

## MINUTES OF THE ANNUAL GENERAL MEETING

*Held at the Wet Tropics Centre for Agriculture, South Johnstone*

*Wednesday 15<sup>th</sup> November 2022 commencing at 5.30pm*



### PRESENT

#### Directors

L&R Collins, Mr Leon Collins, Chair  
S Lowe & Sons, Mr Stephen Lowe, Deputy Chair  
Costa Group, Mr Benjamin Franklin  
S. Spear, Mr Stephen Spear  
Sweeter Banana, Ms Doriana Mangili  
Kureen Farming, Mr Paul Inderbitzin  
Mackay's Group, Ms Tayla Mackay  
Serra Farming, Mr Andrew Serra

#### Other Grower Members (non-voting members)

L&R Collins Pty Ltd, Mr Len Collins  
Mackay's Group, Mr Barrie Mackay  
S Lowe & Sons, Mr Barry Lowe  
Costa Group, Mr Gary Fattore

#### Affiliate Members

Nil

#### Members for Quorum

Sea Breeze Farming, Mr Codie McCarthy  
Sellars Bananas, Ms Naomi Brownrigg  
Marlin Blue Bananas, Mr Michael Russo  
Bartle Frere Bananas, Mr Bernie Devaney  
WR & L Sinton, Mr Dean Sinton  
R & J Abbott Pty Ltd, Mr Matt Abbott  
Howe Farming Enterprises Pty Ltd, Mr James Howe  
(via Teams)  
Pacific Coast Eco Bananas, Mr Frank Sciacca

#### Observers

L&R Collins Pty Ltd, Mrs Sharon Collins  
Mackay's Group, Ms Nicola Mackay  
Fresh Yellow, Mr Doug Phillips  
Costa Group, Mr Derek Pregl

ABGC: Leanne Erakovic, Rosie Godwin, Michelle  
McKinlay, Sonia Campbell, Kathryn Dryden, Geoff  
Wilson, Andrew Burns.

### WELCOME AND INTRODUCTION

The Chair welcomed everyone and thanked them for supporting ABGC.

### QUORUM

The Chair confirmed that a quorum was present at the meeting and declared the AGM open.

### APOLOGIES

The Chair noted apologies from members Mr Patrick and Mrs Ellen Leahy, Mr Peter Molenaar, Mr Dan Molenaar, Mr Peter and Mrs Franziska Inderbitzin, Mr Peter Inderbitzin (Jnr), Ms Jade Buchanan, and Mr Shayne and Mrs Blaise Cini.

### PROXY VOTE

The Chair noted no Proxy Votes were received.

Based on the Notice of Meeting distribution to members prior to this meeting in accordance with the organisation's Rules, the notice was adopted as the agenda.

### ADOPTION OF MINUTES

*"That the minutes of the Annual General Meeting, December 2022, be adopted"*

*Moved: Mr Paul Inderbitzin Seconded: Mr Andrew Serra Carried*

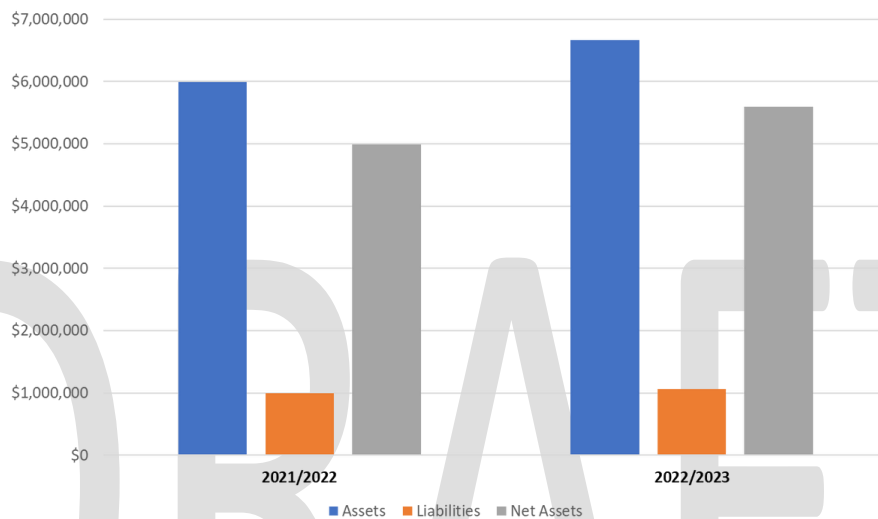
## CEO's PRESENTATION

The CEO's main points were:

### Audited Balance Sheet

- 11 % increase in assets from \$5.9m in 21/22 to \$6.6m in 22/23.
- This is offset by liabilities worth just over a million dollars resulting in total net assets for 22/23 valued at \$5.6m
- Compared to 21/22 this is an increase of 12%.

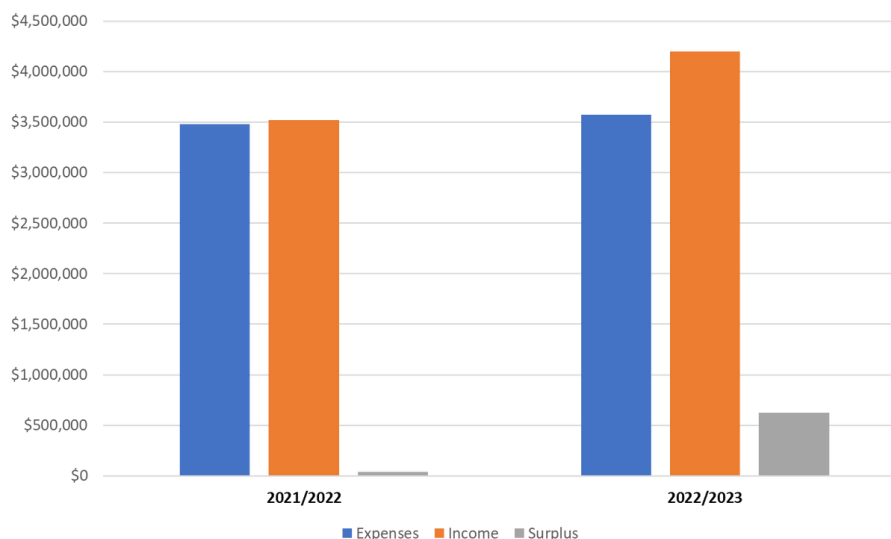
Assets, Liabilities and Net Assets 21/22 vs 22/23



### Audited Profit and Loss 22/23

- 17% increase in ABGC's total income to \$4.1m in 22/23 compared to \$3.5m in 21/22. This was due to a substantial increase in the non-membership project income received for ABGC to deliver contracted projects.
- ABGC continues to ensure that expenses closely match income.
- Due to the project income received in this year there is a net surplus after tax of \$624k for 22/23
- Surplus is attributed to projects and not ABGC membership income.
- As a result of timing of project income, ABGC expect next year's P&L to show a much more conservative net result.

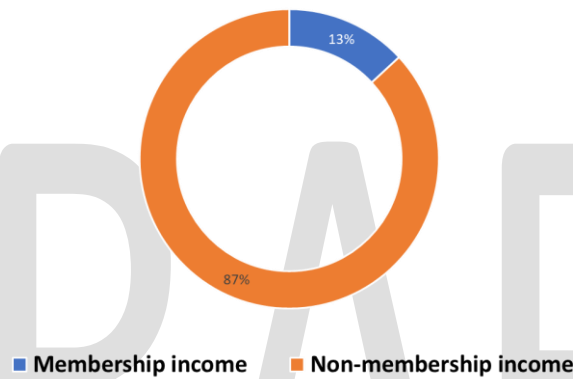
Income, Expenditure and Surplus 21/22 v 22/23



### 2022/23 Main Income

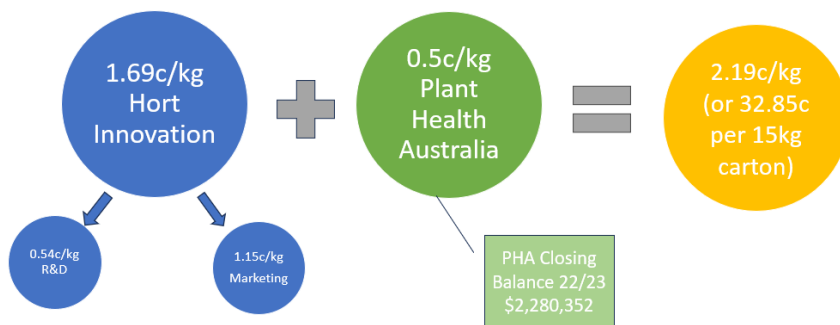
- ABGC activities that benefit all members such as advocacy and three positions are funded from membership fees.
- During 22/23 membership income was \$507K, down 10% percent on 21/22.
- Reflective of tough times for growers and shows ABGC need to do more work to engage and show value to members during the tough times.
- In addition to membership fees, ABGC undertakes separately funded projects, mainly from compulsory levies. ABGC's proven track record of project delivery resulted in increased project income.
- During 22/23 project funding was \$3.5m, compared to \$2.7m in 21/22, a 29% increase due to timing of project income.
- Timing of projects has a material impact on ABGC income.

Income Source



### Compulsory Levy Overview

- 0.54c/kg R&D investments.
- 1.15c/kg banana marketing.
- ABGC bids through Hort Innovation's competitive tender process for Hort Funded projects to deliver to industry.
- PHA levy funds industry's commitment to the TR4 Control program at \$1.6m per year until 25/26 and other biosecurity responses.



- PHA closing balance of \$2,280,352.

## Executive Leadership Team & Project Funding – Oct 2022/23 - Overview

Position	Name	Funded by
Stakeholder Engagement and Advocacy (Manager)	Kathryn Dryden	ABGC
Biosecurity and Sustainability (Industry Strategy Manager)	Michelle McKinlay	HIA/BMP (DES/OGBR)
R&D Coordination (Manager)	Rosie Godwin	HIA
Supply Chain Engagement (Manager)	Andrew Burns	HIA
Communications (Manager)	Sonia Campbell	HIA
TR4 Program (Manager)	Geoff Wilson	Qld Govt/PHA Levy

## CHAIR'S PRESENTATION

Main points in the Chair's report based on 30 June 2023:

### Issues

2023 has been a year of challenges. The Board and Staff have been working hard to address industry issues within ABGC's capacity:

- Compliance
- Chemical review risk
- Workforce
- Marketing and supply chain
- TR4 transition to industry

### ABGC Highlights 2022/23

- Stakeholder Engagement and Advocacy – A new role focussed on ABGC membership and advocacy.
- Biosecurity and Sustainability – Facilitating grower input to policy, and maximising government investment and long-term grower benefits.
- Research and Development – Coordinating Research Development Extension activities to deliver tangible outcomes to growers.
- Supply Chain Engagement- Assisting in increasing the market demand of bananas.
- Communications – Keeping growers informed of all things relevant to industry to increase productivity and quality.
- Panama TR4 – Ongoing management of Panama TR4 is now being led by industry.

**There were no questions from the floor.**

## RESOLUTIONS

### 1. Financials

To receive and adopt the Income Statement and Balance Sheet of the Council and to receive the Auditor's Report for the year ended 30 June 2023. *Moved: Mr Ben Franklin, Seconded: Mr Andrew Serra*

### 2. Appointment of Accountant

That Conroy's Accountants be appointed auditor of ABGC for 2023/2024. *Moved: Mr Barrie Mackay, Seconded: Mr Andrew Serra*

### 3. Adoption of Rules

That the Council adopt the proposed 2023 Rules of the Association as circulated with the Notice of Meeting. *Moved: Mr Paul Inderbitzin, Seconded: Mr Andrew Serra*

## ELECTION OF DIRECTORS

The Chair declared two nominations Mr Gary Fattore and Mr James Howe elected as no election is required, because there were no other nominations.

On behalf of the Board, ABGC staff and members, the Chair thanked outgoing Directors Mr Ben Franklin and Mr Paul Inderbitzin for their contributions to not only the ABGC but the banana industry more broadly during their tenure.

**GENERAL BUSINESS**

No special resolutions.

**PRESENTATIONS**

Supply Chain Engagement Project Update – Andrew Burns, ABGC.  
Benchmarking Project – Eric Schluter, Aglytica.

**MEETING CLOSE**

The Chair closed the meeting by thanking everyone for attending and declared the Annual General Meeting of ABGC closed at 6.30pm.

All were invited to attend the dinner following the AGM.

**Mr Leon Collins**  
**CHAIR**

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