

**Board of Directors' Meeting
MINUTES
Tuesday 21 November, 2017
The Duchess Hotel
5:30pm – 7.00pm**



1. Meeting Opening

Attendees: Wayne Williams (Vice President)
M.L. Laksasubha Kridakon (Vice President)
Charles Wrightman (Vice President)
Alan Polivnick
Angus Kent
Stuart Kelly
Chris Larkin
Benjamin Krieg
Susan Kahwati

Brendan Cunningham

Apologies: Brenton Mauriello (President)
Peter Emblin (Treasurer)
Apiradee Bunyalekha

a. Approval of previous meeting minutes

The Minutes of the September Board Meeting were adopted. Proposed by Charles Wrightman. Seconded by Stuart Kelly.

2. Membership

A total of 341 members were noted.

The Board approved five (5) new membership applications: Luke Bromhead; Royal Orchid Sheraton Hotel and Towers, Bangkok; Magnolia Quality Development Corporation (MQDC); The Beyond Co., Ltd.; Bai Mai Phli Company Limited.

There were six (6) resignations – Tod Masters; Cachet Hotel Group (Thailand) Co., Ltd.; MMT Financial Solutions Pty Ltd; Peter Parry; Adrian Vanzyl; Panita Vongkusolkit.

3. Treasurer's Report

October

- Membership revenue was 75% budget for the month but still below for year.
- Sundowners revenue was 13% down in October and costs were about even so a small setback but for year Sundowners well ahead.
- Expenses down 10% on budget but slowly increasing due to ramping up
- Golf true revenue and expenses not included in events as yet
- So net for year is on target for surplus of approx 226/- versus budget shortfall of 595/-

Budget proposal

Key factor is that although there is forecast increase in member numbers there is no increase in revenue. This is due to:

1. Focus is on keeping members rather than gaining members this means we don't get the new member signing fee.
2. That would like to be able to offer some incentive to returning members, so this may result in lower revenue.

3. Looking to grow upcountry, Phuket / Chiang Mai members who pay a lower fee.



4. President's Update

- a. M.L. Laksasubha attend the Board of Trade Meeting on behalf of Brenton. Key report was Chairman, Khun Kalin Sarasin suggested scheduling Ministerial visits for Board of Trade Directors, and AustCham should seek further clarification on objectives of meeting and how we can benefit from attending.

Thai factory owners have also indicated that they would like Board of Trade Directors to visit their facilities for tours.

Brendan to follow up with M.L. Laksasubha and Brenton on this.

- b. Dwight Willis from the Digital, IT & Innovation sub-committee was attending the AustCham ASEAN Roundtable on 'Preparing for Digital Transformation and Industry 4.0' Wednesday 22nd November. *Noted.*

5. Austrade Update

Susan Kahwati reported the following from Austrade:

- Austrade's focus is on three areas, promoting trade, investment and education ties between Australia and Thailand.
- The Austrade team works with Australian seeking to export or invest in Thailand, Thai companies that have investment interests in Australia and promoting the education brand in Thailand
- In the area of Trade, the team's focus has been on (a) promoting greater exports in the Agrifood sector, including working with Thai retailers and importers to deliver food promotions in supermarkets, hosting chef tables and engaging with food bloggers in Thailand to promote sales of Australian premium food and wine; (b) promoting Australian expertise in Smart Cities including Australia's PPP / road safety / seniors living and transport technology expertise; (c) in the Aviation sector, we are raising the profile of training and MRO services and know-how; (d) in the Digital space we have run a number of initiatives including in partnership with AustCham in start-ups, cybersecurity and fintech solutions and (e) we engage regularly with partner organisations such as the CSIRO, State Governments, Australian industry groups and Thai Government Agencies on initiatives to promote Australian trade and research expertise across a number of sectors.
- In the area of Investment, Austrade continues to engage with the Top 20 Thai investors in Australia to support their existing and potential future investments, including feeding back issues to the Minister's office that companies may be experiencing relating to the FDI policy environment in Australia.
- In Education, Austrade promotes study in Australia, collaboration between Thai and Australian universities and working with Thai industries to help them achieve their workforce development skills using Australian training institutions and know-how.

6. Sub-Committee Updates

a. Alumni

Next collaborative event for Alumni is planned for Wednesday 13 December, the Ambassador's Alumni event. The Australian Embassy is taking lead, with support from AustCham's Australian Alumni and AAA.

Saturday 10 February is the Alumni Career Expo; AustCham's Australian Alumni taking the lead with support from Australian Embassy and AAA.

b. Advocacy

A Customs sub-committee led by Chris Larkin was established with Members Jock Tullock; Beston Global Foods and Hendrik van Asselt; Hellmann Worldwide Logistics, and held a meeting on Monday 30th October. *Aim is to have Members signing up for Customs Alliance in January 2018.*

Chris attended a meeting with Amcham at the BOI to discuss a new high tech visa options. A 4-year visa, with no work permit required has been proposed for 12 high tech industries. AustCham and Amcham provided feedback to the BOI on best practices to implement the new visa.



c. Communications

Feedback on improvements to AustCham's new communications strategy has been positive.

d. Digital Innovation & Technology

"Future of e-Commerce in Thailand"; was postponed from 28 November evening; a new date is to be set for February 2018.

e. Hospitality & Tourism

Joint Lunch with guest speaker Minister for Tourism and Sport, H.E. Ms. Kobkarn Wattanavrangkul Wednesday 15th November at Grand Hyatt Erawan. Topic: "2018 Prospects for Thailand Tourism" was successful with 100pax and good feedback. The survey with input from our Hospitality & Tourism members was presented to Minister Kobkarn at the lunch.

f. Golf Tournament

The Duchess Hotel Golf Tournament attracted nearly 100 players and received good feedback from participants. Suggested it could be held more often than annually.

g. The Great Australian Bash

Confirmed for Saturday 20th January, 2018. Event has been advertised and already 40 tickets sold.

7. Events

a. Recent and Upcoming Events

Brendan outlined upcoming events in December and January

8. AOB

Carly Cummings has stepped down from the Board of Directors due to relocating back to Australia. The Board thanked her for her contributions as a Director of AustCham and wished her all the best for her future endeavours.

Brendan to check terms of current Directors to see who is up for re-election in March 2018.

ANZWG approached AustCham enquiring about how we can assist with the overall management of their charitable activities in Thailand. *Brendan to meet again with ANZWG to further discuss in detail the requirements and responsibilities of forming such a relationship.*

Next Board Meeting: TBD