



MINUTES OF 2024 ANNUAL GENERAL MEETING

Monday 18th March 2024

7pm – 8.02pm

Zoom Meeting

Present

Craig Leaf-Wright (Leafyridge Olives), Rob & Tricia Noble-Beasley (Noble Estate), Charles Chinnaiyah (Olea Estate), Steve Morris (OJ & SE Morris Partnership), Janine Mayson (Faversham Olive Grove), Gayle Sheridan, Andrew Ashby (Lallybrook Estate), Gordon Legge & Louise Webb (Two Old Soldiers), Alec Webster (Kel-Burn Estate), Gail Powell (Among the Totara Trees), Carole Webster & Steve Manley (Koru Olives), Grant & Diana Crosse (Kapiti Olives), Chris Moore (Robinson Bay Olives), Ross Vintiner (Dali), Hamilton and Gayle McConachy (Rata Olives), Ray and Brenda Gregory (Kakariki Olives), Neil Smith (The New Founders), Peter Baylis (South Lea Olives), Niall Holland & Jan Whyte (Old French Road), Linda Smith (Olives on the Hill), Steven Price (River Grove), Andrew Taylor (Forty Groves), Emma Glover – 22 members

Craig welcomed all to the meeting.

Apologies

Nalini and Colin Baruch (Lot Eight), Hilary & Andrew Fenemor (Mt Heslington Olives), Nathan Casey (The Village Press), Jocelyn Robinson & Sandy Black (Dunford Grove), Geoff Crawford (Telegraph Hill), Margaret Edwards, John Valentine (Lansdowne Olives); Andrea Barzotto; Sonia Speedy (Te Horo); Sally Murrey (Totora Tunnel Olives); Helen & John Meehan (Olivo); Peter & Ruth Graham (Atutahi), Rod Lingard (The Olive Press), Mike and Margaret Hanson (Blue Earth); Tim & Jess Groves (Aquiferra), Andrew Liley (Juno Olives), Colin & Di Hadley (Left Field Olives).

The apologies received were accepted.

1) Minutes of 2023 AGM

No Matters arising.

Correction to be made in the Chair report it is Alan Blakemore not Blackmore.

Gayle thanked ONZ for her life membership and acknowledgement of Lionel's contribution to ONZ.

MOTION: That the minutes of the 2023 Annual General Meeting be accepted as complete and accurate once the name correction is made.

Moved: Craig Leaf-Wright

Seconded: Chris Moore

Carried: by all present

2) President's Report

Craig delivered the 2024 President's Report.

The key points related:

- Membership numbers declined 24 members in 2023. This is concerning and the Executive have spent considerable time discussing ways to promote the industry and make the organisation attractive to new members.
- Overall 2023 the North Island harvest was down due to an unrepresented wet year, the South Island had a pretty reasonable season. 28% groves responded with no harvest. Average harvest rates dropped to 9.2kg.
- Certification continued to use Modern Olives in Australia to get oil certified. There were 143 oils certified, with 4 failing. The drop in certification number is reflective of the season. The mix of oils across the categories was significantly different, with more medium and mild oils and significantly less intense oils. The volume of oil certified also only 77k litres.
- Award has 119 entries, compared to 152 previous year, again a reflection of the season. We returned to centralised judging and had 6 judges across 2 panels.
- The Awards evening was held in Hawke's Bay to try and be different, however for many reasons it there was a poor turnout, with only 49 attending. The Executive have decided to return it to Wellington for 2024.
- It is important for everyone to respond to the annual grove census, not only for ONZ to be able to draw an accurate comparison from 1 year to the next, but also to be able to represent the industry with accurate industry data. The harvest report showed:
 - There is a more even spread of trees within the regions, with Auckland now having the highest tree count.
 - The top producing region for 2023 was Nelson.
 - Almost 3 tonne table olives were produced, down from 6 tons in 2022.
- Polyphenol project will get under way. MPI delayed the start a focus on cyclone recovery but have since been approved and is high on Emma agenda.
- Reni Hildenbrand held 5 tasting courses across with various success rates. She encouraged everyone to keep tasting oils regularly.
- Branch activities continue, but attendance is disappointing. Walking around groves is the most important way to learn.
- He Rourou Whai Painga study is nearly finished, with Fiona Lithander scheduled to share results at the ONZ conference in October. A video clip was made – available on our website.
- The ONZ website was reviewed for an upgrade and refresh, due to the complexity and costs, it was decided Emma will update content and imagery and build a site-inhouse.
- ONZ entered the JOOT awards as a replacement to the NY awards, although the entries did well, the numbers of entrants were dismal, we will look at a different international competition in the future.

In conclusion, Craig quoted 'next year will be better' and thanked the Executive Officer and Executive for their input over the year. Special thanks to Charles Chinnaiyah who steps down as Treasurer.

The full report is available on the Olives NZ website.

See <https://www.olivesnz.org.nz/category/members-news/minutes/agm-minutes/>

MOTION: That the President's Report be accepted.

Moved: Craig Leaf-Wright Seconded: Tricia Noble Beasley All Agreed Carried

3) Treasurer's Report

Charles delivered the 2023 Treasurer's Report. Charles noted that the full Auditor's Report is available on the website.

2023 was a somewhat challenging year, the final ONZ accounts for 2023 have broken even, as shown on the Statement of Financial Performance. This indicates a total revenue of \$134,357 and total expenses of \$134,160, resulting in a surplus of \$197.

- Membership numbers decreased to 157 in 2023, from 181 in 2022. The income from our membership subscription was down by 17% on the budgeted figure, amounting to a deficit of \$11,222. Sponsorship was successfully obtained to make up for the deficit.
- Income across all areas of ONZ certification and awards was down, much of this was a reflection of the season. Careful spending and necessary changes were made to keep costs down.
- More OliveMark Stickers were purchased increasing inventory on hand.
- Even though the tight cashflow seen in 2023 was managed using some ONZ reserve funds, we continue to maintain ONZ's term deposits to a total of \$50,000, as a reserve for future.

DISCUSSION:

Gayle asked why 23 full members had not renewed their membership. Emma responded that some businesses had sold and the new owners had not renewed, others did not see value in their full membership when not selling their own oil. (Note the figure is incorrect there were 13 full members that did not renew their membership in 2023).

Gayle congratulated ONZ on getting the sponsorship to help cover the costs, however commented that each activity needs to break even.

MOTION: That the Treasurer's Report be accepted.

Moved: Charles Chinnaiyah Seconded: Rob Noble Beasley Carried All

The full Treasurer report can be found on the ONZ Website -

<https://www.olivesnz.org.nz/category/members-news/minutes/agm-minutes/>

4) Appointment of Auditor

An action from the 2023 AGM was to review the auditors before appointing them again. Charles had a conversation with Parkers Business Solutions addressing the concerns ONZ had, mainly to do with the timing and communication for the completion of the 2022 audit. He was assured they would be rectified, so ONZ Exec appointed Parkers Business Solutions to carry out the 2023 audit of the financial report. This was done with no issues.

Therefore, he recommended we continue to use Parkers Business Solutions.

MOTION: To reappoint Parkers Business Solutions to audit ONZ 2024 Financial Audit.

Moved: Charles Chinnaiyah Seconded: Craig Leaf-Wright Carried All

5) Ratification of Executive Committee

2024 saw the positions of President, Vice-President and Treasurer on the Executive Committee come to the end of the 3-year term.

Steve Price was nominated for President.

Tricia Noble Beasley was nominated for re-election as Vice President

There were no nominations received for the Treasurer position. Niall Holland stood from the floor, his nomination was proposed by Linda Smith and seconded by Charles Chinnaiyah.

They will join the branch chairs of Chris Moore (Canterbury), Ray Gregory (Nelson), Andrew Priddle (Wairarapa), Hamilton McConachy (Kapiti), Geoff Crawford (Hawke's Bay) and co-opted member Neil Smith

Craig Leaf-Wright moved the ratification of the Executive Members, all present agreed.

6) Notified Business

a. ONZ Constitution

A new Incorporated Societies Act 2022 came into force October last year, this replaces the 1908 Act. ONZ is required to reregister. As part of the reregistration ONZ is required to submit an updated Constitution to include the Act changes. The intention was to have the updated constitution ratified at this AGM, the document has been finished however, combining the two versions has been quite complex and Emma feels like it has been rushed. The reregistration is not required until April 2026, therefore suggest we refer the approval of the new ONZ Constitution to the 2025 AGM.

Alec Webster asked whether except for the legal requirements, were any changes being made? Emma responded that the document has been written with the intention not to change the existing ONZ rules, there are new requirements around record keeping of ONZ Members, declarations of conflict of interest, etc. The existing ONZ Constitution is 13 pages long, the templated document started at 23 pages and written using different terminologies.

b. Membership Structure

The intention of the proposed membership structure is to add value to the types of membership to get new members.

Biggest changes are:

- Hobby membership drops from \$150 to \$99. To focus on attracting smaller groves that are not currently members or producing oil.
- Hobby and Small members being restricted to what they have access to, but with the ability to buy in to certification and awards. In 2023 there was 29 hobby members - 2 certifying their oil and entering the awards, 30 small grove members – 13 certifying their oil and 8 entering the awards.

DISCUSSION:

- Alec Webster said he believed all members should have access to all ONZ activities and we should be encouraging more certification and award entries, not adding barriers. He presented an argument where the new proposal increased smaller producers' costs disproportionately more to certify and enter their oil into the awards based on rough calculations of a cost per litre for ONZ certification and awards entry. He based the calculations on hobby groves with 100 trees, small grove with an avg of 175 trees and a large grove with an average of 625 trees, producing 1 litre of oil per tree. He calculated it cost close to \$7 per litre for a hobby grove, \$4.90 per litre for a small grove and \$1.80 per litre for a full member to certify their oil and enter the awards.
- Ross Vintiner suggest the ONZ membership issues need to be clearly laid out. Each category the number of members and income as per existing and proposed membership. If we are reviewing categories, do we need a category of over 1500 trees. All groves have had to absorb increased costs over the year, we need to make sure we don't lose members because of cost.

- Linda Smith disagrees with the proposed changes, suggesting it will result in a further decrease in membership. She said Oliveti operate in Northland with much lower membership costs, certification, and awards (noting that these are not as the same level as ONZ). We should be looking at why bring small groves into ONZ.
 - Gordon Legge suggested the current problem is there is no value in the ONZ membership. If we fix the value proposition of ONZ membership the rest will fix itself. The members want to see the benefits in being a member, this needs to be done by creating a market for everyone.
 - Neil Smith asked if there is a disconnect between the ONZ Executive and the Membership? He invited everyone to suggest what they would like to see to add value to their membership.
 - Andrew Ashby said ONZ can't rely on last year's certification numbers to do their calculations, as the season meant less members harvested. Emma said the numbers for 2022 and 21 certification and awards were very similar.
 - Steve Manley, said there are lots of derelict groves around him, he thinks it is cost prohibitive to operate them and feels the industry growers keep information behind 'closed doors'.
 - Gayle Sheriden asked what is the value proposition for large groves? ONZ lost 22 full members in 2023.
 - Craig Leaf-Wright sighted many groves sitting idle around Canterbury when hosting Reni last year.
 - Ross Vintiner suggested the idle groves are because people have decided there is not enough value in the product. Groves in Marlborough are being replaced by grapes. What are the options for lower tree numbers. A simple business case of options needs to be put forward and circulated. Buddy system to share ideas and get neighbours on board.
 - Gordon Legge liked the olive industry to the dairy industry without Fonterra and everyone selling their own milk at farmgate. The industry needs collective buying power.
- Craig invited everyone to send their thoughts and ideas to the Executive consider how to move forward.

7) General Business

- a. Ross Vintiner thanked ONZ for putting submission together for MPI's proposed food producer's levy. Noting that we need keep on to MPI.
- b. Jan Whyte mentioned the Gold Stickers do not retain their gold, the colour rubs off to silver.
- c. Trica Noble-Beasley thanked Craig and Charles for all their work on the Executive over the past years.

There being no further business, Craig thanked all for their attendance and declared the meeting closed at 8.02pm