




ANNUAL GENERAL MEETING
 War Memorial Centre
 NAPIER
 9th of October 2010

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Attendees	Chris Moore, Steve Clark, Roger Armstrong, Karen and Ian Juno, Sally Woolhouse, Andrew and Delyth Taylor, Simon Arthur, Rod Harford, John Arthur, Ruth & Peter Graham, Diane and Colin Hadley, Ram and Grant O'Donnell, Bob Marshall, Toney Casey, Wayne Startup, Graham Keen, Lesley Wilson	
Apologies	Ross Legh, David Walshaw, Lionel and Gayle Sheridan, Peter and Frances Baylis, Rob and Margaret Irwin, Colin and Nalini Baruch, Joy and Mike Cooper, Roger Woolhouse	13 members attending
Minutes from the Previous Meeting		Graham Keen moved that they be accepted Seconded: Ian Juno
Matters Arising	No Matters Arising	
Presidents Report	<ol style="list-style-type: none"> 1) Andrew spoke to his report (attached) 2) Comments: <ol style="list-style-type: none"> a) Query as to key reason for people not attending the conference. Primarily that people had no money, not many thought the conference too expensive, but money not available. b) Ended up having 28 growers attending a field walk. c) Andrew tabled his report. 	Andrew Tylor moved that his report be accepted Seconded: Chris Moore
Treasurer's Report	<ol style="list-style-type: none"> 3) Graham tabled the treasurer's report. (attached) <ol style="list-style-type: none"> a) Noted that as at 31 July ONZ was technically insolvent. b) Situation has been resolved with subscriptions coming in. c) Sustainable Farming Fund project finishes in January. d) Cancellation of conference has cost us sponsorship options. e) Noted membership drive to be undertaken 4) Comments: <ol style="list-style-type: none"> a) HortNZ affiliation fees. We will be asking HortNZ for another rent holiday. 	Graham moved that the treasurers report be accepted Seconded: Roger Armstrong All in favour

Election Of Officers	<p>5) President stood down.</p> <p>6) Two Executive members, Chris Moore and Steve Clark, stood down.</p> <p>7) All put themselves up for re-election</p> <p>a) No other nominations.</p> <p>b) No voting required</p> <p>c) Results confirmed</p> <p>8) Andrew Taylor president</p> <p>9) Chris Moore and Steve re-elected onto the executive</p>	<p>Seconded Ian All in favour</p>
Appointment of Auditor	<p>10) Graham moved that Parker and Co be re-appointed as auditor</p>	<p>Seconded: Karen Juno All in favour</p>
Remits	<p>11) No remits received</p>	
Committee Reports	<p>12) John Arthur – Levy, Conference, Food Safety Programme.</p> <p>a) ONZ Levy: we have looked at it but that we have more pressing issues to go forward with and the current economic conditions. No action will be taken on the levy for the next 12 months</p> <p>b) Conference: Executive has discussed. No conference in 2011 however a conference will be held in March 2012</p> <p>c) We this will help spread out costs for members. March may be of more interest at groves at this time. Working towards an ‘Everything Olive’ theme.</p> <p>13) Food Safety Programme. Government date of around 2015. Looking at getting the regional chairs to help growers work through the programme. This is a government initiative and ONZ is trying to assist growers through the process.</p> <p>i) Q. Do all the food safety products have food safety approval.</p> <p>ii) A. Not presently but other countries have food safety programme.</p> <p>14) We are working with Australia on benchmark olive oil standards. Not on food safety.</p> <p>a) Since we are working on standards and a food safety programme we can go to the Government with our concerns with some credibility.</p> <p>15) Wayne Startup: has the executive tying the conference onto the New Zealand Olive Festival?</p> <p>a) Response: Not yet, but it will be considered.</p> <p>16) Bob: Conference could still be in March but the awards dinner around the NZOF?</p> <p>17) Tony Casey: One of the key ingredients when dealing with the district council one of the key elements is the number of motel beds filled.</p>	

	<p>18) Peter Graham noted that if conferences weren't happening regularly there is a danger that people may go elsewhere.</p> <p>19) President noted that we are still planning a full programme of events throughout 2011.</p> <p>20) Tony Casey: Can we consider developing a relationship with Australia.</p> <p>21) Executive Officers Report: Attached EO spoke to this.</p> <p>22) Detailed the new website.</p>	
General Business	<p>23) Website: Lesley gave a brief run down on the new website. Well received</p> <p>24) No further general business.</p> <p>25) Meeting closed at 3.53pm</p>	

PRESIDENT'S REPORT

This past year has been a year of consolidation for Olives New Zealand. It has not been an easy year for a largely new Executive elected at last year's Annual General Meeting. But it has been a year of development and a year where we have seen successes that I believe will set us in good stead for the year ahead.

At the beginning of our term the Executive agreed that 2010 would be a year of consolidation. The previous year had been rather tumultuous for Olives New Zealand and with a good number of new Executive members and a new Executive Officer required, we intended to be cautious. We began by reviewing the health and position of the organisation to which we had been elected. We developed an action plan at our first meetings, created sub-committees, delegated responsibilities to executive members and commenced a long process of settling, renewal and bridge-building between the various factions within our organisation.

One of the priorities set by the Executive was to meet with and be accessible to growers, particularly bearing in mind that we needed to hear member concerns and consider the various opinions and strategic suggestions offered from within the membership. With this in mind I have visited Marlborough, Canterbury, the Waiheke Island olive festival, the New Zealand Olive Festival at Hastings and met with growers from the Wairarapa, Hawke's Bay, Bay of Plenty, Wanganui, South Auckland, North Auckland and the Far North. The only region I have yet to visit is Otago.

The Executive remain open to receiving critique and we are certainly open to member suggestions, however, it is imperative that members take an active part in their local associations. Regional chairs add impetus and value to the Executive in both formulating our strategies and in implementing our goal of providing value for your membership fee. The Regional Chairs met together yesterday and we held a combined meeting of Regional Chairs and the Executive today. Both meetings were extremely constructive and cohesive. So may I please encourage all of you to dialogue with your Regional Chair, but not only that, also to actively participate in your regional organisation. Olives New Zealand and the branches are voluntary organisations that derive benefit from member participation.

By December 2009 it was apparent our organisation was very constrained financially due to a number of factors, but mainly due to two previous consecutive conferences running at significant losses and ongoing commitments to SFF Research. The financial stability of the organisation was, and continues, to be of concern to us. We have set about increasing the priority of financial viability, therefore our Olives to Oil Processors Course ran at a surplus, our Certification process has run at a surplus and our Awards competition has run at a surplus. By surplus I mean anything from breakeven to "small, but positive cash inflows" – we are not making any significant cash surpluses from these activities, however, neither are they a drain on our already depleted financial resources.

Olives New Zealand Inc
Treasurers Report for year ended 31 July, 2010

The "Statement of Income and Expenditure" for the year under review reveals an increased deficit of \$42,377 compared to that of \$36,375 for the previous year.

Reduced total revenues of \$126,537 down from \$170,279 for 2009 and decreased Total Expenditure of \$168,914, down from the \$205,904 for the comparable period in 2009.

The major variations have been caused by the following:

INCOME:

- Subscriptions for 2010 are down \$6,767 showing a drop off of about 32 members. The subscription level indicated that some 276 members renewed their subscriptions for the year.
- Conference Income decreased some \$9,562 adding to the decrease in Conference Sponsorship of \$9,536, a total reduction of \$19,098.
- Award Income and Medal Sales decreased substantially by \$12,057, this being caused by a drop in entry fees of \$2,247, Medal Sticker Receipts of \$1,516 and no award Sponsorship compared to the \$8,294 received from Peralisi in 2008.
- Certification Fees are down \$12,845 comparing Financial Years but this is somewhat clouded by the very late season and the July financial year end.
- Processor Course income was up on the previous year. Net increase of \$2,012
- There were no sales Food Safety Templates sales compared to the \$500 of the previous year. There have been several sales since balance date however.
- Grants from Agmardt for the 2009 Conference and Assistance with the formulation of the Commodity Levy still to be received have been included in the figures.
- Interest received on deposits decreased by \$4,649 due to far lower funds held by the organisation.

EXPENDITURE:

The major variations in this area (decrease of \$37,740) reflecting the decrease in Revenues have seen increases in:

- Net outflow towards the Sustainable Farming Fund Project of \$35,149
- Travel and Meeting Costs of \$4,179 with more face to face Executive meetings held in the last year than the previous one.
- Certification costs of \$5,713 due mainly to increased cost of Panels.
- Costs in providing The Australasian OliveGrower and Processor Publication (offset by the Orchardist cost decrease) increased \$1,627 due to a payment timing issue.
- Decreased costs compared to the previous year saw savings in running the 2009 Conference of \$13,632 but these savings only went part way to cover the overall loss incurred in running that conference of \$12,621. The loss the previous year was \$7,365.
- No affiliation fees were paid to Horticulture NZ after our request for a "Subscription Holiday" due to our lack of funds. The sum of \$10,000 was paid the previous year.
- Also due to shortage of funds no Capitation amounts were paid to Regional groups and with one group not presenting their cheque the previous year and the amount being written back the resulting decrease totalled \$9,095.
- Savings also resulted in Telephone & Tolls due to more face to face Executive meetings of \$5,222, Printing & Stationery of \$4,490, Awards costs \$2,745, Processor Course (Olives to Oil) of \$4,558, Executive Directors Fees \$4,210 and Internet Site Costs \$2,107, when compared to the previous years costs.
- Costs not incurred this year as opposed to the previous year included such items as Food Safety Programme \$3,905, Strategic Planning Expenditure \$2,674, Marketing Contributions \$1,134,

- Commodity Levy Introduction Expenses \$7,878, General Expenses \$1,264, IOP Manual Costs \$953 and Testing Expenses (International) of \$3,612.
- Also you will see no change to the Honorarium this year. Last year Mr Jim Syme declined payment for his services as has Mr Andrew Taylor in view of our financial situation.

STATEMENT OF FINANCIAL POSITION

As pointed out last year the contribution to the SFF (\$35149) has now seriously eaten into our cash reserves.

As of the 31 July 2010 we have Cash Reserves of \$48,206, Debtors from MAF (SFF) and Agmardt totalling \$30,008 as well as Resident Withholding Tax and accrued GST Refunds. Accounts Payable include amounts payable to Plant and Food Research for work carried out to the end of June , 2010 for the Sustainable Farming Fund Project which incidentally has been paid in September to them. Also included in Accounts payable are the accrued amounts as at balance

Executive Officer's Report

For those of you who don't know me I am Lesley Wilson

I took over the Executive Officers position on the 20th of February 2010.

It has been 8 months of learning. Learning about olives, olive oil, and learning about the systems and processes of Olives New Zealand.

I have spent this time sorting out where the administrative issues are and recommending, to the Executive, ways of sorting them out.

Firstly, the ONZ accounts are now all on line. We are using Xero. While it costs \$50 per month to use this service for every account we send out via email we save \$1+ in postage, envelope and EO's time. The invoices are easily sent in a timely manner and the financial position can be seen at a glance.

Our website: This should be our first port of call for members and people interested in Olives both nationally and internationally. The current website is out dated and clunky (for want of a better term). I have been working with Mogul to develop a newer fresher site. It is based Content Management System so that we can control what goes on the site and when. We can develop this as far as we want. It will greatly increase the timeliness and accuracy of information going to members. It should be up and running by the end of next week.

We now have one database. This is modified for different people (magazine, Xero, Mogul) but it is accurate and a base from which we can build

I am acutely aware of ONZ's financial position. All ONZ activities at now run on a cost recovery+ basis taking into account the EO's time.

Sponsorship: We had put together a strong sponsorship proposal which is now under review due to the cancellation of the conference. I believe we are still in a strong position to gain significant sponsorship and the new website will be very attractive for our sponsors. Many are keen, but we need to programme our events calendar for the next year to give our sponsors certainty.

Savantes course: I would like to thank the Executive for sending me on this course. It was invaluable. It gave me a far greater understanding of oils, taste profiles and faults, and of the issues surrounding olive oil production and marketing here around the world. I would highly recommend this course to all oil producers.

Some statistics. We have just under 200 members, 200 oils were certified and 100 oils were entered into the awards.

I am receiving many more positive comments about ONZ in the past couple of months than when I took over the position. Members can see the progress that is being made and the efforts put in by all involved.

I am looking forward to next year and tweaking the systems and processes further. Once we have the strong base developed and up and running we can focus on planning for the future.

I would like to thank the Executive for supporting me and taking my recommendations on board. I have worked with many agricultural and horticultural industries in New Zealand. I believe that ONZ has a positive future and that the Olive industry in New Zealand is in good hands.