jaki George-Tunncliffe / Jeroen Jongejans

All in favour/CARRIED

Matters Arising

No Matters Arising

President's Report

Mark Smith spoke to his report. Giving highlights:-

- Outlined the Chamber's move to the Old Library, making it far more accessible.
- He thanked the Board for all of their work over the past 12 months, in particular those who chaired the KRA Teams. He thanked Jaki George-Tunncliffe, for her role on the Membership & Funds Growth Team and positive results. Jaki is standing down from the Board.
- Acknowledged Councils – Chamber has a good working relationship with all Northland Councils.
- BA5 events – great support for these with 21 BA5s held in 2011.
- Corporate @ 12 luncheons had outstanding speakers.
- 2011 Awards held at the Thirty3 Event Centre was very successful.
- Thanked Janette Dobbs and Shelley Nissen in their roles in the running of the Chamber.
- Thanked Tony for all of the work he has put in over the last 12 months to move the Chamber forward.
- Also thanked the Sponsors, Media and Businesses for all of their support over the last 12 months.

Resolved

"That the Presidents report be received"

Moved: Mark Smith / Jeroen Jongejans

All in favour/CARRIED

CEO's Report

Tony Collins spoke to his report. Giving highlights:-

- Rugby World Cup 2011 – involvement in this was a benefit to Northland.
- Tony outlined the Regional Business Partnership with Enterprise Northland.
- Chamber continues to be active with advocacy on behalf of members and the wider Northland business community. In particular supporting initiative which would bring growth to Northland.
 - Marine National Park
 - Northport – supply chain to encourage growth
- Membership up on last year – the trend is that smaller businesses join the Chamber. Tony advised that businesses only get out of their membership what they put in. Networking remains a key benefit to Chamber members.
- Big thanks to Sponsors, both National and Regional – Chamber relies heavily on their support. Tony gave an outlined of the sponsorship Konica Minolta has given the Chamber over the last 12 months. NorthTec sponsors the Chamber in an indirect way and is a strong strategic partner to the Chamber.
- Business Excellence Awards have a long way to go to make it a complete success. One of the changes for 2012 will be to the categories to hopefully encourage a wider range of entrants.
- Acknowledged the Regional Partnership Scheme with Enterprise Northland.
- It is important that the Chamber Board members are happy to work with the Chamber as well as providing governance.
- Not an easy year for the Chamber, but Tony added that he hopes it will be positive going forward.

Tony finished by saying that it is an honour to represent local Northland businesses.

Resolved

"That the CEO's report be received"

Moved: Jaki George-Tunncliffe/Vince Cocurullo

All in favour/CARRIED

Financial Report

Mark Smith advised that as the Treasurer Daryl Small was unable to attend this evening, Tony Collins would speak to the report.

Year ended 31 December 2011 financial analysis

Income

- Membership income increased from 2010 by \$3.6K (\$102K vs \$99K). This coupled with a decrease in cancelled memberships contributes to a net increase in membership income of \$10K. Membership numbers have increased from same time last year (386 vs 377).
- Annual awards profit down from last year by \$7K. Mostly contributed to a drop in in ticket sales – down \$8.6K from 2010.
- Regional Business Partners income new to 2011 \$15K and replaces the old BIZInfo revenue \$7K last year

Expenses

- Have largely stayed in line with 2010. Overall expenses have dropped from last year by \$4.4K. Drop offs in rent \$(1.8K), relocation and wages-\$(1.3K).
- New expense category Vitalise WRE , \$ 2.4K.

Net Loss

- Loss of \$(3,622) for the year. Previous years:
 - 2010 \$(12,812)
 - 2009 \$(10,379)
 - 2008 \$14,465 - profit

- Chamber looking to other revenue streams in the future (i.e. work for government agencies) and is expecting to turn a profit in 2012.

Balance Sheet

- Accounts receivable ageing –

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|-----------|--------|-------|
| current | 2,962 | 13.5% |
| 30days | 12,390 | 56.4% |
| 60 days | 2,076 | 9.5% |
| 90 days + | 4,539 | 20.7% |
| Total | 21,967 | |
- Income in advance \$26,344 (2010 year) – nothing 2011. This related to the Productivity Contract which expired midway through the year and was not continued.
- Net Members funds at the end of year are \$46.8K

Resolved

"That the financial statements be approved"

Moved: Murray Broadbelt / Vince Cocurullo

All in favour/CARRIED

Appointment of Auditor

Motion: “to appoint an Auditor for 2012”

Resolved

"That Plus Audits be appointed for 2012”

Moved: Mark Smith / Ryan Welsh

All in favour/CARRIED

Appointment of Honorary Solicitors

Motion: “That Ulrich McNab Kilpatrick be appointed as Honorary Solicitors”

Resolved

"That Ulrich, McNab, Kilpatrick be appointed Honorary Solicitors for 2009"

Moved: Mark Smith / Murray Broadbelt

All in favour/ CARRIED

Mark Smith handed over to Tony Collins as the Returning officer to conduct the election.

Tony offered all of the candidates a one minute speaking opportunity.

All candidates declined.

10. Election of Officers

Clause 6 of the constitution reads - 6. The officers of the Chamber shall consist of a President, a Vice President, An immediate Past President and a Treasurer. The President, Vice President, and Treasurer shall be elected at each Annual Meeting with nominations closing 21 days prior to the Annual Meeting.

10.1 Election for President

Motion – “That as per the nominations received prior to the February 10th, 2012 closure date, the following person be nominated for the position of President”

| | | |
|------------|---------------------|-----------|
| Mark Smith | Magnetism Solutions | President |
|------------|---------------------|-----------|

10.2 Election for Vice President

“As per the nominations received prior to the February 10th, 2012 closure date, the following persons have been nominated for the position of Vice President”

David Moss has withdrawn his nomination for the position of Vice President.

Motion – “That the following person be elected unopposed to the position of Vice President”

| | | |
|------------|------------------------------------|---------------------------|
| David Moss | United Travel Whangarei | Vice President |
| Ryan Welsh | Webb Ross Lawyers | Vice President |

10.3 Election for Treasurer

Motion – “That as per the nominations received prior to the February 10th, 2012 closure date, the following person be elected unopposed to the position of Treasurer”

| | | |
|-------------|---------------|-----------|
| Daryl Small | Gilmore Brown | Treasurer |
|-------------|---------------|-----------|

Election of Board

10.4 Board of Directors

Motion – “That as per the nominations received prior to the February 10th, 2012 closure date, the following persons have been nominated for the position of Board member”

The following current Board members will automatically keep their position on the Board as per the constitution.

Clause 7 (g) Board Members shall hold office for a period of 2 years at which time the board member shall automatically resign. At this time if the Board member wished to stay on the board they must be re-nominated by a financial member of the Chamber for re-election.

| | | |
|--------------|----------------------------|--------------------|
| Tim Robinson | Gen-i NZ Ltd | Board of Directors |
| Jane Scripps | Interfaces Ltd | Board of Directors |
| Mark Ewen | NorthTec | Board of Directors |
| Jeremy Tauri | Plus Chartered Accountants | Board of Directors |

All of the following nominees will be elected onto the Board unopposed

Motion – “That the following persons be elected unopposed to the position of Board Member”

| | | |
|-------------------|-------------------------|--------------------|
| John Lee-Richards | Northport Ltd | Board of Directors |
| David Moss | United Travel Whangarei | Board of Directors |

| | | |
|------------------|-------------------------------|--------------------|
| Sarah Boon | C.H.A.R.T. NORTH | Board of Directors |
| Murray Broadbelt | Employer Services Ltd | Board of Directors |
| Vince Cocurullo | Cocurullo's Ltd | Board of Directors |
| Jeroen Jongejans | Dive!Tutukaka | Board of Directors |
| Terry Sage | Business Coaching New Zealand | Board of Directors |

Moved: Terry Sage / Murray Broadbelt

All in favour/ CARRIED

General Business

No General business.

Mark asked if there was any additional business to be discussed. There was none

Conclusion of Formal Meeting.

The meeting closed at 6.06 p.m.

Tony introduced the speaker Malcolm Nicolson CEO, Northland Regional Council.

The evening concluded with a few drinks, nibbles and networking.