



TAMA

Combined Horsepower

TRACTOR & MACHINERY ASSOCIATION

Tractor and Machinery Association (TAMA)

AGM & Dinner August 24th 2023

Novotel Tainui

Hamilton



Welcome to TAMA 2023 AGM & Dinner

TAMA takes great pride in representing the Tractor and Farm Machinery sector since 1949.

We are very proud to represent you, our members and the dedicated and focused work you deliver in the retailing, servicing, and repairing of the essential equipment that keeps the wheels of New Zealand's agricultural economy turning.



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Event Overview

Annual General Meeting / Event Dinner – Overview

- 2023 AGM – 5PM
- Kynetec/Agriview – 5.30PM
 - New Zealand Market Overview – Melinda Hayley
- Pre -Dinner Drinks/Canapes – 5.50PM
- Buffet Dinner – 6.30 -6.45 PM
- Guest Speaker – *Matt Chisholm* – 8PM
- Function End – 10pm



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2023 Annual General Meeting



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Overview

Annual General Meeting

Agenda

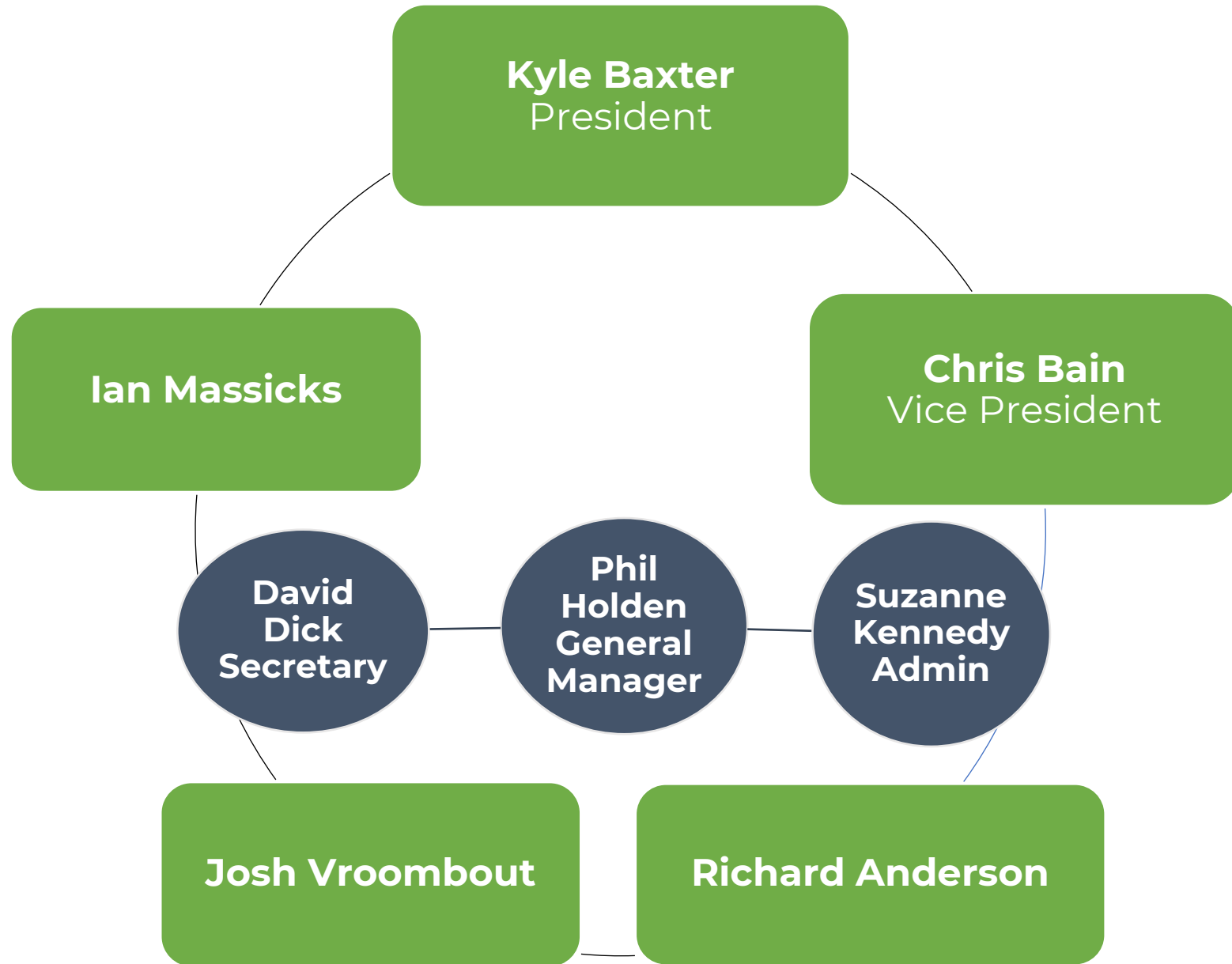
1. Welcome
2. Apologies
3. Motion to confirm the minutes of 2022 Annual General Meeting
4. Finance Report
5. Motion to adopt the Annual Accounts
6. Election of Officers
7. GM Update
8. Annual General Meeting declared closed



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Management Team





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Apologies

Apologies



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Minutes 2022

Confirmation of Minutes of the 2022 Annual General Meeting

Motion:

“That the minutes of the 2022 Annual General Meeting of the Tractor And Machinery Association be taken as read and confirmed as a true and accurate record.”



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Finance Report

Finance Report 31st March 2023



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Financial Overview as at 31st March 2023.

- Total Association income of \$148,559 is well ahead of last years \$89k.
 - The key driver was last year's conference receipts of \$57k.
 - Membership income at \$90,475k was also ahead of last years \$82,060.
- Expenses whilst ahead of last year (\$57k) are essentially in line with expectations at \$117.7k.
 - Main driver was Conference Expenses at \$44,321.77. We delivered a small surplus on conference of \$13k.
- Overall, the strong income line has flown through the P&L delivering an operating surplus of \$25,177k.
- The Associations balance sheet is in a solid position with total equity/members funds sitting at \$78,707k.



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Accounts 2022/2023

Adoption of 2022/2023 Annual Accounts

Motion:

“That the 2022/23 Annual Accounts be formally adopted.”



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Election of Officers

Election of Officers



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Election of Officers

President

Jaiden Drought

Vice President

Chris Bain

Management Group

Ian Massicks, Josh Vroombout, Richard Anderson, Liam Hines, Paul Holdaway, Tim Fanning



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GM Update

General Manager Update



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OUR NEW LOOK

Introducing our refreshed brand

Our new logo



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OUR NEW LOOK

Our new website





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OUR NEW LOOK

Stationery





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Social Media LinkedIn Banner



Search



Home



My Network



Jobs



Messaging



Notifica



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OUR NEW LOOK

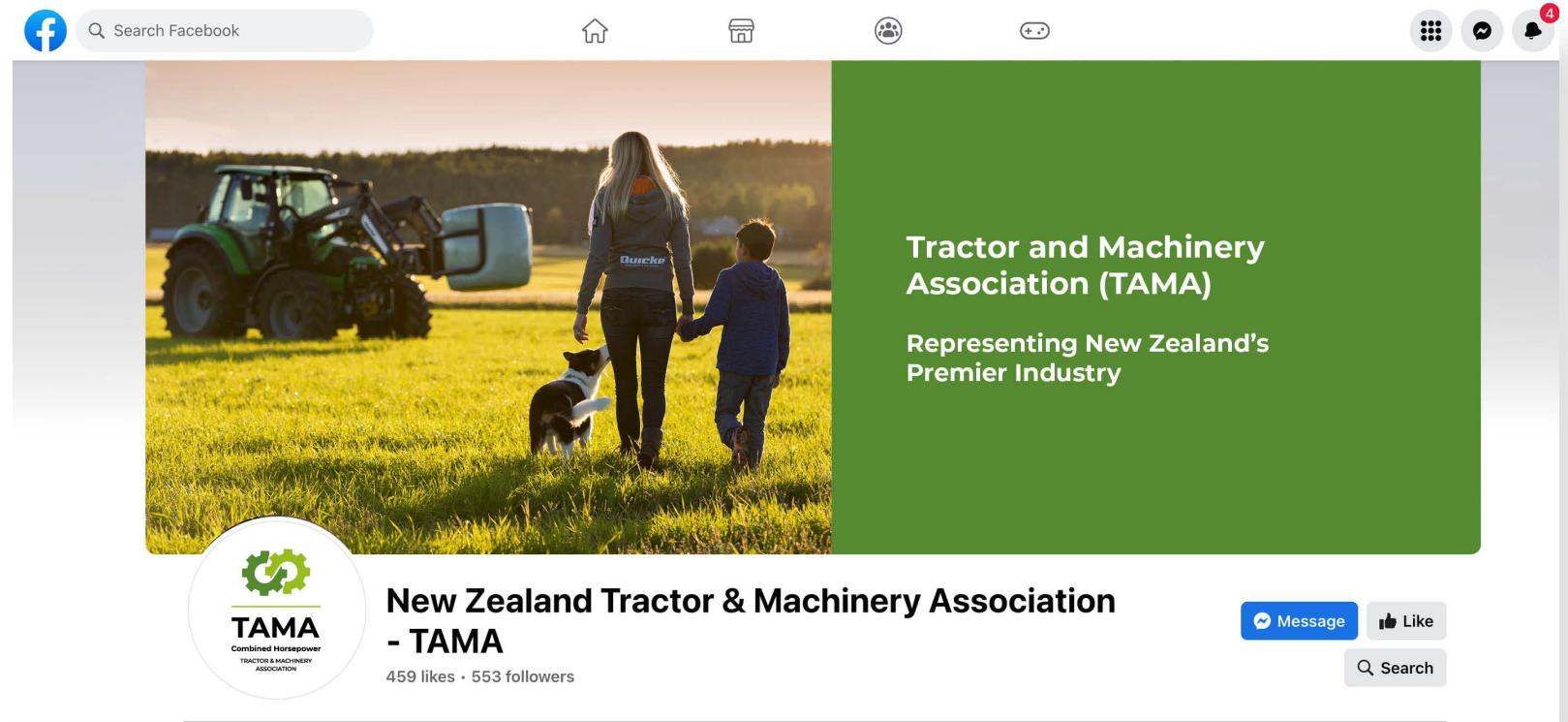


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OUR NEW LOOK

Social Media Facebook Cover





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OUR NEW LOOK

Membership Booklet



Associate Membership Benefits \$525 + GST

- A reduced version of the monthly tractor sales report.
- Access at a cost to the Annual State of the Industry Report.
- Attend relevant TAMA functions including the biennial TAMA industry conference.
- A listing on the TAMA website www.tama.org.nz and link to your website from the Associate Member section.
- The right to refer to your organisation as an Associate Member of TAMA.
- The right to use the TAMA Associate Member logo on your website and publications.
- Receive TAMA's regularly email update.

Dealer Membership Benefits \$1,050 + GST

- Receive a high-level monthly tractor sales report broken down by HD.
- Access at a cost to the Annual State of the Industry Report.
- Attend relevant TAMA functions including the biennial TAMA industry conference.
- Access to the EMA remuneration benchmarking survey at a reduced TAMA rate scholarship scheme.
- Collaboration with other TAMA members to ensure the industry has one united voice
- when making submissions on proposed Government legislation and other topics affecting our industry.
- A listing on the TAMA website www.tama.org.nz and link to your website from the Member section.
- The right to refer to your organisation as a Dealer Member of TAMA.
- The right to use the TAMA Dealer Member logo on your website and publications.
- Receive TAMA's regular email newsletter.

Strategic Partner: A tailored package with exclusive benefits. Contact us for further information.

Member, Supporter and Partner Benefits



CONTACT
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W: tama.org.nz

New Zealand's tractor and farm-related machinery industry since 1949.

The tractors and machinery our members, market, sell and maintain are the essential components that keep the wheels of New Zealand's agricultural economy turning.

We proudly represent almost the entire industry including importers, manufacturers and retailers. Our strength lies in our ability to unify and consolidate the opinions and

views of our sector, to advocate and take a stand for our members on industry issues and opportunities – ensuring all our members' voices are heard and represented.

We monitor market trends and issues that could impact on our members and take industry-wide action with government regulation/legislation, industry training and any other challenges and opportunities.

Our focus is to provide the right resources and support to members to enable their businesses and their people to grow and advance.

Ordinary Membership Benefits

- Receive a high-level monthly tractor sales report.
- Receive a half yearly machinery sales report. This is conditional on members/supporter supplying their own sales data.
- Access to the Annual State of the Industry Report.
- Attendance at the biennial TAMA industry conference and other TAMA events.
- Access to benchmarked salary information via the EMA annual national employers wage and salary survey. The survey covers over 200 positions with breakdowns by industry, location and revenue bands. It allows you to compare your organisation's salaries, ensuring you have your finger on the job market pulse.
- Access to the TAMA employee scholarship scheme.
- Collaboration with other TAMA members/supporters to ensure the industry has one united voice when making submissions on proposed Government legislation and other topics affecting our industry.
- A listing on the TAMA website www.tama.org.nz and link to your website from the Member section.
- The right to refer to your organisation as a Member of TAMA.
- The right to use the TAMA Member logo on your website and publications.
- Receive TAMA's regular email newsletter.

Ordinary membership cost is as follows;
The annual subscription fee for the 2022-23 financial year commencing on 1 April is based on a company's self-declared turnover for the year ended 31 March 2022 on the following basis:

0-\$2m	\$1,050.00	≥\$20-\$35m	\$3,675.00
≥\$2m-\$5m	\$1,837.50	≥\$35-\$50m	\$4,200.00
≥\$5-\$10m	\$2,625.00	≥\$50m	\$7,000.00
≥\$10-\$20m	\$2,887.50		

All figures exclude GST.



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OUR NEW LOOK

Email Newsletter





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GM Update

General Manager Update

- Website and brand refresh have been big projects.
- We have more control over website content and the platform is very flexible to allow us to adapt and evolve it.
- Thank you to those that supported this project through supply of your brand collateral.
- Looking to do more with and for members and this event is a pointer to the future.
- Kynetec relationship goes from strength to strength.



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GM Update

General Manager Update

- We are working together to explore how we can leverage Kynetec's scale and resources to deliver more insights and benefit for you
- Understanding more about the sector to drive member benefits is key:
 - Employment Survey
 - Equipment Survey
 - State of the Nation Report
 - Others?
- Continue to evolve the TMA relationship.
- Expecting Emissions Standard and Electrification of sector to become a focus area.
- Conference 2024 is next big focus.



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Thanks

Thanks

- Kyle Baxter
- Management Group – Ian, Josh, Chris and Richard.
- Melinda Haley – Kynetec
- David Dick - Secretary
- Suzanne Kennedy – Admin Support
- Kyle Forrester from Flatout – Website Developer
- Jo Mettrick – Graphic Designer
- Amanda Vroombout – Social Media



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Thanks

Thanks

RURAL NEWS

TO ALL FARMERS, FOR ALL FARMERS



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**Thank You for Attending the
2023 Annual General Meeting.**