

Minutes of Annual General Meeting
Tuesday 26 April 2022
6.30pm
Zoom

1/. Welcome

BIAV President David Meehan welcomed everyone attending via Zoom. David thanked everyone for their involvement and support of the Association.

David also introduced the Board members and CEO in attendance.

In attendance were –

COMPANY	CONTACT	DIVISION
BIAV	Steve Walker	
	Katrina Muir	
	Mary Papantoniou	
DW Accounting	Andrew Draffin	
Appointed Director	Neil James	
Appointed Director	Daved Lambert	
	Alistair Murray	LIFE MEMBER
	Colin Brewer	LIFE MEMBER
	John Temple	LIFE MEMBER
	Peter Buckingham -	LIFE MEMBER
	Gordon Howlett	LIFE MEMBER
	David Heyes	LIFE MEMBER
Victorian Boat Sales	Tim Pratt	BD
38 South Boat Sales	Rohan Veal	BD
High Country Houseboats	Mike Dalmau	BD
Aussie Boat Sales	Scott O Hare	BD
	Dani O Hare	BD
St Kilda Boat Sales	Michael Polan	BD
Chelsea Yamaha	Robert Neely	BD
Mercury Marine	David Meehan	MWD
Bar Crusher Boats	Peter Cleland	MWD
Savwinch	Eleni Savva	MWD
	Nick Savva	MWD
Yamaha Motor Australia	Jeff Dickinson	MWD
	Nicholas Kitchen	MWD
Frank Marina	Frank Lee	MWD
Anchor Right	Rex & Joy Francis	MWD
LEHIA	Mike Dalmau	CAS
Icom Australia	Marty Anderson	CAS
VRFISH	Franz Grasser	CAS
Anchor Marine	Andy Warner	CAS
RVMYC	Michael Neumann	MC
Wyndham Harbour Marina	Matthew Snape	MC
City of Melbourne	Adam Bucholtz	MC

2/. Apologies

The CEO Steve Walker advised the below list of Apologies for the meeting –

Company	Contact	Division
	Ian Heres	Life Member
Form A Sign	Wes Chandlery	CAS
Hitchable	Andrew Thomas	CAS
Aqua Power Marine	Simon Teitge	CAS
Seaworthy Inspections	Michael Fitzallen	CAS
Blue Nautilus Marine	Toni Hawken	CAS
Eildon Outboards	Toni Keddell	CAS
JV Marine	Mark & John Stav	BD
Motaboats	Marty Satur	BD
Cranbourne Boating Centre	Dave Avard	BD
Eildon Houseboat Sales	Ray van Schoonhaven	BD
Marine Melbourne	Terry Ryan	BD
Mastercraft Melbourne	Jake Mutton	BD
PPBC	Phil Pierias	BD
MY Marine	Theo & Michael Rozakis	BD
Bellingham Marine	Marc Carney	MC

3/. Confirmation of Previous Minutes

The Minutes for the 26 April 2022 Annual General Meeting were presented.

Motion:

These were moved by **Alistair Murray (Ronstan)** and seconded by **Franz Grasser (VR Fish)** and were approved.

4/. President's Report

Further to his previously circulated report as part of the Annual Report David Meehan emphasised:

- That the marine industry had continued to boom in 2021.
- However, that demand outpaced supply.
- That overall, however, it had been a very positive year.
- His thanks for the tireless work, Steve Walker, Mary Papantoniou and Katrina Muir in a tough year.
- The unfortunate scenario during 2021 that the 60th Melbourne Boatshow and the Discover Boating Showcase had to be delayed and/or cancelled.
- His thanks to those members that took part in the very helpful one-off member levy.
- The successful sale of 24 York St and how it would cater for sensible and valuable investments going forward.
- The great relations, and great outcomes with the state government and how these relationships were so valuable and important.
- The Better Boating Fund and the Recreational Boating Strategy as excellent examples
- His thanks to a great Board - Rohan Veal, Scott O'Hare, Daved Lambert, Neil James, John Temple, and Franz Grasser. Plus, the committees.
- An intent that BIAV continues to follow the strategic plan with the following six strategic pillars: Participation, Boatshows, Advocacy, Industry Skills, Finances and Membership
- His sincere and gracious thanks to all Members.

Motion:

The report was moved by **Daved Lambert and seconded by Michael Neumann (RYCV)** and was approved.

5/. CEO Update

The CEO Steve Walker, further to his previously circulated report outlined that:

- The year had indeed been like another – 2020!
- The industry and its members had shown great resolve and determination.
- The demand for boats, boating and the boating lifestyle continued to escalate.
- Supply issues became the greatest challenge.
- Cancelled boats shows were certainly a disappointment and a financial strain.
- The Boating Industry Hub at the Southeast Careers Expo was a highlight for the year.
- Skills shortages, especially in the marine mechanic space really escalated in the year.
- A valuable OS recruitment of skilled workers seminar late in the year was well attended and appreciated.
- The financial 'reset', recovery, and rebuild was successfully underway after some tough, but crucial decisions, including the 24 York St sale.
- BIAV continued to deliver for members with just 2.2 FTEs and member satisfaction levels remained very high, as recorded in the annual survey.
- Member retention ran at 96% and 11 new members were secured.
- The progress with government was stunning and a great success story for BIAV.
- It was a great year working with President David Meehan and the Board, with our fantastic committees, as well as with Mary Papantoniou and Katrina Muir in the office
- His thanks again to all members and his best wishes and all the best for the challenges and opportunities of 2022.
- Some forward projections and areas of importance in terms of Government/Advocacy, Boat Shows and in particular the planned October 2022 Docklands event, Education/Industry Skills, Membership, Boating Participation, and further financial recovery.
- The temporary office location at St Kilda Marina whilst a more permanent and BIAV owned office is secured in the near future.

6/. Financial Report

- Finance Committee Chair John Temple pointed to the 2021 Financial Report, adding that despite the COVID challenges, and the non-boat show factor for a second year, a palatable - \$222k result had been achieved.
- John recognised the efforts of the CEO and staff, as well as the Finance Committee members and the Board for their careful management of the tough situation.
- John emphasised the overall strong financial position including the \$465k in the bank, the \$3.82m Equity position, and the expected 2022 significant surplus once the 24 York St transaction takes place at settlement, and if an October boat show is successfully delivered.
- Gordon Howlett enquired, and it was pointed out that the strong cash position was related to the 24 York St deposit and Gordon cautioned to view both sides of that situation.

7/. Resolution 1

Motion: The Financial Report was **moved by Colin Brewer and seconded by Tim Pratt (Victorian Boat Sales)** and was approved.

8/. Divisional AGMs

The CEO outlined that the Welcome, Apologies and Quorum aspect of the meetings had been resolved in the main agenda and that the divisional meetings would be held concurrently as per the past few AGMs.

The CEO advised that there were five Board vacancies and five eligible and suitable nominations.

Those being: -

Eleni Savva	Savwinch	MWD Division
Scott O Hare	Aussie Boat Sales	BD Division
Franz Grasser	VR Fish	CAS Division
Michael Neumann	Royal Yacht Club Victoria	MC Division
Peter Buckingham	Life Member	LM Division

That being the case, the five nominees listed above were declared duly elected.

The CEO advised that the five elected members would, within 30 days, from their group of five, elect a President and Vice-president, as required in the BIAV Constitution.

9/. Election Outcomes/Close

David Meehan outlined the full Board, including the above five Elected Members plus Daved Lambert (Appointed) and Neil James (Appointed).

Gordon Howlett advised that the Appointed Board members were not to be elected or appointed at the AGM and were to be Appointed by the five Elected Board Members. This was acknowledged.

10/. BIAV Joining BIA Ltd Further Discussion

The CEO outlined the recent process including the Board rationale that led to the topic being re-opened, the BIA BIAV Joining Together Review Paper, the BIA Ltd presentation and its associated BIA Ltd and BIAV PowerPoint - Stronger, Together, the recent circulation of materials to all members, the associated survey of members, the survey result of 27 yes and 5 no, and the possible next steps.

Several members commented as to the merits of the proposal to proceed, and some reservations were also highlighted.

The main reservations noted were Loss of currently very strong advocacy position, Loss of overall representation and influence, Protection of assets.

It was noted that most, if not all of these reservations have been addressed in the BIA BIAV Joining Together Review Paper, as well as the BIA Ltd and BIAV Powerpoint - Stronger, Together, and should help to give comfort, and confidence, to those still with concerns.

It was emphasised also, that of the 27 businesses that responded to the YES/NO survey, that all 27 indicated YES. A compelling statistic.

It was also noted that the concerned Life Members were generally in favour of the concept, however, just want surety and comfort around their concerns, and "to get it right", if it is to proceed.

The CEO outlined the strong financial and resourcing case associated with the proposal, as well as the various protections and 'safeguards.

David again thanked everyone for attending and for supporting BIAV.

The meeting closed at 8.10pm.

The 2023 AGM date is expected to be Tuesday 18 April 2023. This is subject to various factors including the outcome of the Joining BIA Ltd considerations.