

TREASURERS REPORT

2017 Annual General Meeting of The Arabian Horse Society of Australia Ltd.

Another year has come and gone with this being my first year as a Director and Treasurer. I applaud my fellow board members immediate past and present, who have taken a much less palatable path in preceding years and toiled tirelessly to ensure the society is on a steady and sustainable path for continued growth and fiscal stability.

I am very happy to report another year of profit though slightly less than last year at \$96,929 which is due in part to some significant capital expenditure for the office computers and server upgrade. The standalone server had been failing for some time and rather than replace with another at considerable cost the board decided to go with in the cloud storage solutions. The board enlisted the services of Rel Patterson, from FPRP Pty Ltd to provide, develop and install our new software and hardware. This required the office computers to be upgraded to Windows 10, more online apps for the general and up to date Microsoft software and redesigning our database to ensure it is SQL compatible to allow our information to be stored in the cloud.

Rel has also been employed on other various projects, the online membership renewals together with emails, the upgrading of the current studbook database to enable better access to information which is still in the development stages and a show program which is in use for the current Australian Championships. It is further envisaged that he will develop more detail within this system to allow online entries and processing. This system is our intellectual property and we are hopeful of marketing this to other show societies and AHSA affiliates as an easier and better functioning system for shows in future than what is currently available.

The takeover of the processing and maintaining of the Riding Pony Stud book not only added to our bottom line but allowed the office to maintain the current staffing levels without compromising their efficiency and improving the service to the Riding Pony members and board. The Riding Pony society is completely situated at our office in Richmond, with our Secretary Helen Dohan taking on the main role of Secretary while the rest of the society office staff share the necessary administration work. Storage of their records are within our building while board meetings are conducted in the office board room. The office began this work in October 2016 with a contract for 2 years at which time it will be due for negotiation. The office staff are to be commended for hard their work within the Riding Pony administration as with most things it was not an easy hand over from the previous contractor.

The Riding Pony board attended their first board meeting at our office in January, 2017 and were extremely complimentary of the work achieved to date.

The other significant development during the year was the awarding of the 2019 WAHO conference to Australia. Due in no small part to the work done by Helen and Teresa in composing a proposal presented to the WAHO committee when the previous country was unable to fulfil their commitment. This project is only in its infancy however, keep early February, 2019 free as this will be an event not to be missed. The last 3-4 conferences have been held in the Middle East and this will be the first time in more than 15 years that it will be held in Australia. There will be an enormous amount of work required to secure sponsorship etc and the board look forward to having the support of all members and would be happy to entertain any suggestions from members regarding sponsorship opportunities and proposals. The budget for the conference will be financed from sponsorship, donations as well as the conference fees ensuring that this event will have no impact on the society's funds going forward.

The 2016 Australian Championships made a small but helpful profit of \$10,000 approximately and the North American Alliance certainly gave us a spectacular event. It was unfortunate that though they were awarded the tender to host the 2017 Championships, the group had to withdraw and the board has once again taken up the challenge to host this event. The Championships account now holds in excess of \$24,000 for future events and while this year has seen the program scaled back to a more manageable level given the time and staff constraints, it was necessary for this event to be financially viable and sustainable into the future.

While memberships are steady overall, the income generated has dropped due to the change of membership streams. It is envisaged this will level out over time and the board is constantly reviewing the society's benefits. The board is currently conducting some marketing in the endurance field to encourage more of these horses to be registered, transferred when sold and memberships maintained. The members

benefits scheme, whilst a great initiative, was generally not taken up by the majority of members so has been discontinued however we have been able to acquire Personal Accident insurance 24/7 for all society full members while maintaining the membership fees at the current levels. The board has also secured public liability insurance cover for all previous non-members who were required to complete numerous forms and pay \$10 to each affiliate each time they showed at an AHSA affiliate show. This is now "participant membership" at a cost of \$30 annually and payable to the AHSA office this will provide all non-members insurance coverage to show at all AHSA and AHSA affiliate shows for the current year.

Due to the ever increasing costs, the Versatile Arabian Horse Magazine has been reduced to 2 issues per year with the board taking up the challenge to produce the member's Bulletin more regularly and emailed directly to the members inbox. This is more cost effective and while the board realises there are members who are not "on line" they will still receive all their information by mail. Also in line with more demand for accurate and immediate information the board has a face book group for members only, managed by selected board members. This page disseminates any urgent and immediate information along with keeping members up to date and informed on current situations within the industry.

There were a couple of investment property opportunities during the year, one of which was the purchase of another unit located in the same complex as the society's offices. The eventual sale of this unit at auction pointed out two things, that the board purchased the current office space at a great price and will need to be more aggressive in future in our attempt to secure the right asset. The board is in no rush to secure a property as the funds are invested, it is more about the best property for our needs and other than the one mentioned there have been few others which fit the bill.

In all, the society has enjoyed an extremely good year, with continued appreciation of its assets and the board look forward to continued growth in the coming year.

Debra Watson