

CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND (INC)

Minutes of the 110th Annual General Meeting

Held at the Old Library, 7 Rust Ave, Whangarei

Wednesday March 6th 2013 at 5.00 pm

Tony Collins CEO welcomed the attendees to the Chamber's 110th Annual General Meeting

Present

Attendee	Company
Dwight Shepherd	Absolute Caterers Ltd
Ken Wilson	Advantage Business
Linda Wallis	Assist You
Shaun Piper	Ballance Agri Nutrients Ltd
Barbara Jaques	BJ Projects
Narrelle Dobbs	Calders Design & Print Co. Ltd
Carolyn Harris	Carolyn Harris Chartered Accountants Ltd
Vince Cocurullo	Cocurullo's Ltd
Jeroen Jongejans	Dive! Tutukaka
Murray Broadbelt	Employer Services Limited (ESL)
Tim Robinson	Gen-i/Telecom NZ Ltd
Daryl Small	Gilmore Brown
Judy Oliver	Jeff Oliver Print Ltd
Kathy Hay	Kathy Hay
Tony Lenz	Konica Minolta Northland
Talia Mana	Leo Industries Ltd
Paul Dunn	Marine North
Tania Dunn	Marine North
Erena Miller	Mediaworks Northland (More FM)
Bruce Larsen	Northpine Ltd
Rob Meadows	NorthTec
Tony Collins	NZ Chambers of Commerce Northland
Janette Dobbs	NZ Chambers of Commerce Northland
Richard Cranenburgh	On the Edge Gallery & Design
Cherry Daly	Open Spaces PreSchool
Laura Speer	Paramount Collections (NZ)
Jenny de Vetter	Physio & Go Ltd t/a de Vetter Physiotherapy
Jeremy Tauri	Plus Chartered Accountants Ltd
Alan Johnston	Robinson Asphalts 1992 Ltd
Annie Johnston	Robinson Asphalts 1992 Ltd
Ray Shand	Shand Accounting
Bruce Young	The PROFIT NET Limited
Paul Batchelder	UIT Limited
Brett Sawyers	Vodafone NZ Ltd
Ryan Welsh	Webb Ross McNab Kilpatrick
Jude Thompson	Whangarei District Council
Cr Merv Williams	Whangarei District Council
Geoff Cammell	Whangarei Marine Services t/a Ray Roberts Marine
Mike Verkuylen	Wynn Fraser Paints
Kathy Verkuylen	Wynn Fraser Paints

Apologies

Attendee	Company
Tony Wilson	Coastline Markers Ltd
Laura Burns	C.H.A.R.T (Creative Northland)
Frankie Schilke	Dress for Success
Terry Sage	Business Coaching New Zealand
Jolene Mitchell	Caci Clinic
Kristen Rupupera	Monster Graphics
John & Margaret Bishop	Newman Engineering
Ian & Colleen Taylor	Waireka Dairy Farms

Resolved

"That the apologies be accepted"

Moved: Jeroen Jongejans / Ryan Welsh

All in favour/CARRIED

Obituaries

Tony Collins noted the passing of Dave Culham, John Lee-Richards and Michael Sprinford, saying that they will all made a big impact on Northland business and would be sadly missed.

Minutes of the previous AGM

Resolved

"That the minutes of the 109th AGM on 7th March 2012 be confirmed as a true and correct record".

Moved: Murray Broadbelt / Ryan Welsh

All in favour/CARRIED

Matters Arising

No Matters Arising

President's Report

Mark Smith's report was tabled.

Tony Collins acknowledged all of the work Mark had put into the Chamber over the past 2 years as President, much of it behind the scenes and throughout New Zealand and in particular on the IT side. Tony gave his thanks on behalf of the Chamber and wished him well for the future.

Resolved

"That the Presidents report be received"

Moved: Jeroen Jongejans / Murray Broadbelt

All in favour/CARRIED

CEO's Report

Tony Collins tabled report, and made the following comments.

- Tony advised that he is proud to represent the Chamber and businesses in Northland. That without it's members the Chamber does not have a voice.
- It is pleasing that the membership has grown and the membership reflects a cross section of the kinds of businesses in Northland. We would like to attract more large businesses over the next year and just need to work on ways that Chamber membership can be relevant to them.
- Financially the Chamber is at risk and there is a need to make the Chamber more sustainable.
- Tony thanked the sponsors, some of whom have been with the Chamber for many years.

- Tony acknowledged Janette and Shelley for the work they do for the Chamber in particular Shelley for her role as Relationship and Marketing manager.
- He welcomed the soon to be elected Board and thanks the outgoing Board. Acknowledged David Moss for his work through Vitalise Whangarei on the Whangarei CBD.

Resolved

"That the CEO's report be received"

Moved: Tim Robinson / Murray Broadbelt

All in favour/CARRIED

Financial Report

Treasurer Daryl Small spoke to the report.

Year ended 31 December 2012 financial analysis

Profitability

- A net surplus for the year of \$4K. First profit result for the Chamber since 2008, coming off three years of straight losses.
- Revenue*
- Result has largely come about due to expanding into new revenue streams.
 - Ministry of Social Development programmes – ‘straight to work’ and ‘skills for industry’ which involve short training programmes to assist sole parents back into the workforce. Implemented at the start of 2012. Netted funds off \$27K for the year.
 - Other major revenue streams continue to be Member Subscriptions and the Business Awards.
 - Membership revenue is up slightly on last year and member numbers continue to grow. Membership stood at 401 members at December 2012 versus 386 at the same time last year. In addition this year we introduced a new campus membership for students attending North Tec, at December 2012 this accounted for 38 additional members.
 - Business Awards. Sponsorship revenue down slightly from last year and an increased venue cost (held at the old money factory this year) has resulted in less profitability in this revenue stream from prior years. It is down approximately \$20K from last year.
- Expenses*
- Expenses have remained relatively stable, with a slight increase in wages required during the year for inflationary adjustments and slight increases in expenses such as rent with the Chamber moving to its new premises.

Financial Position

- An improvement in financial position compared to last year.
- As at 31 December the chamber \$62K of assets made up of:

Bank balances	\$41K
Debtors	\$17K
Plant and equipment	<u>\$4K</u>
Total assets	\$62K
Less Liabilities	<u>\$11K</u> – due to suppliers and IRD
Giving accumulated member funds of	\$51k

Future

- Continue to expand revenue streams, so that less reliance is placed on traditional revenue streams of membership and Business Awards
- Utilise any surplus funds to further development the Chamber’s services (i.e. website upgrade is planned once sufficient funds have been obtained).

Resolved

"That the financial statements be approved"

Moved: Ryan Welsh / Tim Robinson

All in favour/CARRIED

Appointment of Auditor

Motion: "to appoint an Auditor for 2013"

Resolved

"That Plus Audits be appointed for 2013"

Moved: Ryan Welsh / Brett Sawyers

All in favour/CARRIED

Appointment of Honorary Solicitors

Motion: "That Webb Ross NcNab Kilpatrick be appointed as Honorary Solicitors"

Resolved

"That Webb Ross NcNab Kilpatrick be appointed Honorary Solicitors for 2013"

Moved: Murray Broadbelt / Tim Robinson

All in favour/ CARRIED

Tony Collins as the Returning officer conducted the election.

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

"As per the nominations received prior to the February 8th, 2013 closure date, the following person be nominated for the position of President."

Motion – "That the following person be elected unopposed to the position of President"

Ryan Welsh	Webb Ross NcNab Kilpatrick	President
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Moved: Ryan Welsh / Tim Robinson

All in favour/CARRIED

10.2 Election for Vice President

"As per the nominations received prior to the February 8th, 2013 closure date, the following persons have been nominated for the position of Vice President."

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

Jeremy Tauri	Plus Chartered Accountants	Vice President
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Moved: Murray Broadbelt / Ryan Welsh

All in favour/CARRIED

10.3 Election for Treasurer

"As per the nominations received prior to the February 8th, 2013 closure date, the following person be elected nominated to the position of Treasurer."

Motion – "That the following person be elected unopposed to the position of Treasurer"

Daryl Small	Gilmore Brown	Treasurer
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Moved: Brett Sawyers / Jeroen Jongejans

All in favour/CARRIED

Election of Board

10.4 Board of Directors

“As per the nominations received prior to the February 8th, 2013 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.

Murray Broadbelt	Employer Services Ltd	Board of Directors
Vince Cocurullo	Cocurullo's Ltd	Board of Directors
Jeroen Jongejans	Dive!Tutukaka	Board of Directors
Jon Moore	Northport	Board of Directors
Tim Robinson	Gen-i NZ Ltd	Board of Directors
Terry Sage	Business Coaching New Zealand	Board of Directors

Motion – “That as per the nominations received prior to the February 8th, 2013 closure date, the following five persons will be elected to the position of Board member unopposed.”

Laura Burns	C.H.A.R.T. Creative Northland	Board of Directors
Paul Dunn	Marine North	Board of Directors
Annie Johnston	Robinson Asphalts	Board of Directors
Talia Mana	Leo Industries	Board of Directors
Rob Meadows	NorthTec	Board of Directors

Moved: Vince Cocurullo / Jude Thompson

All in favour/ CARRIED

General Business

Tony Collins handed over to Ryan Welsh.

Ryan introduced himself, saying he had been on the Chamber Board for 3 years and sees a lot of merit in what the Chamber provides for business.

He acknowledged Tony, Janette and Shelley for their work and commitment to the Chamber.

Ryan advised that Mark Smith was a different sort of President, who worked in many areas of the Chamber, he admired him for his enthusiasm in wanting to get things done. And advised that it is Mark's intention to come back to the region on his return from Australia.

He welcomed the new members to the Board, and advised that while he is President he wants to provide more tangible benefits to Chamber members. Collective strength of members will help the Chamber be heard. There are exciting ideas coming through. Ryan gave the example of Federated Farmers and how well they do collectively “they have a lot of punch”. Need to look at the collectiveness of business to strengthen advantages for business.

There is lot of collaboration between the Chamber and local organisations, Ryan thanked Whangarei District Council and Northland Regional Council in particular.

He advised that it is his aim to talk to members throughout the year.

No General business.

Conclusion of Formal Meeting.

The meeting closed at 5.25 p.m.

Tony advised that as the speakers hadn't arrived that we would move to the main part of the Old Library for this part of the AGM.

Tony introduced David Roberts from ICN (Industry Capability Network) Australia.

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