



ANNUAL REPORT – Year ending 31 December 2018

Purpose of the Federation

The purpose of the Federation is entirely to support and serve the SeniorNet Learning Centres, each of which maintain their full independence, except for their commitment to meet the Federation's Quality Assurance requirements.

Election of Management Committee:

Nominations were received from each region involved in this rotation, the following were declared duly elected:

Waikato/Bay of Plenty Region:	Pat van der Mass, Hamilton (elected unopposed)
Wellington Region:	Rex Fowler, Wairarapa (elected unopposed)
Canterbury Region:	Ross Taylor, Papanui (elected unopposed)
Otago/ Southland Region:	Jean Roulston, Otago
Central North Island Region:	Vacancy filled by Harvey Porteous, Wanganui

Election of Officers:

As required by the Federation Constitution, the following Officers for 2018/2019 were elected by the Management Committee at its first meeting (8th May 2018):

Chairman	Ray McDonald	(Re-elected)
Vice Chairman	Rex Fowler	(Re-elected))
Secretary	Pat Van der Maas	(Re-elected))
Treasurer	Pat Van der Maas	(Re-elected)
Minute Secretary	Duncan Fuller	(Re-elected)

Management Committee Meetings held during 2018

The Management Committee held the following meetings:

27 th February	Wellington	Face to Face	(4.5 hours)
9 th May	Hamilton	Face to Face	(1.0 hours)
9 th August	Multiple Locations	Teleconference	(1.5 hour)
5 ^h December	Wellington	Face to face	(4.5 hours)

In addition to these meetings, frequent email communication between Committee members, the Chairman and the Executive Officer took place.

After each Committee Meeting informative summary minutes were sent to Learning Centres from the Regional Representatives thus keeping them abreast with SeniorNet Federation activities on a national front.

The Federation Management

Grant Sidaway's contract as Executive Officer continued throughout 2018 and following an annual competency and performance review conducted in February 2018, coupled with subsequent Committee deliberations about the future direction for SeniorNet nationally, his contract was confirmed through to 31 December 2019. As a result of government funding cuts to the Federation in 2016, Grant agreed to retaining a reduced contracted rate which in effect has condensed his paid working week to three days, this commenced 1 July 2017 and is expected to continue through until 31 December 2019.

Grant provides all national office services and national quality assurance monitoring. This arrangement saves the Management Committee significant administration detail, including employment matters and the need to own any equipment.

He maintains an office in Wellington and employs such support staff as he requires.

His contract, for which he receives one all-inclusive monthly payment, covers all costs necessary to run the National Office and includes:

- *National Office accommodation*
- *Representing SeniorNet at a national level, spokesperson & single point of contact*
- *All office fixtures including computers, printers etc.*
- *Presentation equipment – data projectors, laptops, screen, sound equipment etc.*
- *Communication – Telephones, Internet, mobile phones*
- *Direct liaison with government and commercial funders*
- *Postage, stationery, office consumables, printing etc.*
- *Accounting services including arranging the annual audit.*
- *Website hosting, development and maintenance.*
- *Executive Officer salary.*
- *Administration Officer salary (part-time position)*
- *Salary(s) of other part-time employees (as and when required)*
- *Travel to Learning Centres for presentations and QA purposes*
- *Travel to Regional Meetings and assistance in running the meetings*
- *Travel to Tutor Training Sessions and assistance in running the meetings*
- *All other incidental costs*

A more detailed report on these activities is included throughout this Annual Report.

Quality Assurance and Funding to Learning Centres.

The Federation decided in 2015 that, notwithstanding the need to no longer provide statistics to the TEC, for 2016 it would keep in place the current capture of statistics from its Learning Centres when they invoice the Federation for learner hour funding grants. This was again reviewed at the beginning of 2018 and it was decided to continue with this process. It is considered the information collected provides valuable data for effectively running SeniorNet at a local, regional and national level. It also provides the Federation with detailed information to provide to potential funders.

At its December 2017 meeting, the Committee agreed to continue the grants payment process in 2018, for skills-based courses and workshops undertaken at its Learning Centres. The committee also decided to extend the payment process to include non-skills-based sessions undertaken at Learning Centres on a trial basis to 30th June 2018. This was again reviewed by the

management committee to extend the trial for a non-determined period. Such non-skills-based sessions could include Special Interest Groups etc. however, learning objectives would need to be well defined at the commencement of each session. The rate of \$1.25 per learning hour was fixed by the Committee for 2018 – the same rate since Jan 2016. *Please note at its February 2019 meeting the rate was agreed to be lifted to \$1.50 per Learner Hour.*

Statistics

1. Federation Learning Centres and Overall Membership as at 31 December 2018

Northland	Auckland	Waikato/BoP	Central Nth Island
Bream Bay	Bayswater	Cambridge	Gisborne
Dargaville	Glenfield	Coromandel	Hawera
Hibiscus Coast	Eastern Bays	Hamilton	Hawkes Bay
Kaikohe Inc	Eden-Roskill	Huntly	Napier
Kerikeri	Mac Auckland	Kawerau	New Plymouth
Mangawhai	Kumeu	Matamata	Palmerston North
Warkworth	Pakuranga	Paeroa	Wanganui
Whangarei	Papakura	Pauanui	
	TOA Pacific	Rotorua	
	Waiheke Island Inc	South Waikato	
	West Auckland	Tauranga	
		Tairua	
		Te Kuiti	
		Turangi	
		Whakatane	
		Whangamata	
		Whitianga	

Wellington	Top of Sth Island	Canterbury	Otago/Southland
Horowhenua	Golden Bay	Ashburton	Dunedin
Hutt City	Marlborough Sounds	Garden City	Otago
Kapiti	Motueka	Selwyn	South
North Wellington	Nelson	Mac	Wanaka
Upper Hutt		New Brighton	
Wairarapa		North Canterbury	
		Papanui Inc	
		South Canterbury	

The national membership of Seniornet in 2018 was approximately 9,750. This figure includes centres that closed in 2018.

2. Learning Centre Finances

An analysis of figures in the table below includes GST. These figures were provided by Learning Centres as part of an annual return to the Federation.

At the time of preparing this report, three Centres were yet to submit their figures. No figures were obtained from the Centres that closed during 2018; hence the figures in the table are indicative only.

Income	2016	2017	2018
Membership subscriptions	\$287,357	\$215,795	\$202,232
Course/workshop fees	\$228,232	\$153,815	\$134,450
Federation grants (includes Census assistance)	\$116,632	\$100,553	\$88,317
Local grants for operating expenses	\$66,034	\$94,551	\$101,683
Other income (interest)	\$49,901	\$38,790	\$38,928
Total Income	\$748,156	\$603,504	\$565,610
Expenses			
Accommodation (rent of premises)	\$300,132	\$242,062	\$238,255
Other costs of running learning activities	\$427,155	\$350,741	\$417,860
Total Expenses	\$727,278	\$592,803	\$656,115
Surplus (deficit) before depreciation	\$20,878	\$10,701	(\$90,505)
Depreciation	\$197,241	\$196,653	\$155,447
Surplus (deficit) after depreciation	(\$176,363)	(\$185,952)	(\$245,952)
Capital Expenditure			
Local grants obtained for purchase of capital items	\$35,089	\$37,668	\$20,425
Total expenditure on capital items	\$127,323	\$72,412	\$46,264

3. Learning Centre Activity

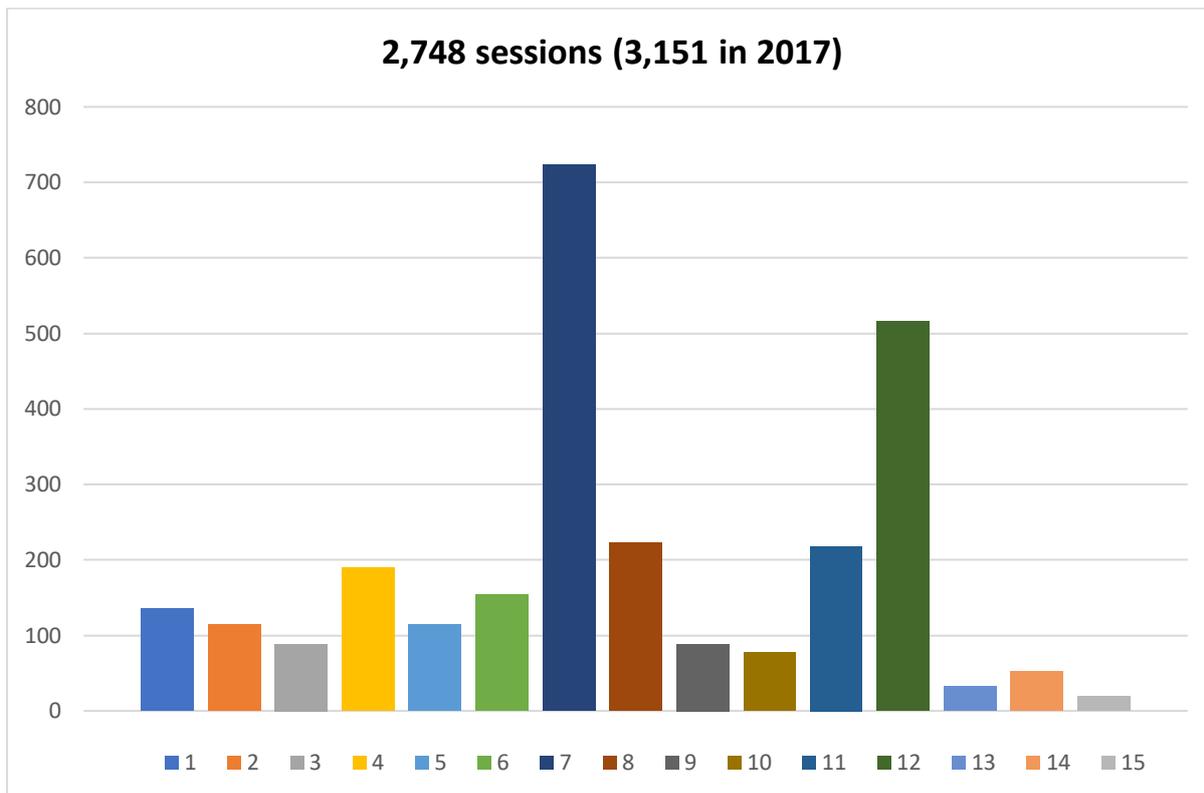
The charts on the next two pages reflect combined activity in our Learning Centres. It does not include the activity from centres that closed in 2018.

Clearly the demand for help with portable devices such as tablets, iPads and smartphones lead the way in the most popular sessions category - followed by sessions involving computer maintenance, cloud storage and Q & A sessions. Whilst most sessions are conducted in a classroom environment, typically four to six students with a tutor, there has been a noticeable move toward one-on-one help being provided by some Centres.

The trend of shorter workshops, generally 2 hours long, continues in preference to the traditional longer six-week courses.

This, of course, does not capture all the activity undertaken at our Learning Centres, for example most of our centres provide opportunity for monthly gatherings where guest speakers are invited to present to members on a wide range of topics, that are more often than not technology based.

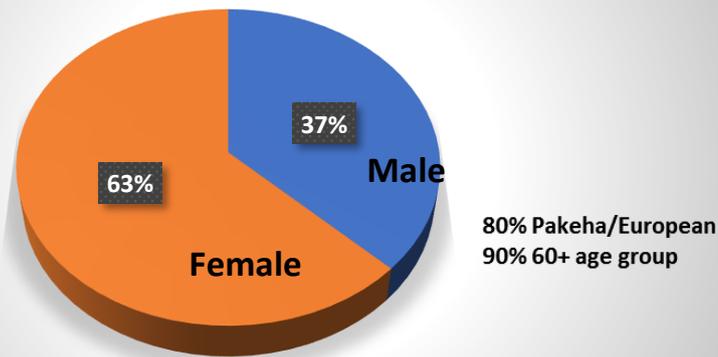
The 60 plus age group remains the highest portion of the overall membership though a slight increase in non-Pakeha/European people attending sessions has been noted.



Descriptions for chart above

Broad Content of Courses/Workshops	
1	Introduction to the Internet, including how to use various web browsers
2	Getting started with word processors, including Word pad, Microsoft Word and Mac pages
3	Intermediate and advanced use of word processors, including use of tables and graphics
4	Getting started with graphics, to uploading digital photos and use photo enhancing apps
5	Introduction to emerging technology including uses of Ultra-Fast Broadband (UFB)
6	Introduction to computers. Confidence building and knowing your way around a computer
7	Introduction to portable touch screen devices, including iPad, Android and Smartphones
8	Introduction to Operating Systems, including Windows versions XP - 10 and all Mac iOs
9	Mastering email, including web-based facilities Gmail and Hotmail etc.
10	Making a start with internet banking, including safety and security
11	Social Media, may include: Twitter, Skype, TradeMe and basic genealogy apps
12	Computer maintenance, files and folders, cloud facilities, Dropbox, technical q&a sessions
13	Getting started with either Microsoft Publisher, Keynote or Microsoft PowerPoint
14	Making a start with Spread sheets including Microsoft Excel and Mac Numbers
15	Desktop Publishing including web design packages

19,093 Enrolments (20,923 in 2017)



Acknowledgements

In conclusion, I would like to acknowledge and thank the other members of the Management Committee for the valuable input and support they have provided throughout the year. Your collective experiences and views have enabled our deliberations to be considered, positive, and progressive.

To our Executive Officer, Grant Sidaway yet again, your enthusiasm and drive continues to astound. You possess a range and combination of skills that would be hard to find in many other individuals. Your contributions and guidance not only to the Management Committee but to the wider SeniorNet fraternity are greatly appreciated. We thank you for your encouragement.

To Jude Mitchener, who works alongside Grant at our National office, we thank you too for the contribution you have made in helping to keep the wheels turning efficiently. As is often the case, it is the people behind the scenes that make all the difference.

To member Learning Centres, your contribution in supporting your local communities come to grips with new technologies and helping them to participate in our ever-evolving society, is to be commended. One often wonders where New Zealand would be if it was not for the people like yourselves who volunteer their time and energy to help make a difference.

All I can say, is well done, and keep up the good work.

This will be my final annual report as Chairman of the Federation, as I'm stepping down after having been on the Management committee since its inception 12 years ago, initially as Secretary for 6 years, and then as Chairman for the last 6 years. It's time to pick up my "leave-pass" and pass the baton to others.

I wish the Federation and SeniorNet as a whole, all the very best for the future, it is an amazing organisation. And yes, there are challenges ahead, but with a common sense of purpose and a willingness to work together, we can strengthen the way forward to deliver benefit to the communities we participate in.

Chairman:

Ray McDonald

Date: 17 April 2019

Executive Officers Report

1. Summary of National Office Activity

Communications – email, phone, website	2016	2017	2018
Inbound calls to national office (note 0800 number ceased in 2017)	1,541	1,766	1,143
Inbound call minutes to national office	15,690	21,778	12,971
Emails received at the national office	23,658	24,196	16,450
Emails sent from national office	25,188	27,311	19,992
Average visits per day on www.seniornet.co.nz	773	790	721
Average visit duration on www.seniornet.co.nz (minutes)	3.84	3.44	3.11
Average page views per day	1004	1116	1061

Out of office visits and presentations	2016	2017	2018
Regional Meetings	9	10	9
Learning Centres	47	41	33
Public presentations - Community Groups, Government Agencies etc.	29	23	24

Take-up of Special Offers by individual SeniorNet Members	2016	2017	2018
Software purchases (total savings achieved), discontinued in 2018	\$37K	\$35K	N/A
Purchases at Noel Leeming Stores (total savings achieved)	\$478K	\$426K	\$403K
Group Insurance Scheme (savings achieved by participating Centres)	\$55K	\$58K	\$63K
Total savings achieved by the Federation for centres & their members.	\$570K	\$519K	\$466K

In addition to the above some members purchased Suzuki motor vehicles in 2018 with varying discounts. A significant number of purchases were made through discount arrangements the Federation has with, Need-a-Nerd, Capital Travel Ltd, Wholesale Toners Ltd, ACP Magazines Ltd, Printer HQ Ltd and PB Technologies Ltd. No data is available on the transactions from these suppliers. A review of these arrangements is being undertaken in 2019.

2. Gizmoe

- Seven editions produced and dispatched in 2018 (six in 2017)
- Good response to movie ticket promotions
- Always looking for articles from Learning Centres

3. Zoom – Webinar/Distant Learning Project

Work commenced on the distant learning project using the free web based (Webinar) tool called Zoom. Feedback from the survey conducted in August was overall positive, however finding suitable people to undertake initial sessions has proved difficult. The matter of producing quality material have been raised at several Regional Meetings, calling into question the value of moving forward with this project. In addition, the wide range of audio-visual teaching resources on platforms such as YouTube suggests we may be unnecessarily duplicating our efforts. For now, at least the project has been placed on hold and will be reviewed later in 2019.

4. Nationwide Advertising/Awareness campaigns

I took the opportunity to represent SeniorNet Nationally with interviews (at no cost)

- 8 interviews on national radio programs relating to the help we gave Census18
- 4 press interviews relating to the help we gave Census18
- 1 x 20-minute interview on Radio Live (nationwide) profiling SeniorNet in general terms, also profiled our partners.

Editorial articles written (at no cost)

- Home and Country magazine (six articles throughout the year)
- NZ GreyPower magazine

Paid print advertising

- New Zealand GreyPower Magazine
- Selwyn and districts local paper – assistance to promote reforming of group
- Gisborne Herald - local Newspaper- assistance to promote reforming group

Radio advertising

- 72 x 15 second slots on nationwide Newstalk ZB morning slot
- Community organisation discount rate of approximately 50% achieved
- It was worth a try, but limited results achieved
 - Tenfold increase in visits to www.seniornet.co.nz noticeable in the four hours after each advert was aired.
 - No real evidence that Learning Centres gained significant increased membership
- Suggestion if we decide to run future campaigns it would need to be run over a much longer period at substantial additional cost.

5. Lottery Grant Application

- Application made to the Lottery Grants Board. The result of the application will not be known until March 2019 so any grant we receive will not show in the 2018 financial year. Total funding asked for is \$341,660, all in the category of operational funds – not capital projects. *Early March 2019 the Grants Board notified the Federation of a \$90,000 grant being approved – that has now been paid to the Federation.*
- Final report submitted to the Grants Board for \$90K grant received in 2017. The report was accepted without further clarification required.
- In the past five years The National Lottery Grants Board funding equates to approximately \$360,000. We are most grateful for their ongoing support.

6. Ryman Healthcare – New Partnership

- A lot of negotiating, following key elements:
 - Presentations at 10 of their retirement villages to include promoting SeniorNet (I will undertake these, slotting in with visits to nearby Learning Centres). Schedule determined for first half of 2019.
 - Brochures in Learning Centres and at villages promoting each other.
 - Articles in Gizmo.
 - Settled on \$40,000 + GST for 12-month partnership, was made in 2018
 - Key to retaining this sponsorship will be getting Learning Centres to support promotions in 2019
 - Learning Centres and members notified through article in Gizmo

7. Westpac Partnership

The partnership commenced in 2014 and has represented \$250K of support in that time. After a lot of negotiation Westpac agreed to sign for a further 12 months @ \$50K.

- All Learning Centres and members notified through article in Gizmoe
- Revamp of Internet banking workshops likely
- New initiatives also likely
- Thanks to all Centres for their efforts in working collaboratively with Westpac local branches – that will be the key going forward.

SeniorNet Westpac Internet Banking Workshops 1 Oct 2017 - 25th March 2019			
Number of workshops	Number attending	Number of Westpac staff	Aware of Westpac advertising the sessions
434	2820	37	22

8. Census 18 Partnership

An opportunity to good to miss! The partnership lifted our profile in the community, showed willingness to reach out to help more in the community and gave opportunity to gain additional members. It also provided the federation with additional funding.

The partnership commenced on 28th February and ended on 16th March. It involved:

- Promotion of Census 2018 in particular use of the on-line Census 2018 facility through our network
- Helping people over the age of 50 use the on-line Census 2018 facility

Learning Centres were able to invoice the Federation each time help is provided at special rate of \$15.00 per person. The Federation received \$10,00 + GST from this partnership.

9. Group Insurance Scheme

Successful renewal of the group scheme achieved. Survey of the market showed that NZI remained the best option (by far!) Approximate annual premium increase of 4% compared favourably with the national average insurance premium increase of 12.5%.

The premium rates achieved are still well below what it would be as a “stand alone” cover for an individual centre, as mentioned last year.

59 Learning Centres are part of the scheme.

10. National ID Cards

With the co-operation of Noel Leeming, a new ID card was been produced and Learning Centres informed of its use. SNAP Centres can produce a report, thanks to Chris Jared from Hutt City. For non-SNAP Centres a simple Word format template has been produced and distributed. With the Noel Leeming barcode on the ID card it is hoped positive identification will now occur when purchases are being made, thus an improvement on commission to the Federation is expected.

11. Website Redesign

Work commenced on re-vamping the SeniorNet website www.seniornet.co.nz, a general re-fresh plus two new significant aspects being included:

- The new site will be responsive and adaptive – allowing easier navigation and reading on mobile devices
- Content Managed System (CMS) this will allow some aspects of the site to be updated by Learning Centres – uploading their newsletters to share with other Centres and for Centres to update their contact details etc. Additional feature will be a sub-domain name aspect where Centres can have basic website/blog.
- The new site was launched in March 2019 and all centres notified of the CMS facility and how to undertake editing procedures.

12. Minister's Office for Seniors

- Ongoing contact with the Minister's Office in 2018, mostly relating to request for more information about our desired funding requirements which we took as a positive sign – time will tell.
- Responded to Parliamentary request for information relating to our involvement with Census18
- Have had contact with MP Mellissa Lee (National) seeking information about funding requirement

13. Cyber Security and Fraud Awareness sessions

- Through ongoing liaison with the government agency CERT NZ and with our partner Westpac many of our Learning Centres took part in running in-house workshops during October. Both campaigns complimented each other the Fraud Awareness Sessions were part of the International Fraud Awareness Week.
- 24 Centres ran workshops in conjunction with Westpac Branch staff on Fraud awareness.
- Pakuranga SeniorNet had a session filmed by Westpac for promotion purposes.

14. Partnership agreement with DeedVault

An agreement was in August to partner with a New Zealand start-up company called DeedVault. This represented \$10,000+GST of sponsorship to the Federation. Representatives of DeedVault have been busy making presentations to many of our Learning Centres, introducing them to their online service. We are grateful for their sponsorship.

15. Ongoing support from Vodafone New Zealand

It is important we recognise and thank Vodafone New Zealand Ltd for their ongoing support by way of monthly commission-based sponsorship. The scheme has been in place for the entire operation of the Federation and with an average monthly payment of approximately \$3,500 + GST this represents over \$500,000 of funding. It goes without saying that it has helped the Federation hugely in its operation.

16. Participation in Government initiatives

During the year I was invited to represent the Federation at a number of forums and workshops within government, the most notable being the new strategy for New Zealand's ageing population of which I presented a paper on behalf of SeniorNet. We hope that some aspects of the suggestions in that paper will be adopted in the draft report.

I believe the national office provides valuable guidance to government agencies involved with developing strategies for older people and the use of technology.

17. My thanks

This Annual Meeting of your Federation is more significant than any before it. Three of your Committee are retiring after representing you for a long time.

Dorothy Davies, the Northern Regional Representative, has served two terms (four years).

Duncan Fuller, the Top of South Representative, has been with the committee since its inception 12 years ago. Duncan has also provided a huge service to the Federation as minute secretary for that entire time.

Duncan, I much admire your skill at producing accurate minutes of the 60 (plus) committee meetings and the 12 Annual General Meetings, plus of course your wisdom shown during deliberations at all the meetings.

Ray McDonald, the Auckland Regional representative, likewise has served on the Federation Committee for 12 years. This is a huge commitment, given that all three also undertake significant duties at their own Learning Centre.

Ray, your unique ability to lead the Federation management team in a professional yet calm manner is something I have admired these past 12 years. You have always offered considered support of the team and in particular, provided me with guidance in my role. Without doubt I would have stumbled many times had you not been there to help me through often tricky situations. I am sure we are all very grateful for the time and work you have put into this organisation – we are that much richer for having you as Secretary and Chairman for such a long time.

My thanks to Jude, who truly is my “wingman”. Jude provides me with huge support in the office, is always on hand to undertake the difficult administrative tasks and untangle me when the paperwork become frustrating – it's a part time job but regardless Jude helps way more than the paid hours.

Thank you to all the Learning Centres that have hosted me during 2018. For sure I enjoy presenting technology when visiting, but it's made that much easier with the warm welcomes you afford to me.

2019 will be my last year as your Executive Officer, I too will be retiring in December.

Later in the year the Federation will appoint a new person, in a new role, to help manage the Federation. The organisation is in a sound position and I am sure you will welcome that new person with the same goodwill you have afforded me. In the meantime, there is much to be done during the remainder of the year and you can be assured of my dedication in the role.

Executive Officer:



Grant W. Sidaway

Date:17 April 2019

Treasurers Report and Statement of Accounts

The audited accounts are presented to members for their approval. They are appended to this annual report.

The chart below represents the main variances from 2017 – 2018 and highlights major activity. This analytical review was submitted to the auditor as part of the audit process.

Account	\$ 2018	\$ 2017	\$ Variance	Explanation
Income				
Donations	8,982	4,500	4,482	Additional donations unexpected from centres that closed
DeedVault	10,000	-	10,000	New sponsor signed up
Ryman Healthcare Sponsorship	40,663	-	40,663	New sponsor signed up
Vodafone	41,365	52,524	- 11,159	Income relates to SeniorNet members spend - Teleo rates dropped
Subscriptions Received	43,163	31,557	11,606	Increase in membership subscription
Advertising Revenue	10,000	-	10,000	Advertsieing Census18 - partnered with Statistics NZ
Symposium Attendance	4,168	3,295	873	More members attending symposium
Expenditure				
Executive Contract	120,000	150,000	- 30,000	Contract rate reduced
Volunteer Reimbursements	2,046	3,740	- 1,694	Less regional gatherings
Advertising & Marketing	14,911	1,304	13,607	Advertsied more including a radio campaign in August
Travelling Expenses	5,616	6,858	- 1,242	Less face to face committee meetings, more teleconferences
Grants to GST Registered LCs'	17,036	21,111	- 4,075	Less invoices from Learning Centres
Census Assistance	8,193	-	8,193	Payments to Learning Centres participating in assistance programme
Legal Expenses	44	1,012	- 968	Previous year expenditure related to Trade mark registration aspects
Meeting Expenses	9,775	8,858	917	Slightly more expensive offest by improved income from event
Regional Meeting	2,886	2,100	786	Slightly more expensive venues
Balance Sheet				
ASB Saver Account	331,890	353,047	- 21,157	
Noel Leemings	-	13,720	- 13,720	Noel Leeming invoicing issues as they migrated to new system
Sundry Debtors	14,795	5,790	9,005	Most of this relates to unpaid invoices from Noel Leeming as above
GST	2,306	1,555	751	Less grant payments to GST registered Centres
Unused grants - 2017 Lottery Grant	-	- 75,000	75,000	Grant from Lottery Board carried over from 2017

The 2019 draft budget is submitted for approval.

A conservative approach has been taken in forecasting each line item. No provision has been made for any funding through government channels, should this occur in 2019 it is considered the impact is not likely to show until 2020.

Budget 2019		
	Forecast 2019	Notes
Income		
Advertising revenue	\$10,000.00	<i>Try to encourage more advertisers</i>
Pamphlet charges	\$500.00	<i>encourage Centres</i>
Sale of Group Insurance	\$18,000.00	<i>less centres</i>
Interest	\$1,200.00	<i>less in saver</i>
Subscriptions	\$42,000.00	<i>less members</i>
Symposium Attendance	\$6,000.00	<i>based on \$50 per person with 120 attending</i>
Westpac Sponsorship	\$50,000.00	<i>hopeful to rollover contract again</i>
Lottery Grant	\$90,000.00	<i>applied for in 2018</i>
Ryman Healthcare	\$40,000.00	<i>hopeful to rollover contract again</i>
Donations	\$0.00	<i>can't count on any</i>
Vodafone	\$40,000.00	<i>seems to have stabilised at this level</i>
Noel Leeming	\$20,000.00	<i>hopeful maybe</i>
Total Income	\$317,700.00	
Expenses		
Accountancy fees	\$1,500.00	<i>as per last three years</i>
Administration contract	\$130,000.00	<i>allow for 6 weeks for new contractor</i>
Audit fees	\$4,000.00	<i>as per last three years</i>
Bank fees & Charges	\$60.00	<i>on par</i>
Advertising & Marketing	\$5,000.00	<i>allow for one campaign</i>
Training Resources	\$2,000.00	<i>allow for training days</i>
Grants to L/Cs (No GST)	\$80,000.00	<i>increase in rate possible</i>
Grants to L Centres (GST)	\$20,000.00	<i>increase in rate possible</i>
Insurance	\$15,000.00	<i>less Centres</i>
AGM & Meeting Expenses	\$16,000.00	<i>based on \$50 per person with 120 attending</i>
Committee Travel & Expenses	\$6,000.00	<i>may need more face to face meetings in 2019</i>
Volunteer Reimbursements	\$3,500.00	
Recruitment	\$5,000.00	
Regional Meeting	\$3,500.00	
Total Expenses	\$291,560.00	
Net Deficit/Surplus	\$26,140.00	

Treasurer:

Pat Van der Maas

Date: 17 April 2019

Pat Van der Maas

Plan for 2019/20

An annual plan of an organisation outlines the strategic direction to be taken in the months ahead with the understanding that additional, more detailed, tactical plans will be required to be put in place to achieve the end result.

The following key targets have been identified in relationship to the strategic direction the Federation would like to pursue.

1. Facilitate 2 regional meetings per region to enable sharing of administration concepts, teaching practises, introduction of new courses/workshops and commercial partnership expectations.
2. Lobby government to achieve reinstatement of suitable funding arrangements and if successful negotiate satisfactory mechanisms reporting etc for funding to occur.
3. Grow partnerships with our main sponsors Westpac, Noel Leeming, Suzuki NZ, Vodafone NZ and Ryman Healthcare.
4. Seek other major partnerships that will provide financial support for the Federation and its members
5. Encourage greater sharing of teaching resources between Learning Centres
6. Streamline the existing teaching resources held on the SeniorNet website
7. Encourage Learning Centres to promote SeniorNet in the community - includes using community based Social Media
8. Encourage non-Federation groups bearing our trademark to join the Federation
9. Further develop value added (discount) programmes with suitable commercial organisations
10. Maintain strong liaison with Learning Centres and encourage delivery of new and relevant learning sessions.
11. Executive Officer to deliver at least 50 presentations to Learning Centres/like-minded Community based organisation.
12. Encourage Learning Centres to develop satellite learning facilities in communities adjacent to their base Centre.
13. Manage seamless replacement for existing Executive Officer, includes redefining the role. Undertake replacement by November 2019

Chairman:



Ray McDonald

Date: 17 April 2019

Executive Officer:



Grant Sidaway

Date: 17 April 2019