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# **ANNUAL REPORT 2017-2018**

**of**

**Illuminating Engineering Society of Australia and New Zealand Limited**

**FINANCIAL YEAR: 1<sup>ST</sup> JULY 2017 – 30<sup>TH</sup> JUNE 2018**

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## **BOARD OF DIRECTORS 2017-2018**

### **Information on Directors in Office during the Financial Year**

Trent Dutton <small>MIES</small>	President, Board Member Rubidium Lighting Pty Ltd
Neil Catterall <small>MIES</small>	Company Secretary, Treasurer, Board Member Think Lighting
Greg Williams <small>MIES</small>	Board Member Beca Ltd
James Lescohier <small>MIES</small>	Board Member GHD Pty Ltd
Vessi Ivanova Bozdouganova <small>MIES RLP</small>	Board Member Manager Lighting Solutions, Philips
Doug Brimblecombe <small>MIES</small>	Board Member Freelancer
Scott Forbes <small>MIES RLP</small>	Board Member Rubidium Lighting Pty Ltd
Andrew Ferreira <small>MIES</small>	Vice President, Board Member (to June 2018) Eagle Lighting Australia
Adam Carey <small>MIES</small>	Board Member Elumenarti Pty Ltd (to July 2018)
David Barrett <small>MIES</small>	Treasurer, Board Member J A Russell (to November 2017)
Graeme Foweraker <small>LFIES</small>	Board Member (to November 2017)

## Meeting Attendance

During the 2017/18 financial year, twelve meetings of the Directors were held in total. Four meetings were held face to face and another eight were held throughout the year online via video conference to keep projects active and ensure all Directors and Chapters get regular feedback from the board. Attendance by each Director during the year was as follows:

Meeting Type:	Face to Face		Web-Conference		Total	
	No. eligible to attend	No. attended	No. eligible to attend	No. attended	No. eligible to attend	No. attended
<b>BOARD MEMBER</b>						
Trent Dutton	4	4	8	8	12	12
Neil Catterall	3	3	5	5	8	8
Greg Williams	2	2	4	3	6	5
Vessi Ivanova Bozdouganova	4	2	8	6	12	8
James Lescohier	4	3	8	8	12	11
Scott Forbes	4	4	8	8	12	12
Doug Brimblecombe	2	2	4	3	6	5
Adam Carey	4	2	8	7	12	9
Andrew Ferreira	4	3	7	6	11	9
David Barrett	2	2	4	4	6	6
Graeme Foweraker	2	2	4	4	6	6

## **PRESIDENTS REPORT**

This year was my first full year as president after a short term last financial year following the resignation of Adele Locke. I would like to take this opportunity to start my report by thanking all past presidents and board members for their tireless efforts in guiding the Society over the past 88 years. Also, a huge thank you for all the local chapter volunteers who work on the grassroots level of our society, without you all the Society would not be the strong voice for lighting that it is today.

This financial year has seen some huge challenges. The first and possibly the most notable is the 2019 revision of the National Construction Code. During the review and consultation process over many months the lighting industry and the Australia Building Code team were unable to find a compromise acceptable to both parties in relation to energy allowance for much of our lighting applications. I, along with our Technical Director, Scott Forbes, made direct contact with ABCB representatives in an effort to avoid a long drawn out political process and although we were able to create a great working arrangement with ABCB we were unable to secure the results we needed. This resulted into an industry partnership with Lighting Council Australia and International Association of Lighting Designers and our Society joining forces to apply pressure to all aspects of the NCC revision approval process. Our investment in these efforts cost our members \$10K and, at this point seems to be money well spent to secure the future of our industry in Australia. At this stage we are still unaware of the outcome but we have been advised that we should find it acceptable. I will update you all as soon as the information becomes available.

The Society has engaged in a number of strategic partnerships with organisations and lighting relevant events in Australia and New Zealand over the past 12 months including:

- Australian Smart Lighting Summit
- CIBSE
- Engineering Institute of Technology
- LCA
- IALD
- IESNA
- PLDC
- Luxpacific
- NZ Royal Society
- Parks and Leisure Australia
- Road and Traffic Expo
- US Dept. of Energy
- Women in Engineering
- NZ Healthy Lighting Symposium/Massey University

We have also been contacted by IES North America to join a community of lighting societies from around the world. This group will provide access to international lighting relevant content and allow our members to benefit from international exposure for their research and work. I hope to bring you more information on this early in the next financial year.

We have continued to engage a part time CEO to assist in the running of our Society which has been incredibly successful. During this period our first CEO Leanne Knowles resigned to pursue other opportunities and we engaged Kirsty Kelly to continue the amazing work of Leanne. Kirsty has put her own stamp on things and taken the reins immediately hitting the ground running. I look forward to working with Kirsty to secure the continued success of the Society.

Another large part of our efforts over the last 12 months has been in relation to better recognition of MIES and above grade members in legalisation and government schemes. MIES has been recognised by a number of local and state governments as the authority in lighting. We have also seen this

requirement written into a number of government schemes like VEET which is due for release shortly. Efforts continue to the Queensland Government to find a place for IESANZ members in their Regulated Engineering Act and Victorian Government representatives in relation to their newly proposed system. I hope to be able to provide some good news on these in the future.

Planning for our first of an ongoing series of webinars which is planned for its first delivery in October this year have been completed. I hope you find this series useful at it is rolled out next financial year.

Internally we have been working on a new approach for the grade of RLP with changes to our constitution for its implementation being proposed next year. The grade of RLP will be amended to better define itself as recognition of ongoing practising lighting engineers to allow stakeholders engaging our members to better identify these practising members, without affecting the members holding MIES in a negative way.

Work on our education offering continue with the development of our second 2-day course, An Introduction to Lighting Design, after much feedback from facilitators and students. We hope to start delivery of this course in the next financial year.

A new portfolio was created in this period, Technical Director, which is to assist our Advocacy Director and our members with a quick source of lighting knowledge and a conduit to request from stakeholders outside our society. It was identified that requests of a technical nature to our Society were going unanswered or not responded to in a timely manner. I hope this new position will increase our ability to service these requests.

Above I have highlighted a number of important events that occurred over the last 12 months. However, I must also make a quick mention for a number of our other efforts including:

- Standards Representatives
- 2019 Conference
- IESANZ Awards Programme including International Awards
- Finance
- Membership
- Technical

Thank you for taking the time to read about the amazing efforts of all our volunteers and members. 2017/18 financial year has been another success in the long history of our society and the authority on lighting in Australia and New Zealand. Together we have placed ourselves in a great position for growth and our ability to meet the needs of our members. I look forward to working with you all over the next 12 months and continue in the role of President.

Thank you



Trent Dutton MIES

President

## CEO REPORT

The end of June 2018 saw the departure of the IESANZ inaugural CEO Leanne Knowles. Leanne made an important contribution to the strategic agenda of the organisation, working with the Board to drive two key strategic initiatives.

The first initiative is the Lighting Conference: **Light in Focus**. Planned for November 2019, Leanne worked with Director Vessi Ivanova Bozdouganova and the Board to establish the groundwork for conference, which is to be held in Melbourne. Focused on delivering professional development and networking to members, it will bring together a range of excellent speakers, leading researchers and practitioners in the field of lighting. Work on this exciting initiative continues in 2018-19.

The second initiative was the modernisation of the IESANZ website and information management system. Moving to a more integrated and user-friendly online platform, Leanne was instrumental in working with Director Andrew Ferreira to scope and select the preferred provider and undertake much of the early work in developing the system. Work on this project has continued into 2018-19.

Joining the IESANZ in June 2018, I was fortunate to work with Leanne in a handover of these strategic projects and was impressed by her achievements in working with the organisation as its inaugural CEO 1 day/week. Moving forward into 2018-19, also working 1 day/week, I have continued to run with these two strategic projects, as well as identify with the Board opportunities to advance the strategic directions of the IESANZ. I look forward to engaging with members and reporting on these strategic actions during the course of 2018-19. I hope to be able to work with the Board to grow the impact of the organisation and the value it brings to its members.

Kirsty Kelly

Chief Executive Officer

## TREASURERS REPORT

The Society has committed to a broad range of strategic projects during the year to prepare itself for future challenges and to strengthen its resources to be better equipped to both efficiently and effectively serve the needs of its membership. The Society has implemented a new Website and Customer Relationship Management (CRM) system which will drive improvements and also optimise the way the Society communicates with its members. The new website incorporates capabilities for easy content creation which will remove the reliance on external content developers and monthly content maintenance charges which will provide significant savings over future years. The CRM features will more effectively manage and record our client interactions when dealing with existing and future customers, and also optimise our proactive communications with those who seek our services and training offerings.

The IES Board has invested considerable time and effort in conjunction with the Society's first CEO to develop a Strategic Plan to both detail and define the scope of operations, defining measurable outcomes, determining budget allocations for the Society's portfolios and documenting priorities for each year on a five-year rolling plan. The value and continuous input of the CEO role could not be understated and when during the year it was found necessary to recruit a new CEO, the Board invested in a high degree of commitment into the interview process, and also in financial terms with key individuals traveling to personally meet potential candidates as part of the recruitment process, to secure a high calibre candidate to contribute towards the future strategic direction of the Society. In addition, the Board was committed to a seamless transition from the initial CEO to the current CEO Kirsty Kelly and a handover period arrangement was secured.

The Society has committed to delivering an IESANZ Conference in 2019 for the benefit of all members and has invested in, and engaged the specialist resources that are essential to successfully project manage and coordinate the operational delivery of a current, relevant and engaging conference format. This investment is forecast to deliver a healthy surplus to the Society in the 2019/20 financial year.

During the current year we have seen a reduction in income from Corporate Membership fees, plus a reduction also in Lighting Award entry fees which have reduced from \$69,210.00 (2016/17) to \$38,682.00 (2017/18) and from \$29,493.00 (2016/17) to \$17,076.00 (2017/18) respectively. These two key areas of reduced income during the year have clearly affected the ability of the Society to achieve a surplus at the end of the 2017/18 financial year. A review and proposed corrective action plan are currently being formulated to address these identified reductions in Society income.

The Board is committed to return a financial surplus in the 2018/19 financial year, but has prioritised the essential strategic projects which were required to place the Society in the best possible position for its future. Options to reduce expenditure associated with the key projects for the 2017/18 financial year would have delayed the items considered essential to placing the Society in readiness for serving the needs of the membership in future years.

In closing it is recognised that the Society's volunteers who give generously of their time are our most valuable resource and their contribution is fundamental to the continued success of the IESANZ.

The accounts for the 2017/18 financial year have been audited and are attached at Appendix A.

Neil Catterall MIES

Treasurer

## **COMPANY SECRETARY REPORT**

The role of the Company Secretary is to be responsible for the overall governance of the Society and also for compliance and reporting to relevant bodies. In addition, the implementation of good governance practices and arrangements to secure continual improvement in the management of Board processes.

Over the year I have been involved in conjunction with the Society's Secretariat in the following activities:

- The overall management of board processes.
- Ensuring Board Meetings are properly called and held.
- Provision of agendas for Board Meetings.
- Reviewing and providing minutes of meetings.
- Ensuring records of meetings are kept in compliance with our constitution.
- Ensuring legal requirements with ASIC and other various regulations are met.
- Ensuring that any Board Member interests or conflicts of interest are recorded as stated at meetings.

Neil Catterall MIES

Company Secretary

## MEMBERSHIP

Annual Report 2017-2018

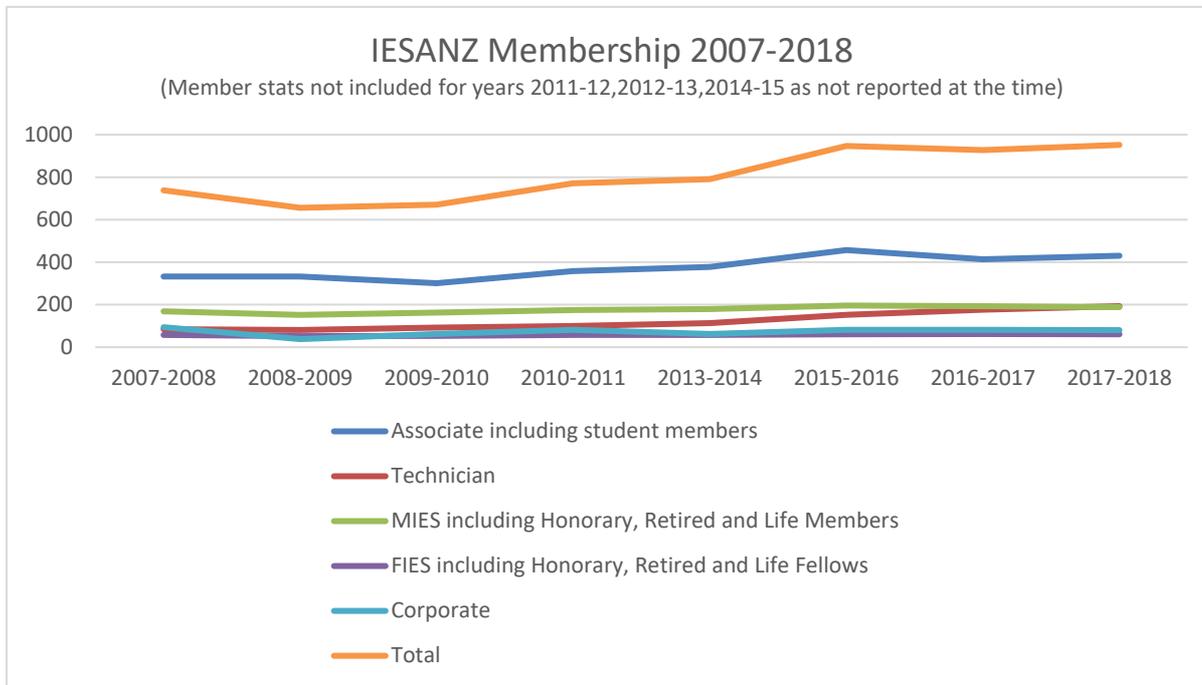
Following is a summary of membership across all grades of the society as at 30 June 2018

Chapter	NSW/ACT	VIC/TAS	QLD	SA/NT	WA	NZ	Total	%of Total
Associate <i>including student members</i>	129	82	60	31	52	76	430	45
Technician	31	57	13	17	8	67	193	20
MIES <i>including Honorary, Retired and Life Members</i>	55	38	39	6	17	33	188	20
FIES <i>including Honorary, Retired and Life Fellows</i>	19	11	11	7	6	7	61	6.5
Corporate	22	22	17	6	4	9	80	8.5
<b>Total</b>	<b>256</b>	<b>210</b>	<b>140</b>	<b>67</b>	<b>87</b>	<b>193</b>	<b>952</b>	

Following is a summary of membership across all grades of the Society from 2008 to 2018.

Financial Year	2007-2008	2008-2009	2009-2010	2010-2011	2013-2014	2015-2016	2016-2017	2017-2018
Associate <i>including student members</i>	332	333	301	358	377	457	413	430
Technician	85	81	92	100	114	153	177	193
MIES <i>including Honorary, Retired and Life Members</i>	169	152	163	175	180	196	193	188
FIES <i>including Honorary, Retired and Life Fellows</i>	58	52	53	58	58	60	62	61

Corporate	94	38	62	81	62	81	82	80
Total	738	656	671	772	791	947	927	952



## Registered Lighting Practitioner

We have seen some movement in the numbers of members applying for and receiving RLP, with more currently being processed (as of 31 July 2018). Congratulations to those members who are committing to obtaining the additional qualification of RLP. Our advocacy team have been working hard to encourage the regulating authorities to recognise this qualification, and the fact that it provides more value to them given the requirement for ongoing CPD training to retain the qualification.

A reminder to those members with the qualification, please ensure that your CPD records are up to date to capture your ongoing training to maintain your qualification.

I encourage all of our MIES and FIES members that are currently practicing in the area of lighting design to review the requirements, and apply for RLP. The more of you there are, the easier it will be for the authorities to adopt RLP as a requirement (and thus strengthen even more your qualification).

## Code of Ethics Development and Disciplinary Procedures – Review and Development

The Board have started (through a subcommittee) a review of our current Code of Ethics [CoE], and following that, the disciplinary procedures. The subcommittee has agreed with the Board that the CoE needs review, and they have subsequently agreed to review the CoE with reference to the recent Ethics development that has occurred in Engineers Australia.

Progress on the proposed changes to the CoE has now slowed with work and family commitments coming to the fore for most of the Subcommittee. As a result, the anticipated date for communication with members (which was September 2018) with a revised CoE is now at large. Further work will be required to re-start the committee.

The subcommittee consists of the following members:

- Greg Williams (Convener - NZ)
- James Lescohier (VIC)
- Jim Chua (NSW)
- Chris Forsman (NZ)
- Patrick Rident-Tiercelet (NSW)
- Michelle Knowles (QLD)
- Brett Whiteford (NSW)
- Dariusz Kacprzak (NZ)
- Kane Buckley (NZ)
- Barry Gull (QLD)
- Brian Ellis (NZ)
- Adam Carey (VIC)

The Disciplinary Procedures review will occur once the CoE have been agreed.

Upcoming work for the membership portfolio includes:

- investigation of a "membership card" so you can all identify yourselves as members
- the adoption of an email logo that is watermarked with your membership grade, qualification (eg RLP) and year of financial membership
- starting work on corporate membership – value for our corporate members and partnership opportunities
- continuing with the CoE review and disciplinary procedures review

If you have comments on issues associated with membership, please feel free to drop me a line at [greg.williams@beca.com](mailto:greg.williams@beca.com).

Greg Williams MIES

Board Director - Membership

## **EDUCATION**

Education continues to be a passion within the IESANZ, as our industry continues to be built upon combined knowledge and experiences. IESANZ Education has had a successful year running courses designed to disseminate this knowledge from experienced facilitators to keen students.

This year, our two-year Course in Lighting Design and Application (CLDA) began its first year in both Adelaide and Brisbane. Student numbers are expected to remain the same at the commencement of the second year in February. At the end of next year, the graduating students will be eligible to apply for Technician membership grade.

The two-day short course Introduction to Light was held successfully this year in Adelaide, Auckland, Brisbane, Melbourne, Perth, and Sydney. In some cases, there was enough interest to run the course a second time at the location. The course is designed to be a very early introduction to light (hence the name), and is ideal for potential students with no to little lighting knowledge. Next year, we hope to continue these courses in all of the above locations, including additional locations such as Canberra and Wellington, providing appropriate registrations occur.

Our members will know that two days hardly even covers the basics when it comes to lighting, and next year we've planned to have our second two-day lighting course running. This course builds on the knowledge of the first to provide further education to those that wish to continue their educational experiences. Both of these courses are available as in-house training for organisations with appropriate registrations.

Both of these courses are ideal for university graduates or lighting-interested parties. For those looking to build a career in lighting, the longer Course in Lighting Design and Application provides the lighting skills required.

In the background, IESANZ Education has been preparing to accredit the content that some tertiary institutions use to run courses similar to CLDA. This is required to ensure that graduating students from these tertiary institutions are gathering the technical skills required to be able to apply for Technical membership grade. This has been a time-consuming process, as it requires coordination of experienced reviewers and creation of accreditation materials. IESANZ Education plans to be back on track with this early in 2019.

Additionally, IESANZ Education has been exploring the possibility of an online course. The format, contact hours, and outcomes of this course are still being reviewed, but the intention for this course is to provide quality lighting education in areas that are difficult for IESANZ Education to run in-person training without significant registrations.

Financially, IESANZ Education Ltd finances remain to be held and managed separately from IESANZ Ltd finances. In 2017, income was wholly dependent on course registrations. Expenditures were mostly associated with course coordination, facilitators, and venues. IESANZ Education continues to operate in a break-even state. As student registrations grow through the development of new courses and exploring new possibilities, profitability is anticipated to increase. While not reflected in IESANZ Education Ltd financial reports as it is subjective and difficult to track, IESANZ Education is currently providing a residual financial benefit to the overall society, as many students often continue their IESANZ membership well after graduation as a consequence of both the exemplary education they received and the ongoing benefits that the Society provides.

James Lescohier

Board Director - Education

This year's Awards Programme has been conducted by the Chapters with enthusiasm and invigorated excitement. The annual celebration dinners are set to be great.

The portfolio director has change half way through the financial year with the reins being passed from Andrew Ferreira MIES to Doug Brimblecombe MIES. The 2018 -19 year is set to be a year of reflection from all chapters as a review of the award process is underway.

## **LiDA**

The LiDA programme is an opportunity for professionals working in the field of lighting design to showcase their projects. Award entries should exhibit aesthetic excellence, originality and technical execution. Entries are not limited to Architectural lighting only, but rather projects, which showcase excellence in all fields of lighting design, are eligible. The entrant need not be a member of IES: The Lighting Society, and there are two possible awards, an Award of Excellence and an Award of Commendation.

This year the WA Chapter has run an awards programme since its break and we are looking forward to their results.

## **LuDA**

The purpose of this awards category is to promote quality design and manufacture within Australia and New Zealand. The entrant need not be a member of IES: The Lighting Society.

This award is the Society's way to promote and showcase the best available in design and manufacture in ANZ.

## **Other Awards**

We will see a few other awards awarded by the various Chapters at the annual dinners. For more details on these awards, please visit the website and navigate to "Other Awards". A list of these will be published on the website after the Chapter's Awards Dinner.

## **International Awards**

All Excellence winners from 2017 were automatically entered into the 2018 International category. Warren Jullian (Awards Convener) and the judges visited each site and have made their determination. We are all looking forward to seeing which entry's have been successful.

Doug Brimblecombe MIES

Board Director - Awards

# COMMUNICATIONS AND MARKETING

## Annual Report of Activities

### Information System & Website

After undertaking an analysis of IESANZ's information system, it became evident that our current system did not meet the strategic ambitions of The Lighting Society. A number of objectives were outlined with a focus on the following:

1. Increasing the perception of Membership experience and value
2. Increasing organisational influence with industry stakeholders and Policy makers
3. Increasing member numbers
4. Increasing revenue
5. Increase efficiencies

In order to deliver on these objectives, an information system that could deliver on the following was fundamental:

1. Strong engagement and communication with members and stakeholders
2. A Conference from 2019 with strong attendance and financial results
3. Providing members with easy access to new resources, education and information to help them grow professionally
4. Providing CMCs with stronger support to achieve their objectives
5. Attracting more sponsorship investment in the organisation and our events
6. Expanding the reach and impact of our Education courses
7. Ensuring our Awards events and Awards recipients get the recognition and participation they deserve through promotion
8. Saving money and time by increasing administrative efficiencies
9. Providing members with more reasons to be proud of their membership
10. Strong Information Systems that integrate data reducing duplication and multiple handling, and recording historical information
11. Greater Visibility over the activities and outcomes of each Strategic Portfolio at the Board of Directors and CMC level
12. Central access to and sharing of key information to enable decision making
13. Strong teamwork between CMCs, Board and Secretariat and CEO
14. Easy to use CPD program for MIES and RPL members
15. Easy to use systems for management of Awards, Education and Events

After due diligence a system with the following functionality was implemented:

- Website
- Integration with Xero included
- Member Directory integrated with CPD management
- Member Directory integrated with Member subscription & renewals
- Membership subscription, renewal and management embedded in website
- CRM integration inside Website (easily customisable searchable categories)

- CRM records history of membership, non-membership category, sponsorship, response to marketing, email communication, CPD activity, event participation, Awards participation, Education course participation, etc.
- Intranet integration inside Website, with various levels of member access
- Procedures Manual easily accessible to all members
- Board documents and history easily accessible for Board Members
- Email Marketing integration inside Website, Events Management, Membership renewal, Education Courses
- Social Media integration with Website
- State of the art look and feel, and functionality
- Ecommerce shopping cart
- Chapter pages easy to use and customise
- Bank level security and hosting
- Customisable via Content Management System (CMS) by IESANZ
- All content transferred from old website
- Monthly hosting, support and training
- Proprietary Software updated monthly and delivered inside agreed monthly support fee

This is a continued work in progress and a special thank you must go to all who were involved in this project.

## **Resignation from the Board**

Notice to Members 24th May 2018 (IESANZ Ltd Weekly Bulletin - Edition 90)

Dear Members of IESANZ,

It has been both a privilege and an honour to have served our Society as Vice President and Director of Communications - Awards since 2015. Today, I inform you of my resignation as I have been accepted at the University of Melbourne (Melbourne Business School) to do my Senior Executive Masters in Business Administration. Whilst this is an extreme honour; the next 18 months will demand my full and undivided attention. We are continuing with our integrated communications and information system and in my capacity as a member, I will continue to drive this forward.

I would like to take this opportunity in thanking Trent Dutton, my fellow board directors and the CEO (Leanne Knowles) for all their support and guidance in the role. I look forward to seeing the Society's continued growth and success into the future. I have thoroughly enjoyed my time serving the Society and hope to one day be able to return in the same or similar capacity.

Andrew Ferreira MIES

Vice President

The role as Director for Advocacy has for Illuminating Engineering Society Australia New Zealand (IESANZ) the last twelve months involved meetings with the Lighting Council Australia (LCA) and the International Association of Lighting Designers (IALD) around key measures surrounding proposed increases in efficiency measures around MEPS and the National Construction Code changes. The membership should be rightly concerned about some of these changes and as energy is at the forefront of the political sphere in impending Federal and State Elections and further changes are likely. Our concern as a Society is balancing the energy needs versus the ability of our designers and engineers to design lighting for spaces that are both safe, comfortable and aesthetically pleasing.

For Victoria, another piece of legislation planned to be implemented is the Engineers Registration Bill. Victoria appears to be following the same legislation that has been in place in Queensland under the RPEQ regime. We wrote to every sitting MP in Victoria, both lower and upper houses advocating that lighting, as an essential service and the IESANZ as a qualifying organisation for lighting engineers under the Act. We held phone calls directly with the Government Departments responsible for the legislation and as Advocacy Director I spoke personally with the Deputy Premier of Victoria, the Hon James Merlino MP. The Minister assured us that our industry will not be effected but as we explained were the unintended consequences that have occurred in Queensland, whereby the majority of projects are signed off by RPEQ Engineers that are untrained and unqualified in matters of lighting design.

We wrote to the Membership of the Society and yes we upset some of our members who were both IESANZ MIES recognised and RPEQ certified but our concerns is for the majority. As Advocacy Director, we must act on the benefit for all and it is unfortunate that at times we may upset individuals.

As this is my last report for the Society, I wish to thank both Adele Locke and Trent Dutton and the associated Directors over the last two years. It has been both a challenge and a tremendously rewarding opportunity to volunteer for an Industry and a Society that I am passionate about.

Adam Carey MIES

Board Director - Advocacy

# CONSTITUTION AND BYLAWS COMMITTEE REPORT

## For the period 1 July 2017 to 30 June 2018

Amendments to Bylaws 27(d) and 28(c) requested by a previous Board were distributed and considered by the membership towards the end of the previous financial year and without comment they were approved by the Board on 3 August 2017. Shortly thereafter a new Bylaws document was issued.

Attention now turned to the continuing work since May/June 2015 on various matters affecting the Society's RLP additional qualification and its required CPD and after several delays three new Bylaws and an amended current Bylaw were eventually agreed and subsequently approved by the Board. These proposals were then sent to the membership for their comments. The Board did not consider their final approval at its Board meeting concurrent with the 2017 AGM nor at its February 2018 Board meeting but they were finally approved at the Board meeting of 5 April 2018. This date will be the new Bylaws amendment date when they are issued.

The insertion of these new Bylaws into the existing Bylaws document will cause changes to be made to all following Bylaw numbers and that will then require that changes be made to the Contents list at the front of the document.

Problems with the Constitution's absence of wording for dealing with Casual vacancies for elected Directors at Clause 20 led the Convener to develop revised clauses to overcome these problems. These were approved by the Committee and Board to be voted on as a Special Resolution as part of the October 2017 AGM Agenda, however a problem arose with the legality of the documents distributed to the membership and so the matter was withdrawn. The Board decided to defer this matter until this year's 2018 AGM, when new documents will be distributed.

Requests by the C & B Committee for new members to be appointed by the Board were partially met by the proposed appointment of two new members, but another two or three more Committee members would not go amiss. Long term dedication to the work of this Committee is a desirable aim.

The C & B Committee is presently assisting a Special Working Committee under the guidance of Greg Williams from New Zealand that was established by the Board to review the Society's Code of Ethics and to prepare a revised document.

J Derrick Kendrick LFIES

Convener, C & B Committee

## **STANDARDS AND ASSOCIATIONS**

The past year has been heavily dominated by advocacy at the Federal level, with changes to the NCC for 2019 and involvement in the Energy Efficiency Working Group as an advisor.

Our seat at the table for the National Construction Code proposed changes for 2019 release has given us some say in the potentially onerous reductions to allowable lighting energy being proposed. The committee had seemed to favour the green credentials of a project over its human visual requirements, and we have worked hard to address that matter. The final figures are still considered “committee in confidence” so the extent of our influence is currently unknown. We remain hopeful of a positive outcome for all parties involved.

The Energy Efficiency Working Group has implemented changes to MEPS, effectively banning the sale of halogen capsules based on suitable LED equivalents becoming readily available.

The impending release of the revised AS/NZS4282 for the control of obtrusive light has seen sustained input from the members of LG-010. This will be a workable Standard that will benefit anyone involved with obtrusive light.

It is through the work of our members on these LG committees that we continue to develop and improve the Lighting Standards, and I thank them for their valuable input.

Scott Forbes RLP MIES

Technical/Standards Director

## STANDARDS AND QUALIFICATIONS COMMITTEE

Due to the problem that both WA and SA do not have a suitable course to award MIES we are between a rock and a hard place here.

There is a principle here regarding maintaining the status of membership grades. If the applicant hasn't completed a course required for the grade, either the course must be completed before re/applying or if the person is claiming equivalent academic standing that must be assessed and attested to by the Chapter S&Q.

We feel that it is critical for all members that the status of the grades must be protected.

The Board previously advised the 'international' S&Q committee that the CLDA course only provides TechIES. Anything more then must be based on experience and ability.

We have requested the course syllabus and contact hours for the current CLDA course and Barry Gull is forwarding that to IS&Q so we can better understand the content differences with other IESANZ approved lighting education.

The referee reports included in the applications for MIES with only the CLDA are not particularly helpful for us to make a positive recommendation to the Board to override CLDA = Technician grade.

We recommend that the S&Q Chapter committee(s) form a panel, interview the applicants and provide 'I'S&Q with a meaningful in-depth response detailing their reasoning that the applicants acquired lighting experience has attained the knowledge required for the grade of MIES for all members seeking MIES upgrades with CLDA.

The Chapter S&Q panel needs to be broadly based and not have any major conflicts (minor ones should be declared). The panel must write a factorial report, declaring the areas of lighting knowledge covered in the assessment, not just "s/he's a nice person."

There are potential conflicts with the referees, since some seem to be supervisors/co-workers, etc. There should be a statement by referees with conflicts. It's OK if the person is attesting to qualifications, experience, etc but if they are attesting to equivalent knowledge, etc it gets murkier. There needs to be two MIES and preferably three MIES referees for these upgrades.

The information from the Chapter peer review should be forwarded with the application for our further consideration.

Although the peer review process has always been available, it has become clear that the membership procedure for this option needs to be better documented and explained to the Chapters.

We understand that IS&Q committee's task is to maintain the status of the membership grades and to 'advise' the Board of the necessary detail to deliberate and consider then what is their final outcome.



Neil Wills LFIES

Convener S&Q Committee

## CHAPTER REPORTS

### New South Wales

#### Annual Report of Activity:

Unfortunately, last year we only had a few CMC members on the committee holding multiple portfolios. Due to work constraints and available opportunities for good speakers Technical meeting were at a minimum. It's a volunteer Society... we are actively in search for new members. Workers wanted, show ponies not required.

The CMC regularly contacted overdue membership to grow members for the Society. All CMC members conducted these activities in their own time and expense for usage of their mobile phones with no reimbursement.

The CMC concentrated on the Annual Awards Dinner with great success and financial gain for the Society. Over 500 attendees enjoyed the event.

For the year past I believe the CMC provided the very best support to its members under extreme circumstances.

#### Financial Report

INCOME		(EX GST)	EXPENDITURE		(EX GST)
Meetings		0.00	Meetings		0.00
Awards Dinner Sponsorship +tickets		157,840.91	Awards Dinner Event		140,391.10
Awards Program		8927.27	Education Programs		0.00
Education Program		0.00	Special Events		0.00
Special Events		0.00	Administration = (CMC)		0.00
Other		0.00	Other		0.00
<b>TOTAL</b>		<b>166,768.18</b>	<b>TOTAL</b>		<b>140,391.10</b>
Net Profit/Loss FY					26,377.08

## Meetings Report

Nil, due to lack of support from speakers and sponsors no technical meeting were held.

Date/Month	Content/Topic	Attendance #	Apologies	Sponsorship	Notable Comments
JULY 17					
AUG 17					
SEPT 17					
OCT 17					
NOV 17					
FEB 18					
MAR 18					
APR 18					
MAY 18					
JUN 18					

## CMC Report

Name	Position	# Total Mtgs	# attended
JAMES VLASSIS	PRESIDENT/TECHINCAL TREASURER/DINNER CONVENER	10	10
BETTINA EASTON	VICE PRESIDENT/TECHNICAL DINNER CONVENER	10	10
ALES VESENDA	MEDIA	10	10
SIMM STEEL	TREASURER	10	5
IBBY KANALAS	AWARDS CONVERNER	10	10
RAFFAELE DE-VITA	TECHINCAL	10	5
GLEN ANDERSON	CMC MEMBER	10	1

## Education

We don't provide Education courses.

## Awards Programme

NSW Awards dinner was held at The Star Entertainment Centre on Friday 3rd November 2017. There were 500 guests in attendance with the following sponsors listed below.

<b>Ultra VIP</b> (30 guests)	Gerard Lighting & Evolution Lighting
<b>Premium VIP</b> (20 guests)	3S Lighting, iGuzzini & KKDC
<b>Super VIP</b> (10 guests)	Legrand Australia
<b>Platinum</b>	LED Lighting
<b>Gold</b>	Jadecross , ERCO, GM Poles, Zumtobel, Klik Systems, Eagle Lighting Australia, Dome Lighting Systems, Light Culture, Inlite, Trend Lighting, Show Technology, Euroluce, ADLT, Versalux, Philips, Clevertronics, Light Project, Darkon & AECOM
<b>Silver</b>	Form & Light, Cult, Point of View

### AWARD

Richard Chappel Memorial Award

AP Turnbull Award

Student Achievement Award of recognition

Lighting technical representative award (LiTRA)

Light Source & Controls

Light Sculpture & Installation Design Award (LsiDA)

Luminaire Design Award (LuDA)

Lighting Design Award (LiDA)

### RECEIPT

John Gunton

Ibby Kanalas

Lauren (Jin Yee) Ang

Matthew Roworth

<b>AWARD</b>	<b>AWARD VALUE</b>	<b>NAME OF ENTRY</b>	<b>COMPANY</b>	<b>DESIGNERS</b>
LsiDA	Excellence	Spreading Life	n/a	Claudio Porras Barajas with Carolina Cruz G
LsiDA	Excellence	Under My Umbrella	Beam Collective	Bettina Easton, Colin Shum, Grace Tham & Ales Vasenda with Webster Chu & Anthony Papandrea
LsiDA	Commendation	Unsui	n/a	Tara-Lee Brennan, Kishan Chand, Jan-Michael Catarroja & Susanne Thomassen with Roy Aston & Isaac Chamberlain
LsiDA	Commendation	Parallax	n/a	Benjamin Jay Shand & Nicolas Locane
LsiDA	Commendation	The Clouds	Mcdermottbaxter	Mcdermottbaxter with Ben Evans SEMF
LsiDA	Commendation	The Sunflowers	Onga Artful Light Co Ltd	Onga Artful Light, & KMITL Robeot club
LuDA	Commendation	Super LED Satellite	Legrand Australia	Legrand Australia
LuDA	Commendation	Hornet 20W LED Floodlight	Gerard Lighting Pty Ltd	Guy Hatton-Ward & Derek Yao with Blue Sky Design Group
LiDA	Excellence	Canberra Airport International Arrivals & Departures	Lighting design partnership	Lighting design partnership
LiDA	Excellence	Willinga Equestrian Centre	Lighting design partnership	Lighting design partnership
LiDA	Excellence	Indigo Slam	Steensen Varming	Steensen Varming

LiDA	Excellence	The University of Sydney Great Hall	Steensen Varming	Steensen Varming
LiDA	Excellence	Sky Restaurant – Husk & Vine Kitchen	Light it Design	Raffaele De Vita, Nic Graham, Pierre Maitre, Juan Clavjo,
LiDA	Commendation	Military Engineering & Heritage Learning Centre	AECOM	George Theodoropoulos, Miwook Kang, Shannon Ashman & Yeon Woo Cho, with Laing O'Rourke, BVN & FRD
LiDA	Commendation	Exhibition Centre Pre-function Space & Façade	Lend Lease	Michael Sparrow with Stowe & Fredon J.V
LiDA	Commendation	Public Realm	Lend Lease	Michael Sparrow
LiDA	Commendation	Sofitel Hotel façade lighting	Lend Lease	Michael Sparrow
LiDA	Commendation	NRMA head office	Medland Engineering	Medland Engineering
LiDA	Commendation	Mollymook Beach House	Electrolight	Donn Salisbury, Vladimira Rosolova
LiDA	Commendation	Myer Warringah	SEMF Pty Ltd	Ben Evans & Tim King

## Membership

The CMC regularly contacted overdue membership to grow members for the society. All CMC members conducted these activities in their own time and expense for usage of their mobile phones with no reimbursement.

Membership levels Nation Board should a list of higher-grade recipients.

Total # of Financial Members = 186		Total # of Outstanding Membership Due @ 30 <sup>th</sup> Aug = 76	
Total # Corporate Members		# New Corporate Members	
		3 2 pending	
New Associate	52	Associates Pending 3	
Total # TechIES		Total # MIES	Total # RLP
New TechIES	4	New MIES	1
			New RLP
			2
# Presentations Given to encourage membership/Upgrade & to whom		We discuss these opportunities to increase upgrades at Annual Dinners & Technical Meetings	

## Future Planning

NSW Chapter next year is endeavouring to have more Technical meeting where we can encourage people outside our Society to attend.

We will work closely with Architects, Interior Designers, Facility Managers, High End Building Companies etc for people within these sectors to come and speak at our Technical meeting.

Work closely with Education Institutions – Uni of Sydney and its students capturing them to become members of the Society.

Vital planning for encouraging new members to the CMC Team.

## **Annual Report of Activity**

This is our look back over the year. In the previous year's report, I noted that the industry was generally busy, though this last financial year has been one of two halves, with the first half exceptionally busy, and (for the consultants amongst us) the second half coming off the boil somewhat.

The awards dinner that happened at Auckland this year was an even greater success than the previous year's – measured by the enjoyment and feedback that we received from guests. It generated a good profit which enabled the NZ chapter to fund further tech events around the country, trying out different mediums (film night at Wellington) and providing cashflow to support our expenses for the coming year's event. I express our thanks to all the night's sponsors, and in particular Ibex for their Platinum Sponsorship.

At the end of last financial year, our membership numbers were down from this time three years ago 176 members to 110 as of 1 August 2017, and as of 1 July 2018 we had 67 paid up members. As of 1 August, this has bounced back, we now have some 150 members, and 25 or so people that need to renew their membership. I've noticed that over the years there are some lapsed members – and these people will also be contacted to see if they want to get back into the Society now that we are doing much better. David Arthur or I will be in touch!!!

As a Society we do depend on membership fees to pay for the central administration of the Society, for Standards representation (including for the NZ Chapter) and the lighting magazines.

This year we have had a range of speakers and as mentioned also tried out a movie night in Wellington with good participation in discussion between the audience afterwards. My records show that we ran some 8 technical meetings from (our unusually late ACM in) Sept 17 – July 18, with different meetings held in different locations being Auckland, Wellington and Christchurch. Organising technical meetings is challenging – and providing significant notice even more so. We encourage members to make the effort to attend, and bring along colleagues and clients where the subject material is appropriate or interesting.

Following on with our theme to move the lighting awards around the country, I'm really excited to be able to announce that the Lighting Awards Gala Dinner will be held this year in Wellington, at Te Papa Museum.

I'm pleased to announce that our two Platinum sponsors for the event this year are Thorn Lighting, and Rexel Lighting, and we have also secured gold sponsorships with Fagerhult and Aesthetics lighting.

We are of course still looking for sponsorship at all the gold+ levels down to bronze, to assist the party to really go off. If you can think of a way in which you could be involved in assisting the IESANZ with time, services, skills, monetary sponsorship etc it would be much appreciated if you could contact me and we'd be pleased to have your help!

We do have a number of CMC volunteers stepping down from the CMC at the end of this year and have been very lucky to recruit some enthusiastic, energetic volunteers. The CMC members stepping down from consideration for this year's efforts are:

- Rodney Hawthorn
- Laurie Cook
- Kate Conway
- Tony Tavita

You have all made a huge contribution to the running of the Lighting Society in New Zealand over the past year (and in some cases many years) and we thank you for your contribution and service.

For me personally, the year that has been one of steep learning curves (picking up the role of your board member on the IESANZ board), excitement and cautious enthusiasm with the different tech event options that the Committee has trialled, and of course more travel (it's not all it's cracked up to be). The Board position I have picked up is Membership, and as a part of this role I have undertaken to carry out a review (with other Society members of course) of the Society's ethics and disciplinary procedures, in conjunction with my work on the Society's Constitution and Bylaws committee.

The coming year is shaping up to be one of challenges, which provide us with opportunity to think outside of the square, learn more skills and become even more relevant to our membership. There are good things happening in your Society, and I'm looking forward to continuing to work with you, the CMC, and the Board.

Greg Williams – NZ Chapter President

### 2017-18 Chapter Management Committee

Name	Position
Greg Williams	Chapter President, Board Liaison, Auckland Liaison
Tracy Bronlund	Chapter Vice President, Awards Convener and Secretary
Tony Tavita	Auckland Gala Dinner 2017 Liaison
Susan Mander	Education
David Arthur	Status and Qualifications
Laurie Cook	Standards
Rodney Hawthorn	Treasurer
Godfrey Bridger	LCNZ Liaison & Hamilton Liaison
Kate Conway	Communications (Website)
Cedric Williams	Marketing, Wellington Gala Dinner 2018 Liaison
Trevor Simpson	Christchurch Liaison
Clark Houltram	Tauranga Liaison
Michael Warwick	Tech Events
Stephen Collard	Varda

### 2018-19 Chapter Management Committee

Name	Position
Greg Williams	Chapter President, Board Liaison
Tracy Bronlund	Chapter Secretary
Stephen Collard	Chapter Vice President, Chapter Treasurer, Varda
Cedric Williams	Wellington Gala Dinner 2018 Liaison
Susan Mander	Education
David Arthur	Status and Qualifications
Amy Taylor	Awards Convener 2018
Michael Warwick	Tech Events
Clark Houltram	Standards, Tauranga Liaison
Mike Bernard	Auckland Liaison
Godfrey Bridger	LCNZ Liaison & Hamilton Liaison
Martin Granese	Communications (Website)
Trevor Simpson	Christchurch Liaison
Chris Simpson	VARDA

This year the NZ Chapter with huge support from the local members, companies, individuals in Auckland and the NZ Lighting industry as a whole came together for another very successful and memorable Lighting Awards Dinner. The proceeds from the Annual Dinner contribute to the financial operations for local events, sponsorship, Technical events etc. The NZ Chapter depends on the success of the Dinner which has always seen such great support, enables us to conduct Technical Meetings and event at none - minimal costs to our members.

All monthly reports have been sent to the Secretariat in Australia for combining with the other chapters of the IES. Financial reports from all the chapters will be audited and combined into a single report in our central accounts.

This year the NZ chapter reported an (unaudited) profit of NZD \$16,555, which is due to the significant contribution to the awards dinner from our sponsors, and a spend on tech events etc. that was less than budgeted.

In September 2015 the IESANZ Board agreed that due primarily to NZ accounts being held in NZ, the NZ Chapter Treasurer would make payments where required on behalf of the Society (with approval from the NZ Board Member). This procedure was again confirmed by the Board in November 2017. In May 2018 the Board took the decision to remove payments from the role of the NZ Chapter Treasurer (payments will now be made by the Secretariat as per all other IESANZ Chapters) effective from 1 July 2018.

I will not be seeking re-election to the CMC in the coming year, and I wish you and the CMC all the best for the future.

Greg Williams – on behalf of Rodney Hawthorn – NZ Chapter Treasurer

## Technical Meetings

We have this year had significantly less technical meetings than desirable. This is due partly to committee workload (our day jobs) and partly due to a sheer lack of speakers. We have had a number of technical meetings, spread through the country. Attendance (where this was collected) ranged from 8 – over 40. We have deliberately not limited these presentations to Members only, in the interest of “furthering the science and art of lighting”.

Attendance was lower when advance notice was limited.

Our thanks go out to the presenters that spent the time to prepare presentations, travel, and present to our members.

Michael Warwick – NZ Chapter Tech Meetings Organiser

Date/Month	Location	Content/Topic
1 Sept '17	Auckland	Healthy Lighting Symposium in conjunction with Massey University
26 Sep '17	Auckland	ACM
26 Oct '17	Auckland	Russell Foster courtesy of UoA: Light, Clocks and Sleep: Biology to Therapeutics
17 Nov '17	Auckland	Gala Dinner and Lighting Awards Presentation
12 Mar '18	Christchurch	Adam Chaffey: Technology and Trends in Smart LED Street Lighting
14 Mar '18	Wellington	Adam Chaffey: Technology and Trends in Smart LED Street Lighting
15 Mar '18	Auckland	Adam Chaffey: Technology and Trends in Smart LED Street Lighting
17 Apr '18	Auckland	Lighting Couse: Dux Awards and Ali McGraw – Download from Frankfurt
16 May '18	Wellington	Callaghan Institutute: International Day of light – tour of facilities, sensors and automation, BRDF measurements, photometers.
22 May '18	Wellington	Movie Screening – “The City Dark”
25 June '18	Auckland	Health and Safety rules, and Insurance explained
12 July '18	Christchurch	Susan Mander: Colour
31 July '18	Auckland	ACM, Susan Mander: Blue Light

### 1 September 2017 - Massey University and IESANZ Healthy Lighting Symposium

Including paper/presentations from:

- Associate Professor Guy Warman – lighting, biological clocks and sleep
- Bryan King – overview of the controversies of blue rich white light in outdoor lighting
- Andrew Collins – eye health: should we be blue about light and the eye
- Dr Lora Wu – using light therapy to treat sleep and circadian disorders
- Associate Professor Michael Donn – Lighting for healthy schools
- Dr Mary Butler – The visual and non-visual effects of light on health of the older adult with low vision
- Laurie Cook – Lighting for our wellbeing

## **Education Report for IESANZ New Zealand Chapter ACM**

The main item in the Education Portfolio is the IESANZ-accredited lighting programme at Massey University, which is undertaken part time over two years (two papers per year). The 2018 academic year began with a total of 43 students across the two year levels, and we are now beginning Semester two.

The IESANZ hosted a graduation dinner on 17 April 2018, which preceded Massey's graduation ceremony on the following day. There were 17 graduating students in total, with 13 able to attend the graduation ceremony in person. At the dinner we were pleased to present certificates of congratulations to all graduands, and announce the Dux awards for the top overall student in each Massey year group. We offer our congratulations to Rochelle Wong, who was Dux for her cohort for the second year in a row. Congratulations also to the Year 1 Dux, Manpreet Sandhu.

In September 2017, the IESANZ sponsored the inaugural "Healthy Lighting Symposium" at Massey University. This national one-day event attracted speakers and paying delegates from across New Zealand. Of the 65 registered attendees, 21 responded to a follow-up survey, with overwhelmingly positive feedback. A small profit was returned, and shared between the IESANZ and the university.

2017 was the second year for our IESANZ "New Zealand Student Lighting Design Competition". This competition allows Year 2 students to enter their final project for judging, with the two finalists' work displayed at the Lighting Awards Gala Dinner. Congratulations to Sebastian Negri, who was the 2017 winner. Well done also to the runner-up, Rick Federkeil.

Nine people attended the IESANZ-run short course ("An Introduction to Light") in Auckland on 18-19 October 2017. This course is aimed at people who are new to the lighting industry, and is coordinated by Susan Wall in Australia. A repeat of this course is planned for 20-21 August 2018.

Susan Mander – NZ Chapter Education Chair

## Awards Programme

2017 saw a great increase in lighting awards entries, and the quality of these was high. We were pleasantly surprised to see 23 Lighting Design entries, and this year also saw the continuation of our Student Awards (Courtesy of Massey University's Lighting Course).

### Judging Panel 2017:

- Tracy Bronlund - Convenor
- Greg Williams - Chair
- Laurie Cook
- Domenico De Vincentis
- Tony Tavita
- Kane Buckley
- Susan Mander
- David Britten

### 2017 Awards Recipients

#### LIDA – AWARD OF EXCELLENCE

- National Library of New Zealand – He Tohu Document Room – He Whakapapa Korero, Peter Mitchell, Whare Timu, Evzen Novak, Lisa Webb, James McLean, Sean Cannon, James Chrystall
- Museum of NZ – Te Papa Tongarewa – Temporary Touring Exhibition, Marc Simpson
- Bishop Selwyn Chapel – Chapel Interior, Richard Bracebridge

#### LIDA – AWARD OF COMMENDATION

- Fonterra Global Headquarters – Laurie Cook, Nick Thomas, Sarah Bryant Waterview Tunnel, Jin Lin, Grame Culling
- Canterbury Earthquake Memorial Wall – Walls and Terraces – Peter McBride, Kate McDonald, Matthew Anderson
- Pullman Park Sports Arena, Mike McGee
- University of Canterbury – Central Lecture Theatres C1, C2, C3, Evan Owens
- Auckland War Memorial Museum Pou Maumahara – Memorial Discovery Centre, Wayne Ferguson Christchurch Casino, Kevin Cawley

#### LIDA – AWARD OF EXCELLENCE - ENERGY EFFICIENCY

- Pullman Park Sports Arena, Mike McGee

#### LUDA – AWARD OF COMMENDATION - ENERGY EFFICIENCY

- Fonterra Global Headquarters – Atrium, Laurie Cook, Nick Thomas, Sarah Bryant
- Carter Holt Harvey Wood Products Plywood Facility, Vicky Kivell

## Membership

There are two distinct grades of membership, associate levels and Technical levels. Anyone with an interest in lighting, or one of its many facets, can join at associate level and be provided with information in the form of technical meetings, forewarnings of Standards changes, attend the technical evenings and can receive the Varda and Lighting magazines to keep themselves abreast of the industry.

This year a new grade of Student was created. This is equivalent to associate membership but at a reduced rate and we encourage students to take up this fantastic offer.

The second distinct grade is the technical grades and includes Technician (TechIES), Member (MIES with big 'M'), and Fellow (FIES). At this grade an academic level qualification is usually required and a good experience of lighting design. However, not having the academic qualifications is not a bar to becoming an MIES. This can be achieved through a peer interview process. Please see the Membership Design Guide on the IESANZ website for the processes.

Registered Lighting Practitioner (RLP) is an additional qualification for those members of the Society who regularly practice lighting design at a high level of performance. Application for RLP is open to Society members who hold the grade of FIES or MIES and is dependent upon undertaking regular CPD as defined and published from time to time by the Society. It is expected that the additional qualification of RLP will mainly apply to those whose major business activity is the practice of lighting design.

As the S & Q Coordinator, I work with a sub-committee that consists of Susan Mander, Russ Kern, Richard Bracebridge and Mark Kirkham. Our job is to work at Chapter level to check the academic requirements and perhaps make some comment on the professionalism of the intended upgrader, as these are unknown to the Board in Australia.

On receipt of completed Technician applications turn around by the sub-committee is usually within 48 hours. The completed forms are then sent to the Board for approval. It then may take around two to three weeks before receiving notification of the Board's decision.

MIES, FIES and RLP upgrade notification may take up to 2 months from receipt of a fully completed application.

### **There has been two FIES upgrades this year.**

Congratulations to:

- Laurie Cook
- Richard Bracebridge

### **One RLP upgrade this year**

Congratulations to Laurie Cook

### **Also, the below members have upgraded to TechIES.**

Congratulations to:

- Nateethorn (Leon) Chathaisong
- Regan Young
- Bridget London
- Alex Geisler

- Luke Reidy
- Nathan Gilchrist
- Ali McGraw
- Kiem Chung Thia
- Rochelle Wong
- Emma Holgerus
- Artem Kudinov
- Catie Colson

## Technical Grades

There are currently 65 Technical Associates, 32 MIES grades, 3 Fellow grades and 2 RLP's

## MIES Upgrade Online Tutorial

For those of you out there that have been considering the extra substantiation to your work by having the MIES post nominals after your name it's not too difficult if you follow the tips on the Youtube tutorial: [www.youtube.com/channel/UCJvi0IK9MjxuBJazeXTckaQ](http://www.youtube.com/channel/UCJvi0IK9MjxuBJazeXTckaQ)

Generally, takes no more than a morning's work for the research and filling the application.

I would encourage these new Associates, or any Associate who has completed the Massey University Graduate Certificate course to submit their TechIES upgrade application.

Also, those with MIES & FIES grades who are lighting practitioners should consider applying for RLP.

David Arthur MIES, NZ Chapter Status and Qualifications Chair

## Standards Representation

This year has been a busy one – with NZ Chapter representatives for the IESANZ working on the following Standards:

LG010 AS/NZS4282 has been totally re-written. It is at the stage now where public submissions on the draft have been reviewed. It is now getting close to voting for acceptance. The standard was previously a solely Australian standard and thanks to the Society and NZ chapters involvement this is now a joint Australian/New Zealand Standard. IESANZ NZ Chapter representative is Laurie Cook.

LG002 AS/NZS1158 Road Lighting Section 3.3 has been completed. A start on section 3.1 has now been made. IESANZ NZ Chapter representative is Graeme Culling, and additional attendance provided (on behalf of others) by NZ Chapter members Laurie Cook and Julian Chisnall.

NZS 4243.2 Energy Efficiency – Large Buildings – Part 2 Lighting. This section of the standard has been totally rewritten, public submissions reviewed, and published – all within a year. This is exceptionally fast and is attributed to the standards committee working together pragmatically to drive towards the end goal. IESANZ NZ Chapter representative is Laurie Cook, and additional attendance provided (on behalf of others) by Bryan King.

LG007 AS/NZS 2293 Emergency Lighting. The Australian Standards Committee had several meetings during the past year to get the three sections of the Standard to a point where it could be given to the Australian Standards script writer ready for publishing.

One of the most controversial parts of the Standards development was around Photoluminescence. It was originally proposed to include Photoluminescent exit signage in the Standard as both the New Zealand Building Code and the Australian Building Codes Board had allowed the use of Photoluminescent exit signage to be used in place of the traditional internally or externally lit exit signage.

The Committee tried to include at least a means of testing and maintenance of these signs included in Part 2 as neither the NZBC or the ABCB had included how to maintain and test this technology, particularly as the luminance from these signs is around 30 times less (30mcd/m<sup>2</sup>) than that of an internally lit exit sign. The references to Photoluminescent exit signage was also removed from Parts 1 and 3.

After a sustained rejection of this by the Photoluminescent industry this was removed from AS/NZS 2293 as Standards Australia decided they would allow the provision of a new Standard specifically for Photoluminescent signage.

The revised Standard AS/NZS 2293 parts 1 and 3 were published in late June this year and part 2 will be published shortly.

The ABCB will not adopt the new version until the revision of the Australian Building Code in 2019, but it is not known if or when the Ministry of Building, Innovation and Employment will adopt the revisions. Currently these could be used in New Zealand designs but they would come under the Alternative Solution approach. IESANZ NZ Chapter representative Clark Houltram.

Laurie Cook – NZ Chapter Standards Chair

## Future Planning

The NZ Chapter is in a good place to go forward. As a chapter, we contributed a large amount the ongoing running of the Society as a whole, and I see good reasons why this contribution would continue. Our chapter has ~380 members that have at some point in the past 10 years supported the society through their membership subscriptions. This is a hugely significant body of people. Currently, though, we have some 66 members paid up (as of 1 July) so there is work to do to convince you all to keep contributing!

The plans for the future of the NZ Chapter were mapped out in the non-financial and financial business plans of 2014-5, and were refreshed early in 2017. We plan to refresh these again in early 2019 ready for the following financial year.

Upcoming events/ideas for the following year (extract from the business plan):

<i>Existing IESANZ Activities</i>
Provide quality technical events for membership around the country.
Run a successful (well subscribed) lighting awards program.
Run a successful gala dinner and lighting awards presentation, attracting sufficient sponsorship to fund the year's planned activities, this year the Gala Dinner is being held in Wellington on 9 <sup>th</sup> November.
Continue to represent NZ interests in lighting on AS and NZ standards committees.
Provide opportunities for members to increase their knowledge through the provision of an IESANZ accredited lighting course run in New Zealand.
Provide recognition of student graduation and effort through provision of annual "dux" awards, and Student Design Award.
Work with the Wellington "Lux Festival" to promote their event.
<i>Proposed New IESANZ Activities</i>
Provide regular updates to members on NZ Chapter news through VARDA.
Promote membership attendance at the IESANZ Conference happening in Melbourne in 2019.
Promote our lighting awards to the industry through invitation of NZIA and LCNZ key members to the gala dinner (two tickets each).
Increase national support (through membership number increase) for the IESANZ, including Chapter President physically visiting centers throughout New Zealand to encourage local participation, generating national IESANZ NZ profile and engagement in the regions, re-engagement of lapsed members to encourage them to re-join the Society.
Actively advocate for professional recognition of higher membership grades, (MIES, FIES and RLP) in particular for Council sign off of design work, exterior lighting and road lighting disciplines, to provide members with value for their higher membership grades.

Promote the opportunity for members to contribute to publications such as The Lighting Magazine, Electrolink etc through themed articles. This will also promote lighting generally, and the Society's contribution to the industry through its membership.

Provide opportunities to lighting suppliers to present their material to membership through supplier evenings similar to those held in Victoria.

Target formal accreditation of Technical Events for CPD points, to provide members enhanced opportunity to upgrade their membership status to higher membership.

Provide social opportunities for membership to network, and increase membership numbers for the Society as a whole. Instigate an annual golf tournament for members to promote the opportunity to network in a non-threatening environment outside of the confines of the work environment. This to also provide additional opportunity for industry sponsorship and income to the Society to add to income to fund ongoing activities.

## Financial Report

INCOME		EXPENDITURE	
<b>Meetings</b>	\$0	<b>Meetings</b>	\$2177.00
<b>Sponsorship</b>	\$30 568.00	<b>Awards Events</b>	\$40 395.00
<b>Awards Program</b>	\$18 627.00	<b>Education Programs</b>	\$0
<b>Education Program</b>	\$0	<b>Speaker Expenses Dinner</b>	\$4270.00
<b>Awards Entry Fees</b>	\$1018.00	<b>Awards Program</b>	\$2962.00
<b>Other</b>		<b>Other - postage</b>	\$10.00
<b>TOTAL</b>	<b>\$50 213.00</b>	<b>TOTAL</b>	<b>\$49 814.00</b>
		Net Profit/Loss FY	\$399.00

## Meetings Report

Date/Month	Content/Topic	Attendance #	Apologies	Sponsorship	Notable Comments
5 <sup>th</sup> July 17	Standard Agenda	SC, MH, EI, NP, TD, AC,MD, MK	PD, BG, GI, SH, QT		
2 <sup>nd</sup> Aug 17	Standard Agenda	EI,NP,TD,AC,PD	PD,BG,MK,SC,MH,MD, GI,SH,QT		
6 <sup>th</sup> Sep 17	Standard Agenda	EI,SH,TD,AC,PD,MH,MD,MK,QT,GI	SC,BG,NP		
7 <sup>th</sup> Nov 17	Standard Agenda	SH,SC,TD,PD,MD,AC,MH, EI,SF	QT,MK,GI NP and BG resigned		
7 <sup>th</sup> Mar 18	Standard Agenda	TD,AC,PD,MH,MD,MK,SC, SH	QT, EI,DB,GI		
2 <sup>nd</sup> May 18	Standard Agenda	TD,GI,QT,AC,MD,MK	PD, EI, MH, SH, SC, EI,DB		
4 <sup>th</sup> Jul 18	Standard Agenda	AC,GI,QT,SC,MH,MK,SH,TD,EI,PD	MD resigned		
5 <sup>th</sup> Sep 18	Standard Agenda	AC,EI,SH,TD,PD,QT (new Peter Parnell and Michael Dowling)	SC,GI,MH,MK,DB		

## CMC Report

List all members of the CMC and their attendance at meetings throughout the year.

Name	Position	# Total Mtgs	# attended
Barry Gull	Education	2	Resigned Nov 17
Nathan Perritt	Meetings	2	Resigned Nov 17
Simon Casagrande	Awards	4	Stepped Down from Chair
Majdi Hawari	Arcus	5	
Eric Isdale	LiDA	6	
Trent Dutton	National	8	
Michael Davies	Meetings	5	Resigned Nov 17
Michelle Knowles	Secretary	5	
Gillian Isoardi	SLiDA	2	
Steve Hare	Awards Co-ordinator	5	
Quang Tran	Memberships	4	
Paul Doig	Advocacy	6	
Andrew Chase	President	8	
Michael Dowling	New Member	1	
Doug Brimblecombe	National	2	
Peter Parnell	New Member	1	

## Membership

<b>Total # of Financial Members</b>	<b>127</b>	<b>Total # of Outstanding Membership Due @ 30<sup>th</sup> Aug</b>	<b>18</b>
Total # Corporate Members	?	# New Corporate Members	
Total # TechIES		Total # MIES	Total # RLP
New TechIES		New MIES	New RLP
# Presentations Given to encourage membership/Upgrade & to whom	None at this stage		

QLD Chapter President

## **Annual Report of Activity**

The SA Chapter CMC worked hard to deliver interesting events and further our Society over the 2017/18 FY period, and we fully encourage all members to get in touch with any of the CMC members throughout the next year with ideas or advice. I know the incoming 18-19 CMC already have some fantastic events planned, and I am disappointed I will be missing them. Your passion for the IESANZ is always welcome and encouraged!

Nominations for the 2017/18 Chapter Management Committee were as expected, with plenty of familiar, yet passionate names. We had a significant spread of events, both technical and non-technical.

Other elected roles for the 2017/18 CMC included:

- Secretary – Paul Zechner, getting the minute to us sometimes.
- Treasurer – Ian Paull, taking on the role for a second year, with experience from the first shining
- Education, Membership, Status & Qualifications, and Awards – Mick Reidy, taking on some of the more challenging paperwork roles
- Meetings – George H, ordering food and organising venues
- I served as South Australian Board director during the past year, and Graeme Foweraker served as Company Secretary for a period.

In September 2017, Graeme resigned from his position on the board. We thank Graeme for his years of service and determined efforts with all that his responsibilities have entailed.

Due to the small CMC, effort was difficult to distribute, and to enable other priority tasks to occur, the publications portfolio slipped. The incoming CMC hopes to reactivate our regular newsletter, Intensity, soon, with a modern layout and interesting articles.

The priority of any Chapter Management Committee is the organisation of meetings for IES members, and the following events were organised beyond the July 2017 Annual Chapter Meeting:

- August – Adelaide Airport Royal Flying Doctor Tour - supported by Simon Young, Bestec. After the event, the IES SA Chapter donated \$200 to the fantastic services that the RFDS provides. I have had to rely on their services this past year, and it's amazing to see them on the ground and in action.
- September – Office of the Industry Advocate – guest speaker Mark Robinson from the OIA discussed how state government changes favour greater proportions of local content for projects. This was well attended and prompted plenty of interesting discussion between members.
- October – LED Maintenance Factor and the use of BIM (Revit) in Lighting – I presented these topics, and like our September meeting prompted plenty of unique observations and discussion. If you wish to catch up on the content of this meeting, the first half has been recorded and is available on YouTube.
- November – SA/NT Chapter Awards Night – guest speaker Deputy Lord Mayor Meghan Hender, City of Adelaide; with pre-dinner drinks sponsored by Buckford Illumination Group; the MC, Kim Syrus brought to us by Gerard Lighting; our gold sponsors Advanced Lighting Technologies, Clipsal by Schneider Electric, Haneco Lighting, Inlite South Australia, LEDA Lighting Solutions, Schreder; and our silver sponsors, Auspole, Dialight, Luceso, and SA Lighting. That's quite a list!

Thank you again for your support at our awards event! It culminated in five awards of commendation, two awards of excellence, and over 70 guests having an amazing time. Feedback was significant and positive!

- December – Christmas Function.
- February – Excellence Awards Presentation – where one of the recipients of an Award of Excellence spoke about their project, from conception through to completion, and what made it stand out, what made it amazing. It can be challenging to determine what makes a project deserve such an award by photos alone, and this allowed our members to see what makes these projects so stunning.
- April – Tour of the Network Innovation Centre – a unique and interesting perspective on our local energy grid, and the innovations that SA Power Networks are driving.
- May – Tour of UniSA Pridham Hall – another site visit that allowed our members to visit this architecturally expressive design, and hear from the designers on how they achieved project vision to bring vibrancy to the City West Campus.
- June – Smart Cities Presentation from Peter Auhl from City of Adelaide, discussing where they see technology driving cities in the future, and how lighting can be a part of that.

Future events will continue to be disseminated to members via individual event invites, as well as being posted in the Society bulletin's every Thursday. These emails keep you across all that the Society is doing and organising for its members, and if you're not getting these weekly, please make the effort to contact the Society Secretariat to ensure you're getting the latest on industry events, news and actions.

## Education

Other responsibilities for the CMC this past year have included Education, Standards, and Membership. South Australia continues to hold a two-year course in Lighting Design, and this year these was an intake of eight students for the first-year course with facilitators Mick Reidy and Graham Bilsborow. This is fantastic to see, as it shows growth and passion for our industry.

For the first time in South Australia, the SA Chapter will host a two-day lighting course this coming October, targeted at an introductory level. Registrations are open now. If you know an Associate IES member or someone who would benefit from a lighting design course, please encourage them to get in touch with the 2018/19 CMC.

## CMC Report

My tenure as chapter president over the past two years have been challenging for the CMC, with a combined absence on my behalf of nine months. Six of these were a winter placement through Canberra last year, and the final three have seen me take on a role with my same employer in our Melbourne office. Although there is nothing more productive than a face-to-face meeting, we have had far too many over the phone, and I apologise to the CMC for making them repeat themselves, not being able to read the body language in the room, or being there to share a beer while we plan events. With this permanent relocation, I will not be able to properly assist the South Australian Chapter moving forward, and it is with regret I am not able to serve on the new South Australian CMC. You might instead find me attending Victorian CMC meetings soon enough.

The background work of the entire CMC has been greatly appreciated by myself, and I extend these thanks also onto our members, whose attendance, sponsorship, and interest in the society is always



valued. Many members regularly email me to discuss or discover, and I encourage all members to seek communication, as the future CMC strives to provide it.

South Australia holds a large part of my heart, I have built my career and reputation here, discovered and learnt lighting here, and built friendships with Society members here. Noting the effort already involved to build this year's awards event, I am planning a trip back to South Australia to attend. I hear much about the fanfare of eastern state awards events, but it's a chapter like this, a chapter like South Australia, where the comradery of passionate members and humble events truly lies.

Our Society is strong when members have passion. Passion for learning at technical events or education. Passion for regular announcements. Passion for networking through social events. I thank each of you for your continued passion over the past year, and I encourage you all to engage with our Society over the coming years.

James R Lescohier

SA Chapter President

## **Victoria/Tasmania**

A report was not received by the deadline from the VIC/TAS Chapter, a revised Annual report will be released as and when the VIC/TAS Chapter report is received.

## Annual Report of Activity

The WA Chapter has delivered three Technical Meetings during the reporting period commencing with its Annual Chapter Meeting combined with a Technical Presentation by Murray Cameron of ERCO Oceania entitled 'Dark Sky Ideology and a Language of Light for the Outdoor Area'. Following the Technical Presentation, Trent Dutton, National IESANZ President, presented certificates to IESANZ members who had successfully completed the IESANZ CLDA Training Course and also presented certificates to other IESANZ members who had been successful in achieving higher membership grades or have achieved Registered Lighting Practitioner Status.

In February WA Chapter members and guests were invited to attend a Technical presentation by Patrick van der Meulen of Xicato titled 'Smart Lighting Technologies', where Patrick outlined new and innovative Bluetooth Low Energy lighting controls and the features and benefits of these systems. In addition, following the event all attendees received a CPD certificate from Patrick van der Meulen.

In June the WA Chapter's members and guests were invited to attend a Technical presentation delivered by Vessi Ivanova MIES RLP entitled 'The Designing of Optus Stadium' which was a fascinating opportunity to receive a detailed insight into the challenges and rewards of being involved in the design of the lighting installation for this landmark WA project.

The WA Chapter CMC would like to thank all of the individuals who gave generously of their time to provide current and relevant information to the membership and the thanks is also extended to those organisations who have provided generous sponsorship of the events, as without their support and assistance the Technical Events may not have been able to be delivered.

## Financial Report

For the 2017/18 financial year only the WA Chapter was able to secure \$2,710.00 from the Society's Central funds to deliver technical events for its membership. All Chapters are expected to be cost neutral and to operate by securing sponsorship to deliver relevant content to the membership. During the 2017/18 financial year the WA Chapter CMC was able to secure generous sponsorship to cover almost two thirds of the cost of providing the technical presentations delivered and hence was not required to expend all of the Society's budget provided via Central Funds.

INCOME		EXPENDITURE	
<b>Meetings</b>	\$0.00	<b>Meetings</b>	\$2850.00
<b>Sponsorship</b>	\$1818.00	<b>Awards Events</b>	\$0.00
<b>Awards Program</b>	\$0.00	<b>Education Programs</b>	\$0.00
<b>Education Program</b>	\$0.00	<b>Special Events</b>	\$0.00
<b>Special Events</b>	\$0.00	<b>Administration = (CMC)</b>	\$0.00
<b>Other</b>		<b>Other</b>	
<b>TOTAL</b>	\$1818.00	<b>TOTAL</b>	\$2850.00
		<b>Net Profit/Loss FY</b>	-\$1032.00

## Meetings Report

Date/Month	Content/Topic	Attendance #	Apologies	Sponsorship	Notable Comments
31/08/2017	Dark Sky Ideology and a Language of Light for the Outdoor Area  Presented by Murray Cameron of ERCO Oceania	24	2	Lighting Options Australia  Venue and beverages provision	Certificate presentation by IESANZ National President Trent Dutton
08/02/2018	Smart Lighting Technologies  Presented by Patrick van der Meulen of XICATO	21	1	JSB Lighting & Intralux Australia  Venue hire and catering contribution	All attendees received a CPD Certificate from Patrick van der Meulen
19/06/2018	The Designing of Optus Stadium  Vessi Ivanova of SIGNIFY	19	0	Signify – Philips Lighting Australia Ltd  Venue hire and catering contribution	Very effective use of calculation presentations, lighting renderings and photographs of the completed areas designed.

## CMC Report

CMC and attendance at meetings throughout the year.

Name	Position	# Total Mtgs	# attended
Neil Catterall	President	8	8
Clayton Meyer	Vice President	8	8
David Farrel	Secretary	8	3
Matthew Carey	Social Media & Website	8	4
Mervin Van de Linde	Status & Qualifications	8	0
Paul Good	Education	8	0

## Special Acknowledgments

It was particularly satisfying to have Trent Dutton the IESANZ National President to take the time to visit WA and to personally present CLDA Lighting Training certificates to all WA members who had successfully completed the training and who attended the WA Annual Chapter Meeting. Also, equally special for those members who were receiving higher membership and RLP certificates and had them presented to them by the Society's National President.

The 'Introduction to Light' training course was held at the Australian Institute of Architects, 33 Broadway, Nedlands on 31 October 2017 and 1 November 2017 the course aims to provide participants new to the Industry to be suitably informed of the basic lighting concepts to enable them to understand and communicate these concepts to others. It equips participants with a knowledge of terminology and energy efficient lighting practices. It is delivered by a combination of pre-reading, face to face teaching, assessment and revision. The WA Chapter President on 31 October 2017 met with those attending the training to introduce himself and to provide some information in relation to the WA Chapter for the course participants future reference.

## Awards Programme

The WA Chapter typically delivers the LiDA Lighting Design Awards programme on a bi-annual basis and the next awards event is planned to take place on Friday 19 October 2018.

## Membership

List of upgraded members names from the year & their new membership level.

Alex Corner	Upgrade	to	TechIES	12/09/2017
Andrea de Wind	Upgrade	to	TechIES	29/11/2017
Sean Fong	Upgrade	to	TechIES	26/02/2018
David Ho	Upgrade	to	TechIES	28/07/2017
Malcolm Lee	Upgrade	to	TechIES	18/10/2017
Clayton Meyer	Upgrade	to	TechIES	10/01/2017
Kevin Myers	Upgrade	to	TechIES	11/09/2017
Pieter Viviers	Upgrade	to	TechIES	11/09/2017
Neil Catterall	Upgrade	to MIES 03/07/2017		

<b>Total # of Financial Members</b>	<b>67</b>	<b>Total # of Outstanding Membership Due @ 30<sup>th</sup> Aug</b>	<b>27</b>
Total # Corporate Members	3	# New Corporate Members	0
Total # TechIES	7	Total # MIES	13
New TechIES	6	New MIES	1
# Presentations Given to encourage membership/Upgrade & to whom	N/A		

## Future Planning

The WA Chapter 2018 LiDA Lighting Design Awards will involve Call for Submissions in July 2018 and with submissions closing at midnight on Thursday 9 August 2018. The LiDA Awards Dinner will take place on Friday 19 October 2018 and all members and guests are encouraged to attend to celebrate with Award Recipients and the wider WA Lighting Industry.

# APPENDICES

## A. Audited Financial Report

**REPORTS & FINANCIAL ACCOUNTS OF**

**ILLUMINATING ENGINEERING SOCIETY OF AUSTRALIA AND NEW ZEALAND LIMITED**

**ABN 99 100 686 039**

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**FOR THE YEAR ENDED**

**30 JUNE 2018**

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**ILLUMINATING ENGINEERING SOCIETY OF AUSTRALIA AND NEW ZEALAND LIMITED**  
**ABN 99 100 686 039**  
**FINANCIAL REPORT - 2018**

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**DIRECTORS' REPORT**

Your Directors present their financial report on the Company for the year ended 30 June 2018.

**DIRECTORS**

The names of the Directors in office at any time during or since the end of the financial year are:

**INFORMATION ON DIRECTORS**

Trent Dutton MIES	President, Board Member Rubidium Light Pty Ltd
Neil Catterall MIES	Company Secretary, Treasurer, Board Member Think Lighting
Greg Willams MIES	Board Member Beca Ltd
James Lescohier TechIES	Board Member GHD Pty Ltd
Vessi Ivanova Bozdouganova MIES RLP	Board Member Manager Lighting Solutions, Philips
Doug Brimblecombe MIES	Board Member Freelancer
Scott Forbes MIES RLP	Board Member Rubidium Light Pty Ltd
Andrew Ferreira MIES	Vice President, Board Member (to June 2018) Eagle Lighting Australia
Adam Carey MIES	Board Member Elumenarti Pty Ltd (to July 2018)
David Barrett MIES	Treasurer, Board Member (to November 2017) Lighting Solutions Design Manager - J A Russell
Graeme Foweraker LFIES	Board Member (to November 2017)

**BOARD MEETINGS OF DIRECTORS**

During the 2017/18 financial year, twelve meetings of the Directors were held in total. Four meetings were held face to face and another eight were held throughout the year online via video conference to keep projects active and ensure all Directors and Chapters get regular feedback from the board. Attendance by each Director during the year was as follows:

Meeting Type:	Face to Face		Web-Conference		Total	
	No. eligible to attend	No. attended	No. eligible to attend	No. attended	No. eligible to attend	No. attended
<b>BOARD MEMBER</b>						
Trent Dutton	4	4	8	8	12	12
Neil Catterall	3	3	5	5	8	8
Greg Williams	2	2	4	3	6	5
Vessi Ivanova Bozdouganova	4	2	8	6	12	8
James Lescohier	4	3	8	8	12	11
Scott Forbes	4	4	8	8	12	12
Doug Brimblecombe	2	2	4	3	6	5
Adam Carey	4	2	8	7	12	9
Andrew Ferreira	4	3	7	6	11	9
David Barrett	2	2	4	4	6	6
Graeme Foweraker	2	2	4	4	6	6

**DIRECTORS' REPORT**

**OPERATING RESULTS**

The operating deficit for the year was \$24,342 (2017 surplus \$3,435)

**OBJECTIVES**

The Company's objectives are to operate in a responsible and financially prudent manner which are as follows:

Long Term

1. Achieve universal recognition in Australia and New Zealand of the importance of quality lighting design and technical advice.
2. Achieve universal recognition in Australia and New Zealand of the importance and value of appropriately qualified lighting professionals.
3. Increase membership by broadening the appeal of the Society to lighting professionals.
4. Strengthen relations and mutual recognition between other lighting societies throughout the world.
5. Provide avenues and opportunities for students of lighting design to present their work and gain experience of open forum peer review.
6. Revise criteria for MIES qualifications to admit lighting practitioners from other countries with equivalent qualifications.

Short Term

1. Provide the necessary investment to achieve financial stability and independence for the Society.
2. Improve membership awareness of Board and Chapter Management Committee activities.
3. Improve communication and engagement between the Board and Chapter Management Committees.
4. Complete Procedures Manual to ensure appropriate application of Constitution at both Board and CMC level.
5. Increase number of facilities offering lighting education - particularly education leading to the qualification of MIES.
6. Increase level of services offered to Society members.
7. Raise the profile of the Society among stakeholders.
8. Produce additional Lighting Guideline Series publications.
9. Increase number of articles in other industry-related publications.
10. Work closely with the Society's official publisher RALA & encourage all Chapters to utilise RALA in promoting the Society.
11. Establish permanent IESANZ representation on relevant government committees.
12. Secure formal recognition of RLP membership level by government.
13. Continue to improve the Society's website and Customer Relationship Management system for the benefit of members.

**STRATEGY FOR ACHIEVING THE OBJECTIVES**

Attract and maintain quality management and staff. Be flexible and adapt to the changing environment within the industry.

**PRINCIPAL ACTIVITIES**

The principal activity of the Company is to administer the objectives of the membership of the Illuminated Engineering Society of Australia and New Zealand Limited.

**HOW THESE ACTIVITIES ASSIST IN ACHIEVING THE OBJECTIVES**

The principal activities of the Company contributed to achieving the objectives by providing a stable base of operations. This ensured the financial stability and generated funds to meet the demands of the Company and maintain high levels of service to the industry.

**DIRECTORS' BENEFITS**

No Director has received or become entitled to receive a benefit by reason of a contract made by the Company or a related corporation with the Director or with a firm of which the Director is a member or with a company in which the Director has a substantial interest.

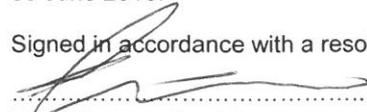
**PERFORMANCE MEASUREMENT AND KEY PERFORMANCE INDICATORS.**

The financial performance of the Company is measured by regular prepared management accounts reviewed by the Board and Management. Cash flows, member feedback and earnings are monitored.

**AUDITOR'S INDEPENDENCE DECLARATION**

A copy of the auditor's independence declaration follows and forms part of the Directors' Report for the financial year ended 30 June 2018.

Signed in accordance with a resolution of the Directors:

  
.....  
Trent Dutton - President

  
.....  
Neil Catterall - Treasurer

Dated: 21 day of November

2018

**ILLUMINATING ENGINEERING SOCIETY OF AUSTRALIA AND NEW ZEALAND LIMITED**  
**ABN 99 100 686 039**

**STATEMENT OF FINANCIAL POSITION**  
**AS AT 30 JUNE 2018**

	Note	2018 \$	2017 \$
<b>CURRENT ASSETS</b>			
Cash	4	318,195	247,355
Receivables	5	144,613	181,518
<b>TOTAL CURRENT ASSETS</b>		<u>462,807</u>	<u>428,873</u>
<b>NON-CURRENT ASSETS</b>			
Plant & Equipment	6	8,937	-
<b>TOTAL NON-CURRENT ASSETS</b>		<u>8,937</u>	<u>-</u>
<b>TOTAL ASSETS</b>		<u>471,744</u>	<u>428,873</u>
<b>CURRENT LIABILITIES</b>			
Payables	7	33,228	18,196
Accrued Income	8	91,185	39,003
<b>TOTAL CURRENT LIABILITIES</b>		<u>124,412</u>	<u>57,199</u>
<b>NON-CURRENT LIABILITIES</b>			
Bequest - G Ewens		29,000	29,000
<b>TOTAL NON-CURRENT LIABILITIES</b>		<u>29,000</u>	<u>29,000</u>
<b>TOTAL LIABILITIES</b>		<u>153,412</u>	<u>86,199</u>
<b>NET ASSETS</b>		<u>318,332</u>	<u>342,674</u>
<b>EQUITY</b>			
Members' Funds		318,913	318,913
Retained Profits		(581)	23,761
<b>TOTAL EQUITY</b>	1 (h)	<u>318,332</u>	<u>342,674</u>

The above balance sheet should be read in conjunction with the accompanying notes.

STATEMENT OF COMPREHENSIVE INCOME  
 FOR THE YEAR ENDED 30 JUNE 2018

		2018	2017
Revenue from continuing operations	Note 2	621,754	611,411
Expenses from ordinary activities			
Accounting & Management Fees		4,952	9,561
Amortisation Expense		2,979	-
Annual Dinner Expense & Awards		380,353	344,173
Auditor's Remuneration		4,700	4,700
Bank Charges		7,439	6,353
Board Expenses		35,276	27,722
CEO Services		37,028	28,835
CMC Event		-	-
Computer & Database Expenses		2,081	2,310
Consultants		-	756
Depreciation & Assets Written Off		-	-
Education		-	-
Filing fees		848	1,961
Foreign Exchange (Gains)/Losses		(6,073)	(47)
Insurance		1,118	5,476
SPARC Expenses		-	2,595
Magazines & Newsletters		26,901	24,341
Membership & Marketing		-	4,230
Meetings		19,949	26,311
Other Expenses		4,596	211
Postage & Copying		2,604	1,790
Printing & Stationery		3,524	1,492
Rental & Storage		3,669	3,041
Secretariat Fees		95,121	83,454
Standards Travel & Meeting Expenses		2,914	9,714
Subscriptions		2,182	144
Telecommunications		1,649	1,841
Travelling Expenses		4,434	305
Website Expenses		7,854	16,706
<b>Total expenses from ordinary activities</b>		<u>646,096</u>	<u>607,976</u>
<b>Surplus/(Deficit) from ordinary activities before related income tax expense</b>		(24,342)	3,435
Less income tax expense relating to ordinary activities	3	-	-
<b>Surplus/(Deficit) from ordinary activities after related income tax expense</b>		<u>(24,342)</u>	<u>3,435</u>
<b>Total changes in equity</b>		<u><u>(24,342)</u></u>	<u><u>3,435</u></u>

The above balance sheet should be read in conjunction with the accompanying notes.

STATEMENT OF CHANGES IN EQUITY  
 FOR THE YEAR ENDED 30 JUNE 2018

	CONSOLIDATED EQUITY	RETAINED EARNINGS	TOTAL
Balance at 1 July 2016	318,913	20,326	339,239
Surplus for year - 30 June 2017	<u>-</u>	<u>3,435</u>	<u>3,435</u>
Balance at 30 June 2017	318,913	23,761	342,674
Surplus for year - 30 June 2018	<u>-</u>	<u>(24,342)</u>	<u>(24,342)</u>
Balance at 30 June 2018	<u><u>318,913</u></u>	<u><u>(581)</u></u>	<u><u>318,332</u></u>

STATEMENT OF CASH FLOWS  
 FOR THE YEAR ENDED 30 JUNE 2018

	Note	2018 \$	2017 \$
CASH FLOWS FROM OPERATING ACTIVITIES:			
Receipts from customers and others		644,874	604,912
Payments to suppliers and employees		(562,987)	(685,194)
Interest received		<u>869</u>	<u>951</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	11	<u>82,756</u>	<u>(79,331)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:			
Payments for Website Costs		<u>(11,916)</u>	<u>-</u>
NET CASH PROVIDED BY INVESTING ACTIVITIES		<u>(11,916)</u>	<u>-</u>
NET INCREASE/(DECREASE) IN CASH HELD		70,840	(79,331)
Cash at beginning of financial year		<u>247,355</u>	<u>326,686</u>
CASH AT END OF FINANCIAL YEAR	4	<u><u>318,195</u></u>	<u><u>247,355</u></u>

The above balance sheet should be read in conjunction with the accompanying notes.

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 JUNE 2018**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

The financial report is a general purpose financial report that has been prepared in accordance with Accounting Standards, Urgent Issues Group Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

The financial report covers the Illuminating Engineering Society of Australia and New Zealand Limited (the Company) as an individual entity. The Company is a company limited by guarantee, incorporated and domiciled in Australia.

The financial report of the Company as an individual entity complies with all Australian equivalents to International Financial Reporting Standards (IFRS) in their entirety.

The following is a summary of the material accounting policies adopted by the Company in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

**BASIS OF PREPARATION**

**Reporting Basis and Conventions**

The financial report has been prepared on an accruals basis and is based on historical costs modified by the revaluation of selected non-current assets, and financial assets and financial liabilities for which the fair value basis of accounting has been applied.

**ACCOUNTING POLICIES**

**a) Income**

The Company adopts the liability method of tax-effect accounting whereby the income tax expense is based on the profit applicable to non-member income adjusted for expenses allocated against earning that income. Member income is exempt from income tax.

Timing differences which arise due to the different accounting periods in which items of revenue and expense are included in the determination of accounting profit and taxable income are brought to account as either a provision for deferred income tax or as a future income tax benefit at the rate of income tax applicable to the period in which the benefit will be received or the liability will become payable.

Future income tax benefits are not brought to account unless realisation of the asset is assured beyond reasonable doubt. Future income tax benefits relating to tax losses are not brought to account unless there is virtual certainty of the realisation of the benefits.

The amount of benefits brought to account or which may be realised in the future is based on the assumption that no adverse change will occur in income taxation legislation and the anticipation that the Company will derive sufficient future assessable income to enable the benefit to be realised and comply with the conditions of deductibility imposed by the law.

**b) Leases**

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred.

There are no assets on lease as at 30 June 2018.

**c) Cash**

For the purpose of the statement of cash flows, cash includes cash on hand and at call deposits with banks or financial institutions, net of bank overdrafts.

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2018

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

d) Plant and Equipment

Plant and Equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and impairment losses. The carrying amount of property, plant and equipment is reviewed annually by directors to ensure it is not in excess of the expected net cash flows, which will be received from the assets employment and subsequent disposal. The expected net cash flows have not been discounted to present values in determining recoverable amounts.

Depreciation

The depreciation rate used for each class of assets are:

Class of fixed assets	Depreciation basis
Website	Straight Line - 25% per annum
Office Equipment	Diminishing Value

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposal are determined by comparing proceeds with the carrying amount. These gains or losses are included in the income statement. When re-valued assets are sold, amounts included in the revaluation reserve relating to that asset are transferred to retained earnings.

e) Employee Benefits

Provision is made for the Company's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits expected to be settled within one year together with entitlements arising from wages and salaries and annual leave which will be settled after one year, have been measured at the amount expected to be paid when the liability is settled, plus related on costs. Other employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

Contributions are made by the company to an employee superannuation fund and are charged as expenses when incurred.

The entity has no employees.

f) Revenue

Membership fees are recognised in the period to which they relate.

Interest is recognised on a proportional basis taking into account the interest rates applicable to the financial assets. All revenue is stated net of the amount of goods and services tax (GST).

g) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the balance sheet are shown inclusive of GST. Cash flows are presented in the cash flow statement on a gross basis, except for the GST component of investing and financing activities, which are disclosed as operating cash flows.

NOTES TO THE FINANCIAL STATEMENTS  
 FOR THE YEAR ENDED 30 JUNE 2018

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

h) Members Guarantee

On the winding up of the Company the Constitution states that each member of the company is required to contribute to the Company's assets and amount not exceeding twenty dollars while that person is a member and for a period of one year afterwards.

i) Comparative Figures

Where required by Accounting Standards comparative figures have been adjusted to conform with changes in presentation for the current financial year.

	2018	2017
<b>2. REVENUE</b>		
Awards/Annual Dinner	399,932	370,169
Registrations and Sponsorships - technical meetings	8,960	16,285
Education	-	-
SPARC Funds	-	-
Subscriptions received	211,400	224,058
Newsletter advertising	115	(314)
Sundry income	477	261
Interest received	869	951
	<u>621,754</u>	<u>611,411</u>
<b>3. INCOME TAX EXPENSE</b>		
The prima facie income tax payable on profit from ordinary activities before income tax reconciles to the income tax expense in the financial statements as follows:		
Prima facie tax on profit/(loss) from ordinary activities before income tax at 30%	-	-
Add tax effect of non-deductible expenses	-	-
Less tax effect of non-assessable income	-	-
Tax Expense	<u>-</u>	<u>-</u>
No income tax payable for 2018		
<b>4. CASH</b>		
Cash at bank	251,176	180,534
Cash on deposit	67,019	66,821
	<u>318,195</u>	<u>247,355</u>
<b>5. RECEIVABLES</b>		
Trade debtors	1,255	-
Less Provision for doubtful debts	-	-
Other Debtors	(400)	(423)
Loan receivable - IESANZ Education Ltd	60,678	60,678
Accrued Income	579	-
Prepayments	82,501	121,263
Prepaid income tax	-	-
	<u>144,613</u>	<u>181,518</u>

NOTES TO THE FINANCIAL STATEMENTS  
 FOR THE YEAR ENDED 30 JUNE 2018

	2018 \$	2017 \$
<b>6. PROPERTY PLANT AND EQUIPMENT</b>		
Website at cost	11,916	-
Less Accumulated Amortisation	(2,979)	-
	<u>8,937</u>	<u>-</u>
Office Furniture and Equipment at cost	9,482	9,482
Less Accumulated Depreciation	(9,482)	(9,482)
	<u>-</u>	<u>-</u>
	<u>8,937</u>	<u>-</u>
<b>Movements in Carrying Amounts</b>		
Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the financial period:		
<u>Website</u>		
Opening WDV	-	-
Additions	11,916	-
Disposals	-	-
Amortisation	(2,979)	-
Closing WDV	<u>8,937</u>	<u>-</u>
<u>Office Furniture and Equipment</u>		
Opening WDV	-	-
Additions	-	-
Disposals	-	-
Depreciation	-	-
Closing WDV	<u>-</u>	<u>-</u>
	<u>8,937</u>	<u>-</u>
<b>7. PAYABLES</b>		
Creditors & accruals	33,228	18,196
Provision for income tax	-	-
	<u>33,228</u>	<u>18,196</u>
<b>8. OTHER</b>		
IESANZ Education Ltd - payable	4,357	(21,979)
Income in advance	86,828	60,982
	<u>91,185</u>	<u>39,003</u>
<b>9. REMUNERATION OF KEY MANAGEMENT PERSONNEL (DIRECTORS)</b>		

The names of the Directors who have held office during the financial year were:

Trent Dutton  
 Neil Catterall  
 Greg Williams  
 Vessi Ivanova Bozdouqanova  
 James Leschier  
 Scott Forbes  
 Doug Brimblecombe  
 Adam Carey  
 Andrew Ferreira  
 David Barrett  
 Graeme Foweraker

Other than insurance paid by the Company, which incorporates Directors' and Officer's insurance, the Directors did not receive, or become entitled to receive, any honorarium or fees during the year.

NOTES TO THE FINANCIAL STATEMENTS  
 FOR THE YEAR ENDED 30 JUNE 2018

	2018	2017
	\$	\$
<b>10. AUDITOR'S REMUNERATION</b>		
Remuneration of the auditor for:		
Audit of the company's financial report	4,700	4,700
Other services	2,700	2,700
	<u>7,400</u>	<u>7,400</u>
<b>11. RECONCILIATION OF CASH FLOW FROM OPERATIONS WITH PROFIT/(LOSS) FROM ORDINARY ACTIVITIES AFTER INCOME TAX</b>		
Profit/(loss) from ordinary activities after income tax	(24,342)	3,435
Non-cash flows in loss from ordinary activities		
Amortisation and depreciation	2,979	-
Changes in operating assets and liabilities		
(Increase)/Decrease in receivables	36,906	(8,062)
(Increase)/Decrease in prepayments	-	-
Increase/(Decrease) in payables	15,032	(40,337)
Increase/(Decrease) in current tax liability	-	-
Increase/(Decrease) in other liabilities	52,182	(34,368)
	<u>82,756</u>	<u>(79,331)</u>
<b>Net cash provided by/(used in) operating activities</b>		

**12. SEGMENTAL REPORTING**

The Company operates as a professional association within Australia and New Zealand.

**14. CONTINGENT LIABILITIES AND CONTINGENT ASSETS**

As at balance date the company has no known contingent liabilities or contingent assets.

**15. RELATED PARTY TRANSACTIONS**

IESANZ Education Ltd is a subsidiary business of IESANZ Ltd. It is wholly owned by the Society. The management structure is held within the Board – that is, Board Directors of the current Board are also Board Directors for IESANZ Education Ltd.

IESANZ Education Ltd was established to enable the Society to run its Education Programs as a Charity, which provides both financial and management benefits. IESANZ Education Ltd holds a copyright license which allows us to use referenced materials in our course notes.

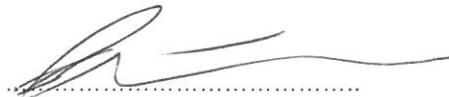
IESANZ Education Ltd will return funds to IESANZ Ltd until such time as establishment costs are recovered, at which point the organisation will begin to turn a profit and provide income streams for the development of future lighting education programs and support for a wide range of students.

**DIRECTOR'S DECLARATION**

The directors of the company declare that:

1. the financial statements and notes, as set out on pages 4 to 15, are in accordance with the Corporations Act 2001 and:
  - (a) comply with Accounting Standards and the Corporations Regulations 2001; and
  - (b) give a true and fair view of the financial position as at 30 June 2018 and of the performance for the period ended on that date of the company;
2. in the director's opinion, there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.



Trent Dutton - President



Neil Catterall - Treasurer

Dated: 21 day of November 2018



## B. IESANZ Education Ltd – Profit & Loss Report 2018

# Profit & Loss

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## IESANZ Education Ltd 1 July 2017 to 30 June 2018

30 Jun 18

### Income

Registration Income	129,233
<b>Total Income</b>	<b>129,233</b>

### Less Cost of Sales

Catering and Venue Hire	21,004
Course Management Expense	49,537
Education Expense	(1,182)
Lecturer's Fees	28,425
Other Costs	2,471
<b>Total Cost of Sales</b>	<b>100,254</b>

### Gross Profit

**28,979**

### Less Operating Expenses

Lodgement Fee	151
Office Expenses	28
Printing & Stationery	2,020
Subscriptions	110
Travel and Accommodation	335
<b>Total Operating Expenses</b>	<b>2,644</b>

### Net Profit

**26,335**



## C. IESANZ Strategic Plan 2018-2020



# Strategic Plan 2018-2020

## Goals & Timelines

Revised 25<sup>th</sup> July 2018

## KEY ORGANISATIONAL GOALS

The following four organisational objectives provide an overarching guide for the creation of measurable goals in each strategic portfolio.

- Increase Membership Numbers
- Increase Member Experience of Value
- Increase Revenues/Member Surplus
- Increase Industry Influence

### Income Objectives

Financial Year	Income Target	Surplus Target	Status
2017-2018	\$600K	5% Surplus	
2018-2019	\$650K	5% Surplus	
2019-2020	\$1.1m	5% Surplus	
2020-2021	\$1.3m	7% Surplus	
2021-2022	\$1.5m	10% Surplus	

**Notes:**

- Income Objectives above are assuming a \$500K annual income from a Conference, as launched in FY 2020
- For the purposes of this plan, 2018 has been identified as a benchmarking year for several the Strategic Portfolios, to enable the Director responsible and their Committee to establish a method for measuring the outcomes agreed to
- Each Board Director will be required to develop a tactical plan and budget to ensure these goals can be met
- Each one of those budgets will then be plugged into the IESANZ Ltd Budget to the year ahead.

## IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018

FOCUS AREA 1: EDUCATION							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
1	<ul style="list-style-type: none"> <li>• Increase Member Experience of Value</li> <li>• <b>Increase Revenue</b></li> <li>• Increase Member Numbers</li> <li>• Industry Influence</li> <li>• Industry Influence</li> </ul>	<ul style="list-style-type: none"> <li>• Market to members and non-members</li> <li>• Resourcing</li> <li>• Consistency</li> <li>• New Product</li> <li>• Market Intro to Lighting to non-members</li> <li>• Market CLDA to members as Career Enhancement</li> </ul>			CLDA in every Chapter	CLDA in every Chapter	CLDA in every Chapter
			Intro to Lighting - 4 Courses	Intro to Lighting - 4 Courses	Intro to Lighting - 5 courses	Intro to Lighting - 5 courses	Intro to Lighting - 5 courses
			Intro to Lighting Min 6 per course	Intro to Lighting Min 6 per course	Intro to Lighting Min 6 per course	Intro to Lighting Min 6 per course	Intro to Lighting Min 6 per course
			Min 17/year per CLDA	Min 17/year per CLDA course			
			CLDA course 10% Surplus	CLDA course 10% Surplus	CLDA course 15% Surplus	CLDA course 15% Surplus	CLDA course 15% Surplus
			Benchmark Established	75% participants Intro to Lighting renew Assoc. M'ship	80% participants Intro to Lighting renew Assoc. M'ship	80% participants Intro to Lighting renew Assoc. M'ship	85% participants Intro to Lighting renew Assoc. M'ship
				All course content reviewed	Develop Intro to Lighting Webinar Course	Sell Intro to Lighting Webinar Course	Sell Intro to Lighting Webinar Course
			Benchmark Established	50% participants upgrade to Technical			
<p>Assumptions:</p> <p>It is essential that course content hits the mark for industry, and is always up to date. Members know the education courses exist, so marketing to non-members will have a greater impact on revenue. Cross promotions available with industry partners will keep marketing costs low. It could take time and layers of communication to have non-members act for the Intro to Lighting Course. The main reason someone would do the CLDA is to upgrade his or her existing membership. Membership numbers could be increased only if the student sees a benefit to himself or herself. Budget and policies needed to reduce and management costs.</p>							
<p><b>Responsibility: Education Ltd Board (in conjunction with CMC &amp; Education Content Review Committee)</b></p>							

## IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018

FOCUS AREA 1: EDUCATION – TECHNICAL MEETINGS							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
2	<ul style="list-style-type: none"> <li>Increase Member Experience of Value</li> <li>Increase Member Numbers</li> </ul>	<ul style="list-style-type: none"> <li>Make it a great experience</li> <li>Professional</li> <li>Sponsorship</li> <li>Marketing</li> <li>Resourcing</li> <li>Consistency</li> <li>Social events</li> <li>Market to non-members</li> </ul>	Benchmark Established	Survey response TBC	Survey response TBC	Survey response TBC	Survey response TBC
			Benchmark Established	\$X Sponsorship TBC	\$X Sponsorship TBC	\$X Sponsorship TBC	\$X Sponsorship TBC
			Benchmark Established	Min attendance 30% Chapter M'ship	Min attendance 40% Chapter M'ship	Min attendance 40% Chapter M'ship	Min attendance 40% Chapter M'ship
			Benchmark Established	10% members upgrade to RLP			
<p>Assumptions:                      Technical meetings may need to run to a formula to create consistency in delivery, and this will be a challenge, given they are run by a small number of volunteers and each state has a different set of circumstances. Headline speakers are always key. Funding is limited to cover costs of each meeting. Headline speakers are key to success. The CPD management system needs improvement. Opportunities to provide greater Sponsorship management support to Chapters, and marketing meetings to non-members. The best Technical Meeting membership attendance currently is around 25-30% and depends on the quality of the meeting.</p>							
<p><b>Responsibility: Education Ltd Board (in conjunction with CMC)</b></p>							

FOCUS AREA 1: EDUCATION – TRUST EDUCATION							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
3	<ul style="list-style-type: none"> <li>Increase Revenue</li> </ul>	<ul style="list-style-type: none"> <li>Market to industry</li> </ul>		On Hold	Legal Trust & M'ment Structure in Place	\$50K Fundraising	\$100K Fundraising
<p>Assumptions:                      Assuming Board of Directors is high performing and proactive. Use existing industry relationships to promote, get feedback, and follow through. Will require investment in time and face-to-face conversations with key decision makers. Fundraising – commercial sponsorship, donations, bequeaths, Life Memberships.</p>							
<p><b>Responsibility: Education Ltd Board</b></p>							

## IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018

FOCUS AREA 2: MEMBERSHIP – CODE OF CONDUCT							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
6	<ul style="list-style-type: none"> <li>Increase Member Experience of Value</li> </ul>	<ul style="list-style-type: none"> <li>Procedure Manual formatted &amp; communicated effectively</li> </ul>	Complaints # Benchmark Established	0 Complaints	0 Complaints	0 Complaints	0 Complaints
Assumptions: Procedure Manual needs to be packaged and formatted for easy access and consumption. Key messages reinforced in marketing and communication.							
<b>Responsibility: Membership Director</b>							

FOCUS AREA 2: MEMBERSHIP GRADES							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
7	<ul style="list-style-type: none"> <li>Increase Member Experience of Value</li> <li>Increase Member Numbers</li> </ul>	<ul style="list-style-type: none"> <li>Marketing</li> <li>Clarify benefits of each category (not features)</li> </ul>	Benchmark Established	X% Upgraded Members TBC			
Assumptions: Benefits of each grade of membership to be articulate and communicated to the market – members & non-members. Benefits of higher grades to receive focus. Higher grades add weight to Advocacy and purchase decision making for trade customers. Eg. RLP can sign off on funded programs.							
<b>Responsibility: Membership Director</b>							

**IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018**

<b>FOCUS AREA 2: MEMBERSHIP - MENTORING</b>							
<b>Outcomes</b>		<b>Key Strategic Activities</b>	<b>June 2018</b>	<b>June 2019</b>	<b>June 2020</b>	<b>June 2021</b>	<b>June 2022</b>
8	<ul style="list-style-type: none"> <li>• Increase Member Numbers (retention)</li> <li>• Increase Member Experience of Value</li> </ul>	<ul style="list-style-type: none"> <li>• Design</li> <li>• Training</li> <li>• Marketing</li> </ul>	On Hold	Research & Design Mentor Program	Pre-launch Marketing	Launch Mentor Program Stage 1	10 Mentors Trained
							30 Mentees participating Mentee
							99% Mentee Satisfaction
Assumptions: Financial & resource rich investment required to make this work. Strategic design of program. Mentor training & management.							
<b>Responsibility: Membership Director</b>							

## IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018

FOCUS AREA 3: ADVOCACY							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
8	<ul style="list-style-type: none"> <li>Increase Industry Influence</li> <li>Increase Member Experience of Value</li> </ul>	Communication, Relationship building & delivery <ul style="list-style-type: none"> <li>Market to members</li> <li>Talent Pool Management</li> <li>Paper Management</li> </ul>		New Agreements with <ol style="list-style-type: none"> <li>AILIA – Landscape Architects</li> <li>AIA – Architects</li> <li>IPWEA</li> </ol>	2 New Agreements with Strategic Partners (To be defined)	3 New Agreements with Strategic Partner (To be defined)	3 New Agreements with Strategic Partner (To be defined)
				Create Strategic Partnership Plan	Education Course with IPWEA		
			5 External Promotional Campaigns (incl. Tech Papers shared)	5 External Promotional Campaigns (incl. Tech Papers shared)	15 External Promotional Campaigns (incl. Tech Papers shared)	20 External Promotional Campaigns (incl. Tech Papers shared)	20 External Promotional Campaigns (incl. Tech Papers shared)
			Engagement with Government (to be defined)	Maintain relationship with Federal Government – Board Seat on Part J6 NCC	Engagement with Government (to be defined)	Engagement with Government (to be defined)	Engagement with Government (to be defined)
Assumptions: Industry relationships aid marketing activities and membership increases, in addition to industry influence. Member participation in partner activities aids their career and business.							
<b>Responsibility: Advocacy Director</b>							

FOCUS AREA 4: LIGHTING AWARDS							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
9	<ul style="list-style-type: none"> <li>Increase Member Numbers</li> <li>Increase Member Experience of Value</li> </ul>	<ul style="list-style-type: none"> <li>Marketing to membership &amp; non-members</li> <li>Resourcing</li> <li>Consistency</li> </ul>		Total Entries Benchmark Established	95 Total Entries	100 Total Entries	110 Total Entries
				Non-member Entries Benchmark Established	Non-member Entries TBC	Non-member Entries TBC	Non-member Entries TBC

## IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018

	<ul style="list-style-type: none"> <li>Diversify Awards</li> </ul>	Entry & Winner External Promotions Published Benchmark Established	2 Entry & Winner External Promotions Published	3 Entry & Winner External Promotions Published	4 Entry & Winner External Promotions Published
		Entry & Winner Internal Promotions Published Benchmark Established	2 Entry & Winner Internal Promotions Published	3 Entry & Winner Internal Promotions Published	4 Entry & Winner Internal Promotions Published
		Review Online Awards Entry System			
<p>Assumptions: Current program working well. Chapters manage and deliver. Greater consistency across chapters will boost results. Marketing to non-members will increase metrics. Members look to Awards &amp; Technical Meetings for value. This is a Signature Project and acknowledged by industry.</p>					
<p><b>Responsibility: Awards Director (in conjunction with Awards Committee)</b></p>					

FOCUS AREA 5: STANDARDS							
	Outcomes	Key Strategic Activities	June 2018	June 2019	June 2020	June 2021	June 2022
10	<ul style="list-style-type: none"> <li>Increase Industry Influence</li> <li>Increase Member Experience of Value</li> </ul>	<ul style="list-style-type: none"> <li>Marketing</li> <li>Resourcing</li> <li>Consistency</li> <li>Talent Pool Management</li> <li>Paper Management</li> </ul>	3 Technical Papers Distributed	5 Technical Papers Distributed	7 Technical Papers Distributed	8 Technical Papers Distributed	10 Technical Papers Distributed
<p>Assumptions: Working with Standards Australia. Technical Papers are readily available.</p>							
<p><b>Responsibility: Advocacy Director(s)</b></p>							

## IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018

<b>FOCUS AREA 6: COMMUNICATION</b>							
	<b>Outcomes</b>	<b>Key Strategic Activities</b>	<b>June 2018</b>	<b>June 2019</b>	<b>June 2020</b>	<b>June 2021</b>	<b>June 2022</b>
11	<ul style="list-style-type: none"> <li>• <b>Increase Revenue</b></li> <li>• Increase Member Numbers</li> <li>• Increase Member Experience of Value</li> <li>• Increase Industry Influence</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing &amp; Comms Plan</li> <li>• Functional website access</li> <li>• Procedures aligned</li> </ul>	Marketing & Communications Plan Developed & Benchmark Established	Measure of Success to be Established			
			Establish Sponsorship Revenue Benchmark	Measure of Success to be Established			
			Review Central Database & Information System needs				
Assumptions: Currently automated membership application and renewal process.							
<b>Responsibility: Communications Director + CEO + Secretariat</b>							

<b>FOCUS AREA 6: COMMUNICATIONS – MEMBER VALUE</b>							
	<b>Outcomes</b>	<b>Key Strategic Activities</b>	<b>June 2018</b>	<b>June 2019</b>	<b>June 2020</b>	<b>June 2021</b>	<b>June 2022</b>
5	<ul style="list-style-type: none"> <li>• Increase Member Numbers (retention)</li> <li>• Increase Member Experience of Value</li> </ul>	<ul style="list-style-type: none"> <li>• Communication &amp; Marketing</li> </ul>	Total 750 Members	Total 800 Members	Total 900 Members	Total 1000 Members	Total 1100 Members
			Benchmark Established	90% Retained Members	95% Retained Members	95% Retained Members	95% Retained Members
			Benchmark Established	20% Upgraded Members each grade			
Assumptions: Member Value is a new focus area.							
<b>Responsibility: Communications Director</b>							

**IESANZ Strategic Plan 2018-2022 – Goals & Timelines – Revised 25<sup>th</sup> July 2018**

<b>FOCUS AREA 7: EVENTS - CONFERENCE</b>							
	<b>Outcomes</b>	<b>Key Strategic Activities</b>	<b>June 2018</b>	<b>June 2019</b>	<b>June 2020</b>	<b>June 2021</b>	<b>June 2022</b>
4	<ul style="list-style-type: none"> <li>• <b>Increase Revenue</b></li> <li>• Increase Member Numbers</li> <li>• Increase Member Experience of Value</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing</li> <li>• Marketing to non-members</li> <li>• Conversion</li> <li>• Make it a great experience</li> <li>• Resourcing</li> <li>• Consistency</li> <li>• Content</li> </ul>			\$325,000 Revenue	\$450,000 Revenue	\$550,000 Revenue
					10% Surplus	10% Surplus	10% Surplus
					20 New M'ships at Conference	30 New M'ships at Conference	40 New M'ships at Conference
					Conference Survey Results TBD	Conference Survey Results TBD	Conference Survey Results TBD
<p>Assumptions:                      Owning the event will quickly inject new revenue, providing budget is well managed, and marketing is effective. 10% profit margin. Cross promotions with industry partners. It may take some time to convert to new memberships, and it may take time for word of mouth to get around that it is now a must attend event. Content must be relevant to today.</p>							
<p><b>Responsibility: Conference Director (in conjunction with Local CMC &amp; Conference Committee)</b></p>							