

## 2020 ANNUAL GENERAL MEETING – QUEENSLAND CHAPTER

Wednesday 15 April 2020

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**Time:** 5.00pm – 6.00pm                      **Location:** Zoom Video Conference

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### MINUTES

Out of 46 registrants, 31 people connected to the meeting via our Zoom platformed. According to the Constitution the required quorum was reached.

**Received Apologies:** Celine Eason, John Kettle, Derek Brown, Steve Burton, Lady Jane Edwards

1. **Opening of the QLD Annual General Meeting by Brian Lorigan**, Queensland Chapter President, French-Australian Chamber of Commerce & Industry at 5:00pm. The president presided as Chairman of the Annual General Meeting

#### Presentation of the Agenda

 **FRENCH AUSTRALIAN  
CHAMBER OF COMMERCE**





1. **Opening of the QLD Annual General Meeting by Brian Lorigan**, Queensland Chapter President, French-Australian Chamber of Commerce & Industry
2. **Address by Brian Lorigan**, Queensland Chapter President
  - 2019 review
  - 2020 look-ahead
3. **Finance Presentation by Campbell Morrison**, Queensland Treasurer
4. **Progress Report on Queensland Strategy by Yann Pastor**, Queensland Vice President
5. **Special Announcement:** Award of Honorary Life Membership to Former FACCI Treasurer and President, Jean-Francois Méli
6. **2019 QLD AGM Minutes proposed for acceptance by Julie Miehe**, Queensland Secretary
7. **Appointment of the QLD State Council for 2020 proposed by Julie Miehe**, Queensland Secretary
8. **Close of Annual General Meeting by Brian Lorigan**, Queensland Chapter President

2. **Address by Brian Lorigan**, Queensland Chapter President

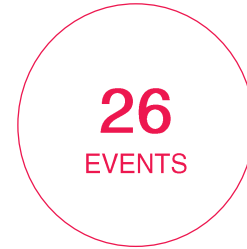
a. **2019 review**

**Events Attendance**

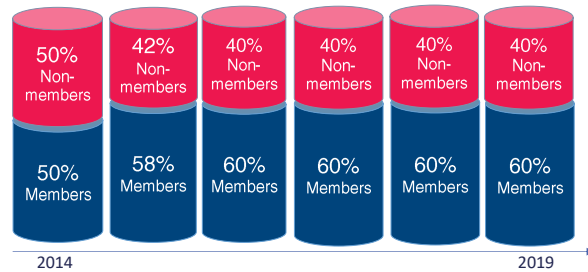
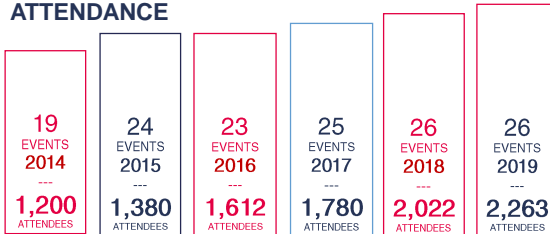
**FRENCH AUSTRALIAN CHAMBER OF COMMERCE** **2019 QUEENSLAND EVENTS**



- 6 Industry events
- 3 Business briefings
- 2 Events for Small Businesses
- 6 Tchín-Tchín evenings
- 1 Workshop
- 1 Site visit
- 2 Major events
- 1 AGM
- 1 Festival
- 3 Exclusive roundtables



**ATTENDANCE**



**Calendar of Events Overview**

**FRENCH AUSTRALIAN CHAMBER OF COMMERCE** **2019 QUEENSLAND EVENTS**



- ▶ Aerospace, Defence & Aviation (2 events)
- ▶ Energy & Resources (2 events)
- ▶ Transport & Infrastructure (2 events)
- ▶ National Industry Forum: Social Licence to Operate



- ▶ Economic Outlook Briefing
- ▶ Executive Women in Business
- ▶ Doing Business in New Caledonia



- ▶ 5 Tchín-Tchín
- ▶ 1 European Tchín-Tchín
- ▶ 1 Atelier Mode D'Emploi with Brisbane & GC Accueil



- ▶ Table for 6
- ▶ Small Business Showcase

**Highlights**

**FRENCH AUSTRALIAN CHAMBER OF COMMERCE 2019 QUEENSLAND EVENTS HIGHLIGHTS**



Doing business in New Caledonia: Post-referendum update @ Mazars



Bastille Day Business Breakfast with Pat Howard @Sofitel Brisbane Central



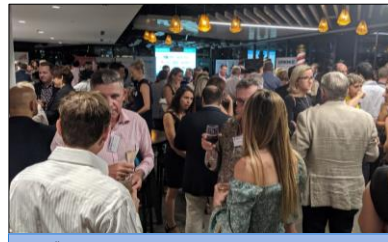
Business Forum: Social Licence to Operate @EY



Queensland & the European Defence Primes: A growth Opportunity @ Thales



Energy & Resources: Investments & Opportunities in the Pacific @ Corrs



6<sup>th</sup> European Tchîn-Tchîn Evening @ Flight Centre

**Membership**

**FRENCH AUSTRALIAN CHAMBER OF COMMERCE 2019 QUEENSLAND-BASED MEMBERSHIP**

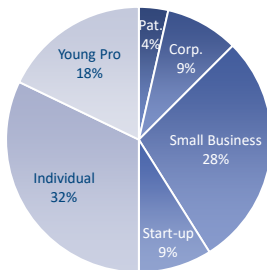
**108**

**Members**

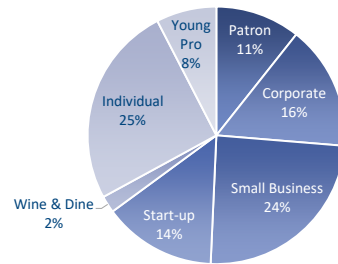
+2% compared to 2018

**Queensland Financial Members – 2019**

PATRON	CORPORATE	SMALL BUSINESS	START-UP	INDIVIDUAL	YOUNG PRO	TOTAL
4	10	30	10	34	20	108



Queensland Memberships per category

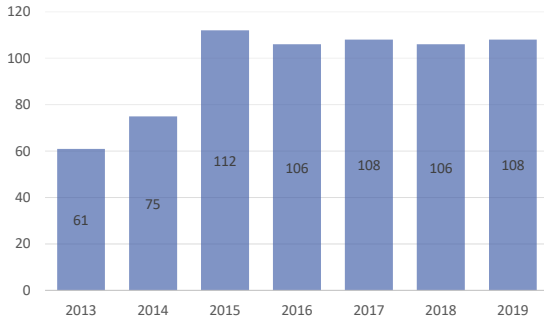


Federal Memberships per category

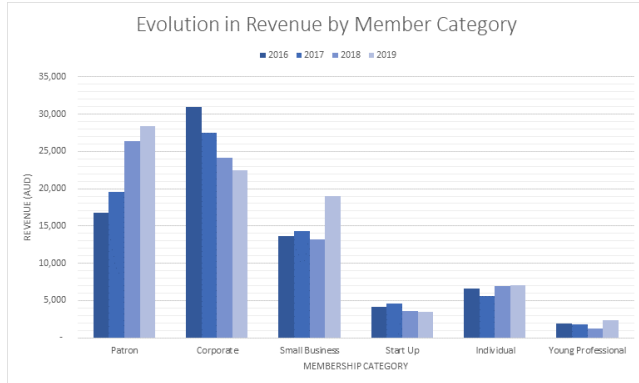
**Membership Evolution**

**FRENCH AUSTRALIAN CHAMBER OF COMMERCE QUEENSLAND MEMBERSHIP EVOLUTION**

**Evolution in Membership Numbers**



**Evolution in Revenue by Member Category**



**KEY FACTS:**

- > Closing the year at 111 members including local, individuals, companies, and interstate Patron and Corporate members.
- > 4.7% increase in overall members to the end of 2019, remaining steady over the past 4 years – holding the exception growth on the 2015 year.
- > Examining 4 past consecutive fiscal years: strong upwards trend in patron income, combatted by a fall on corporate year on year. Small business and young professionals both success stories for 2019.

**Patron members**

**FRENCH AUSTRALIAN CHAMBER OF COMMERCE 2019 PATRONS MEMBERS**



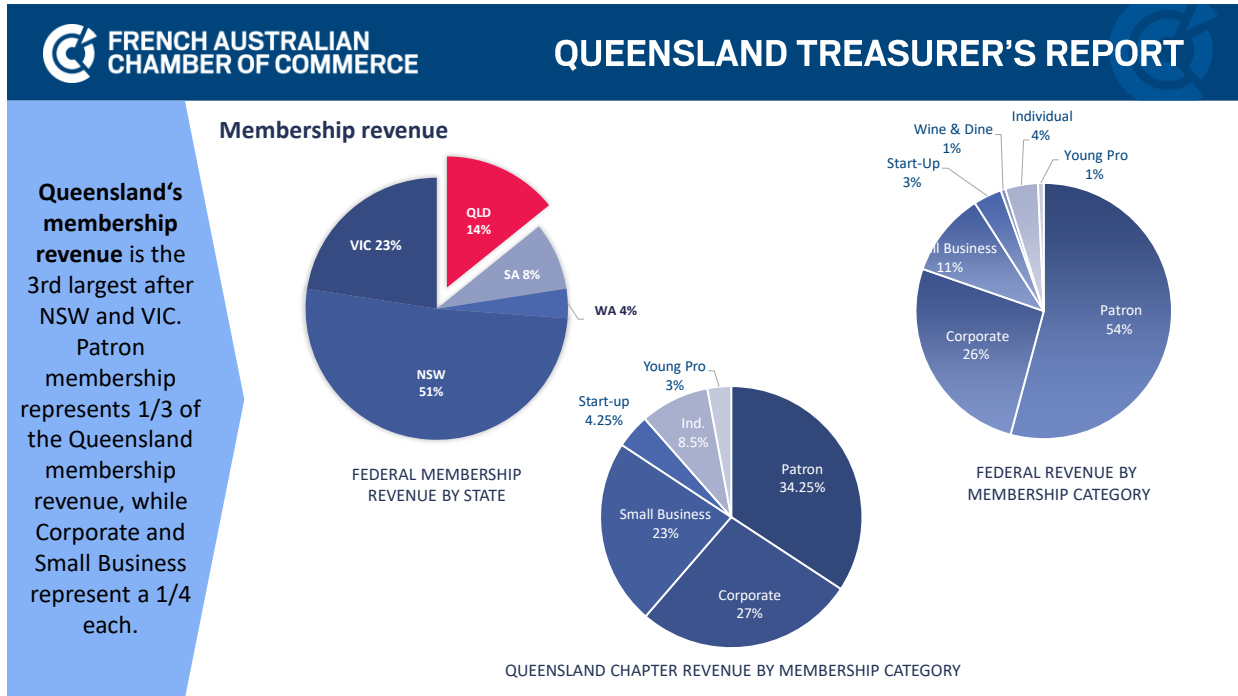
**b. 2020 look-ahead**

**27 Events:**

- 6 Tchín-Tchins + 1 European Tchín-Tchín
- 9 Industry Events (3 E&R, 3 T&I, 2 ADA, 1 R&CG)
- 2 events on New Caledonia
- 2 workshops
- 2 events for SMEs and Start-Ups
- 2 business briefings
- 1 AGM
- 1 Flagship event
- 1 site visit

**3. Finance Presentation by Campbell Morrison, Queensland Treasurer**

**2019 Membership revenue**





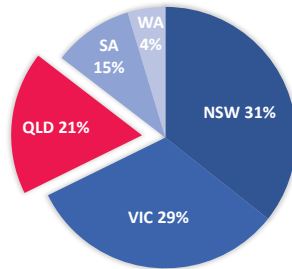
**2019 Events profit**

**FRENCH AUSTRALIAN CHAMBER OF COMMERCE QUEENSLAND TREASURER'S REPORT**

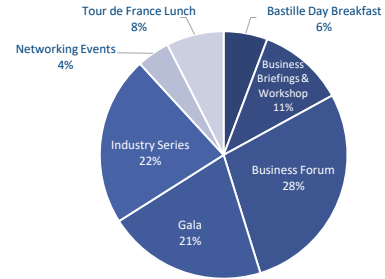
**In 2019, 3 events performed particularly well:**

- Bastille Day Business Breakfast
- Doing Business in New Caledonia
- Projects in PNG

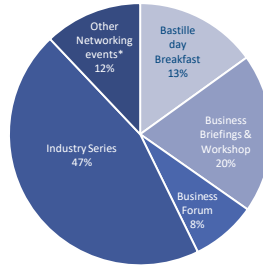
**Events profit**



FEDERAL EVENTS PROFIT BY STATE



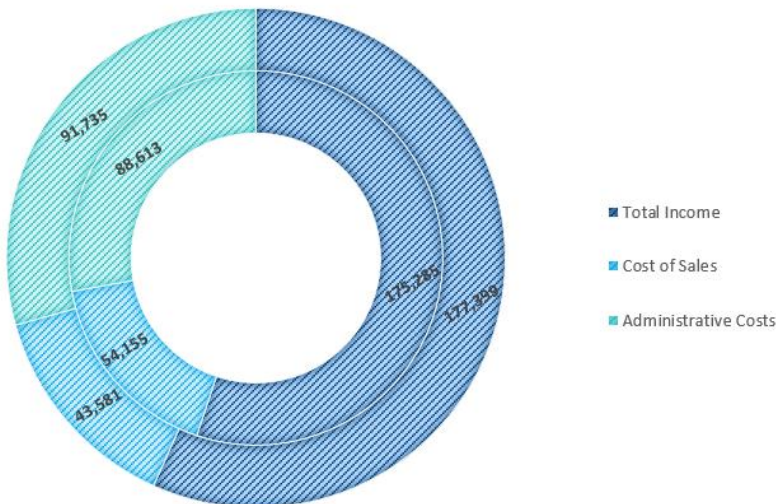
FEDERAL PROFIT BY EVENT CATEGORY



QUEENSLAND CHAPTER PROFIT BY EVENT CATEGORY

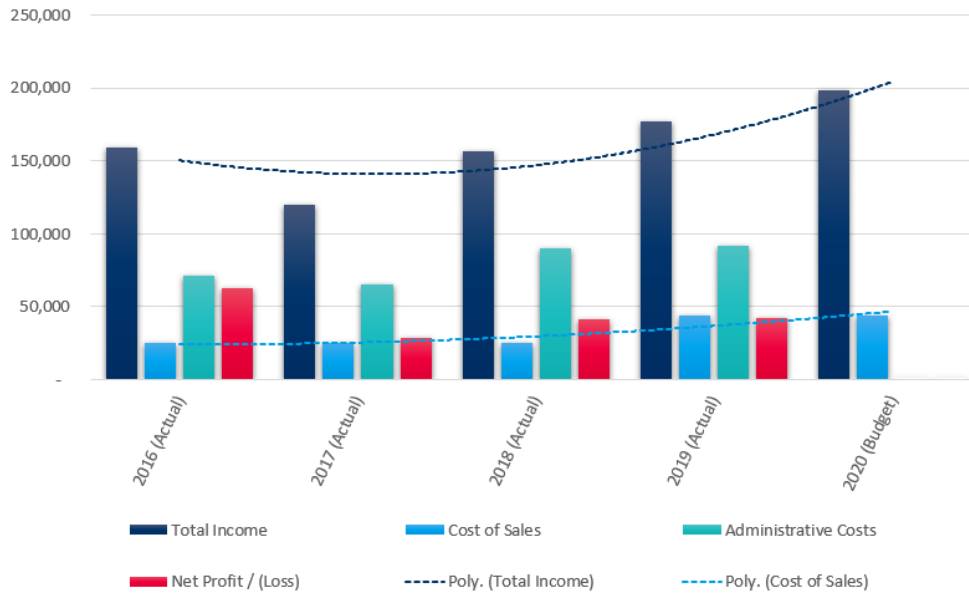
\* Other networking events include: Tchín-Tchín + AGM

**2019 Budget vs Actual**



- o Moderate performance evidenced on budgeted income, up by 1.2% – note budget pressure placed on Chapter by Business Forum (an increase of 18.8% on budget income with BF removed)
- o Expenses remain relatively consistent against budget, overshooting budget by 5.2%, and noting an **undercut of cost of sales on budget by 19.5%**
- o Growth experienced on Chapter's final profit line, up on budget by 29.4%
- o Queensland 2020 budget has elements of conservatism built into, noting that the 2019 budget was moderate, and performance on budget was strong
- o 2020 budget was set pre-COVID19 response and will need adjustment

**Actuals vs 2019 Budget**



- o Budget proposed in 2019 and approved by Council on 12 February 2020
- o 2020 budget shows an increase on total income of 13.6%, with cost of sales holding steady
- o Notably, under 2020 budget, the responsibility of the Queensland Chapter has been consolidated up to total income and cost of sales, thus, gross profit. Responsibility for net profit of the organisation nationally appropriately shifts to Federal Board (see absence of admin expenses and net profit metrics)

**National Overview**

FRENCH AUSTRALIAN CHAMBER OF COMMERCE
QUEENSLAND TREASURER'S REPORT

FACCI FY19 **national revenue has reduced by 12%** to total **\$1,230k**.

**Membership** remains the **biggest revenue stream**.

Despite challenging market conditions impacting our **events sponsorships** and internal staff turnover, FACCI nationally finishes in a **positive** position, driven by strong performances from certain chapters.

**\$583k** membership revenue\*

**46%** profit margin from events\*

**\$131k** Business Services Revenue\*

**9** Employees (FTE)  
**9** Interns

**\$470k** of cash

**\$9.5K** Profit\*

*\*Figures before Audit*

#### 4. Progress Report on Queensland Strategy by Yann Pastor, Queensland Vice President

### Our Queensland Strategy



### Initiatives and Accomplishments

Initiatives	Accomplishments
• Consider the launch of new services	✓ Translations, Duo Mentoring Programme
• Refine our industry and sector focus	✓ Increased focus on our strong sectors ✓ Addition of Retail & Consumer Sector Series
• Implement the Marketing and Communication Strategy both at State and national level	✓
• Focus on Australian-French-European trade potential	✓ Ongoing discussion with DFAT and other European Chambers to hold an FTA negotiations update
• Create the stories of members who have successfully leveraged FACCI network and services	✓ Planned for 2020 (Testimonials page, video testimonials, referrals registry, presentation by a member at Council on a quarterly basis)
• Facilitate and personalise the introduction, e.g. buddy system with coffee introduction and access to directory	✓ Connections via our New <u>Espace Privé</u> ; and <u>systematic catch-up with all new members</u>
• Develop our relationship with the Pacific region and New Caledonia	✓ 5 events successfully delivered. Very high level of interest both from attendees and sponsors.
• NEW: Adapt to COVID-19 with both a short-term response and longer term focus	✓ Moved all events online (video conferences and online networking sessions 'Café Croissant Catch-ups') ✓ Launched additional events, e.g. retail in times of crisis, QLD Major Infrastructure Projects reprioritisation



### Attendees feedback

The attendees were asked to answer to a question via a poll directly on the Zoom platform.

#### To what extent do you agree with the strategy?

1. Strongly agree
2. Slightly agree
3. Slightly disagree
4. Strongly disagree

19 attendees answered Strongly agree and 1 Slightly agree.

The strategy was therefore unanimously approved.

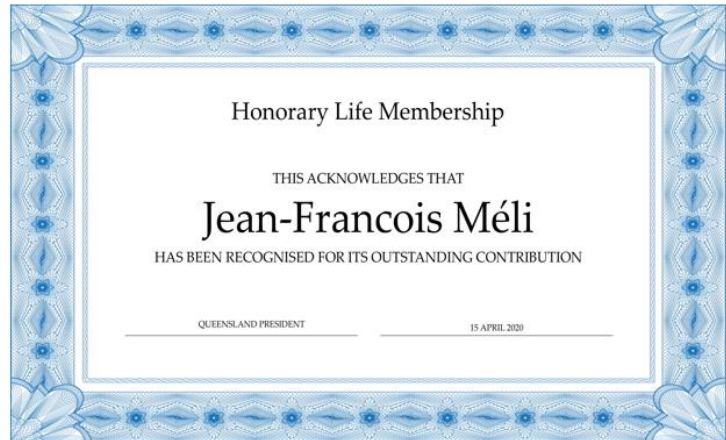
The attendees were then asked to answer via the Zoom chat 3 questions.

- ✓ **What you particularly like about it**
  - Understanding members' needs.
  - It is very clear, as in continuity of success track.
  - Balance between French and Australian. Love the automatic introductions you facilitate.
  - Buddy system a great idea.
- ✓ **What should be removed**
  - COVID-19.
- ✓ **What should be added or clarified**
  - Induction process for the new members.
  - Interested to hear more about your marketing and communications 2020 initiatives.
  - Additional Small Business Initiatives.
  - Develop a real platform for job seekers and employers using our members database and network?
  - How do you leverage folks within the greater French community (people well implanted in QLD but not part of an association)?
  - Professional development sessions (would be ideal at the moment).
  - Introduction of ICT industry events?

**5. Special Announcement: Honorary Life Membership to Former FACCI Treasurer and President, Jean-Francois Méli**



- ✓ FACCI member since 1990
- ✓ FACCI Treasurer from 1995 to 2014
- ✓ FACCI President in 1998 and 1999
- ✓ Auditor for many associations including the UFE and Les Petits Princes
- ✓ Co-Founder and long-time Treasurer of French Assist (20 years!)
- ✓ Board member of the Alliance Française de Brisbane (1 year)
- ✓ Treasurer of Le Festival since 2014



**6. 2019 QLD AGM Minutes proposed for acceptance by Julie Mieke, Queensland Secretary**

Attendees were invited to express themselves via the Zoom chat if they had any objections to the 2019 AGM Minutes. The minutes were shared via our website event's page, the Eventbrite event's page as well as distributed via the email you received 1 hour before the start of the AGM.

Given no one expressed an objection, the 2019 AGM Minutes were accepted.

**7. Appointment of the QLD State Council for 2020 proposed by Julie Mieke, Queensland Secretary**

**a. Presentation of the process to become a Queensland State Councillor:**

First and foremost, if you are interested in becoming a Queensland State Councillor, you need to be a financial member of FACCI (meaning your FACCI contribution must be current). You can then apply to become a Queensland State Councillor by submitting your resume and a cover letter. If there is a position vacant and your application is of interest to the current councillors, you will then be asked to volunteer within FACCI for a minimum period of 6 months. This way, you will get involved in a sub-committee and you will get to know how the FACCI team operates. After 6 months, you will be voted in by the current state councillors. In order to be voted in, you must fill out your councillor application form. The vote can take place at the AGM or throughout the year during a Council meeting. If you have any questions about joining the FACCI council, please feel free to contact us.


In accordance with the FACCI constitution, any State Councillors is voted in for 2 years.
















## b. Presentation of our State Councillors

In accordance with FACCI constitution, as in any State, Councillors are voted in for 2 years. 6 Councillors voted in 2019 will pursue their 2-year mandate in 2020. These are:

- Celine Eason
- Christopher Edwards
- John Kettle
- Campbell Morrison (Treasurer)
- Jean-François Tixeront
- John Walsh

### - 2020 Incoming Councillors:


**FRENCH AUSTRALIAN  
CHAMBER OF COMMERCE**
**QUEENSLAND STATE COUNCILLORS**

					<b>INCOMING</b>	
						
<b>Brian LORIGAN</b> QLD President Director, Euroz Group	<b>Campbell MORRISON</b> QLD Treasurer Senior Associate Assurance, EY	<b>Céline EASON</b> Principal Program Development & Strategy Advisor, Queensland Rail	<b>Steve BURTON</b> Partner, Holding Redlich	<b>Jean-François TIXERONT</b> Corporate Partnerships Manager, Corporate Traveller	<b>Alain ETCHEGARAY</b> Director, Pacific People Solutions	<b>Julie MAITRE</b> Associate Director - Mergers & Acquisition, PwC
						
<b>Yann PASTOR</b> QLD Vice President Partner, Deloitte	<b>Lady Jane EDWARDS</b> Honorary Consul for France in Queensland / CEO of BBS Communications	<b>Gregory DELANNOY</b> Manager Avionics Systems & Software Australia Pacific, Airbus Group	<b>Chris EDWARDS</b> General Manager, Thales Australia	<b>John WALSH</b> Managing Director, Spiecapag Australia/VINCI Group	<b>Jerome DELANGLE</b> Corporate Partnerships Executive, Starlight Children's Foundation Australia	
						
<b>Julie MIEHE</b> QLD Secretary Consulting Principal, Keypoint Law	<b>Derek BROWN</b> State Director, Department of Foreign Affairs & Trade					

Julie Miehé then proceeded to the appointment of the following 10 State Councillors (including 3 new ones):

- Jerome Delangle (new)
- Alain Etchegaray (new)
- Julie Maitre (new)
- Derek Brown (2<sup>nd</sup> mandate)
- Steve Burton (2<sup>nd</sup> mandate)
- Gregory Delannoy (2<sup>nd</sup> mandate)
- Lady Jane Edwards (3<sup>rd</sup> mandate)


- Brian Lorigan (4<sup>th</sup> mandate, 2<sup>nd</sup> mandate since the implementation of new constitution - President)
- Julie Miehe (7<sup>th</sup> mandate, 2<sup>nd</sup> mandate since the implementation of new constitution - Secretary)
- Yann Pastor (3<sup>rd</sup> mandate, 2<sup>nd</sup> mandate since the implementation of new constitution – Vice President)



















These State Councillors will assume their role for a mandate of 2 years according to FACCI constitution.

Attendees were asked to express themselves it via the Chat feature on the zoom toolbar id they had an objection. No one expressed an objection.

Julien announced the appointment of the 10 2020 State Councillors (including 3 new ones) and confirmed the continuation of the other 6 State Councillors for the second year of their 2-year mandate. Congratulations to all of you!

**- 2019 Outgoing Councillors:**


**FRENCH AUSTRALIAN  
CHAMBER OF COMMERCE**
**QUEENSLAND STATE COUNCILLORS**

			<b>OUTGOING</b>				
							
<b>Brian LORIGAN</b> QLD President Director, Euroz Group	<b>Campbell MORRISON</b> QLD Treasurer Senior Associate Assurance, EY	<b>Céline EASON</b> Principal Program Development & Strategy Advisor, Queensland Rail	<b>Steve BURTON</b> Partner, Holding Redlich	<b>Jean-François TIXERONT</b> Corporate Partnerships Manager, Corporate Traveller	<b>Arnaud FRANJOU</b> Director IT Australia Pacific, Airbus Group	<b>Roland PLUSCHKE</b> Senior Associate Audit & Assurance, EY	<b>Tim STETSKAMP</b> General Manager Commercial Services, Veolia Australia & New Zealand
							
<b>Yann PASTOR</b> QLD Vice President Partner, Deloitte	<b>Lady Jane EDWARDS</b> Honorary Consul for France in Queensland / CEO of BBS Communications	<b>Gregory DELANNOY</b> Manager Avionics Systems & Software Australia Pacific, Airbus Group	<b>Chris EDWARDS</b> General Manager, Thales Australia	<b>John WALSH</b> Managing Director, Spiecapag Australia/VINCI Group	<b>Wade HANSEN</b> Partner, EY	<b>Baptiste PINCE</b> Manager, Deloitte	
							
<b>Julie MIEHE</b> QLD Secretary Consulting Principal, Keypoint Law	<b>Derek BROWN</b> State Director, Department of Foreign Affairs & Trade		<b>John KETTLE</b> Partner, McCullough Robertson				

On behalf of FACCI, Julie Miehe thanked the 5 outgoing councillors. FACCI appreciates that our councillors give their time to the Chamber. The Chamber would not be as we know it if it was not for our Councillors' time and efforts over the years. On Behalf of FACCI, huge thank you to our outgoing councillors for their precious contributions to the Chamber and our QLD Chapter in particular:

- Arnaud Franjou
- Wade Hansen
- Baptiste Pince
- Roland Pluschke
- Tim Stetskamp



## **8. Close of Annual General Meeting by Brian Lorigan, Queensland Chapter President**

Brian thanked:

- All councillors and office bearers for giving their time and expertise to the Chamber.
- The members for attending the meeting and for their support.

Finally, Brian mentioned our upcoming events:

 <b>FRENCH AUSTRALIAN CHAMBER OF COMMERCE</b>	<b>QUEENSLAND UPCOMING EVENTS</b>
 <p><b>VIDEO CONFERENCE</b></p> <p><b>How to keep control &amp; manage your Supply Chain during COVID-19</b></p> <p><b>VIDEO CONFERENCE   How to keep control and manage your Supply Chain during COVID-19 by VISEO</b></p> <p>The COVID 19 crisis is impacting sales and production on an international scale. Discover in this webinar how to manage the unpredictable changes (channels, products...) that will/already affect your Supply Chain.</p> <p><b>Thursday 16 April, 1pm AEST</b> @Zoom</p> 	 <p><b>ONLINE NETWORKING</b></p> <p><b>Café Croissant Catch-Up</b></p> <p><b>ONLINE NETWORKING   Café Croissant Catch-Up #2</b></p> <p>Our Café Croissant Catch-Ups are a great opportunity for our members to stay connected during the COVID-19 confinement period and discuss innovative solutions and best practices to get their businesses through these unprecedented times.</p> <p><b>Wednesday 22 April, 9.30am AEST</b> @ Zoom</p> 