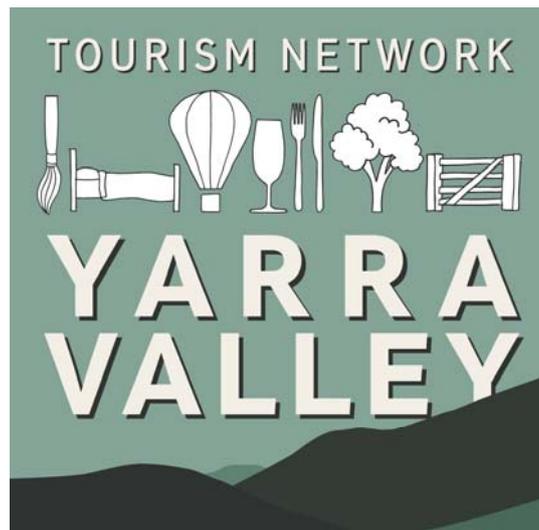


YARRA VALLEY REGIONAL TOURISM
ASSOCIATION INC.
TRADING AS
TOURISM NETWORK YARRA VALLEY

Incorporated Registration No. A0010217S
ABN 34 602 283 437



ANNUAL REPORT
2020 - 2021

PO BOX 353
HEALESVILLE VIC 3777

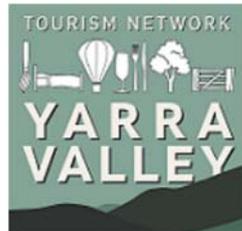
E: info@tourismnetworkyarravalley.com.au

Telephone: 0437 773 223

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MEMBERS**

**YARRA VALLEY REGIONAL TOURISM
ASSOCIATION INC.
TRADING AS
TOURISM NETWORK YARRA VALLEY**



**TOURISM NETWORK YARRA VALLEY
2020/21 COMMITTEE MEMBERS**

PRESIDENT:

Ed McGettigan

Ingleby Cottage

VICE PRESIDENT:

Glenda Noffke

Healesville Motor Inn

SECRETARY:

Caroline Brown

Healesville House

TREASURER:

Andrew Blount Greene

COMMITTEE MEMBERS

Cath Allan

Yarra Valley A2B

Prue Van de Linde

Alowyn Gardens

Rachel Hanson

Araluen Boutique Accommodation

Emma Beilharz

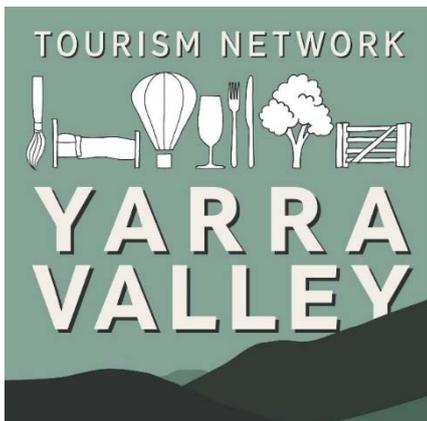
The Hi Tea Mistress

Rebecca Ritte

Kangaroo Ridge Retreat

Sara Lee

Hop It



**YARRA VALLEY REGIONAL TOURISM ASSOCIATION INC
T/A TOURISM NETWORK YARRA VALLEY**

INCORPORATION REGISTER NO A0010217S

ABN: 34 602 283 437

Email: info@tourismnetworkyarravalley.com.au

Tel: 0437 773 223

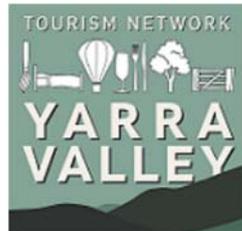
Address: PO Box 353 Healesville, 3777

**ANNUAL GENERAL MEETING 2020/21
TUESDAY 23rd NOVEMBER 2021 AT 6.15PM
VENUE: THE ALPINE HOTEL, WARBURTON**

AGENDA

- **WELCOME**
- **APOLOGIES**
- **MINUTES OF 2019/20 AGM**
- **PRESIDENTS REPORT**
- **TREASURERS REPORT**
- **SPECIAL GENERAL MEETING**
- **2020/21 COMMITTEE STEPS DOWN**
- **ELECTION OF VACANT EXECUTIVE POSITIONS 2021/22**
- **ELECTION OF COMMITTEE MEMBERS 2021/22**

**YARRA VALLEY REGIONAL TOURISM
ASSOCIATION INC.
TRADING AS
TOURISM NETWORK YARRA VALLEY**

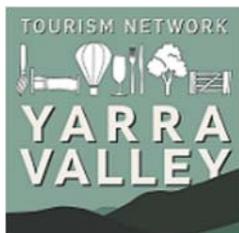


**ANNUAL GENERAL MEETING 2020/21
TUESDAY 23RD NOVEMBER 2021
VENUE: THE ALPINE HOTEL, WARBURTON**

APOLOGIES:

ATTENDEES:

• MINUTES OF 2019/20 AGM



ANNUAL GENERAL MEETING 2019/20 MONDAY 30TH NOVEMBER 2020

VENUE: ZOOM MEETING ID: 88221036820

AGM Commenced at 7.10pm

APOLOGIES:

Nicole & Stephen Neil – Karma Kinglake; Colin Bright & Heather Ebb – Vine Chaser Tours; Cr Fiona McAllister; Neroli & Roger Merridew – Yarra Valley Aviation; Ralph Henderson – Yarra Gables Accommodation; Sue Forrester – The Burrow at Wombat Bend; Christine & Mark Veenhuizen – Brentwood Accommodation; Jenny Webb – Barry Plant Woori Yallock; Roger Williamson – Yarra Valley Trading

ATTENDEES:

Ed McGettigan – Ingleby Cottage; Glenda Noffke – Healesville Motor Inn; Paul O'Neill – Yarra Valley Pet Resort; Caroline Brown – Healesville House; Sara & Jon Lee – Hop It; Rebecca Ritte – Kangaroo Ridge Retreat; Rachel Hanson – Araluen Boutique Accommodation; Cath Allan – Yarra Valley A2B; Prue Van de Linde – Alowyn Gardens; Andrew Blount Greene – Stella Tours; Emma Beilharz – The High Tea Mistress; Yvette Stanley – Wombat Tours; Dale Feim – Dalcorp Accounting; Paul Newnham – Box Hill Institute; Donna Paterson – Healesville Sanctuary; Alison Froud – Healesville Selfie; Kerry Stanton – The Oaks Lilydale Accommodation – Rachel Terpstra – Chestnut Glade; Bart Sobies – ibooked.online

• MINUTES OF 2018/19 AGM

Move to accept 2018/19 AGM Minutes as an accurate record

Moved: Paul O'Neill

Second: Glenda Noffke

Motion Carried: Carried

• PRESIDENTS REPORT

What a tough year this has been! This time last year and for some months into the New Year, South Eastern Australia was suffering the effects of the widespread bushfires. Whilst we were fortunate in the Yarra Valley to have escaped the bushfires, many of our businesses did feel the effects of reduced tourism numbers, from both a domestic and an international perspective. However, for the last 7 months, we have all suffered significant impact from the COVID-19 pandemic, either through the negative impact on our businesses or on our families, and our interactions with our communities. I am sure that we all rapidly grew tired of hearing of the word “unprecedented”, but I do like the increasing frequency with which I am now hearing the word “resilience” being used! We have all been through hard times - the pandemic has had a heavy toll, business-wise and personally, particularly in Victoria. However, day by day, I can observe the resilience we have developed and are now demonstrating as we emerge from lockdown. I am hopeful that we can look forward to a much better year ahead.

Prior to experiencing the effects of the pandemic, we did manage to squeeze in two face-to-face networking events: an evening event followed by dinner at Innocent Bystander in January and a breakfast event at a wonderful setting at the Yarrowood Estate Winery. We did have many more planned, which hopefully will be realised next year. We have also held several virtual networking events via Zoom (thank you to Sara Lee for facilitating these), culminating in our Virtual Wine & Cheese night in October. From a community perspective,

we have continued our relationship with Healesville High School, in confirming a \$1000 grant to assist in Barista training for VCAL students intending to follow a tourism-related occupation.

At last year's AGM, the retiring President, Keith Darke, reported on a positive trend in the growth in membership numbers – I am pleased to say that this has continued throughout 2020, in spite of the pandemic. We have been steadily adding to our membership numbers month by month, resulting in the total number of members rising to 133. I would like to thank those renewing their membership for sticking with us through these challenging times. For those new members whom we have acquired during the past 12 months, I am sure that the new committee will do their very best to ensure that you find your membership over the next 12 months both fruitful and enjoyable. In addition to growing our membership numbers, it is also worth noting that we have witnessed an increase in the diversity of businesses within TNYV. 5 years ago, our membership was predominantly drawn from the accommodation sector (in the region of 70%), whereas that fraction has now fallen to 36%. Tours & Services, Wineries/Brewing now represent 35% of our membership. These statistics are most encouraging and provide evidence of a maturing organisation, which actively engages with the wider Tourism business community in the Yarra Valley. This diversity can only make us stronger and provide even greater networking opportunities for our membership. I firmly believe that the format that we have adopted for our networking events has been the single most important factor behind the growth of our organisation since I joined nearly 6 years ago. I would hope that the new committee continue with the programme of networking events throughout the year ahead.

In conclusion, I would like to thank this year's committee for maintaining their enthusiasm in spite of everything. Particular thanks are due to: our Secretary, Caroline Brown, for being the glue that keeps this organisation together; Treasurer, Paul O'Neill, who managed to keep us financially solvent; Glenda Noffke, supported by Andrew Blount Greene, for representing TNYV on the Board of Yarra Ranges Tourism (YRT). To the remainder of the committee, thank you for your many contributions and for simply being there! I would like to send my best wishes to all our members and their families for a joyous Christmas and a successful 2021.

Ed McGettigan
President

• TREASURERS REPORT

Attached is the financial report for 2019/20 compared to 2018/19.

Obviously COVID restrictions have had a significant impact on last years results and even more so for the current 2020/21 financial year. The committee decided not to seek membership fees for this year but the new committee may need to review this or start charging for Networking Events when they recommence.

Some specific results where:	2019/20 Year	2018/19 Year
Membership fees	\$9,647	\$8,615
Conference	-\$519	-\$4,300
AGM	-\$1,144	-\$2,736

Thanks to the Conference committee for all their work in ensuring the overall cost was reduced considerably. Likewise, the committee decided to reduce expenditure on the AGM which did not detract from a successful night.

We also converted a Networking event at Alowyn Gardens into a fundraiser for HICCI's Xmas Toy Project.

We made a profit of \$663, which the committee decided to round up to \$1,000. We also continued the previous practice of donating \$1,000 to Healesville High School to assist with Barista training.

We spent \$2,250 on implementing a new web site and a further \$540 on maintenance. It was a good investment, as the previous site was in need of urgent attention. Thanks to Kelly- Anne of Dark Light laser for the design and development work. Also, to Caroline, who provided all the info and checking of the final design. Thanks to both.

The report does show a loss of \$3,408 for the year as opposed to a loss of \$364 for 2018/19. However, if the \$2250 one off investment is considered and that \$2,404 in membership fees were included in 2018/19, then you could argue the operations for the year was a profit of \$1,200.

This financial year's figures are not very significant due to COVID and the only expenditures have been for ongoing administrative purposes and covering the discounted cost of the wine & cheese packs for our virtual gathering in October. We currently have \$3,400 in the Bank.

Paul O'Neill
Treasurer

Move to accept 2019/20 Treasurers report as an accurate record
Moved: Yvette Stanley
Second: Andrew Blount Greene
Motion Carried: Carried

- **2019/20 COMMITTEE STEPS DOWN**

In accordance with the rules all committee positions were declared vacant.

Paul O'Neill chaired the meeting until new members were elected.

- **ELECTION OF VACANT EXECUTIVE POSITIONS 2020/21**

Nominations for Executive Committee 2020/21

President – Ed McGettigan
Vice President – Glenda Noffke
Secretary – Caroline Brown
Treasurer – Andrew Blount Greene

There being only one nomination for each position the nominated members were declared elected.

- **ELECTION OF COMMITTEE MEMBERS**

Move that there be 7 general members of the 2020-21 committee.

Moved: Paul O'Neill
Seconded: Caroline Brown
Motion Carried: Carried

Nominations received for General Committee 2020/21

Prue Van de Linde, Cath Allan, Rebecca Ritte, Rachel Hanson, Emma Beilharz, Sara Lee, Yvette Stanley

The nominated members declared elected are: Prue Van de Linde, Cath Allan, Rebecca Ritte, Rachel Hanson, Emma Beilharz, Sara Lee & Yvette Stanley

Meeting concluded at 7.38pm.

Move to accept 2019/20 AGM Minutes as an accurate record

Moved:
Second:
Motion Carried: Carried

- **PRESIDENTS REPORT**

This time last year I was decrying the awful year we had just experienced – the “annus horribilis”, and we were all preparing to stride into 2021 with hopes high for the year ahead. However, whilst they may not have quite plumbed the depths of last year, I do appreciate that the recent few months of this year have also been extremely challenging for you, and your families and businesses. I can only wish that our quality of life continues on its upward trajectory for the rest of this year and on into next.

In spite of all the hurdles in our path, including multiple lockdowns, we did manage to hold several networking events during the year. Among the more conventional events, we had a huge turnout at our first lockdown event of 2021 at the Grand Hotel, Yarra Glen – it was truly wonderful to see so many happy, smiling faces after so long apart. After a couple of postponed attempts, we finally managed to get a lovely evening with Len Rayner at Rayner's

Orchard, which was both educational and entertaining – a rare combination for a networking event! We also returned to Alowyn Gardens for a pleasant, chilled evening, hosted by Prue and John Van de Linde. Several other traditional networking events were organised and cancelled, as has been our experience for much of this year. Consequently, we resorted to some “alternative networking events”. In August we had our Innocent Bystander Cocktail Masterclass, hosted by Declan Scott over Zoom. Those of us who participated, enjoyed not only the tasty ingredients and the novelty of the event, but also the good company. This was followed by our first ever TNYV Trivia night, capably hosted over Zoom by our very own “Mistress of Mirth” – let’s hear it for Cath Allan!

In May we held parts 1 & 2 of our “Work Together, Recover Together, Thrive Together” Workshop. These were held just slightly in advance of yet another Victorian lockdown. My thanks to Helen Wood (TMS Consulting) who facilitated the workshop, and to Rebecca Ritte for her great efforts in compiling the successful application for the council grant which was the principal source of funding for the workshop. The workshop provided the opportunity for members to share their views on the effects of the COVID-19 pandemic on their businesses, what the future might look like, and how best we might collaborate to maximise our benefits from the changes in the tourism marketplace.

Over the last few years TNYV has been making an annual grant to local community organisations and institutions to assist them with new projects. The committee has recently approved a grant of \$1000 to the CIRE Community School, Yarra Junction to assist in the development of their Reconciliation Garden. CIRE Community School is a co-educational independent school from Year 5-12 that offers flexible learning opportunities that are an alternative to mainstream schooling. The garden will feature indigenous fruits and herbs to be used to making preserves and to develop indigenous flavoured products. The funds will be used for students to gain skills in the garden which will assist them in finding a place in the workforce in the future.

On reflecting on the past year, it has been sad to see so many local businesses and those of our own members struggling to survive, whilst others have not been so fortunate and have been forced to close down. Consequently, we have seen a significant reduction in our membership numbers, but our organisation is still financially viable and we can all look forward to the year ahead under the guidance of a new TNYV committee, the members of which will be confirmed at the forthcoming AGM on Tuesday 23 November. As required by our Constitution, all committee positions become vacant at the AGM, providing the opportunity for new members to step forward for consideration as new committee members for 2022.

Several of the 2021 committee will not be standing for re-election. I would like to thank Sara Lee for her enthusiasm and her willingness to contribute her efforts in spite of the geographical challenges of participating in the life of the Valley whilst living in the North-western suburbs. We may also be losing the services of Rebecca Ritte, who in addition to being the major driving force behind the aforementioned Workshops, was always ready to contribute new ideas for TNYV. As Treasurer, Andrew Blount Greene has been a steady hand on the rudder of TNYV’s finances during some challenging times, in addition to his previous years on the general committee. And finally, Caroline Brown has indicated that she will not be re-nominating for the committee. Most members will be aware of Caroline as the friendly presence at just about every event hosted by TNYV, but that is just the tip of the proverbial iceberg! Those of us who have been fortunate enough to work with her on the committee can attest to her tireless efforts and enthusiasm for TNYV. I can certainly say that

my time as President has been made considerably easier by her presence. On behalf of TNYV, thank you for service – you will be sorely missed by the incoming committee.

I too will not be seeking re-election to the committee. It has been unfortunate that for most of my time as President that our activities as an association have been so severely curtailed by the COVID-19 pandemic, but it has been my privilege to be a committee member and President and am grateful for the opportunity it has given me to get to know you all that little bit better. I would ask all of you who have not previously been a committee member to seriously consider nominating for a committee position, and those previous committee members to consider returning to the committee. One's term on the committee need only be for 1 year, but I'm sure you'll find that you get much more out of the experience than you put in!

I look forward to discovering which members will be forming the committee for 2022, and wish them, and all TNYV members and their families the very best of health, wealth and happiness for 2022.

Ed McGettigan
President

• **TREASURERS REPORT**

It has been another challenging year with ongoing covid restrictions affecting the Yarra Valley.

We have been faced with repeated lockdowns and have not been in a position to hold the annual conference this year. However, the TNYV committee have continued to plan our regular pub networking nights, some of which have been via virtual zoom sessions.

Membership fees for the 2020/21 financial year were offered at a 50% reduced rate in an effort to continue to operate while offering to support our members during such difficult and unprecedented times.

Through the year we held a virtual quiz night and offered prizes, which were provided by Rayners Orchard, Alowyn Gardens, Innocent Bystander and Yarra Valley A2B. Thankyou to IB & A2B or your generous donations and to Cath for hosting a fun filled evening.

A covid recovery grant was received from Yarra Ranges Council, thanks to Rebecca for preparing the application, for a total of \$3,000.00 to aid in the recovery after the initial lockdowns. A further \$486.00 was contributed by the TNYV with a total spending of \$3,486, which covered the cost of 2 facilitated evening workshops held at the Healesville Bowling club.

Historically, when holding our regular pub nights, the associated costs are often paid for on the night by committee members. These costs have then been reimbursed by the TNYV Treasurer. To alleviate the need for the committee members to pay these costs, we have setup a TNYV Visa Debit card so that future costs can be paid directly by the TNYV. We are currently running a float of \$500 to cover the costs, which will be reconciled on a monthly basis.

I have also proposed that we change the current financial year, from 01 July – 30 June, to 01 Dec to 30 Nov each year. The reason for the change is to align the financial year with our AGM and changing of office bearers and committee members.

This will allow the respective committee to take full ownership for the year in which they are in office.

This proposal will be put to vote at a special general meeting as part of the 2021 AGM. If agreed, the change will be advised to the department of consumer affairs.

Current bank balance as at 02/11/21 is \$8,900.20

Andrew Blount Greene
Treasurer

Balance sheet report

30 Jun 2021

	Total
1-0000 Asset	
1-0001 Banking	
1-1100 Bendigo Bank - YVTN	4,493.15
Total Banking	4,493.15
1-0002 Current Assets	
1-1800 Accounts receivable	130.00
Total Current Assets	130.00
1-0003 Fixed Assets	
1-2400 Office equipment & computers	527.88
Total Fixed Assets	527.88
Total Asset	5,151.03
Net Assets	5,151.03
3-0000 Equity	
3-0001 Current Earnings	
3-1800 Current year earnings	(193.90)
Total Current Earnings	(193.90)
3-0002 Retained Earnings	
3-1600 Retained earnings	(27,524.60)
Total Retained Earnings	(27,524.60)
3-9999 Historical balancing	32,869.53
Total Equity	5,151.03

Profit and loss report

Cash mode
01 Jul 2020 - 30 Jun 2021

	Total
Income	
4-1202 2020-21 Memberships	4,198.66
4-1203 2021-22 Memberships	82.45
4-1355 2020 Virtual Wine & Cheese Night	675.00
Total Income	4,956.11
Cost of Sales	0.00
Gross Profit	4,956.11
Expense	
6-1000 Accounting fees	192.00
6-1002 Networking Events	361.20
6-1004 Member refund	85.00
6-1005 Committee activities	420.98
6-1010 Registration Costs	96.20
6-1014 2020 Virtual Wine & Cheese Night	1,296.00
6-1015 2021 Covid workshops	3,286.17
6-1050 Bookkeeping	384.00
6-1150 My Guest List Charges	1,132.56
6-1400 Bank charges	10.40
6-1800 Discounts given	0.10
6-2600 Insurance	417.00
6-3610 Computer supplies and software	99.00
6-6450 Web Management	629.40
Total Expense	8,410.01
Operating Profit	(3,453.90)
Other Income	
8-1400 Other income	3,000.00
Total Other Income	3,000.00
Other Expense	0.00
Net Profit	(453.90)

Profit and loss report

Cash mode

01 Jul 2021 - 30 Oct 2021

	Total
Income	
4-1203 2021-22 Memberships	6,364.25
Total Income	6,364.25
Cost of Sales	0.00
Gross Profit	6,364.25
Expense	
6-1000 Accounting fees	50.00
6-1002 Networking Events	190.00
6-1005 Committee activities	65.00
6-1015 2021 Covid workshops	200.00
6-1050 Bookkeeping	146.00
6-1150 My Guest List Charges	435.60
6-1400 Bank charges	4.40
6-4000 Postage & courier	114.00
6-6450 Web Management	250.00
Total Expense	1,455.00
Operating Profit	4,909.25
Other Income	0.00
Other Expense	0.00
Net Profit	4,909.25