



Minutes to Annual General Meeting of Members

Seaworld Resort, Main Beach Qld – 10th May, 2012

Attendance Table

• Dave Smith	PRESIDENT				
• Brad Turner	CHIEF EXECUTIVE OFFICER				
• Craig Perrin	ACCOUNTS OFFICER				
• Susan Bostock	MINUTE TAKER				
Kim Hardwick	NSWPC	Neil Fergie	ACTPC	Paul Murphy	VTPC
Robert McMillan	NSWPC	Richard Petters	NSWPC	Stuart Gough	SQPC
Greg Hays	NSWPC	Lindy Williams	SQPC	Bernie Armstrong	VTPC
Ben Nordkamp	SQPC	John Williams	SQPC	Allan Gray	SAPC
Nerissa Anderson	SQPC	Al McVinish	SQPC	Ken Higgins	VTPC
Mark Szulmayer	NSWPC	Koppel Solomon	SQPC	Adam Davies	NQPC
Graham Cook	WAPC	John Kinton	VTPC	Greg Bennie	SQPC
Trevor Collins	NTPC	Ray Williams	VTPC	Faye Cox	SQPC
Jason Cooke	SQPC	Peter Brierley	SQPC	Max Motzo	NSWPC
Brett Newman	SQPC	Karl Eitrich	NQPC	Nigel Brennan	VTPC
Gary Myers	SQPC	Ian Robertson	NSWPC	Melanie Clarke	NSWPC
Bulan Casley	SQPC	Dave Boulter	VTPC	Duncan French	NSWPC
Garry Gnapp	SQLD	Mike Carre	NSWPC	Grahame Hill	NSWPC
Sonja Bruss	SQPC	Michael Vaughen	NSWPC	Muttley Fickling	NSWPC
Mike Dyer	SQPC	Leanne Critchley	SQPC	Ralf Jaeger	NSWPC
Carsten Boeving	VTPC	Luke Oliver	SQPC	Ralph Hamilton-Presgrave	VTPC
Samuel McKay	VTPC	Janine Hayes	VTPC	Bruce Towers	SQPC
Jason Clarke	NSWPC				
Kelly Brennan (apology)					

The President declared the Meeting open at 9.00am

The disclosure of Federation Board Members Interests has now been included into both the Conference Booklet and the Annual Report. This does not need discussion and is included purely for the purpose of disclosure of interests.

Confirmation of minutes of previous meeting

Motion:

That the Minutes of the 2011 AGM be accepted.

Grahame Hill, Neil Fergie ACCEPTED

Presidents Report

Constitutional Changes

At the last AGM there were changes to the Constitution – now all members have one vote. Most of the time decisions are made by a show of hands, it has only been on the odd occasion that someone asks to use numbers. Further reasons for the change to the constitution was to avoid a small group of members ‘hijacking’ the Board. If a group of people had the mind to take over, they could have used numbers to take over the BoD.

Commercial Operators

We are seeing an emergence in large commercial operations and the APF does acknowledge that commercial operations are doing a great job. Their hard work is responsible for bringing extra members to the APF and creating career prospects, thereby making a big contribution to the organisation.

Volunteers

Thank you to the volunteers – we have so many volunteers and as a member owned organisation, we could not exist without them. The APF does rely on a host of volunteers who are not paid for their services. Without the generosity and contributions of these people, this would be a much more expensive organisation to run. This in turn benefits the commercial operators.

APF Investments

The APF hold two trusts - PPC and APTAC – with assets being held at arm’s length. Yes we do have insurance but in the event that one day it might not cover us, if you hold assets at arm’s length you have a means of reinventing the APF.

The other trust owns the APF building in Springwood, holds the assets and half of insurance money each year is held which is good business practice.

As always the APF balances the interests of the regular skydiver and the commercial operator. The APF recognises the contribution made by the operators and in recognition of that the Board agreed to give a \$2

discount to clubs for utilising the online student membership system (pink cards). The balance of the assets sits in a sport development fund benefiting all skydivers. The Board has been very mindful of the contributions being made and this discount on membership was one way of acknowledgment this contribution, and of 'giving back' from the sale of the building in Canberra.

It would be prudent if some of our commercial operators were on the BoD – we should be looking for new faces, to ensure wider representation, and fresh input and ideas.

Statement of Accounts – Auditors Report

The balance sheet as presented in the annual report was discussed including the balance of the Federation's assets at end of 2011. The president also discussed financial assistance from CASA and commented that whilst historically with a turnover of around 300k the APF received approx. 100k per annum, our turnover has increased considerably yet we still only receive approx. 100k per annum.

Motion:

That the financial accounts be accepted as presented.

Jason Cooke, Mark Szulmayer ACCEPTED

Election of President

The president handed over to the Chair to conduct the election.

- **Nominations:**

Dave Smith – nominated by Mike Carre, seconded by Neil Fergie

There being no other nominations the APF President was unanimously re-elected for another year

- **Vice President**

Question was put to the floor - do we consider we need a vice president? This would be to assume the role and duties of the president's position when he is out of country.

Higher bodies than ours (FAI) similar to us don't have a vice president. The reason the vice president should exist is if there is an issue with succession if something should happen with the president, someone could step forward to assume the role. Following this discussion it was considered that the APF did not need a Vice President at this time.

CEO Report

The CEO presented a brief on the membership year that was. CEO spoke to his power point presentation reiterating the APF's commitment to driving the strategic plan and directing resources into the right areas in order to continue 'growing' the sport.

- Conversion of tandems to sport jumpers
- Ongoing drop off from A to B licence holders but not a large change from previous years
- Still a large number of clubs not completing membership cards correctly which is an alarming trend as it means there are a large number of 'unknowns' which affects our ability produce accurate statistics
- With the new online system we have the ability to drill down into stats which will made our reporting even more accurate. Currently we rely on the information on pink cards and the info that is added to our membership renewals every year
- From a marketing perspective a survey before they leave the drop zone would be most effective
- APF has considered putting together a marketing DVD where previously brochures were produced and provided to clubs.
- A new website is under development and is aimed at the newcomers to the sport
- Social media remains a valuable resource worth tapping into

- One operator expressed concerns that clubs are not doing their job in introducing people to the sport and seem to be happy to 'take' without giving back. The Presentation on marketing given at this conference was excellent but unfortunately not all could attend.

Future of APF Conference

The President spoke regarding the holding of the APF Conference every 2nd year pointing out that we are still required to have an AGM every year. We would still have an AGM but on those 'off' years the AGM could focus on less important issues. One year would be Symposium style with overseas presenters etc, and the other year would be solely focused on Instructional issues.

Further discussion ensued regarding whether or not to proceed with holding the conference every 2nd year with it being pointed out that it is getting harder to put these things together especially with the level of improvement that the conference has enjoyed over the past few years. Would have much better conference and much better attendance if we could focus on every 2nd year.

The CEO suggested we could survey the membership for their opinion and also asked for a show of hands for support of the concept with approx. 60% of the room in agreement.

Meeting Close

There being no further business the President declared the 2012 AGM closed at 10.30am.

END