

Minutes from the 23rd Annual General Meeting - 3rd August 2007 BMW Art Cars, Auckland Museum

Chairman: Erich Bachmann

The 23rd Annual General Meeting of the New Zealand German Business Association was declared open at 5:20pm. The Chairman welcomed all members and confirmed that a quorum was present.

1. Apologies

Apologies received from members were made available to the members on arrival. No further apologies were reported. The apologies were taken as read and accepted by the meeting.

Moved – Mark Gilbert; Seconded – Grant Bevin

Carried

2. Minutes of the 22nd AGM

The minutes of the 22nd Annual General Meeting held 24th August 2006 were approved by the Executive Committee as a true and accurate record and were distributed to members.

There were no matters arising.

3. President's Annual Report

Erich Bachmann presented the following report to the meeting:

2006 was a positive year for Germany – the highly successful Fifa World Cup certainly had a major positive impact on the economy.

The International Monetary Fund has recently revised its predictions and now expects the German economy to grow by 2.6% percent this year, as compared to the 1.8% percent it was still forecasting in April. In 2008, the economy will grow strongly, according to the IMF, which has now revised its April forecast of 1.9% percent economic growth for the coming year to 2.4% percent.

Looking back on the statistics for 2006, Germany was New Zealand's 6th most important bi-lateral trading partner, with a trade volume remaining constant at \$2.6 billion.

Germany is New Zealand's 2nd most important market, after the UK, for sheep meat exports and 3rd for fruit exports. Other key product exports to Germany are venison, casein and wool with some aircraft exports slipping in for the first time. Main imports from Germany, as you can expect, were motor vehicles and commercial vehicles, machinery for printing and harvesting machinery, pharmaceuticals, medicaments and specifically listed –dish washers.

Ladies and Gentlemen, at this 23rd Annual General Meeting of the New Zealand German Business Association, it is important to provide a summary of activities for the financial year 1st of January to 31st of December 2006.

During the year we concentrated on improving our internal operations, with the successful implementation of SAP Business One, providing not only excellent accounting software but also interlinked client relationship management options.

In comparison with 2005 our total operating revenue for 2006 decreased by some \$13,000. Expenses increased by some \$20 000, resulting in a net deficit of \$17,769 for the year ended 31 December 2006.

2006 proved to be a difficult year for membership - the Association welcomed some 28 new members but lost 70, resulting in a substantial drop in our overall membership. Competition for those subscription dollars has certainly

become tougher and the investment required to provide efficient, effective services to members has increased. Nevertheless we believe we have maintained the highest membership numbers amongst the European trade organizations.

The Association continued to focus on providing members with a unique source of information, support, trade leads and know-how and has further improved its website and electronic newsletters.

In 2006 there were a number of activities I would like to highlight today:

- *The Road Show Germany with guest speakers Peter Hamilton, the previous NZ Ambassador to Germany and Marta Marga the NZ Consul General to Germany*
- *The Oktoberfest sponsored by Volkswagen and supported by Schenker, Masport and Impex with some 300 attendees.*
- *The Fifa World Cup final – organized in 4 days, with some 200 attendees - at 5am!*
- *The 2nd German Renewable Energy Conference – this time in Auckland, with a grand finale cocktail event at the Auckland Museum.*

Also in the 2006 year:

- *Monique Surges attended the bi-annual World Conference of the German Chambers of Commerce, in Berlin.*
- *Some 12 newsletters were published and distributed to members, in New Zealand and Germany;*
- *The NZGBA organized 3 workshops*
- *Some 5,000 New Zealand clients visited trade fairs taking place in Germany and just on 100 New Zealand companies exhibited at trade fairs in Germany, which is certainly a substantial number.*

We were also pleased to publish our first edition of Double the Vision – a business guide on the trading relationship between the two countries. This publication has become a very important marketing tool for the NZGBA and has been distributed to some 4000 addresses in New Zealand and Germany. It has also been presented to visiting political delegations, who have been very receptive.

One very sad event did take place in 2006 – David Hope-Cross, previous president of the NZGBA and awarded the Bundesverdienst Kreuz, passed away in March. His enthusiasm for improving the New Zealand German relationship will not be forgotten.

The executive committee of the NZGBA has met formally 6 times since the last AGM and at this point I would like to express my gratitude for your contributions and your time. I also wish to thank those members of the Executive Committee who are retiring this year, namely, Brian Stocking (who has been a stalwart committee member for more than 10 years), David Smith, Mark Gilbert and Sandra Cook.

To the staff of the NZGBA – Monique, Alex, Paola and Sylvia, thank you for your ongoing dedication and acceptance that dirndl's are a part of the job once a year at our annual Oktoberfest... I hasten to add that board members are not required to wear costume!.

There was no discussion arising from the report.

Moved – Mark Gilbert; Seconded – Robert Knox

Carried

4. Adoption of the Accounts 2006

The financial statements for the year ended 31 December 2006 were made available on request and were included in the information provided on arrival at the AGM.

The Treasurer Robert Knox highlighted the following areas:

The main sources of income for the Association are derived from membership fees, trade service fees, German Trade Representative funding and also importantly the annual Oktoberfest.

As already mentioned there was a drop in memberships for the 2006 year, trade service income was also down and the income derived from the renewable energy project was less than in the first year. General expenditure was largely in line with budget other than the publication which Erich highlighted in his speech. Although the Association was able to gain some \$41 000 in advertising support, the publication costs (including initial design work) amounted to \$61000 resulting in a substantial loss. Nevertheless before depreciation the association attained an almost break even year.

There were no questions arising from this information.

Robert Knox moved that the New Zealand German Business Association's financial statements for the year ended 31 December 2006, duly audited by *WHK Gosling Chapman* be adopted by the meeting.

Seconded – Brian Stocking

Carried

5. Appointment of auditor

Robert Knox moved that *WHK Gosling Chapman* be appointed as auditors for the ensuing year.

Seconded – John Robinson

Carried

6. Membership Subscriptions

Although the costs of running such an organisation such as the NZGBA are continually increasing and the funding component from Germany has decreased as a result of the exchange rate, the committee has recommended that the membership subscriptions remain unchanged constant for the coming year at \$235+GST for individuals, \$320+GST for members with up to 30 employees and \$450+GST for companies with over 30 employees.

In comparison to many other trade associations the NZGBA offers not only the services of full time qualified staff, but also specialist individualised assistance for trade enquiries and trade fair participation, the opportunity to meet with high ranking German visitors and visiting German delegations, as well as numerous opportunities to participate at the many networking events.

There was no further discussion on this and Erich Bachmann moved that the subscriptions remain the same for the 2008 year. This was seconded by Mark Gilbert and unanimously adopted by the meeting.

7. Alteration to the Rules of the Association

Members received a revised copy of the Rules of the New Zealand German Business Association.

A number of changes have been made: These were highlighted in the explanatory notes which formed part of the notice for the AGM.

In summary, the principal changes relate to the requirement of the German Chambers of Industry and Commerce that we include a specific rule which recognises the position of the Executive Director of the NZGBA.

The Executive Director must also be a member of the Executive Committee. This appointment must be subject to the approval of the German Chambers of Industry and Commerce, which is a requirement for receiving funding from the German Federal Ministry of Economics. All previous changes to the Rules have now been consolidated into the one document that has been circulated.

There were no questions from the members and it was moved that these Rules be adopted as the new Rules of the New Zealand German Business Association (Inc.)

Seconded: Robert Knox

Carried

8. Election of Committee and Officers

Monique Surges – German Trade Representative reported that, in accordance with the rules of the New Zealand German Business Association, a number of nominations were received in writing.

M Surges thanked the members of the 2006/2007 year for their dedication of time and support.

The nominations were as follows:

President: Erich Bachmann, Hesketh Henry

Vice-President: Grant Bevin, Business World Travel

Treasurer: Robert Knox, BDO Spicers Auckland

Executive Committee Members:

- Erich Bachmann, Hesketh Henry
- Robert Knox, BDO Spicers
- Grant Bevin, Business World Travel
- John Robinson, Wallenius Wilhemsen Lines
- Willie Van Heusden, Schenker NZ Ltd
- Tim Woolfield, Realtech NZ Ltd

And two new nominations:

- Grant Smith, European Motors Ltd
- Jim Bibby, Stihl NZ Ltd

All nominations were accepted and members expressed their welcome to the nominated and elected officers for the year 2007/2008.

9. General Business

There were no items of General Business advised prior to the meeting.

Gregory Thwaite asked what developments had been made regarding the strategic alliance between Auckland and Hamburg. Erich Bachmann responded that the Auckland City Council were presently matching up the relevant contacts within the areas to be covered by the alliance and that members would be informed in due course.

The 23rd Annual General Meeting was declared closed at 5.45pm.