



# Australian Institute of Horticulture Inc.

*'Promoting Horticulture - the Profession of the 21st Century'*

## Notice of Annual General Meeting

of the Australian Institute of Horticulture Inc.

Friday 30<sup>th</sup> October 2020 at 4.00pm AEDT (Sydney)

Zoom Link (Online)

[https://zoom.us/rec/share/MCKh-4dYw0KcLlxN5ZXOyAaRQsw\\_qNGZyXHq4oJkw3\\_j6c3Hbk6WfWL6FNfKJtIU.PJhTBkDAaf7PMiNJ](https://zoom.us/rec/share/MCKh-4dYw0KcLlxN5ZXOyAaRQsw_qNGZyXHq4oJkw3_j6c3Hbk6WfWL6FNfKJtIU.PJhTBkDAaf7PMiNJ)

### Attendance

Michael Casey, Andrew Prowse, Andrew Price, Matt Mitchley

Annette Irish, David Thompson, Chris Poulton, Edwina Dagger, Gabriele Stannus, Jackie Warburton, Kris Pierce, Noel Crowe, Patrick Renault, Paul Kirkpatrick, Peter Thyer, Tig Crowley, Tim Lantry, Wayne Van Balan

A recording of this meeting is available.

## Agenda

### Welcome by President

*Michael Casey – President - Australian Institute of Horticulture*

*Dear Members, National executives and National councilors, thank you for a great year and making my 2 year term in the position of National President a welcoming and exciting one.*

*I would like to thank the hard work put in over the last 12 months by our National executives, councilors and paid contractors.*

- *Vice President Andrew Prowse*
- *Secretary Matt Mitchley*
- *Treasurer Andrew Price*
- *Council Patrick Regnault, Jackie Warburton and Kris Pearce.*
- *Engagement Manager David Thompson*
- *Communications manager Tempe Macgowan*
- *Registered Horticulturist Manager Wayne Van Balen*
- *Auditors AME Accountants*
- *Bookkeeper's Notch Above.*

**Obituaries - None noticed**

# Acceptance of Minutes of the AIH AGM held at the Rydges World Square– November 2019

Seconded by Andrew Prowse and Andrew Price

## Reports and presentation of financials

### Presidents Report

#### **Michel Casey -President's Report for 2020**

*This year has been tough, and no one will deny that we haven't all be touched by the impacts of bush fires, floods and Covid. Our year has not only affected the way we carry out daily duties but that of our businesses and personal lives have in some cases changed forever. Our institute for reasons I have listed in this report has been the back bone to our members, offering support for their businesses through professional development and business development webinars and training sessions as well as committing to assist financially with memberships for businesses that had suffered financial losses. We all hope that the strength of our members will see their business both survive these troubled periods but also prosper into the future.*

*This last 12 months the institute has developed and delivered several webinars that have assisted members with making the most out of their businesses and surviving these difficult times. We have delivered online training workshops that have allowed members to continue learning and obtaining CPD points in an easier format than the traditional site workshop delivery.*

*Our communications during the year and especially during the lock down period increased to ensure members were kept up to date with industry information and online events.*

*Our committee discussed ways in which we could further assist our members and working alongside Wayne Van Balen (Registered Horticulturist Manager) we looked into new ways of delivering training and keeping these recordings to start a member's library for future viewing. Wayne has now been reviewing CPD logbooks and performing accreditation checks. We have now started discussions around creating a platform for the CPD logbook to go online for ease in collecting and logging your industry activities. This we hope to roll out in 2021.*

*Our Membership and Website Manager, David Thompson, has continued to deliver the high-quality services to our members. His work in communicating, answering members and prospective members questions, and also providing informative newsletters for our members and the industry has been appreciated by all. This year David has also stepped into the role of Communications manager where he has combined all his roles into what's now branded Engagement Manager. David has also refreshed the AIH newsletter and released this as a quarterly online publication which comprises industry news and articles from members and industry colleagues. He has also continued his weekly and monthly email communications that inform all members of upcoming events and information relevant to us all.*

*Our website is constantly upgrading with new features and with our growing recorded library of workshops, online presentations, and webinars we will soon provide members with a resource file that can utilized at later dates.*

*David has also created the following: LinkedIn account, You Tube channel and has upgraded our Facebook and Instagram sites with a huge increase in followers and communications on these platforms.*

*Lastly David has now restructured our membership categories ensuring that choosing a membership is easier than ever. The newly created Friend membership is based at people and professionals who work in, like and follow horticulture to be involved as a member of a national industry organization. This affordable membership category has seen an increase in people taking up this offer*

*Our financial health within the institute is great with strong income from membership, sponsorship, events, and corporate involvement. Our Treasures report can be viewed and the work of our Treasure Andrew Price in managing our income and savings has seen our profits grow and the opportunities of our committee to reinvest this money back into the institute and our members.*

*The members benefits is something the committee were very serious about addressing and over the last 12 months have seen our Registered Horticulturists receiving the monthly publication of Hort Journal. This magazine was offered at the start of the year through an opt in request that ensured we had the magazine delivered to people who were wanting to receive a copy. Our members are also given the opportunity to publish articles in our quarterly magazine, have their projects, events or products showcased through our social media channels and also offering them the opportunity to run, host or sponsor events such as our popular Walk and Talks or webinars. Our council will continue to deliver on members incentives over the next 12 months and beyond.*

*Sponsorships have been a great way for the Institute to earn additional income and through our RH manager Wayne Van Balen has assisted this process for members and corporate and small to mid-sized businesses. The institute now offers corporate membership, general industry sponsorship, event sponsorship and award sponsorship. This has proven to be very successful.*

*Every year AIH prides itself on the wonderful events held around the country. This year we were saddened by the fact that all the hard work performed and about to commence was to be placed on hold. This year it was a shame to have to cancel our Singapore Garden tour and we will ensure that this goes ahead again when travel especially overseas is reinstated. This event sold out in the first week and we look forward to continuing with this tour soon.*

*Our webinars will continue as this has made meetings much easier for members to join and in some cases watch at a time that suits and we will welcome back walk and talks and workshops when we can all safely get together again.*

## **Treasurers Report**

### **Andrew Price- Treasurer's Report for AGM 2020 – incorporating David Thompsons membership report**

*Firstly I would like to thank Sue Megaw and Jac Gallagher from Notch Above accounting for their work in keeping the Institute financials pumping on a regular basis, also David Thompson for managing our beloved membership database and the excellent work producing Hortinsights and facilitating the many workshops and webinars that our excellent regional convenors have made happen. This makes me so proud to be involved with our AIH as our industry has so much to share and we do it so well. Ok time to start counting our beans - as of 29/10/20 we have a total of \$152,125.58 in our three Westpac bank accounts.*

*Covid 19 like many institutions has forced us to completely rethink the way we operate. Obviously an expense that is the most contentious in justifying to membership is Executive travel and accommodation which has been drastically reduced as a result, but our Zoom meetings are frequent and on point of what is relevant as seen by the Executive and committee members. Our combined membership number as of 28/1//20 is 315. With a high number of members paying their subscription before the due date. This brings me much delight. Inserted are some notes from David Thompson from the Membership.*

#### **Report**

- *we have the highest number of paying members in 5 years*
- *RH program growing in profile*
- *we have three distinct memberships aligned to level of interest and career (Friends, Horticulturist MAIH and Registered Horticulturist MAIH RH). Fewer but clearer career-aligned options have greatly eased the sales process and better tailored a prospect to available membership levels.*
- *inbound (organic) interest is strong which is a result of the clearer value proposition and activity levels. We are also getting good levels of internal upgrades typically from MAIH to MAIH RH. Regards David.*

*Our P/L for this financial year to date is - Total income \$28,531 Total expenditure \$23,210*

*This means dear reader that we are presently in the Black to the sum of \$5,321 which would not be possible without the selfless dedication of our National Council and Regional Convenors that keeps us on the cutting edge of our profession. The necessary evil of money is the grease that makes good things happen, so thank you to all who have paid their dues on time and to our great sponsors that support what is the longest lasting and beloved industry organisation that is AIH. Our Audited financial report is due very shortly but unfortunately not available for this AGM. Because of this I have attached a P/L and Balance sheet for that cover 30 Jun 2020 and 2019 for reference. The P/L is quite impressive compared to the previous year if you see that operational expense due to system upgrades and a biennial conference bumped to over 80 percent to the previous year but the overall loss reduced by two thirds than the previous year.*

### **Confirmation of Election of Office Bearers**

*For the positions of President, Secretary, 5 x National Councillors*

#### **Current 2019 to 2020 Office Bearers**

President - Michael Casey

Vice President - Andrew Prowse

Treasurer - Andrew Price

Secretary - Matt Mitchley

*National Councilors - Patrick Regnault, Jackie Warburton, Kris Piece*

#### **Upcoming 2020 to 2021 Office Bearers**

President - Michael Casey

Vice President - Andrew Prowse

#### **Upcoming Council Councilors**

Patrick Regnault

Jackie Warburton

Kris Piece

Alan Burnell

Edwina Dagger

## **Membership Structure**

**David Thompson's report is part of the Treasure report**

## **Special Resolutions**

None submitted

## **Open Mic**

Annette Irish. Mentioned the charge for the Perth conference and Awards nights was higher than the Gold Coast awards and conference. Andrew Prowse explained the differences in cost.

We welcome Edwina to our National Council team

Wayne Van Balan leaves the National Council today as Immediate Past President and we wish him all the best and look forward to continuing to serve in his management role.

## **Close meeting**

4:45pm AEDT