



# National Association of Woodworkers New Zealand

**Minutes of the Annual General Meeting Of  
The National Association of Woodworkers NZ Inc.  
Meeting hosted by the Guild of Woodworkers Wellington Inc.,  
at the Karori Baptist Church Hall, Karori, Wellington.  
Saturday 21<sup>st</sup> July 2018 at 1:00pm.**

**Present.**

19 NAW Financial Members  
6 Associated Guild Members

**Apologies.**

Trefor Roberts, Paul Grainger-Allen.

**Moved**                      **Hugh Mill/Roger Gyles**                      **Carried.**

**Welcome.**

President Geoff Addison called the meeting to order at 1:10pm and welcomed all those present. He passed on his thanks to the Guild of Woodworkers Wellington Inc. for hosting the 2018 AGM.

**Minutes of the 2017 AGM.**

Geoff Addison read the Minutes of the last AGM, held Saturday 22<sup>nd</sup> July 2017 at the Tauranga Woodcrafters Guild.

**Motion:** That the Minutes of the 2017 AGM, as circulated and read, be taken as a true and correct record of that meeting.

**Moved**                                      **Dick Veitch/Peter Macrae**                                      **Carried.**

**Minutes of the 2017 SGM.**

Geoff Addison read the Minutes of the SGM, held Wednesday 8<sup>th</sup> November 2017 at the South Auckland Woodturners Guild.

**Motion:** That the Minutes of the 2017 SGM, as circulated and read, be taken as a true and correct record of that meeting.

**Moved**                                      **Dick Veitch/Geoff Addison**                                      **Carried.**

**Matters arising from the AGM and SGM Minutes.**

Dick Veitch raised that he had looked into an all inclusive national fire and damage insurance policy for clubs (a step further than our national liability insurance). He advised that, since the Christchurch earthquakes, the insurance environment had changed drastically, and that it is not currently possible to arrange such insurance cover. At this stage he considers the matter closed.

## **Presidents Report.**

President Geoff Addison tabled his third, penultimate report to the AGM, a copy of which will be placed in the minute book and in the next edition of Creative Wood.

### Highlights from the report include:

- Helen was appointed to the position of Secretary during the year.
- Creative Wood – George Lomas stepped up to the position of Editor, taking over from John Madden. Geoff expressed his thanks to them both.
- Website – our thanks to Paul Grainger-Allan for his continued work on the website.

After an attempted scam, all emails now come through the website and onto the relevant committee member.

We have a new website host, after issues with our usage limit with the old host.

We are making the move to have all members, if possible, on email contact.

The website is continuing to grow in functionality and we hope it will be well utilised by our affiliated clubs and associated members.

- Treeworkx competition – Ron and Graham continue to support this woodwork competition in Creative Wood. Our thanks to them both. We hope that our members continue to support them in return.
- Financial – Margaret has taken over the finances and is keeping us on a sound financial footing.

With falling membership numbers, we will have to review how we attract members and our membership fees. Any changes to membership fees will have to go through the next AGM, and cannot implement until the following financial year. Therefore any change will take 2 years to be implemented.

- The constitutional change at the SGM allows us to now have a Reviewer for our accounts, instead of an Auditor. David Jones has stepped up to this role, and we thank him for his input.
- Legal matters – Mark von Dadelzen continues to keep us abreast of all legal matters. Our thanks to him for all his work, including the constitution changes he has drafted for us in this last year.
- National Certificate in Woodturning – Dick Veitch continues to guide this programme for us.

- Symposium – this is being organised by the South Auckland Woodturners Guild for October, and looks like it is going to be a wonderful event. It needs the support of all our members to make it a financial success. This year the NAW is again paying for one demonstrator. In addition we have also negotiated with the organising committee to provide a \$40 subsidy to all NAW members who attend.
- Police Vetting – Members appear to be taking advantage of the Police Vetting Service, being organised on our behalf by Don Tietjens. Our thanks to him for all his efforts.

NAW recommends that all tutors are police vetted for the protection of both members and students involved.

- CSC card – as of this year we have extended the expiry date of the cards. The new card will run out in June 2019.

We have had positive feedback on the cards; they seem to be providing real financial benefit to all members.

Please note, this card is for the use of members and their immediate families only.

- Polo shirts – our new look polo shirts can be purchased online or through our Treasurer Margaret. Shipping is a flat rate fee, so consider sharing with others. We won't be holding a large amount of stock so be prepared for a short wait.

Earlier in the year, Carbatec generously came to us wanting to sponsor an annual donation. In recognition of this donation, the committee has chosen to place the Carbatec name on the sleeve of the polo shirt.

- Our thanks to all who attended today, we hope the demonstrations were thought provoking and provided some helpful techniques. Thanks to Dick Veitch, Michael Walker and the Guild of Woodworkers Wellington for all their efforts to make the AGM successful.

*Peter Macrae requested that the expiry of the CSC card was amended to read June 2019 (not July 2019). This was done as requested.*

**Moved Geoff Addison/Dick Veitch. Carried.**

### **Membership Report.**

Peter Macrae presented the membership report.

In June 2017 we had 636 financial members. As of this year we have 582 financial members to date. We have lost a number of members in this last renewal period but have gained 41 new members.

Of our financial members, 493 members have a valid email address. The balance of members either don't have an email address, or the email address listed is incorrect.

Total receipts for this renewal process to date stands at \$34,562.

67% paid by electronic banking, 31% by cheques and 2% by PayPal. The bulk of renewal payments came in April and May.

Approximately 1600 members in clubs around the country, only 582 members are also members of NAW so there's work to be done.

A copy of the report will be placed in the Minute Book.

**Moved**

**Peter Macrae/ Peter Clemett**

**Carried.**

### **Financial Report.**

Margaret Dekker presented the financial report, a copy of which will be placed in the Minute Book.

#### Highlights from the financial report:

At the time of the report, subscriptions for the 2018-2019 year were slightly down on the 2017-2018 year.

The Glen Lucas tour brought in \$16,448 and cost \$11,478, so there was some profit from the tour.

We received the first payment of an annual grant from Carbatec of \$750. This year the grant has been put towards the production costs of our new polo shirts.

The net cost of Creative Wood is \$24,715 after income from advertisers has been taken into account.

Sponsorship of club events cost the NAW \$2300.

At the end of the year we were at a surplus of \$45.24. *There was a round of applause from the present members at this announcement.*

The NAW has a total equity of \$69,587 as at the end of the 2017-2018 financial year.

#### Questions from the floor:

Hugh Mills queried how the Ken Sager Trust was originally set up.

Geoff discussed the origins of the trust – simply put, it was set up after a Turn Exhibition after one of the overseas attendees donated some work to be auctioned. Since then there have been several more donations to the fund and other auctions of work, which added considerably to the fund.

Originally the trust's purpose was to enhance people learning woodturning, particularly younger people. In later years the committee has decided, rather than just benefit individuals, to use the funds to benefit the entire woodworking population; and as such

have used the fund for our sponsorship of symposium. We try to maintain the fund around the \$20,000 mark.

Peter Johnson made comment on the Financial Report - that the Ken Sager Trust should be listed as Note 8 and the Taxation Payable as Note 7. These changes have been noted.

Peter Whitehead questioned how large the print run of each issue of Creative Wood is. Margaret advised that it is currently around 800 copies. We print additional copies to give to our advertisers, article writers, and back copies for any member who joins during the year.

**Moved**                      **Margaret Dekker/Michael Walker**                      **Carried.**

### **Election of Officers.**

It was moved that the following individuals be appointed to the relevant positions:

Vice President	Trefor Roberts
Secretary	Helen Walker
Committee Members	No nominations received

**Moved**                      **Geoff Addison/Dick Veitch**                      **Carried.**

### **General Business.**

#### NAW Polo Shirts:

Michael Walker queried if we can have the new polo shirts embroidered with our names. He was advised that we can do this at an additional cost, which is around \$10. If you wish to have your shirt embroidered prior to it being sent out, email Margaret when you place your order.

#### NAW Patches:

Geoff Addison – talked about the NAW patches that are available for purchase at \$10 each. These look very good on your turning jacket.

#### Membership:

There was a lot of discussion from the floor around NAW membership, value of membership and ways to attract more members to the NAW. Geoff advised that the committee will take on board the comments from the floor and discuss these further at the committee meeting tomorrow (Sunday 22<sup>nd</sup>). A summary of the comments and discussion is recorded below:

David Marshall – mentioned that he was intrigued that of 1600 club members nationally, only a third are members of the NAW. He personally doesn't think it is likely to be a cost issue, especially for those with such an expensive hobby. He expressed that he cannot understand why NAW membership is so low, when it seems such a relatively cheap way to be involved in such a helpful organisation.

Geoff Addison – agreed that it is a problem, and one that we have been looking at. He suggested David might like to come on the committee and help problem solve; David declined for the moment but said he would consider it in the future. Geoff went on to comment that so far all of our attempts at improving membership have been overturned:

the move for a compulsory membership was defeated; we looked at reducing costs by going to an electronic magazine, but the membership was against it. So we are between a rock and a hard place. As the numbers go down our costs are going up, and the cost per member is going up. We are going to need to seriously look at what we are doing. We ran at a \$45 profit this year; we are going to run at a deficit this next year unless something seriously changes.

Jim Dekker – thinks a letter from the chairman, on behalf of the committee, should go out to all clubs. This letter should point out to the local associations what the benefits are of membership, both club and individual, including the importance of the magazine in passing on skills through the generations.

Helen Walker – commented, in reply to Jim, that there is an ongoing issue: that members of clubs can see the benefits of club affiliation, but not the individual membership benefits – even when it is pointed out to them. Somehow we need to change this mindset.

Michael Walker – commented that while he vaguely knew about the NAW, it wasn't until his local club sponsored his first year of subscription that he understood the value of membership. And that once he had this membership, it was no hassle to keep it rolling over from year to year. He suggested that maybe there is value in talking to our associated clubs about helping to subsidise non-NAW members into their first year of subscription, and that this may be a way to drive membership numbers up.

Geoff Addison – commented that there is clearly communication issues with some club secretaries, and that he is quite convinced that some of the information that the NAW sends out never makes it through to the club members. This is one of the hassles that we have, as we are limited to the communication channels that are established within those club networks. He suggested that maybe we need to increase the levy that clubs pay on behalf of their members; although he commented that this can be an issue as well, if clubs declare less members than what they have. We are limited by the honesty of the clubs when they make their declaration. We would love to have more committee members; we would love to hear your ideas about how to get more people on board; our ears are open.

Tony Robinson – commented that sometimes Universities and schools run small projects on marketing. He suggested that maybe we could link in with individual students, or groups of students, and look at how we can market ourselves. We want to expand our age, gender and demographic market, so what do these new people think about how we go about things? What do people nowadays want to see within an organisation – is Creative Wood enough for them? We like it, but do younger people want that too? Would they prefer it web based? He commented that he doesn't have the answers, but if we can find people to find out those answers for us, and they themselves get benefit from the exercise, then it is a win-win situation. Let's target those who might have new ideas, and get them on board to help us find some answers.

Peter Johnson – expressed that he thinks it is important that we realise that all clubs (not just woodworking) across the country have issues with membership; membership is not easy anywhere. He said that perhaps if there is an issue where the affiliation is being

doctored, that maybe we need to see this situation as an opportunity. For example, if a club can get a certain number of their members also on board as NAW members, that their affiliation fee is actually decreased. His point being, how do we get individual clubs to be proactive in driving NAW membership up? We won't get it to go up on its own; we have to find a way to sell it. The way to sell it through a club is to have a scenario where say (for example) club membership is \$6/member, but if the club has all of its members on board as NAW members, then the fee drops to \$5/member. The membership is value driven. A marketing person would ask you, what do you have to sell?

Michael Walker – commented that perhaps you could do the discount on a percentage basis rather than a number of members basis, so that the smaller clubs aren't penalised.

Brian Williams – agreed that if we can get the clubs to help push it, it will help. He commented that he's been a club member for years, but only a member of NAW for the last 12 months. There are opportunities to get the clubs involved, and they aren't currently doing this (at least in his experience).

Geoff Addison – advised that every club was sent NAW brochures in the last year, with the idea that they would be distributed. There was a general expression of surprise from many members, with comments that they hadn't been seen at all. Geoff replied that it may be that the members present today need to go away and ask where these brochures are, to start the process of getting these out of hiding and into circulation.

Alan Berry – commented that while he is a member of a club, why would he want to join the NAW? His club already gets the Creative Wood magazine; he has a monthly meeting he can attend; so why would he want to belong to the national association? What is his benefit to joining? This is the question that the committee needs to address, and this will drive the movement into the future.

Alan commented further that we need to draw a line in the sand when it comes to Creative Wood, and electronic versus paper based. He expressed that this is an issue that needs to be addressed in his own club; and he feels strongly that we have to make the decision that at a certain point in time the magazine will go electronic. And at the stage that it does, we should also have the ability to distribute all the other club magazines as well, not just our own. This helps circulate information more widely, and fosters the community.

Warrick Smith – commented that the Wellington Woodworkers Guild send out only 35 newsletters electronically for their 85 members. Helen Walker – commented that when she retired as Editor for the Manawatu Woodworkers Guild there was only 5 people left receiving the newsletter by mail, and this is because they don't have emails. Margaret Dekker – responded that 20 of Tauranga's 90 members still receive their newsletter by mail, but they pay \$20/year for this. There was a comment that the Kapiti Guild's newsletters are fully electronic. Peter Clemmett – said that Christchurch have also started to switch to electronic newsletters this year. The newsletters are now sent out by email by default – members have to opt in to receive a hard copy. To make it more attractive, if you receive the newsletter electronically it is in colour and you receive 12 issues a year. If you opt to

receive your newsletter by post, it is in B&W and only posted 6x a year. There is a strong incentive to get it electronically.

Geoff Addison – added a comment that the North Shore club is very pro-NAW; they hide Creative Wood for a year before it goes out, which isn't a silly practice, as it eliminates those who say they have no need to join NAW as they read Creative Wood in the club. Maybe that's a line we need to take. As a committee we need to consider all the comments we've received and try to find a balanced line to take. There needs to be changes; this next financial year we will run at a serious loss (especially with our sponsorship of Symposium) if we don't make changes and attract new members. Our hope is that our sponsorship of Symposium will attract new members; last time we attracted about 50 new members.

Dick Veitch – visited, emailed or phoned all clubs when he was looking at the insurance policy, to ask questions and get general feedback. Each club has a nominated contact person which is the NAW's route to the club. A significant number of club president's apparently never received the information that was sent to their nominated club contacts, as the information was put aside and simply didn't get out there. So there is a communication problem.

There is also a hearing/interpretation problem within the club meetings – half the room doesn't hear, and the other half can't interpret what the speaker is saying. There is a significant gap of information flow to members.

Then we run into the questions of "what do I get out of it?". We have events running around the country, that could not be held if it wasn't for the public liability insurance that the NAW supplies. This liability insurance is what makes events like the Manawatu Open Day possible, which attracted a huge number of people through the door. Club members need to keep this in mind when they ask how they benefit from the NAW – they benefit because their club can run those events. The AGM venue today was likely dependent on the NAW's liability insurance. Some organisations assume you have liability insurance, some do nothing, and some won't hire venues to you unless you can prove that you do in fact have liability cover.

When I ask people why don't they join, there's the stock standard responses when you list the benefits:

Creative Wood magazine – "I can get it from my club".

Insurance for events – "I don't go to them anyway".

And so it goes on with the negative attitudes.

So he looks then at what is a club membership. South Auckland Woodturners Guild has 140-150 members, 26 of those people actively turn wood such that they can put items in the annual Christmas sale. So there's a huge number of people who come to the meeting every week, have a free cup of coffee, watch a demonstration and go home again, and really don't want to put anything more into their hobby, for whatever reasons. Pushing those people to be more active is rather hopeless as they don't want to; they are retired and don't want to be active.

However there are others who are on the verge; lots of people who come in but don't progress. All the Auckland Guilds close to South Auckland have open days with loads of potential new members through the doors. Every week, South Auckland puts new people on the lathes, and yet new memberships are very slow forthcoming. So there is a slow decline in membership.

South Auckland regularly puts 10 members through a turning course, 2-3 times a year, and they are lucky to get 2-3 people who remain as members in the club. So it is a very real challenge to keep interest, and bring in young blood in the 60-65 year old age bracket.

Sadly the schools are not doing woodwork anymore; homeowners have such small homes, and work all day, that they don't have space or time for woodwork. Our lifestyles have changed – but the worst thing is that schools don't do any hands-on courses, except for the keyboard variety. If we can convince our national educators of the value of these programmes it would improve all trades, apprenticeships and so on. If kids play with metal and wood at school, whatever their career choice is, they are likely to turn back to this again. If they don't do it at school, they are unlikely to come to it. New memberships are a real challenge.

#### CSC Discount Card:

Peter Macrae - mentioned that the CSC discount card does offer a real advantage to our membership.

Geoff Addison – commented that the CSC card can easily save you the cost of the NAW membership, even in one transaction.

Dick Veitch – commented that he also has the trade discount card from Bunnings; so when he made a purchase he produced both the trade discount and CSC cards. He got the price using both cards, and the discount using the CSC card was better. Geoff Addison – agreed that he also had this experience, and actually saved \$150 using the CSC card over the trade card.

Geoff Addison – made comment that he has also compared the CSC card and the Gold card at Noel Leeming, and received a better discount using the CSC card.

Peter Macrae – by joining the NAW you actually save money. You save money with the CSC card. If you go to Symposium you save money on your registration. Membership is economically beneficial.

Allan Berry – queried if the discount is the same across the suppliers.

Geoff Addison – advised that the card gives a variable discount depending on the retailer and the product you are buying. The discount can vary markedly between brands of tools (depending on the store markup). At Bunnings you can save about 20% on timber. It really depends.

Geoff Addison – also made note that to use the CSC discount card at Repco, you need to know that the 3 missing numbers in the middle of the discount code, is the store code. Not all shop assistants are aware of this.

**As there was no further business, Geoff sounded the Presidential mallet and the meeting closed at 2.21pm.**

.....**President**

.....**Date**