



1ST ANNUAL REPORT & FINANCIAL STATEMENT

2017/2018



CONTENTS

Notice of 1st Annual General Meeting	4
Officers of the Council 2017/2018	4
Inaugural General Meeting Minutes	5
Chairman's Report 2017/2018	7
NZGIC Entity Information	10
Statement of Service Performance	11
Statement of Financial Position	12
Statement of Accounting Policies	13
Notes to the Performance Report	14



NEW ZEALAND GOLF INDUSTRY COUNCIL INC.

NOTICE OF 1st ANNUAL GENERAL MEETING

**To be held on Thursday 23 August 2018 at 1.00pm
Remuera Golf Club**

Agenda and Business

1. Welcome, In Attendance/Apologies
2. Confirmation of Minutes of Inaugural Meeting – 27 September 2017
3. Matters Arising
4. President's Report and Financial Report for 6 months ending 31 March 2018
5. Election of Officers

Advice has been given that Jan Rowsell and Greg Swafford have indicated a wish to retire from the board as representatives of New Zealand Golf and the Course Superintendents Association of New Zealand.

Carl Fenton New Zealand Golf and Spencer Cooper Course Superintendents Association of New Zealand have been nominated by their respective organisations to fill the vacancies.

6. Appointment of Accountant for review purposes
7. General Business

Des Topp
Chairman

NB The AGM is to be followed by an industry forum.

OFFICERS OF THE COUNCIL 2017/2018

Chairman: Des Topp – Golf Managers Association of New Zealand

Deputy Chairman: Michael Glading – New Zealand Golf Tournaments

Members of the Board representing organisations named in Clause 11.2 of the Constitution:

Dominic Sainsbury – Professional Golfers Association of New Zealand

Greg Swafford – New Zealand Course Superintendents Association

Sam Sullivan – Retail NZ: wholesale and retail golf section

Jan Rowsell – New Zealand Golf

Ryan Brandenburg – NZ Golf Tourism: inbound golf tourism

Independent Representative:

Denise Langdon – PaR NZ Golfing Holidays: domestic and outbound golf tourism

NZGIC INAUGURAL GENERAL MEETING MINUTES - 27 SEPTEMBER 2017

Attendees: Dean Murphy (NZG), Thiem Nguyen (NZG), Elizabeth Witton (NZ Golf Magazine), Leigh Smith (Golf Pacific), Denise Langdon (PaR nz Golfing Holidays), Liz McKinnon (NZPWG), Matt Smith (DotGolf), Sheridan Vining (Golf Distributors), Chris Davies (GMANZ), Des Topp (GMANZ), Ryan Brandenburg (Golf Tourism), Sam Sullivan (Brittain Wynyard & Co), Carl Fenton (NZG), Jan Rowsell (NZG), David Howie (NZ Eagles Society), Steve Hinton (Mangawhai Golf), Jack Naden (Golf Rewards Pty Ltd), Steffan Panoho (ATEED), Wing Lin (ATEED), Kristie Kerr (Kura Golf Course Design), Vern Pere (Two Under Club), John Woodham (Power Turf New Zealand), Jonathan Mabey (Experience Golf), Tony Simpson (Experience Golf), Travis Gawler (Akarana Golf Club), Johnny Simmons (Commercial Outdoor Machinery), Terry Yacysen (Wainui Golf Club), David Herbert (Whangaparaoa Golf Club), David Thompson (SNAG Golf), Kelsen Butler (Sports Inc), Ian Litchfield (Pukekohe GC) Dominic Sainsbury (PGA).

In Attendance: Becky Hobson (NZG PA)

Apologies: Doug Harradine (Golf Otago), Rhys Bishop (The Golf Warehouse), John Cribb (NZMGA), Mark Prosser (Acushnet NZ), Leigh Smith (Golf Pacific), Tom Whitaker (NZ Eagles Society), Peter Skou (NZ Eagles Society), Bob Rosevear (NZ Eagles Society), Sarah Dunning (Sports NZ), Murray Ward (NZG Board), Hamish MacKenzie (Rebel Sport), Don Hope (The Cut), Geoff Witton (NZ Golf Magazine), Mark Guzik (Tara Iti Golf Club), Dennis Clark (The GolfWorks NZ), Geoff Dickson (AUT), Kyoji Sai (NZGolfCourse.com SEKATABI Limited), Peter Cox (Charlies Golf Tours), Peter Talyancich (EZGO Carts), Greg Swafford (NZGCSA), Lynne Butler (ATEED), Rowland Griffiths (North Shore Golf Club), Hugo Littlejohn (Maungakiekie Golf Club), Michael Goldstein (The Clubhouse), Tony Nowell (PGA) Andrew Bell, Ross Bond, Mike Reid and John Freer.

Interim Chairman Des Topp noted that the meeting invitation was sent to a database close to 300 pax and to take no replies as apologies.

Moved: Dean Murphy
Seconded: Sam Sullivan

WELCOME

Interim Chairman Des Topp welcomed all to the meeting.

ADOPTION OF CONSTITUTION AND CHARTER

The Chairman highlighted the major points of the Constitution and Charter;

1. To encourage coordination and collaboration between organisations in the New Zealand Golf industry;
2. Provide a forum to bring together all key sectors of the New Zealand Golf Industry to work in a coordinated way to grow, support and promote the game of golf;
3. Coordinate and optimize industry research and other agreed industry projects;
4. Identify matters that are of common interest to the members and on which broad industry consensus views can be logically achieved;
5. Provide an effective medium for disseminating relevant communications, news on developments and projects undertaken and or achieved by the New Zealand Golf industry both within and external to the industry and its individual members; and
6. To do any other lawful acts incidental to these objects or to progress the enhancement of the Society and its aims

The meeting **adopted** the NZGIC Constitution as presented.

Moved: Chris Davies
Seconded: Sheridan Vining

Unanimously Carried

ELECTION OF OFFICERS

The Chairman explained to the meeting that the following members of the Interim Board offer themselves and have been nominated and seconded for positions on the inaugural New Zealand Golf Industry Council Board of Management.

Chairman: Des Topp – Golf Managers Association of New Zealand

Deputy Chairman: Michael Glading – New Zealand Golf Tournaments

Members of the Board representing organisations named in Clause 11.2 of the Constitution:

Dominic Sainsbury – Professional Golfers Association of New Zealand

Greg Swafford – New Zealand Course Superintendents Association

Sam Sullivan – Retail NZ: wholesale and retail golf section

Jan Rowsell – New Zealand Golf

Ryan Brandenburg – NZ Golf Tourism: inbound golf tourism

Independent Representative:

Denise Langdon – PaR NZ Golfing Holidays: domestic and outbound golf tourism

The meeting **adopted** the nominated positions on the Inaugural New Zealand Golf Council Board of Management.

Moved: Dean Murphy

Seconded: Ian Litchfield

Unanimously Carried

CONFIRMATION OF MEMBERSHIP CATEGORIES

The Chairman explained to the meeting at the October 2016 forum those present agreed to become foundation members of the NZGIC and once the association has been registered, IRD requirements have been completed and loaded into Xero, invoices will be sent out to these companies. The Chairman noted that going forwards all other parties will need to register through the website.

The meeting adopted the membership categories as set out below.

- Members – \$250.00 per annum
- Affiliates – \$150.00 per annum
- Sponsorship package – \$1500.00

LAUNCH OF NZGIC WEBSITE

The Chairman presented the NZGIC website to the meeting www.nzgic.co.nz

Kristie Kerr suggested that it would be a good idea to have a Golf Course Design section on the website.

MEETING CLOSE

Prior to closing off the meeting the Chairman relayed some of the projects the Board will be working on in the future:

- Determining the value of the golf industry
- Determining the value of golf to the well-being of all New Zealanders
- Evaluating the ecological benefits of the golf industry

The Chairman also explained that there have also been very positive talks about the PGA, GMA and Greenkeepers Association coming together to run golf conferences and trade exhibitions.

Future Events:

2018 June – NZ Course Supers Australasian Conference

2018 October – GMANZ/CMAA BMI Conferences

2019 – NZGIC Charity Golf Day – Proceeds New Zealand Golf Foundation

2019 September – NZGIC Golf Industry wide Forum and Trade Exhibition to tie in with MCKAYSON NZ Women's Open

2020 September – GMANZ/PGA/NZ Course Supers Conference to tie in with MCKAYSON NZ Women's Open

The Chairman closed the meeting and thanked the Board, along with Dean Murphy and the New Zealand Golf team for their efforts over the last 9 months, he also went on to thank all in attendance for their support.

The meeting closed at 10:00am

Signed as a true and correct record of the meeting.

Des Topp – Chairman

CHAIRMAN'S REPORT 2017/2018

Six month period – 27 September 2017 to 31 March 2018

It is very pleasing to report that in the first 6 months the New Zealand Golf Industry Council has been in existence, excellent progress has been made in establishing a member database, creating a website, commencing work on various projects as specified in the NZGIC charter and in an effort to bring the entire golf industry together as one, commence planning for a "Whole of Golf" Conference and Charity Golf Day in October 2019 with the New Zealand Golf Foundation as the beneficiary

Membership Summary

Full Members	26
Associate Members	7
Sponsors	2

Additional membership applications are most welcome. Go to the membership registration page of our website www.nzgic.co.nz.

Charter

1. Determine the value of the golf industry

Key metrics below have been established and with assistance from New Zealand Golf data mining exercise has been commenced to provide the information needed. Our initial estimation based on comparable overseas data is that the value to the NZ economy is in excess of 1.5 billion dollars.

Golf Capacity Operations

- Green fees and membership fees
- Affiliation fees
- Levies
- Food and beverage revenues
- Pro shop revenues
- Driving range revenues
- Sponsorship revenues
- Lease fees, rental fees, tuition fees
- Other revenues

Golf Course Capital Investments

- New course developments
- Expansion of existing courses
- Other investments (clubhouse renovations, irrigation replacement)

Golf Supplies

- Hardware apparel and accessories
- Course and admin supplies

Golf Tournaments

- International events
- Domestic events
- Broadcasting rights

Golf Tourism

- Revenue from golf tourists (travel, accommodation, F&B, Entertainment)

Golf Real Estate

- Golf related residential and hotel developments

2. Determine the value of golf to the well-being of all New Zealanders

Overseas research has shown that golfers in the 60 years plus age bracket playing two 18-hole games of golf per week take approximately 32000 steps and cover 17-18 kilometres. Exercise at that level has significant benefits that can improve their health and well-being as well as extend their lives by 3-5 years.

Research shows that there are benefits to be had in

- Improved heart health
- Increase brain stimulation
- Improved weight loss
- Reduced stress levels
- Improved sleep patterns
- Lower injury risks
- A longer life

Based on overseas data the benefits to the NZ economy would be in the order of \$50 million.

3. Evaluate the ecological benefits of the golf industry

A working party comprising Carl Fenton – New Zealand Golf, Alex Glasgow NZSTI, Greg Swafford and Spencer Cooper – New Zealand Course Superintendents Association and Des Topp – NZGIC has been established to work on the evaluation process.

Initial work has revealed that golf courses are:

- Community greenspaces that provide recreational opportunities that offer and enhance wildlife habitats.
- Air conditioners that produce vast amounts of oxygen while cleansing the air of pollution and cooling the atmosphere.
- Water treatment systems. Healthy turfgrass is a filter that traps and hold pollutants in place; courses serve as catch basins for residential and industrial runoff; many courses are effective disposal sites for effluent wastewater.
- Among the best ways to reclaim and restore environmentally damaged sites, such as landfills.
- Businesses that contribute substantially to communities through employment, taxes, property value improvement and enormous charitable support.

Science is on our side.

- Independent university research supports the fact that well-managed golf courses do not pose significant risks to environmental quality, wildlife or human health.
- The modern pesticides and fertilizers used to maintain healthy golf course turf have been thoroughly tested and are considered safe when used according to label directions.
- A pesticide product today has typically undergone more than 120 studies at a cost of \$50 million before it is registered by the Environmental Protection Agency.

Whole of Golf Conference

Planning is underway to hold the 1st NZGIC supported 'Whole of Golf' Conference in Auckland 13-15 October 2019. Sunday 13 October will feature a Charity Golf Day, dinner and fundraising auction with proceeds going to the New Zealand Golf Foundation. Monday will feature a full day of plenary sessions with presentations from leading figures in industry. The final will involve the industry sectors workshopping a variety of specific topics individually and collectively.

Strategy

- To attract a large number (180 plus partners) of PGA professionals, golf club managers, golf course superintendents, Sporting Goods Association members, New Zealand Golf Tourism and Travel representatives to a well presented and interesting conference that will tackle the challenges of the entire golf industry.
- To make the conference attractive to the 'Whole of Golf' industry.
- To make it affordable in terms of travel and accommodation packages.
- To offer a mix of key note speakers.
- To introduce a workshop breakout sessions that pull together the theme of the 'Whole of Golf' conference.
- To place emphasis on a trade show that covers the entire golf industry including admin, course and pro shop, PGA, retail/wholesale golf, course construction, design and golf tourism.



NEW ZEALAND GOLF INDUSTRY COUNCIL INC. ENTITY INFORMATION

For the year ended 31 March 2018

Legal Name of Entity:	New Zealand Golf Industry Council Inc.
Other Name of Entity (if any):	NZGIC
Type of Entity and Legal Basis (if any):	New Zealand Golf Industry Council Incorporated is an Incorporate Society registered under the Incorporated Societies Act 1908.
Registration Number:	2687151

Entity's Purpose or Mission:

To encourage coordination and collaboration between organisations in the New Zealand Golf industry including but not limited to:

- Providing a forum to bring together all key sectors of the New Zealand Golf Industry to work in a coordinated way to grow, support and promote the game of golf.
- Coordinating and optimizing industry research and other agreed industry projects.
- Identifying matters that are of common interest to the members and on which a broad industry consensus view can be logically achieved.
- Providing an effective medium for disseminating relevant communications, news on developments and projects undertaken and or achieved by the New Zealand Golf industry both within and external to the industry and its individual members.
- Progressing the enhancement of the Society and its aims.
- Carrying out any other lawful acts incidental to these objects.

Entity Structure

Governance Structure:

The Board shall consist of up to eight (8) members including a minimum of at least two (2) of each gender and shall be made up of one representative from each of the following organisations being; New Zealand Golf, The Professional Golfers Association of New Zealand, Golf Managers Association of New Zealand, New Zealand Golf Course Superintendents Association, New Zealand Sporting Goods Association & New Zealand Golf Tourism, plus two (2) members elected at each Annual General Meeting.

Operational Structure:

The operation is managed by volunteers.

Main Sources of the Entity's Cash and Resources

Each member of the New Zealand Golf Industry Council Incorporated is invoiced on an annual subscriptions basis. Other income can be derived through sponsorship, donations and conference registration fees.

Main Methods Used by the Entity to Raise Funds:

N/A

Entity's Reliance on Volunteers and Donated Goods or Services:

All board members give freely of their time on a voluntary basis.

CONTACT DETAILS

Physical Address:	C/O- New Zealand Golf, 120 Abbotts Way, Remuera, Auckland
Postal Address:	PO Box 28771 Remuera
Phone:	+6421 392 007
Email:	chairman@nzgic.co.nz
Website:	www.nzgic.co.nz

STATEMENT OF SERVICE PERFORMANCE

For the year ended 31 March 2018

Description of the Entity's Outcomes:

The New Zealand Golf Industry Council Incorporated offers advice that benefits all sectors servicing the golf industry through regular meetings and conferences.

Description and quantification (to the extent practicable) of the entity's outputs:

	Actual 2018	Budget 2019
Member Subscriptions 2017/2018	26	30
Associate Member Subscriptions 2017/2018	7	10
Sponsorship Subscriptions 2017/2018	2	5
Industry Forums	-	2
Industry Conference	-	1
Sector forum - Environmental Group	-	2
Sector forum - Golf Tourism Group	-	2
Members attendance at 2018 AGM	20	20

Additional Output Measures:

N/A

Additional Information:

All Members receive the following benefits:

- NZGIC members online services including a question forum
- Industry advisory services
- Invitation to attend forums and conferences
- Networking opportunities
- Industry best practices
- Newsletters
- Research and publications
- Information on industry issues

STATEMENT OF FINANCIAL PERFORMANCE

As at 31 March 2018

	Note	31 MARCH 2018	Budget 2019
Revenue			
Subscriptions - Sponsors		975	-
Subscriptions - Members		1,600	-
Subscriptions - Associate Members		210	-
Sponsorship		-	-
Donations		-	-
TOTAL INCOME		2,785	-
Other Income		-	-
TOTAL REVENUE		2,785	-
Expenses			
Computer & IT Expenses		510	-
Consulting & Accounting		765	-
Amortisation	2	482	-
Printing & Stationery		74	-
Subscriptions		89	-
TOTAL EXPENSES		1,920	-
SURPLUS/(DEFICIT) FOR THE YEAR		865	

STATEMENT OF FINANCIAL POSITION

As at 31 March 2018

	Note	31 MARCH 2018	Budget 2019
ASSETS			
Current Assets			
Cash and Cash Equivalents	4	6,316	-
Accounts Receivable and Prepayments	4	2,728	-
Inventory		-	-
Other Current Assets		-	-
TOTAL CURRENT ASSETS		9,044	-
Non-Current Assets			
Property, Plant and Equipment		-	-
Intangible Assets	2	4,338	-
Other Non-Current Assets		-	-
TOTAL CURRENT ASSETS		9,044	-
TOTAL ASSETS		13,382	-
LIABILITIES			
Current Liabilities			
Accounts Payable	4	380	-
Accruals and other Current Liabilities	4	1,697	-
Income in Advance	4	10,440	-
TOTAL CURRENT LIABILITIES		12,517	-
Non-Current Liabilities			
Loans		-	-
Other Non-Current Liabilities		-	-
TOTAL NON-CURRENT LIABILITIES		-	-
TOTAL LIABILITIES		12,517	-
TOTAL NET ASSETS		865	-
Accumulated Funds			
Capital contributed by owners or members		-	-
Accumulated surplus/(deficit)	1	865	-
Reserves		-	-
TOTAL ACCUMULATED FUNDS		865	-

On behalf of the Board:

Chairman

Date

Board Member

Date

STATEMENT OF ACCOUNTING POLICIES

For the year ended 31 March 2018

Basis of Preparation

New Zealand Golf Industry Council Incorporated has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses of equal to or less than \$2,000,000. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

Goods and Services Tax (GST)

All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

Income Tax

New Zealand Golf Industry Council Incorporated is wholly exempt from New Zealand income tax having fully complied with all statutory conditions for these exemptions.

Cash and Cash Equivalents

Bank accounts and cash in the Statement of Cash Flows comprise cash balances and bank balances (including short term deposits) with original maturities of 90 days or less.

The bank account balance in 2017 reflects a balance held by New Zealand Golf Inc on NZGIC's behalf prior to the entity holding its own bank account. This balance will be settled in full once NZGIC's account is operational.

Accounts Receivable

Accounts receivable are stated at their estimated realisable value. Management expects to collect all debtor balances outstanding at year end.

Tier 4 PBE Accounting Standards Applied (if any)

None.

Prior Year Comparatives

The year ending 31 March 2018 was the entities first year of operation and therefore there are no prior year comparatives. The entity being registered as an Incorporated Society on 7 August 2018 and the constitution being adopted and signed by the board on 23 October 2017.

Changes in Accounting Policies

There were no changes in accounting policies this year.

Going Concern

These financial statements have been prepared on the basis that the Incorporated Society is a going concern.

Intangible Assets – Websites

Website, Intangible asset is included at cost less amortisation which is provided at a rate allowed by the Inland Revenue Department. Website Intangible asset is amortised using the Straight Line method at 40%.

Revenue Recognition

Revenue is measured at the fair value of the consideration received or receivable of the sale of goods and services, to the extent it is probable that economic benefits will flow to the company and revenue can be reliably measured.

Revenue reflects subscriptions received from members.

Income in Advance

Subscriptions received in the year ended 31 March 2018 were for both the 2018 and 2019 financial years and income has been proportionally applied across these periods. The income in advance balance reflects income invoiced where but the economic benefits are yet to be earned.

NOTES TO THE PERFORMANCE REPORT

For the year ended 31 March 2018

NOTE 1: ACCUMULATED FUNDS

DESCRIPTION	CAPITAL CONTRIBUTED BY MEMBERS	ACCUMULATED SURPLUSES OR DEFICITS	RESERVES	TOTAL
Opening Balance	-	-	-	-
Capital contributed by members	-	-	-	-
Capital returned to members	-	-	-	-
Surplus/(Deficit)	-	865	-	-
Distributions paid to owners or members	-	-	-	-
Transfer to Reserves	-	-	-	-
Transfer from Reserves	-	-	-	-
CLOSING BALANCE	-	865	-	-

NOTE 2: INTANGIBLE ASSETS

ASSET CLASS	OPENING CARRYING AMOUNT	PURCHASES	SALES/DIS-POSALS	CURRENT YEAR AMORTISATION & IMPAIRMENT	CLOSING CARRYING AMOUNT
Website	-	4,820	-	-482	4,338
Other Intangibles	-	-	-	-	-
TOTAL	-	4,820	-	-482	4,338

NOTE 3: CONTINGENT LIABILITIES AND GUARANTEES

There are no contingent liabilities or guarantees as at balance date.

NOTE 4: ANALYSIS OF ASSETS AND LIABILITIES

CURRENT ASSETS	31 MARCH 2018 \$
Cash and Cash Equivalents	-
- Transaction	-
- New Zealand Golf ASB Account	6,316
TOTAL	6,316
The bank account balance in 2017 reflects a balance held by New Zealand Golf Inc on NZGIC's behalf prior to the entity holding its own bank account. This balance will be settled in full once NZGIC's account is operational.	
Accounts Receivable and Prepayments	
- Prepayments	-
- Accounts Receivable	2,728
- Conference Costs in Advance	-
TOTAL	2,728
Other Non-Current Assets	
- Other Current Assets	-
TOTAL	-

NON-CURRENT ASSETS	31 MARCH 2018 \$
Other non-current assets	-
- Intangible Assets	4,338
TOTAL	4,338

CURRENT LIABILITIES	31 MARCH 2018 \$
Accounts Payable and Other Creditors	-
- Accounts Payable	380
- Other Creditors	-
TOTAL	380
Income in Advance	
- Subscriptions in Advance	10,440
TOTAL	0,440
Subscriptions received in the year ended 31 March 2018 were for both the 2018 and 2019 financial years and income has been proportionally applied across these periods. The income in advance balance reflects the portion of income invoiced related to the 2019 financial year.	
Accruals and other Current Liabilities	
- Review/Audit Accruals	600
- Provisions	-
- GST	1,097
- Other Current Liabilities	-
TOTAL	1,697

NON-CURRENT LIABILITIES	31 MARCH 2018 \$
Loans	
- Loans	-
TOTAL	-
Other Non-Current Liabilities	
- Provisions	-
- Other Non-Current Liabilities	-
TOTAL	-

