

Treasurer's Report for AGM 2020

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 Thompspon 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 really 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've 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.

Thank you for Making the AIH Great!

Andrew Price FAIH RH Treasurer