

Destination Queenstown

Annual General Meeting

29 September 2021



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Agenda

- 1 Welcome
- 2 Apologies
- 3 Housekeeping
- 4 Minutes of last year's AGM
- 5 Chairman's Overview
- 6 Confirmation of Auditors
- 7 Proposed DQ Rule Changes
- 8 Election of Directors
- 9 Motion to Accept the Financials
- 10 Adoption of Annual Report
- 11 Organisation Activity Overview
- 12 Destination Management
- 13 Results – DQ Rules
- 14 General Business
- 15 Close



Apologies

- Paul Anderson
- Penny Bolton
- Carlyn Topp

Housekeeping

- **Attendee cameras will be off and mics will be muted during the AGM**
 - During the Q&A you will be unmuted to ask your question/s
- **Motions for 2020 minutes, DQ Rule changes, 2021/22 auditors, and financials:**
 - We will need a Mover and a Secunder – to do this use the **Raise your Hand** function. We will use the first responses
 - The **registered voter** of your company needs to vote using the **Poll** function (you will be prompted)
 - There will be 30 seconds to vote on each motion
 - Please ensure your Zoom profile reflects your name and business
- **There is a dedicated Q&A at the end of the AGM:**
 - Please use the **Raise your Hand** function so we know you want to ask a question
 - We will call out your name & unmute you when it is your time to talk – please be ready

Minutes of 2020 AGM

Motion to accept the minutes of last year's AGM

- Mover and seconder – please raise hands
- For or against – registered voters please use poll when prompted



Chairman's Overview

Richard Thomas: Chair of DQ Board



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Confirmation of Auditors

*Motion to confirm Crowe as
auditors for FY21-22*

- Mover and seconder – please raise hands
- For or against – registered voters please use poll when prompted



Proposed DQ Rule changes

Clause 5 (a) (ii - iii):

(a) The affairs of DQ shall be administered by a Board of Directors (hereinafter referred to as the "Board of Directors") comprising:

(i) one (1) appointed representative of the Queenstown-Lakes District Council;

and

(ii) **seven (7)** elected Directors appointed to represent four sectorial interest groups allocated as follows (the Elected Directors):

	<u>No. of Directors</u>
<u>Group A: Accommodation</u>	
<u>1 x small – medium business (Full Time Equivalent -20 employees)</u>	2
<u>1 x large business (Full Time Equivalent 20+ employees)</u>	
<u>Group B: Activities</u>	
<u>1 x small – medium business (Full Time Equivalent -20 employees)</u>	2
<u>1 x large business (Full Time Equivalent 20+ employees)</u>	
<u>Group C: Services and Retail</u>	1
<u>Group D: General (being from any interest group)</u>	2

(iii) In addition to the **eight (8)** Directors referred to in sub clauses (i) and (ii) those Directors shall have the ability to co-opt up to two (2) further Directors to the Board of Directors (the Co-Opted Directors). The Co-Opted Directors need not necessarily belong to one of the sectorial interest groups referred to in sub clauses (i) and (ii).

Proposed DQ Rule changes

Clause 9.10:

If any invoice issued by DQ to a member remains unpaid at the expiry of 90 days from the date of the invoice, then the Board of Directors (at its entire discretion) may withhold, suspend or remove benefits that the member would otherwise receive, including (but not limited to) the following:

- (a) website listing of the member;
- (b) conference and incentive leads;
- (c) email updates (Fortnightly Remarks, Trade Remarks, Press Releases);
- (d) **90 day forward outlook**;
- (e) invitations to attend trade and consumer shows; (f) the opportunity to host media and trade;
- (g) other benefits which may arise from time to time.

Clause 9.11:

9.11 The Board shall from time to time have the power to determine the appropriate membership fee to be paid by any entity joining the membership of DQ pursuant to clause 9.1 (b) herein.

Proposed DQ Rule changes

Clause 13 (a) (iii - iv):

(iii) The business to be conducted by the members at the AGM shall include (but not be limited to):

- 1.The election of directors in accordance with clause 5(d) of this constitution;
- 2.The consideration and approval (or otherwise) of the annual financial reports of DQ;
- 3.The consideration and approval (or otherwise) of the chairman’s annual report;
4. An opportunity for general business of the meeting to be raised and discussed by the members.

(iv) In addition to the matters listed in (iii) above, the business of the AGM may include the following items:

- 1.The consideration of the CEO’s annual report into the management of DQ for the relevant preceding year;
- 2.The consideration of the financial budget for DQ for the forthcoming year;
3. The consideration of the strategic plan for DQ for the forthcoming year.

Clause 17:

17.1 DQ will be funded by the following methods:

- a. The QLDC commercial rate differential levied to DQ members from time to time and determined by QLDC each year as part of the QLDC annual budget and general rate review; and
- b. Membership fees and subscriptions levied by the Board pursuant to clause 9.1(b) and 9.11 of this constitution; and
- c. Third Party funding.

Proposed DQ Rule changes

Motion to pass the resolution

- Mover and seconder – please raise hands
- Yes or no – registered voters please use poll when prompted

Board Director Nominees

DQ Board of Directors

- *Jim Moore, Accommodation*
- *Carlyn Topp, Accommodation*
- *Trish May, Retail/Service/Professional*
- *Richard Thomas, Activities (Chair)*

Candidates for the General Sector

- *Glyn Lewers (re-elected)*
- *Matthew Day (re-elected)*

Election of Directors – General Sector

Glyn Lewers and Matthew Day

- *Both stood for re-election unopposed*
- *We thank them for their work to date and welcome them back to the Board*



Financials and Annual Report



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Financial Summary

	Actual June 2021	Budget 20/21	Actual June 2020
Total Income (Tourism LEVY and Study)	5,540,285	5,311,000	4,517,660
<i>Expenses:</i>			
<i>Operations and organisation</i>	1,793,237	1,851,717	1,813,006
<i>Marketing Activity:</i>			
Consumer marketing	1,961,650	2,088,009	1,844,797
Media and communications	191,837	148,302	128,351
Trade and industry	157,070	245,509	157,643
QCB – Conference and incentive	247,901	228,008	169,474
Other organisation costs	53,562	45,852	21,876
STAPP expenditure	800,610	1,000,000	-
Winter Festival	-	-	150,059
TOTAL Expenditure	5,205,867	5,607,397	4,285,205
NET SURPLUS	334,418	(296,397)	232,455

Annual Report – financials

Motion to accept the financials for the last financial year (FY20–21)

- Mover and seconder – please raise hands
- For or against – registered voters please use poll when prompted


Appendix 6:
Financial Report

DEPARTMENT OF COMMUNITY DEVELOPMENTS
STATEMENT OF FINANCIAL PERFORMANCE
FOR YEAR ENDED 30 JUNE 2021

	2021 2021	2020 2020
TOTAL INCOME	1,044,000	811,000
TOTAL EXPENDITURE	2,020,000	2,040,000
NET (LOSS)/GAIN	(976,000)	(1,229,000)

DEPARTMENT OF COMMUNITY DEVELOPMENTS
STATEMENT OF MOVEMENTS IN EQUITY
FOR YEAR ENDED 30 JUNE 2021

	2021 2021	2020 2020
Total equity at the beginning of the year	1,044,000	881,000
Add/Reduce (Other Party Contributions/Impairment Expense)	888,000	(22,000)
NET LOSS FOR THE YEAR	(2,020,000)	(1,044,000)
Available to:		
Members Funds	1,044,000	1,044,000
TOTAL EQUITY FOR THE YEAR ENDED 30 JUNE 2021	1,044,000	1,044,000



Annual Report

*Chairman commends the Annual Report
to the membership*



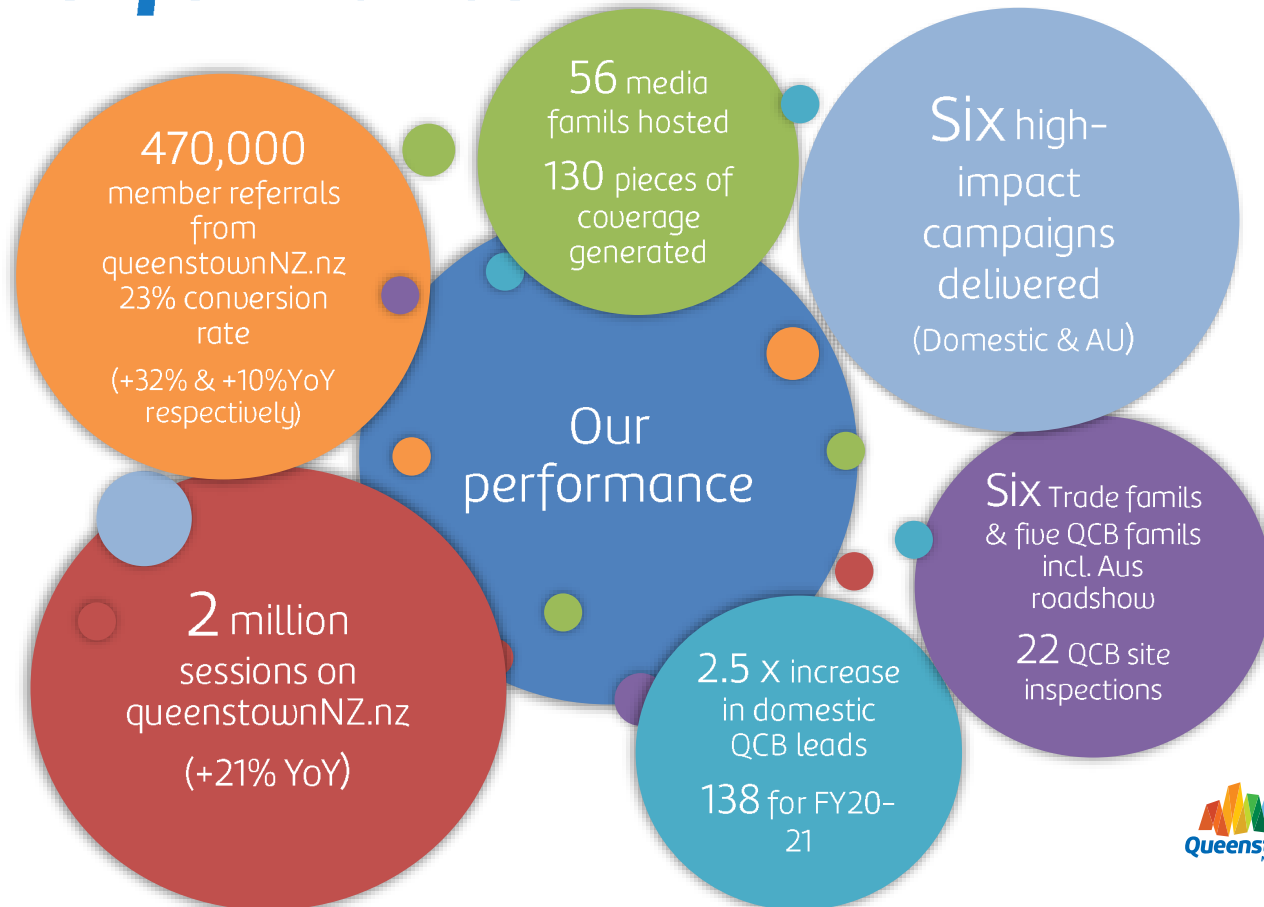
Organisation Activity Overview

Paul Abbot: Chief Executive



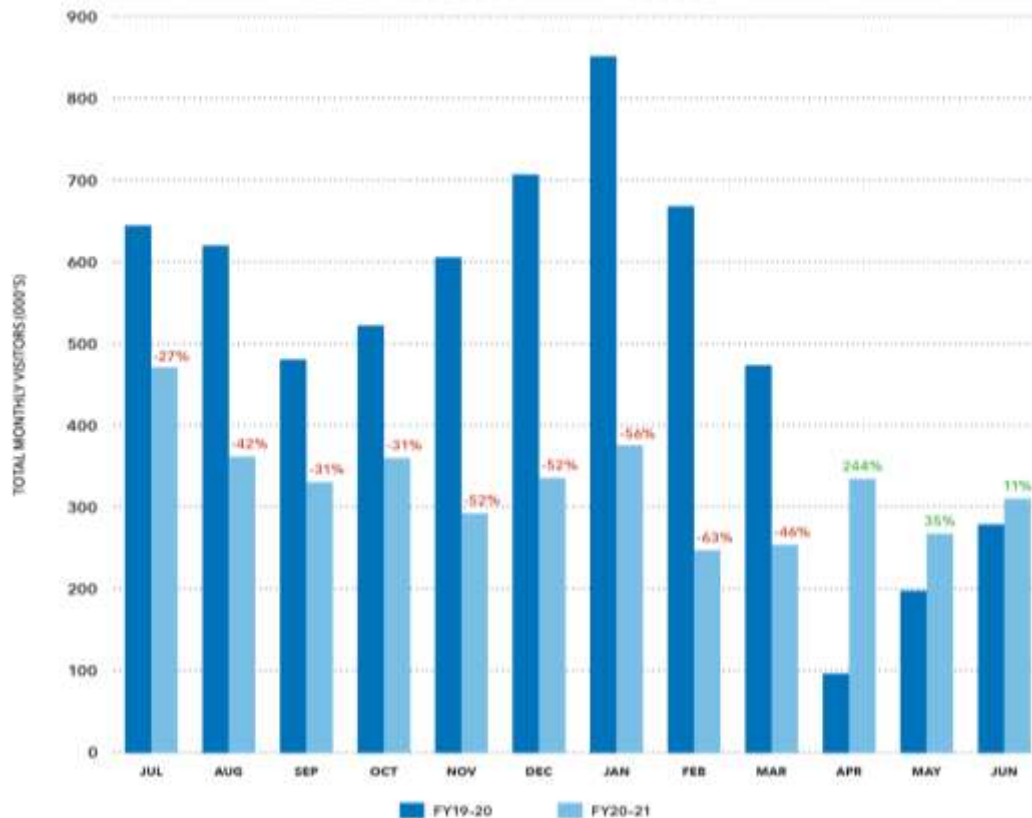
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20-21 Performance



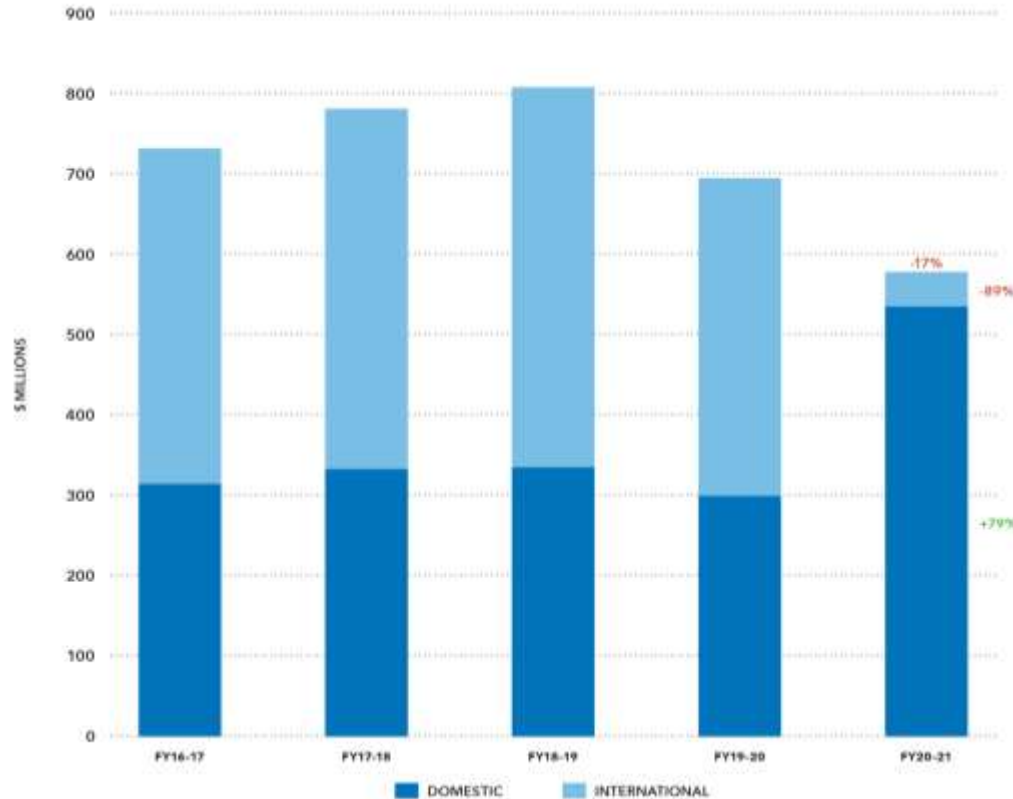
Total Visitation for FY20-21

Queenstown Total Visitor Count by Month (FY19-20 Versus FY20-21)



Total Expenditure for FY20-21

Queenstown Visitor Expenditure Year End June 2021 (Last Five Years)



Destination Management



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Destination management

A 10-year destination management roadmap for the district in line with MBIE's Destination Management Guidelines – “Regenerative Tourism by 2030”.

- A directive from Government and a key reason for STAPP funding.
- The goal: The tourism system contributes to, and helps to enable, a **thriving** and **healthy** future for the community, the environment and the economy.



Government STAPP
funding and directive for
RTOs to evolve the
tourism system

Regenerative
Tourism by 2030 =
the destination
management
plan for our
district (with
QLDC & LWT)

Destination management – DMO

The Destination management plan needs to be carefully managed by a lead agency, to advocate for action and be the guardians for the district.

What would it mean?

- DQ would evolve to become a Destination Management Organisation (DMO) and would have a wider remit to speak on behalf of our members and their needs.
- This will not diminish our role of promoting Queenstown, but we would be able to do more for you and the tourism system, like adding our voice to infrastructure conversations.

Results – DQ Rules



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General Business



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AGM closed – Thank you



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