

SEAFOOD INDUSTRY VICTORIA Inc

MINUTES OF THE ANNUAL GENERAL MEETING

held via zoom

Seafood Industry Victoria
133 Kensington Road, West Melbourne VIC 3003

on

MONDAY 26TH OCTOBER 2020

IN ATTENDANCE: Johnathon Davey – Executive Director
Joanne Butterworth-Gray – Independent Chair
Michael Hobson
Michelle Hansen
Hillary McNevin
Belinda Wilson
Craig Fox
Luke Anedda
Mick Vawdry
Markus Nolle – Victorian Rock Lobster Association
Barbara Konstas – Melbourne Seafood Centre
Gary Leonard – Victorian Bay & Inlet Fishermen’s Association
Matt Bateman – Victorian Fish & Food Marketing Association
Josh Cahill – Abalone Victoria (CZ) & Abalone Council of Victoria
Helen Jenkins – Eastern Zone Abalone Industry Association
Brad Duncan – LEFCOL
Ed Meggitt – Goulburn River Trout
Tim Rudge – Yambah Narrawong
Kaz Bartska
Vinnie Hunt
Andrew Watts
Joeanne Tripylas – Administration/Minute Taker

1. WELCOME

Joanne Butterworth-Gray declared the meeting open at 10.08 am. Quorum was established the meeting began.

2. APOLOGIES

Apologies: John Anastos
Arthur Allen – East Gippsland Estuarine Fishermen’s Association
John Minehan – Eastern Victorian Sea Urchin Divers Association
John Hearn – Hearn Fishing Industries Pty Ltd
Paul Mannix – San Remo Fishermen’s Association
Mark Gervis – Southern Ocean Mariculture
Harry Peeters – Western Abalone Divers Association

3. CONFIRMATION OF MINUTES OF THE PREVIOUS MEETING

IT WAS RESOLVED:

That the minutes of the previous AGM held on 25th October 2019 be received and accepted as a correct record.

Moved: Michelle Hansen

Seconded: Gary Leonard

4. CHAIR'S REPORT

It is an understatement to say that 2020 will go down in history as one of challenge.

The dawn of this decade was seen through burnt orange smoke as fires ravaged East Gippsland and destroyed the Mallacoota Abalone processing factory, fishing gear and vessels. The Princes Highway was closed for weeks to all but essential emergency services, and the preservation of lives, homes and livelihoods took precedence. Some of our fishing fraternity generously offered their vessels to rescue people and ferry goods. From across Victoria, and through VFA and Government, offers of assistance flowed, and as business struggled to get back on their feet, the Victorian seafood industry featured prominently in promotional stories to encourage visitors back to the shores of our coastal towns such as Lakes Entrance.

Then by late January we became aware of a new corona virus outbreak in seafood markets in China. Export markets closed. Within weeks, the corona virus had spread across the globe, and the WHO labelled it a pandemic. As governments grappled with the reality, borders closed, and economies went into slow motion.

The closure of export markets revealed the vulnerability of producers of abalone, rock lobster and giant crab, who relied on international trade. As your former Chair, Markus Nolle, said after a Southern Rock Lobster trade delegation to China late last year “the volume of Australian Rock Lobster is small in the global market, and we need to look to branding and promotion of our unique point of difference, and market diversification” – his observation was prophetic.

Seafood Industry Victoria is the representative voice for our commercial fishing and aquaculture sector. Operationally, we have supported industry with information and tools to navigate regulatory requirements to keep your businesses open. We advocated for recognition of Victorian seafood businesses as essential services – and succeeded. We have supported our industry on the federal stage for assistance to underwrite the cost of exports – noting that whilst there is now a logistics pathway, the markets are not functioning properly.

The closure of the Lakes Entrance fishery was a tough pill for our industry to swallow, however SIV has advocated strongly for Government support for Corner Inlet – our largest remaining bay and inlet fishery. And we have succeeded. The Minister has approved the development of a Fishery Management Plan for Corner Inlet that will secure the sustainability of the fishery and commercial fishing.

Strategically, SIV's focus has been on the pathway to recovery from COVID 19, recognising that with every challenge, there comes an opportunity. We partnered with the VFA to undertake an analysis of the Victorian seafood supply chain and the impacts of COVID 19 and concluded that there are many vulnerabilities in the supply chain which also present an opportunity for innovation and market development.

SIV views the pandemic as a catalyst for change – it is time for SIV to re-imagine itself, our members services, and the initiatives or partnerships that will support industry growth and business viability. Your representative organisation is on a pathway of reform to grow member value.

The impact of the pandemic will be enduring however the future of the Victorian seafood industry is optimistic. Consumer awareness of food provenance and food security has been heightened. We have an opportunity to unite our industry across the whole supply chain and connect with Victorian consumers.

SIV values its partners and the collaboration potential we have together.

I acknowledge the contribution of the Victorian Fishing Authority under previous Minister Jaala Pulford, and now Minister Melissa Horne – thank you for your support for commercial fishing and its contribution to the state's economy and the fabric of communities. SIV has also forged a strong relationship with Agriculture Victoria and will continue to grow opportunity for support for our industry.

Thank you also to the FRDC, with whom SIV partnered on the project to quantify the economic and social contribution of Victoria's fisheries and aquaculture, and to the Melbourne Seafood Centre – our physical base and the centre of commercial seafood distribution.

In closing, I want to acknowledge the former Chair, the Board and our Executive Director – all of whom have dedicated time and effort on your behalf – thank you. I have to say that since taking on this role in March 2020, it has been one heck of a ride!

The Victorian seafood industry is strong and resilient – we have a great story to tell, and in Victoria alone, there are six million potential consumers of our product. I truly look forward to working with you towards a future filled with hope and potential.

I am privileged to lead this great industry and its organisation forward.

5. EXECUTIVE DIRECTOR'S REPORT

On behalf of Seafood Industry Victoria, I provide the below review of our operations for the 2019-20 financial year.

As a priority, myself, the SIV Board and SIV staff have continued to promote the Victorian seafood industry and our Victorian seafood produce at every possible opportunity. We travel across the state for meetings, represent industry at seafood festivals and along our journeys we endeavour to meet as many of you as possible, while also introducing the consumer to the industry. While COVID-19 has stopped us from being on the road, we are still working to represent industry and will continue to do so and will be back in the regions as soon as restrictions permit.

Some of the most significant work undertaken by SIV in the 2019-20 year were:

- SIV hosted the national Seafood Directions Conference from 9-11 October 2019, in Melbourne, the conference was a resounding success.
 - The conference attracted a total of 425 registrations, with a further 157 tickets being sold to the side events (welcome function, WISA breakfast, awards lunch and gala dinner).
 - The conference proved very successful for SIV with an overall operating profit of \$78,390.41.
 - We sincerely thank all of our sponsors for the Conference and most notably the support from the Melbourne Seafood Centre, the Fisheries Research and Development Corporation and the Victorian Fisheries Authority.
- Representation and ongoing engagement with, and on behalf of the Gippsland Lakes licence holders, noting this fishery ceased to exist as of 1 April 2020. Our thanks go out to the 10 licence holders who supported SIV as their representative through the ordeal and provided us with frequent and meaningful insight throughout.
- Industry support, communications and representation through the COVID-19 pandemic – with exporting industries impacted from 24 January 2020.
- Progressing various elements of reform, including the appointment of Joanne Butterworth-Gray as our Independent Chair, and working with Resilient Futures to establish the conditions and opportunities for the future of SIV and industry representation moving forward – stay tuned as we have a big program of reform coming in 2020-21.

SIV Communications

Through the first half of 2019-20, SIV produced two volumes of our hardcopy magazine format, PROFISH. The preparation of each volume takes a considerable amount of SIV time, effort and coordination, and credit must go to the SIV Staff and Board who continued to lead the preparation of content and insight to make this possible. I acknowledge and thank industry, the VFA and other stakeholders who contributed and acknowledge and thank our sponsors of PROFISH who make it possible.

We also had significant increases with industry and community interaction with SIV's social media platforms. We operate across Facebook, Instagram and Twitter.

SIV is currently reforming its communications and Industry newsletter platforms, and we will continue to engage across various platforms moving forward.

Oil and Gas Sector Engagement

2019-20 has seen continued arrival of various interests of the Oil and Gas sector in offshore Victoria. This has required SIV engagement with the operators to ensure appropriate and relevant consultation with the Victorian seafood industry. Continued implementation SIV's joint policy with the Tasmanian Seafood

Industry Council, has allowed industries concerns with regards exploration activities to be raised early and prominently with these proponents. SIV continues to adopt a process whereby Oil and Gas operators engage SIV to facilitate components of their consultation with the fishing and seafood industry. At all times this engagement is undertaken noting that we will only be reporting and representing the views, issues and comments of the fishing and seafood industry.

Ongoing Research

Throughout 2019-20, SIV continued to support and be involved in various projects that are of benefit to the Victorian seafood industry. We saw the completion of the socio-economic Valuation of the Victorian seafood industry, which presented the following statistics for industry:

Victorian Seafood Industry Key Facts:

Employment = 3,101 FTE jobs

- 1,132 jobs (catch & aquaculture) + 645 (processing) + 1,324 (indirect)
- 734 Victorian fishing and aquaculture licences

\$139 million Gross Value Product

- \$51M (Vic wild catch) + \$44M (Commonwealth waters) + \$44M (aquaculture)

\$332 million added value

- \$65M (catching sector) + \$37M (processing) + \$220M (indirect value)

\$186 million of household income

- \$40M (catch & aquaculture) + \$33M (processing) + \$112M (indirect value)

Through the financial year, we also continued the progression of enrolments in the Leadership and Community Engagement project, funded by the Federal Government Department of Agriculture, Water Resources and Environment. This training is being administered by SIV, in association with the Queensland Seafood Industry Association, WildCatch Fisheries SA, NSW Professional Fishermen's Association and the Western Australian Fishing Industry Council. It will deliver an online intensive leadership program for future industry leaders. This training resources have been finalised and the program delivery is to begin shortly through the Australian Maritime and Fisheries Academy (South Australia).

Funding Update

The 2019-20 financial year saw SIV return an operating budget with a loss of \$89,145. This deficit was largely due to the delivery of Seafood Directions 2019 – where the majority of income was received in previous financial years and expended this financial year. I am pleased to report that SIV's delivery of the national Seafood Directions conference resulted in an overall \$78,390.41 profit (across multiple financial years).

SIV received \$665,118 of total revenue, which consists of levies received under the SIV/State of Victoria Funding Agreement, member association contributions, income from projects and other streams of income. This level of income confirmed our ability to represent and promote Victorian's seafood industry.

The SIV Board, Finance and Audit Committee and SIV staff continue to provide the highest possible level of service within the limitations of our budget. SIV's substantial funding base through levies collected from

fishing licence holders continues to decline, largely due to reductions in fishing licence numbers. SIV continues to develop and implement strategies to activate other income streams to bolster SIV's financial position, strengthening our ability to represent industry.

I take this opportunity to acknowledge and thank the SIV Board, who continue to provide an exceptional level of guidance and advice to the SIV Staff. Throughout 2019-20, the Board has experienced change from being led by Mr Markus Nolle to the appointment of Mrs Joanne Butterworth-Gray as SIV Independent Chair. To Lisle Elleway, Andy Watts and Gary Leonard, who depart the SIV Board at this AGM, I cannot thank you enough for your leadership, counsel and input to the Board for over 7 years – your contribution to industry is greatly appreciated.

To SIV's small but dedicated team of part-time staff (Joanne Tripylas and our bookkeeper Mark Harris) thank you for your ongoing hard work and commitment to the organisation. We continue to deliver a substantial workload for the benefit of industry, often going above and beyond to ensure success.

To our Member Bodies and Victorian fisheries entitlement holders I thank you for your continued support of SIV. It is an honour to work with all of you and the broader Victorian seafood industry as we lead, manage and celebrate this great sustainable, innovative and determined seafood industry for the benefit of all Victorians.

6. FINANCIAL STATEMENTS

The annual report for the year ended 30 June 2020 has been circulated. The financial statement was provided in the Executive Director's report. This year of the State grant agreement. Up for renewal end of June 2021. Opportunity to review the grant. Take out Seafood Directions from the bottom-line leaves SIV with an operating deficit of \$27,240. Not sustainable in the long term. SIV needs to consider a way to generate a more sustainable way forward.

IT WAS RESOLVED:

That the Financial Statements for the year ending 30 June 2020 be received and accepted as correct.

Moved: Barbara Konstas

Seconded: Michael Hobson

7. APPOINTMENT OF AUDITORS

Recommended by the FAC that a review on the auditor be conducted as Nexia has been the auditor for the last few years. Review undertaken by the committee and DMG Auditors were approached to undertake the audit for the next financial year.

All in favour.

IT WAS RESOLVED:

That DMG Financials be appointed Auditors for the ensuing year.

Moved: Gary Leonard

Seconded: Craig Fox

8. MEMBERSHIP FEES

Noting that SIV has not affected a major review in the previous financial year on memberships, the Board is recommending that there be a 5% increase on all fees this year.

All in favour.

IT WAS RESOLVED:

That the Annual Subscription Fee for Member Associations for the year 2020/2021 be set at \$1575.

That the Non-Voting (Associate) Fee for the year 2020/2021 increase to \$210

That the Annual Subscription Fee for Holder Category One and Holder Category Two for the year 2020/2021 be set at \$0.

That the entrance fee be set to \$200

Moved: Barbara Konstas

Seconded: Tim Rudge

ELECTION AND RE-ELECTION OF DIRECTORS

9. ELECTION RESULTS

Five positions up for nomination - Five valid nominations received.

Sector	Director
Abalone	Craig Fox
Eel, Bait, Mussel, Bay, Inlet & Inland	Luke Anedda
Rock Lobster & Giant Crab	Markus Nolle
Mariculture/Aquaculture	Tim Rudge
Scallop	John Anastos

IT WAS RESOLVED:

That the nomination be accepted.

Moved: Gary Leonard

Seconded: Michael Hobson

Joanne welcomed returning members and thanked new members.

10. SPECIAL BUSINESS

SIV Reform – Refer to presentation

11. DEAL WITH OTHER MATTERS REQUIRED TO BE DEALT WITH UNDER THE RULES OF WHICH NOTICE HAS BEEN GIVEN IN ACCORDANCE WITH THESE RULES

N/A

12. OTHER MATTERS RAISED

No other matters were raised for discussion.

The Chair thanked all the outgoing members, Andy Watts, Lisle Elleway and Gary Leonard, thank you very much for your contribution. To all those present today thank you for attending. Meeting closed at 10:50am.