



ROOFING ASSOCIATION  
OF NEW ZEALAND

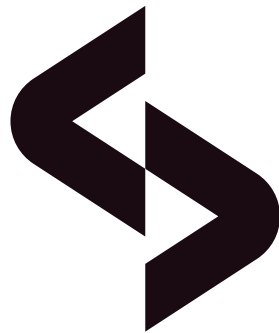
# ANNUAL REPORT 2022

28<sup>th</sup> RANZ Conference, Te Pae Christchurch  
**9 & 10 June**

Annual General Meeting  
**8 June**

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# ROOFING ASSOCIATION OF NEW ZEALAND INC

## 2022 ANNUAL REPORT



### MEMBERS

On behalf of the Executive and RANZ management, it is my pleasure to present the 2022 Annual Report for the association, and to note the challenging year that it has been. This report will be tabled for adoption at the AGM, being held in person again at the Novotel Cathedral Square prior to the Annual Conference right beside. It provides comprehensive details of the association's activity in the last year; the representative reports contained herein will be taken as read.

Taking time to read and study the annual report, which I encourage you to do, will enable you to be informed about key work that has been undertaken by your Executive over the past 12 months. You will also gain an overview of activities and collaborative work that RANZ has been involved with on behalf of the industry. Although we all face challenges, we can celebrate our good responses to date and be reassured of our capacity to continue to respond well into the future.



**Jenny Maxwell, President**

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## OFFICERS AND EXECUTIVE COMMITTEE

### ELECTED REPRESENTATIVES



**JENNY MAXWELL**  
President  
Served since 2016 – appointed 2017  
**Current representation**  
Health & Safety Committee  
Industry Training Committee  
Contractual Committee  
Management Board



**MARK BISHOP**  
Served since 2011-present  
Executive Committee  
RANZ President 2016-2019  
**Current representation:**  
Health & Safety Committee  
Technical Committee  
Management Board



**PAUL STANLEY-BODEN**  
Vice President  
Served since 2016  
**Current representation**  
Industry Training Committee  
Technical Committee  
Management Board



**ANDY STEVENS**  
Executive  
Served 2009-2013, 2020 – 2022  
**Current representation**  
Contractual Committee  
Marketing Committee



**MICHAEL SENTCH**  
Executive  
Served since 2015  
**Current representation**  
Contractual Committee  
Management Board



**EDDIE TELL**  
Executive  
Served since 2020  
**Current representation**  
Industry Training Committee  
Marketing Committee  
Technical Committee



**DARRAN LEES**  
Executive  
Served 2020 – 2022  
**Current representation**  
Technical Committee  
Marketing Committee  
Health & Safety Committee



**MASON FISHER**  
Executive  
Served since 2020  
**Current representation**  
Health & Safety Committee  
Industry Training Committee

## MANAGEMENT – STAFF



**COLLEEN WATERS**  
Office Administrator  
Joined RANZ 2005



**GRAHAM MOOR**  
Chief Executive Officer  
Served RANZ since 2002



**STEPHANIE FILL**  
Marketing Manager  
& Rooflink® Editor  
Joined RANZ 2019

## CO-OPTED REPRESENTATIVE

### RANZ INDUSTRY TRAINING COMMITTEE



**ALISTAIR FLEMING**  
Chairman RANZ Industry Training Committee  
Served 2008 – 2017  
Chairman 2015 – 2016  
Chairman (co-opted) 2016 – 2021

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## RANZ LIFE MEMBERS



**DES COWPERTHWAIT**  
Awarded 2008



**ROGER MARTIN**  
Awarded 2009



**MIKE SENTCH**  
Awarded 2011



**PAUL WAYMAN**  
Awarded 2011



**KEITH IVEY**  
Awarded 2016



**FRANK THOMAS**  
Awarded 2019







## ROOFING ASSOCIATION OF NEW ZEALAND INC

### 28<sup>TH</sup> ANNUAL GENERAL MEETING 8<sup>TH</sup> JUNE 2022

4.00pm, Novotel Cathedral Square Christchurch

# Agenda

1. **President's welcome and introduction followed by the CEO presenting the Annual Report and AGM business.**
2. **Apologies.**
3. **Matters arising and confirmation of the Minutes**  
of the 27th Annual General Meeting held on 16th June 2021 .....approve & adopt
4. **2022 Financial Report**
  - a) Financial Statements for the year ended 31st March 2022 .....approve & adopt
  - i) Re-appointment of Auditors William Buck for the year ending 31st March 2023 .....approve & adopt
  - 2) Report to the budget
  - 3) Operating Budget for the year ending 31st March 2023 .....approve & adopt
5. **Adoption of 2022 Reports – President, CEO, Committee Chairmen and Associate Representatives**
  - a) Reports taken as read
  - b) Any matters arising from the Annual Report
  - c) Approve & adopt
6. **Announcement of the Election of RANZ Officers and Executive Committee for the 2022/23 term**
  - a) Officers – President and Vice President..... Election results announced (if required)
  - b) Executive Committee – Primary representative..... Election results announced (if required)
  - c) Executive Committee – Associate representatives..... Election results announced (if required)
7. **General business**
  - a) Any items of General Business
8. **Closure of the Annual General Meeting.**





## ROOFING ASSOCIATION OF NEW ZEALAND INC

### 27<sup>TH</sup> ANNUAL GENERAL MEETING 16<sup>TH</sup> JUNE 2021

# Minutes

#### 1. President's welcome and introduction

– acknowledgement of virtual channel AGM in 2020 and return to in-person in 2021. CEO presenting the Annual Report and AGM business.

#### 2. Apologies

– from Roger Martin, Frank Thomas, Deborah Harkin.

#### 3. Matters arising and confirmation of the Minutes

of the 26th Annual General Meeting (Virtual) held on 21st August 2020 .....approve & adopt

No matters raised. Proposed Tom Marshall. Seconded Tony Barbarich. Carried.

#### 4. 2021 Financial Report

a) Financial Statements for the year ended 31st March 2021 .....approve & adopt

Presented and circulated in draft form in Annual Report. To be published online once audit complete.

Proposed Paul Stanley-Boden. Seconded Richard Vetter. Carried.

b) Financial – Year ending 31st March 2021

##### 1) Resolutions

i) Set membership subscription fees for the year ending 31st March 2023.....approve & adopt

Primary Tier 1 \$600 to \$630

Primary Tier 2 \$800 to \$840

Primary Tier 3 \$1000 to \$1050

Associate Tier 1 \$600 to \$630

Associate Tier 2 \$1000 to \$1050

Subsidiary Branches \$150 to \$157.50

All plus GST.

This is a 5% increase and if adopted the first increase since 2007.

No discussion raised. Proposed Richard Vetter. Seconded Michael Sentch. Carried.

ii) Re-appointment of Auditors William Buck for the year ending 31st March 2022.....approve & adopt

Proposed Jenny Maxwell. Seconded Tom Marshall. Carried.

##### 2) Report to the budget.

Movement noted since publishing Annual Report, increase in sponsorship, went from \$173k to over \$200k – sponsor support greatly appreciated.

3) Operating Budget for the year ending 31st March 2022 .....approve & adopt

Proposed Richard Vetter. Seconded Paul Stanley-Boden. Carried.



## **5. Adoption of 2021 Reports – President, CEO, Committee Chairmen and Associate Representatives**

- a) Reports taken as read
- b) Any matters arising from the Annual Report

Request from Kyle Schumann, Remarkable Roofing, for more detailed update than in Annual Report on Construction Accord. CEO advises much in development currently and either little to, or not able to share - Graham Burke speaking at conference and available to discuss can update directly – on Accord, and Construction Industry Council, with Specialist Trades VP position strongly advocating for interests of trades.

- c) Approve & adopt

Proposed Mason Fisher. Seconded Darran Lees. Carried.

## **6. Announcement of the Election of RANZ Officers and Executive Committee for the 2021/22 term**

- a) Officers – President and Vice President

No election required – Jenny Maxwell President uncontested, Paul Stanley-Boden Vice President uncontested. Officers presented, room applauds to congratulate.

- b) Executive Committee – Primary representative

Election results announced:  
Mark Bishop, Michael Sentch, Andy Stevens, Eddie Tell.

- c) Executive Committee – Associate representatives

Election results announced:  
Mason Fisher, Darran Lees.

Election for committee was required, results were close. Existing Executive re-elected, with Alex Newfield having stepped down due to business priorities – has driven H&S initiatives including Safety Accord (from Canterbury Accord post-earthquake) drafting; and Mark Bishop elected rather than co-opted as last term.

## **7. Rule Changes for Adoption or otherwise**

Add to Rule 6.3 Disciplinary Penalties - g. Probation.

Explanatory Note: The RANZ Executive want the option of placing a member on probation. This enables the member being censured to be monitored and assisted to progress in the direction required by the RANZ Executive.

Full rule wording requested – all penalties read out a – f, with new option g. Probation contextualised.

Proposed Darran Lees. Seconded Jenny Maxwell. Carried.

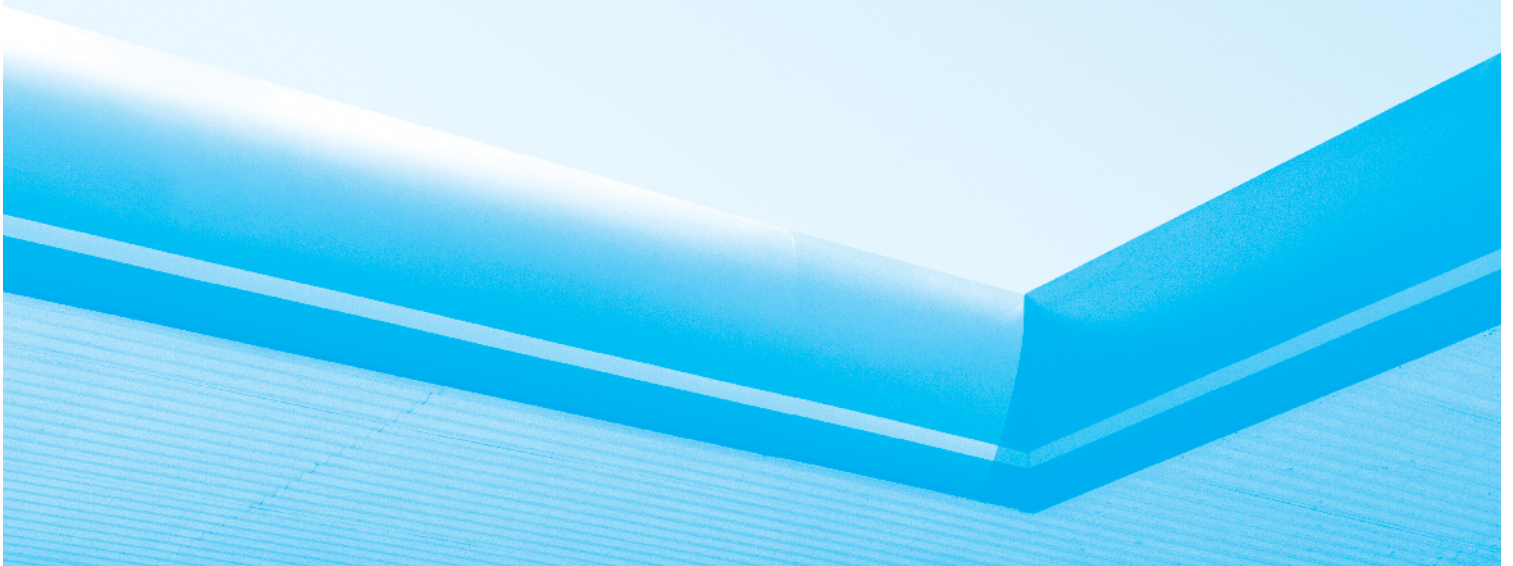
## **8. General business**

- a) Any items of General Business
- None.

## **9. Closure of the Annual General Meeting**



# ANNUAL REPORT 2022





## PRESIDENT'S REPORT

JENNY MAXWELL

The past year seems to have passed very fast. Every day brings its challenges, but with that it provides new opportunities to grow and learn from.

I appreciate the opportunity given to me, to continue to serve as the President of RANZ. I extend my thanks to the great team that makes up the Executive. Their business skills and enthusiasm provide a strong and solid platform to serve our members. It is a privilege work with them to provide value to you and your businesses.

There is great danger in taking things as they come, careful and considered planning is imperative for all organisations. The past year has provided us with the opportunity to spend time reviewing our strategic plan. We have used the services of KPMG to help us to create and implement a new strategic plan. The plan that was in place needed to be revised and altered to reflect the changing construction marketplace, as it is at a very different point than what it was two years ago. The plans and vision for the future had become unrealistic.

Our new plan focusses on education, training, business development tools and membership growth. For us to be able to be relevant to you and the marketplace we believe that these are key areas to work on.

As you have all experienced, the construction market has changed considerably. At our conference last year there was much commentary about the looming supply chain problems, and labour shortages. We have seen these predictions come to fruition, and present daily challenges that we were not all equipped to manage. I believe that the Executive and Management teams of RANZ have been able to provide you with some of the tools to help you and your business to find a way through the changing landscape of the construction industry. Thanks to Graham and Stephanie for the communication emails that have provided guidance and support, helping our members to navigate the ever-changing Covid 19 regulations and market pressures.

The Government continues to work through the RoVE (Reform of Vocational Education) process of reshaping the industry training providers and polytechs. We continue to work alongside Skills, however it is still to be confirmed who will ultimately provide our industry training once the RoVE process is complete. Thanks to Mark Bishop and Paul Stanley-Boden for stepping into the classroom and are now facilitating the block courses for Profiled Metal Roofing and Wall Cladding and Membrane Roofing respectively. Their technical knowledge and industry experience is second-to-none. Our trainees will learn a lot from them.

I would also like to take this opportunity to thank Michael Sentch (Bucko) for the work that he has been doing with the Construction Sector Accord. It is important that we have a seat at these tables to

ensure that our industry is represented. His commercial expertise is a great asset to us.

The RANZ office continues to be a hub activity. Colleen, Stephanie and Graham are always available to our member to provide answers to questions, support for difficult situations and encouragement of new members. While the challenges of the past year have required a different way of doing things on a day-to-day basis, the service provided to members and the public has remained seamless. Thanks.

At the risk of repeating myself from last year, I think that there are some very good reasons why you would want to be a RANZ member. These are best described by Stephanie and Coleen who brought in to being the following four reasons.

- Customer Assurance – RANZ is not a pay-and-you're-in association – approved members pass stringent criteria across workmanship, health & safety, business credentials and more; and this provides a layer of assurance to their customers, and future customers (via RANZ website or phone referral service also).
- Curated updates and resources – RANZ ensures members are across the relevant information and education via numerous channels, including regular member email updates, quarterly members' industry magazine 'RoofLink', website resource library access, annual conference for members and more.
- Advocacy – RANZ is constantly lobbying for favourable developments for members and the roofing industry as a whole; via Government submissions, media, network opportunities and has representatives on relevant industry bodies, such as the Construction Accord and the LBP board.
- Dispute Resolution – where things go awry, RANZ helps keep members out of court, via its dispute resolution service (which also provides an additional layer of assurance for members' customers).

I am privileged to be part of such a forward thinking and progressive association both as a business owner and a member of the Executive. It is with pride that I encourage you to inspire other roofing businesses who are not yet part of the association to join. You know what it means to you and your business. You have four very good reason to pass on to others.

We trust that you are unashamedly proud to be a member of the Roofing Association of New Zealand.

I look forward to meeting with you all again in Christchurch for our annual Conference in June 2022.



## CEO'S REPORT

GRAHAM MOOR

RANZ has navigated another year of Covid 19 related disturbance. We have found it challenging, disruptive, invigorating, frustrating and normal! Just like our members, we have had to keep motivated and keep moving and get it done.

While the Executive has been stymied as far as physical meetings are concerned, it does not mean that we haven't made progress in many areas. Further, the Executive have taken the positive step to look inwardly at RANZ and what it does and question our strategic direction.

Some context to consider: RANZ has experienced a period of solid growth. However, we are facing a challenging time ahead as we continue to tackle the fallout from Covid 19. Industry performance will continue to be constrained as we see a decline in housing construction and price increases coupled with staffing and material shortages.

We engaged KPMG to facilitate a series of meetings to assess RANZ's strategic direction. The last two years have seen a survival approach in part from RANZ. The Executive want to move forward and lift our value to industry, it's businesses and our people.

At conference we will reveal at a high level our new Strategic Plan for the next five years. We have a new vision and have goals that cover people, businesses, consumers, members, member services, influencing and relationships.

### MEMBERSHIP

We have achieved membership growth and have a 98% membership retention rate which is exemplary. By continuing to gather and disseminate industry information and ever-changing government policy, we have managed to assist our members in numerous ways.

Membership growth is a very good achievement in these times. We also have a steady stream of enquiries for membership. We continue to hold a high bar for membership. Simply paying the sub is not enough to get in.

### INDUSTRY TRAINING

The Review of Vocational Education (RoVE) continues to be an absorber of time and effort as we position RANZ in amongst all that this change entails. RoVE is the merger of the polytechs into one entity and administration to manage all of this. We are part of a Workplace Development Council (WDC) which has coverage for Construction and Infrastructure. I have had interactions with the CE of our WDC and management who are required to establish and maintain contact with the industries under their watch. This will take some ability when that person has over 40 industries to consider and manage. Our current ITO, Skills, has become a transitional ITO (TITO) which will relinquish most of their obligations as of October 2022. A full transition to Te Pūkenga (the new merged vocational entity) is by some estimates likely to take upwards of five years to be stood up. We have been given assurances that we will see minimal to no disruption over this transition. Beer ad. anyone?

Our training numbers are still north of a thousand people striving to qualify. Later this year we will see the first graduates under the new National Certificate. Yes, free fees has driven this to an extent. RANZ will continue to lobby to have this continue. Especially given the impact of our borders opening up and the challenges that go with trying to maintain or even grow our people resources.

### CONTRACTUAL

Michael Sentch (Bucko) continues to represent us with NZ Specialist Trades Contractors Federation (NZSTCF). The key achievement this year is the development of an accreditation tool which will be rolled out over the coming months. Several of our members have participated in data population work as this tool evolves. It is called BizRate and has been on the radar of the RANZ Executive for some time. Bucko's business acumen is very valuable as he negotiates the various work streams NZSTCF has for him. Bucko and I also participate in the Construction Sector Accord meetings as our industry direction and issues are on the table.

Contractually and by law as an LBP a Record of Work (RoW) must be provided as required. RoWs cannot be withheld if you haven't been paid. Fines from the LBP Board are usually \$1500. If you are wanting a lever to pull to get paid - use the Construction Contracts Act.

### HEALTH AND SAFETY

RANZ and CHASNZ continue to work together as we look to improve health and safety outcomes. Great bit of work from Ben Clisby from Protech who has worked closely with CHASNZ, that we now have a video clip which illustrates ways to reduce damage we do to ourselves with our hand tools and materials. Mark Bishop has trialled it with some of his trainee groups with great feedback.

At a high level we continue to work with WorkSafe and MBIE as they look to introduce more prescriptive information around the use of plant and structures. RANZ has been part of two very involved workshops around this.

### TECHNICAL

RANZ members continue to seek the right answers when trying to do the right thing. That brings challenges as we have a building inspectorate which somehow continues to interpret building legislation in numerous ways that frequently defies belief. One member had to provide the position of the smoke alarms when submitting a plan for a reroof. Upon checking the inspector requesting this left and their manager said it was not required. Nor was a plan required!

RANZ has along with NZMRM digitised our three How to Guides. Thanks to Chris Back, Alan Wilson and Alex Taylor for your efforts here. The RANZ Roofing Guide is coming online in the near future. Building the behind-the-scenes IT to service this with all the disruptions has taken

much longer than we thought. You will pay a subscription which will enable the guide to be on several devices or more according to the subscription paid.

### **YOUR EXECUTIVE**

Jenny Maxwell (President), Paul Stanley Boden (Vice President), Mark Bishop, Michael Sentch, Andy Stevens, Eddie Tell, Darran Lees and Mason Fisher have served this current year. Thank you for unselfishly doing what you do for industry. They make themselves available while still working with all the circumstances that swirl around us. I have been part of the RANZ Executive for 20 years and each year I have seen without fail the common trait is that these people want nothing more than to improve the lot of those in our industry. Simple to say-but it's a lot of work to make that happen. Thanks again for doing what you do. It's been tough out there.

### **CONFERENCE**

Our conference at Te Papa was our second largest by numbers. Over 350 attendees! We bookended conference really well with two of the best speakers we have had. Lance Burdett had the room in his hand. It was something to behold, the silence as you all participated in various exercises used to get you in a mindful and relaxed state. He also got the message out about mental health, and in particular, your own mental health. Sir Ian Taylor was superb. His innovative approach and leadership about a great NZ story was brilliant. Jehan Casinader facilitated conference well and along with members using the technology really lifted engagement at conference. Thanks to the very full Roofing Expo space that our Business Partners filled. It was very evident that members wanted to reconnect after not having a physical conference in 2020.

We return to Christchurch in 2022 for the first time since 2006 and the earthquakes. We are at the great new facility at Te Pae. The light settings caused hesitation initially but under orange we are good to go.

### **MARKETING**

We are getting better all the time in our marketing efforts. Rooflink® celebrated 100 editions recently which is a great achievement. We have also seen growth in advertising in Rooflink®. John Williams from Create Content, Stephanie Thatcher our graphic designer and our numerous contributors who are very well marshalled by our Editor and Marketing Manager Stephanie Fill continue to provide industry with a high quality publication – thanks very much.

Our communications to members are well read. The open rate of emails sent is over 50% which is really good. Likewise, our website is seeing plenty of traffic and click throughs.

Marketing will continue to be a big focus for RANZ as we look to execute our Strategic Plan and our business-as-usual activities.

### **INDUSTRY AWARDS**

Matt McDougal was awarded our prestigious biennial Roofing Excellence Award. The late Stuart Thomson who started this award would have been very impressed with Matt and what he has done as a roofer and a mentor for trainees. Jarrod Balvers from CS Roofing Canterbury won our Young Roofer of the Year. The Roofing Company Canterbury won the Residential Roof of the Year. Project Unite won the Commercial Roof of the Year. Topline Roofing won Training Company of the Year, and Adam Godsall of Project Unite Ltd won the Trainee of the Year Award. Again this year these Awards are up. All entrants should be proud of the quality of work members are producing.

### **BUSINESS PARTNERS**

Our Business Partners need to be thanked for the contributions they make as enablers for RANZ. The funding is appreciated and put to good use. Importantly they also help with various resources as well which enhance our ability to provide assistance to members and the public. They are always available and willing to assist. Thank you for being our partners and your continued support.

### **THANKS**

To all of our members we say thanks. This year we achieved something we have not done before. We had no bad debt at all - everyone paid their subscriptions. Your support is really appreciated.

Colleen has been her usual helpful self with all that comes her way. She has been tenacious collecting debt too! Stephanie continues to use her marketing abilities really well and is thriving in her role. Just like any employees and being Aucklanders also, they endured plenty in the last 12 months. Thanks for your adaptability and the efforts you make for RANZ.

I wish members all the best for the coming year.



# RANZ COMMITTEE REPORTS

## TRAINING REPORT

### Industry Training Chair, Alistair Fleming

Residential building consents are at record levels, the impact has been the shortage of several key building materials. International trade has been impacted by Covid 19, delaying imports of other building components. Demand on domestic manufacturers has seen an extension in lead times.

Covid 19 also impacted on roof training, with 127 block courses planned, and 92 being completed. The backlog at the end of March 2022 was 35, which are being carried over into this training year.

The impact of fees free for the building and construction sector coupled with ongoing high levels of activity in the sector has seen a continued increase in the number of apprentices in training. This is reflected in the record number of roofing apprentices currently studying for their New Zealand Certificate in Roofing.

### 1173 NZ Cert. Roofing Apprentices

- 1037 Metal Roofing and Wall Cladding
- 78 Membrane
- 45 Metal Tile
- 6 Concrete Clay or Roof Tile
- 7 Shingle or Slate Roof

The New Zealand Certificate requires apprentices to attend a number of block courses. In 2021, 92 block courses were held across all the roofing streams, and this only covers the first and second year trainees.

### Estimated completion dates:

2022 – 127 Trainees  
2023 – 328 Trainees  
2024 – 569 Trainees

ICE Otaki have committed to starting Roofing Training in 2022. The ICE team are working in with the SMEs and potential Tutors in the background to get the programme started early in the third Quarter of this year.

Thanks to RANZ members who are providing the on-the-job training. Also RANZ members Gerry Mekkeleholt, Paul Stanley-Boden and Mark Bishop for offsite training and assessments. As always with a growing industry, we are looking for more people to participate in training, especially for the off-site components.

The current fees free scheme is in place until the end of the year Dec 2022. This means that fees will be payable from next year. Someone signing up this year will have their fees covered until the end of this year. But will have to pay beyond that date. The government may change this, but to date no announcements have been made.

## HEALTH AND SAFETY REPORT

### Health and Safety Chair, Mason Fisher

The Health and Safety Committee have been kept busy following up on previous projects and getting stuck into some new ones also.

Mental health continues to be an increasingly pressing issue in our sector. A real positive achievement in this space has been the facilitation, commencement, and partnership with Skills Consulting's InStep EAP Services – which deliver the ability for member employees to commence receiving independent advice and professional counselling services when and if required. I would recommend if ever required to use this professional service for your wellbeing or recommend this service for the wellbeing of others in your teams. In addition to the provision of an EAP service, RANZ was approached by Skills Consulting early 2022 to pilot a new wellbeing programme with our roofing trainees called Text Pulse, utilising text channel technology to reach out and check in on wellbeing of our roofing trainees. It's already proven to provide valuable support and extensions to the programme are being considered currently.

There has been some very good work achieved in prior years and now following up ongoing, in relation to the Health and Safety at Work Reform, which is looking to be launched and set in later in the year. This has and will involve collaboration ensuring RANZ has a voice at this table and working with other NZ industry bodies such as SARNZ to ensure this change represents a positive step forward for us collectively, and not a sideways or backward move with no beneficial outcomes. We will keep you updated with developments around that.

There's been some deep diving and good understandings constructed around the musculo-skeletal injuries affecting our industry, that's been driven in partnership with us by CHASNZ. The work is shedding more light on what as roofers we can do to identify and manage the risks associated with our very physical works, and minimise injuries short and long-term going forward. CHASNZ presented on this content at 2021 conference and will include an update at the 2022 conference, along with having contributed RoofLink articles and online content for members.

For Health and Safety to be effective it needs to be universally held and respected in the culture of an organisation and across the sector. To that effect, in our role as industry leaders, the health and safety committee supports that RANZ is also currently looking at how it can show leadership in inclusivity, looking as a first stop at how it engages with Te Tiriti o Waitangi as a foundation.

It's been a real pleasure to be involved with the safety committee to support our roofing industry, community and its professional networks and I wish you all a safe and rewarding year ahead – all my and our very best.



## TECHNICAL REPORT

### Technical Committee Chair, Paul Stanley-Boden

The RANZ Technical Committee is scoping out the requirements for a Membrane How to Guide. This project has been on hold through 2021/22 due to the difficulties and uncertainties presented by the covid-19 pandemic restrictions and economic consequences thereof. The intention is to review this project (in light of the strategic plan priorities) in the coming year and work with our Business Partners has enabled us to move this forward.

The digitizing of the How to Guides is progressing.

Members have not raised any significant technical issues for the committee during the year.

## CONTRACTUAL REPORT

### Contractual Committee

There is a lot to try and stay in front of sector-wide right now. Between huge cost increases in material, material supply issues, the ever-increasing fuel costs, labour cost increases, site programming issues, short/medium/long-term fixed-price contracts that have already been agreed to and signed, liquidated damages clauses and the potential failure of businesses around us all, the environment that we are entering in to is going to be wild to say the least. That is without even taking in to consideration the ongoing and downstream impacts of a pandemic that has realistically nowhere near run its course.

Aside from the 'day-to-day' management aspects/issues we have, various pieces of legislation that have passed and those that are looking likely to be passed, will impact businesses in various ways. If we are not staying aware of these, they too could take a toll on margins and cashflow in the medium term. The NZ Specialist Trade Contractors Federation (NZSTCF, of which RANZ is an Executive member) is one of a few industry bodies currently reviewing NZS 3910 and the standard terms and conditions in same. As a Specialist Trade contract companies collective, we have a voice at that table and undoubtedly will see some benefits trickle through from this.

To reiterate here though, a fundamental, key pointer from the previous years of communications on contractual matters - a contract is not written in stone until it is signed. The process is very much a negotiation until both parties have signed. As long as people keep blindly signing these documents and then crying foul when it is far too late, the process will remain lopsided in favour of those who understand the content, what they stand to benefit from it and the contractual levers that they have the ability to 'pull' when they need or want to. Contracts can seem 'scary' and we all know that staring at a 120-plus page document is definitely not on the top of our favourite 'to do' items, but the importance of understanding, modifying and agreeing cannot be overstated. If you are not confident to be doing it, perhaps an additional 'cost centre' needs to be built in to your estimating model to employ professionals to do it for you – because to blindly sign a contract for millions, or even tens of millions of dollars without an

intimate understanding of the contents or holding the belief that 'it hasn't hurt us so far' is not only ludicrous, it's negligent.

The NZSTCF work has also focussed on developing a new Accreditation Tool for use by industry which is now in a pilot stage with an imminent launch planned. This could potentially be a powerful and beneficial tool for all stakeholders in construction and, if the opportunity arises, it would be great to see RANZ members wholeheartedly supporting it.

## MARKETING REPORT

### Marketing Chair, Andy Stevens

It's been another challenging year for us all, with Covid continuing to be the lead in our lives. The labour market has become tighter than ever, and a life-size game of rob-the-nest seems to be playing out with regards to businesses fighting to man their businesses from what seems to be an ever-shrinking pool of people.

The marketing team has been doing a wonderful job providing some continuity to our lives with the Rooflink® magazine showing all members what is happening in New Zealand's roofing and greater construction industry, with feel-good articles about good things happening, and good quality information keeping the industry up to date with legislation and practise changes, along with profiling product and technical changes and improvement. The magazine recently reached the milestone of its 100th issue for the Autumn 2022 edition, testament to its value and longevity as a vital resource for our roofing community.

Online communications to members via regular, timely email updates and supplemented via social media channels have served again to keep members informed of the ever-changing business landscape.

New RANZ Awards introduced this past year have added opportunities to celebrate success and for members to promote significant achievements, and the promotion of the wins have extended beyond RoofLink® to various media publications. Our quarterly roofing column in the Master Builders magazine, Building Today, is a helpful presence to be able to raise pertinent issues with the sector.

The video for recruiting new talent was delayed with an inability to travel, and produce, but this will be picked up and soon as we return to normal (whatever that might look like), as part of a campaign attracting new talent to the industry.

The RANZ conference in 2021 at Te Papa was our second largest ever, with a large sponsor contingent also. The conference app was a new channel to communicate with delegates and further enable networking and was very well received – set to be a new normal at conference, featuring at the upcoming 2022 conference at Te Pae Christchurch also.

As the new RANZ strategy takes shape, so too will the marketing strategy accordingly, therefore planning, alongside BAU activities and existing campaigns, will feature in RANZ marketing activities in the coming months.

I would like to thank Stephanie Fill for her insight, editorial abilities and overall enthusiasm for the industry, she is a hugely passionate advocate for our industry, and takes every opportunity presented to promote it.



THANK YOU TO OUR

## **silver** sponsors

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## **FINANCIAL REPORT**

### **YEAR ENDING 31<sup>ST</sup> MARCH 2022**

#### **Management Board**

Jenny Maxwell (Chair)

Paul Stanley-Boden

Michael Sentch

Mark Bishop

Graham Moor (CEO)

#### **Financial Accounts for the year ended 31st March 2022**

The Management Board has pleasure in presenting the financial accounts for the year ended March 2022. The accounts are in draft form. The Association accounts will be audited as required and members will be given access to these accounts when these are available.

A very pleasing result of a \$105,697 surplus was achieved. Total Association Funds now sit at \$925,831 compared with \$820,134 the previous year.

The Management Board are satisfied that the Association is in very good financial shape as it looks to progress its normal activities.

Jenny Maxwell (Chair)

#### **Re-appointment of Auditors for the year ending 31st March 2022**

The Executive Committee recommends to members, the re-appointment of Walker Wayland Auckland Ltd as Auditors of the Roofing Association of New Zealand Inc for the year ending 31st March 2022.

#### **Report to the Budget**

##### **For the year ending 31st March 2022**

The Operating Budget has been prepared as a projection of expected operating income and expenditure for the forthcoming year, forecasting a surplus of \$1891.

The budget as itemised has been based in most instances on comparative expenditure and income with the previous year(s). Income and expenditure returns to previous levels relatively static.

#### **Property**

A business case is being worked on involving our current property and acquiring further property for a training facility. Any decision on this will communicated in due course. A strong property market has limited options currently. However, there is an expected cooling which will bring more options forward.

#### **Strategic Plan**

The Executive have used a facilitator to build a new strategic plan. Funds are in the budget to start implementing this 5 year project.

#### **Approval and adoption of the budget for the year ending 31st March 2023**

##### **Resolution:**

**THAT the Operating Budget for the year ending 31st March 2023 be approved and adopted.**



## **AUDITED FINANCIAL ACCOUNTS**

### YEAR ENDING 31<sup>ST</sup> MARCH 2022

# Contents

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<b>27</b>	Notes to the Financial Statements



# Directory

## Roofing Association of New Zealand Inc For the year ended 31 March 2022

### Nature of Business

Trade Association

### Management Board Members

Graham Moor (Chief Executive Officer)

Jenny Maxwell (President)

Paul Stanley Boden (Vice President)

Mark Bishop

Michael Sentch

### President

Jenny Maxwell

### Chief Executive Officer

Graham Moor

### Registered Office & Business Location

Unit C2, Lovell Mews

396 Rosedale Road

Albany, Auckland

### Bankers

ANZ Bank

Wairau Park, Auckland

### Auditors

William Buck Audit (NZ) Limited

Level 4, 21 Queen Street

Auckland CBD

### Solicitors

Hazelton Law

Wellington



# Committee Report

## Roofing Association of New Zealand Inc For the year ended 31 March 2022

We the Committee report as follows:

	2022
<b>General Account</b>	
Net Profit Before Tax	84,625
Add: Retained Funds Brought Forward	820,134
Retained Funds at Balance Date	904,759
	2022
<b>The state of the Association's affairs at 31 March 2022 were:</b>	
Assets totalled:	957,527
	2022
<b>These were financed by:</b>	
Association funds of	904,759
Liabilities of	52,768
<b>Total</b>	<b>957,527</b>

The business of the Association is a Trade Association. The nature of the Association's business has not changed during the year under review.

### Use of Association Information:

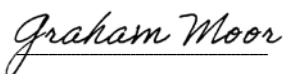
The Committee received no notices during the year from members requesting to use Association information received in their capacity as members which would not have been otherwise available to them.

### For and on behalf of the Committee:



President

Date 24/05/2022



Member

Date 24/05/2022

# Statement of Profit or Loss

## Roofing Association of New Zealand Inc For the year ended 31 March 2022

	NOTES	2022	2021
<b>Trading Income</b>			
Interest Received		3,453	5,653
Sponsorship	7	202,500	173,000
Subscriptions	6	245,247	236,413
Promotional Material & Publication Sales		41,487	36,217
Rooflink Advertising		10,410	5,450
Rooflink Subscriptions		130	40,350
EAP Funding Received		500	-
<b>Total Trading Income</b>		<b>503,726</b>	<b>497,083</b>
<b>Other Income</b>			
Excluded Income Govt Subsidies		-	33,391
Sundry Revenue		44,473	15,000
Dispute Committee Fines costs recovered		-	2,000
<b>Total Other Income</b>		<b>44,473</b>	<b>50,391</b>
<b>Total Income</b>		<b>548,199</b>	<b>547,474</b>
<b>Expenses</b>			
ACC & ACC Insurance		617	612
Accounting Services		5,212	5,496
Audit Fee		5,306	6,664
Awards		7,159	-
Bank Charges		268	186
Complaint Investigations		-	(25)
Computer Support/R&M/Equipment		10,645	16,043
Conference	15	(7,599)	4,992
Contractual Projects & Exps		3,031	568
Courier Expenses		959	(3,959)
General Expenses		2,591	1,488
Health & Safety Projects/Exps		548	-
Insurance		4,468	4,473
Interest Expenses		-	158
Legal Fees		810	-
Marketing		3,800	8,387
Meeting Expenses		21,826	23,087
NZSTCF - Membership		3,000	3,000
Office Expenses		2,304	1,833
Phones/Fax/Internet		5,288	5,927
Photocopier rental		7,165	7,682
Postage		4,580	4,211
Printing & Stationery		2,576	1,277
Property Expenses		5,549	4,348

These Accounts must be read in conjunction with the attached Notes and Audit Certificate

Statement of Profit or Loss

	NOTES	2022	2021
Rooflink Production/Expenses		37,564	20,131
Site Safe Membership		239	239
Staff Expenses		7,234	12,088
Technical Projects & Exps		-	569
Training meeting exps & travel		1,358	274
Training Resource Costs		26,255	26,077
Wages		270,205	257,043
Website Hosting & Support		4,500	3,035
Yellow Pages Advertising		-	110
Strat Plan Implementation Costs		77	-
Consultancy Expenses		750	-
Building Remediation		-	-
Penalties		250	250
Stripe Fees		-	56
<b>Total Expenses</b>		<b>438,533</b>	<b>416,322</b>
<b>Net Profit (Loss) Before Depreciation</b>		<b>109,665</b>	<b>131,152</b>
<b>Depreciation Adjustments</b>			
As per Depreciation Schedule	10	3,968	7,256
<b>Total Depreciation Adjustments</b>		<b>3,968</b>	<b>7,256</b>
<b>Net Profit (Loss)</b>		<b>105,697</b>	<b>123,895</b>

# Statement of Changes in Equity

Roofing Association of New Zealand Inc  
For the year ended 31 March 2022

	2022	2021
<b>Equity</b>		
Opening Balance	820,134	696,239
<b>Increases</b>		
Profit for the Period	105,697	123,895
<b>Total Increases</b>	<b>105,697</b>	<b>123,895</b>
<b>Total Equity</b>	<b>925,831</b>	<b>820,134</b>

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These Accounts must be read in conjunction with the attached Notes and Audit Certificate


# Balance Sheet

## Roofing Association of New Zealand Inc As at 31 March 2022

	NOTES	31 MAR 2022	31 MAR 2021
<b>Assets</b>			
<b>Current Assets</b>			
<b>Cash and Bank</b>			
ANZ Business Current Account		28,950	39,922
ANZ Business Premium Call 23		250,222	150,026
Petty Cash Imprest A/C		100	100
<b>Total Cash and Bank</b>		<b>279,272</b>	<b>190,048</b>
<b>Trade and Other Receivables</b>			
Trade receivables		6,251	14,038
Prepayments		20,374	24,955
<b>Total Trade and Other Receivables</b>		<b>26,625</b>	<b>38,993</b>
GST Receivable		2,398	-
Inventories		25,467	28,188
Accrued Interest		922	875
Income Tax Receivable	17	1,022	2,141
<b>Total Current Assets</b>		<b>335,705</b>	<b>260,245</b>
<b>Non-Current Assets</b>			
<b>Term Deposits</b>			
ANZ Term Deposit 1008		80,022	79,562
ANZ Term Deposit 1010		11,897	11,818
ANZ Term Deposit 1012		318,301	316,652
<b>Total Term Deposits</b>		<b>410,220</b>	<b>408,033</b>
Property, Plant and Equipment	10	151,078	155,046
Intangibles	11	81,596	38,984
<b>Total Non-Current Assets</b>		<b>642,894</b>	<b>602,063</b>
<b>Total Assets</b>		<b>978,599</b>	<b>862,307</b>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Trade and Other Payables		18,048	13,773
Annual leave provision	13	28,221	20,745
GST Payable		-	1,155
Current Portion of Loans		-	-
<b>Total Current Liabilities</b>		<b>46,268</b>	<b>35,673</b>
<b>Non-Current Liabilities</b>			
Roofing Excellence Award (29050)	9	6,500	6,500
<b>Total Non-Current Liabilities</b>		<b>6,500</b>	<b>6,500</b>
<b>Total Liabilities</b>		<b>52,768</b>	<b>42,173</b>
<b>Net Assets Represented by Association Funds</b>		<b>925,831</b>	<b>820,134</b>

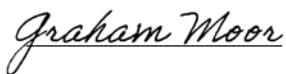
These Accounts must be read in conjunction with the attached Notes and Audit Certificate

	NOTES	31 MAR 2022	31 MAR 2021
<b>Association Funds</b>			
Total Association Funds		925,831	820,134
<b>Total Association Funds</b>		<b>925,831</b>	<b>820,134</b>



President

Date ..24/05/2022.....



Member

Date .....24/05/2022.....

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# Notes to the Financial Statements

## Roofing Association of New Zealand Inc For the year ended 31 March 2022

### 1. Statement of Accounting Policies

Roofing Association of New Zealand Inc is an incorporated association registered under the Incorporated Societies Act (1908). These financial statements are special purpose reports that have been prepared for the purpose of reporting the activities of the Roofing Association of New Zealand Inc to the members of the Roofing Association of New Zealand Inc. These financial statements have been prepared for the purpose of providing information regarding the income, expenses, assets and liabilities for the period 1 April 2021 to 31 March 2022. The financial statements should only be relied on for the expressly stated purpose.

#### Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position on an historical cost basis have been used, with the exception of certain items for which specific accounting policies have been identified.

#### Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of financial performance and the financial position have been applied:

- (a) Accounts receivable are stated at their net realisable value.
- (b) Fixed assets are stated at cost less accumulated depreciation to date.
- (c) Income tax is accounted for by the taxes payable method.
- (d) Lease contracts where the Association assumes substantially all the risks and rewards of ownership are classified as finance leases. Assets acquired by way of finance lease are stated initially at an amount equal to the present value of the future minimum lease payments, and are depreciated using the rates set out in the Income Tax Act 2007. Minimum lease payments are apportioned between interest expense and reduction of the outstanding liability.

The interest expense component of finance lease payments is recognised in the statement of financial performance using the effective interest rate method.

Other leases are classified as operating leases. Payments made under operating leases are recognised in the statement of financial performance on a straight-line basis over the term of the lease. Lease incentives are recognised in the statement of financial performance over the lease term as an integral part of the lease expense.

- (e) Revenue is recognised to the extent that it is probable that economic benefits will flow to the entity and revenue can be reliably measured.

Revenue earned from membership subscription fees are recognised in the period which they are invoiced.

- (f) Costs that are directly attributable to a project's development phase of how-to guides are recognised as intangible assets, provided they meet the following recognition requirements:

- the development costs can be measured reliably;
  - the project is technically and commercially feasible;
  - the Association intends to and has sufficient resources to complete the project;
  - the Association has the ability to use or sell the guides; and
  - the guides will generate probable future economic benefits.
- Development costs not meeting these criteria for capitalisation are expensed as incurred.

### 2. Changes in Accounting Policies

There have been no material changes in accounting policies. All policies have been applied on bases consistent with those used in the previous years.

### 3. Securities and Guarantees

The ANZ Bank currently has a first charge registered mortgage over the land and buildings up to a value of \$130,000. While the loan has been repaid, the security has remained in place in the event the association decides to borrow further funds. At the time no further borrowing has been planned for.

### 4. Audit

These financial statements are currently being audited. The audited statements are expected to be available soon.

### 5. Preparation of Accounts

These accounts are prepared on a GST exclusive basis whereby all balances, with the exception of accounts receivable and accounts payable, are recorded exclusive of GST.

	2022	2021
<b>6. Membership Subscriptions</b>		
Total Income from Membership Subscriptions	245,247	236,413
<b>Total Membership Subscriptions</b>	<b>245,247</b>	<b>236,413</b>
	2022	2021
<b>7. National Sponsorship</b>		
Total Income from 2021/22 National Sponsorship support	202,500	173,000
<b>Total National Sponsorship</b>	<b>202,500</b>	<b>173,000</b>

### 8. Property Valuation

The Auckland City Council Rating at 1 May 2020 values the property at:

	2022	2021
<b>Unit C2, Lovell Mews, 396 Rosedale Road, Albany</b>		
Land Value	280,000	200,000
Value of Improvements	75,000	115,000
<b>Capital Value</b>	<b>355,000</b>	<b>315,000</b>

### 9. RANZ Roofing Excellence Award

During the year ended 31 March 2011 a Life Member gifted \$11,000 to the Association to provide a bi-annual Roofing Excellence Award to members. Awards given to date total \$4,500. The remaining amount is recognised as a long term liability to be awarded in future years.

	2022	2021
<b>10. Fixed Assets and Depreciation</b>		
<b>Land and Buildings</b>		
Land	40,000	40,000

	2022	2021
Buildings & Improvements	156,751	156,751
Accumulated Depreciation	(50,927)	(50,547)
<b>Total Land and Buildings</b>	<b>145,824</b>	<b>146,204</b>
<b>Plant and Equipment</b>		
Plant & Equipment	58,010	58,010
Accumulated Depreciation	(54,229)	(50,853)
<b>Total Plant and Equipment</b>	<b>3,781</b>	<b>7,157</b>
<b>Furniture and Fittings</b>		
Furniture & Fittings	19,626	19,626
Accumulated Depreciation	(18,154)	(17,941)
<b>Total Furniture and Fittings</b>	<b>1,472</b>	<b>1,685</b>
<b>Total Fixed Assets and Depreciation</b>	<b>151,077</b>	<b>155,046</b>

All fixed assets are initially recorded at cost with depreciation being deducted on all tangible fixed assets other than freehold land and buildings, in accordance with diminishing value rates set out in the Income Tax Act 2007.

	2022	2021
<b>Depreciation charged for the year:</b>		
Buildings & Improvements	380	388
Furniture & Fittings	213	244
Plant & Equipment	3,376	6,625
<b>Total Depreciation charged for the year:</b>	<b>3,968</b>	<b>7,256</b>

## 11. Intangible Assets

The initial costs relating to the creation, design and development of How-To Guides have been recognised as an intangible asset to reflect the value of future economic benefits to the Association.

## 12. Contingent Liabilities

In prior years, there had been a leaky building claim made against the building owned by the Association. This matter has now been resolved and there are no further contingent liabilities.

	2022	2021
<b>13. Current Liabilities - Provisions</b>		
Provision for Holiday Pay - Opening balance	20,745	20,998
Correction of prior year error	-	-
Provision utilised	-	-
Increase in current year provision	7,475	(253)
Balance at end of year	28,220	20,745

## 14. Operating Leases

Operating lease payments, where the lessors effectively retain substantially all the risk and benefits of ownership of the leased items, are recognised as an expense in profit or loss on a straight line basis over the lease term. Operating lease incentives are

recognised as a liability when received and subsequently reduced by allocating lease payments between rental expense and reduction of the liability.

Roofing Association of New Zealand Inc entered into an operating lease with Fuji Xerox New Zealand Limited for the use of a photocopier for \$764.97 monthly (GST inclusive), for a term of 60 months from 8 May 2018.

Roofing Association of New Zealand Inc entered into an operating lease with Flexi-Group (New Zealand) Limited for the use of Vadacom telephone equipment for \$336.65 monthly (GST inclusive), for a term of 48 months from 1 October 2017.

## 15. Conference Revenue

Conference Revenue is the net amount of income and expenses relating to the conference:

	2022	2021
<b>Net Conference Revenue/(Expense)</b>		
Conference Revenue	193,930	2,673
Conference Expenses	(186,331)	(7,666)
<b>Total Net Conference Revenue/(Expense)</b>	<b>7,599</b>	<b>(4,993)</b>

## 16. Related Parties

Some of the Executive Members and Associates from time to time provide services to the Association. All transactions are conducted on an arm's length basis and are approved during the meetings of the Board.

In particular, various fees totalling \$3,711 were paid to Roofing Resolve Limited, a company which Graham Moor is a shareholder, during the year ending 31 March 2020 (2019: \$6,688). These related party transactions were within budgeted expenditure.

	2022	2021
<b>17. Income Tax Expense</b>		
<b>Net Surplus/(Deficit) per Financial Statements</b>		
Current Year Earnings	105,697	123,895
<b>Total Net Surplus/(Deficit) per Financial Statements</b>	<b>105,697</b>	<b>123,895</b>
<b>Additions to Taxable Profit</b>		
Non Deductible Portion of Expenses	137,100	209,838
<b>Total Additions to Taxable Profit</b>	<b>137,100</b>	<b>209,838</b>
<b>Deductions from Taxable Profit</b>		
Excluded Income Govt Subsidies	-	33,391
Non Assessable Subscription Income	245,246	236,413
Adjustments to Annual Leave Provision	(7,899)	46
Losses Brought Forward	275,140	339,022
<b>Total Deductions from Taxable Profit</b>	<b>512,487</b>	<b>608,872</b>
Taxable Profit (Loss)	(269,689)	(275,138)
Tax Payable at 28%	-	-
<b>Deductions from Tax Payable</b>		
Opening Balance	2,140	3,013
Provisional Tax Paid	-	-

	2022	2021
Terminal Tax Paid/Refunded	(2,140)	(3,013)
Resident Withholding Tax Paid	1,022	2,140
Imputation credit used to pay tax	-	-
<b>Total Deductions from Tax Payable</b>	<b>1,022</b>	<b>2,140</b>
Income Tax Payable (Refund Due)	(1,022)	(2,140)

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## OPERATING BUDGET

### FOR THE YEAR ENDING 31<sup>ST</sup> MARCH 2023

<b>Income</b>	<b>Budget YE 23</b>	<b>Actual YE 22</b>	<b>Budget YE 22</b>
Conference	193750	193930	192500
Inspections/Complaints	2400	0	2400
Interest Received	3000	3453	7008
Sponsorship	187500	202500	200000
Member Subscriptions	266505	245247	247380
Guides, DVD, Promo Products	38400	41487	43860
Rooflink Advertising	9000	10410	8000
Rooflink Subscriptions	500	130	6000
Sundry Income	12800	44973	37500
Promo Income Support	21000	0	21000
<b>Total Income</b>	<b>734855</b>	<b>742130</b>	<b>765648</b>
<b>Less Operating Expenses</b>			
ACC	1400	617	650
Accounting	5500	5212	5300
Audit	6500	5306	6500
Awards	6000	7159	7000
Bad Debts	1500	0	2500
Bank Charges	300	268	300
Complaint Investigations	2400	0	3600
Computer Support	10440	10645	8079
Conference	189000	186331	189000
Contractual Projects	2200	3031	2200
Courier	3600	959	3600
Depreciation	10000	3968	10000
General Expenses	2400	2591	1800
Health & Safety Projects	1500	548	3000
Interest	3396	0	3396
Insurance	4725	4468	4725
Legal Fees	2000	810	2000
Marketing	22000	3800	29500
Mtg Expenses & Travel	25000	21826	26000
M'ship DC Hearings	1000	0	1000
NZMRM Conference & Mtgs	3000	0	4500



**ROOFING ASSOCIATION OF NEW ZEALAND INC**  
**OPERATING BUDGET FOR THE YEAR ENDING 31<sup>ST</sup> MARCH 2023 – CONTINUED**

NZSTCF M'ship	3300	3000	3000
NZSTCF Sponsorship	2000	0	2000
Office Premises Expenses	2550	2304	2700
Phones/Internet	7200	5288	6000
Photocopier Rental	8004	7165	8004
Postage	5500	4580	4500
Printing & Stationery	6500	2576	6500
Property Expenses	5880	5549	5880
Rooflink Expenses	39000	37564	36000
Site Safe	250	239	250
Soc Construction Law	150	0	150
Standards NZ	107	0	107
Staff Travel	18400	7234	18900
Strat Plan Costs	16000	827	5000
Technical Projects	3500	0	3500
Training Meetings	2500	1358	2500
Training Resources	24000	26255	39000
Training RANZ NZMRM	5000	0	40200
Wages	272562	270455	259362
Wages Temp Staff	2500	0	0
Website CRM	4200	4500	4200
<b>Total</b>	<b>732964</b>	<b>636433</b>	<b>762403</b>
<b>Income over Expenditure</b>	<b>1891</b>	<b>105697</b>	<b>3245</b>



THANK YOU TO OUR

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## 2022 NOMINATIONS

### RANZ OFFICERS AND EXECUTIVE FOR 2022/2023

- Election required for Executive Committee Primary representatives (four required)
- Election required for Associate Representatives (two required)



#### **PRESIDENT**

##### **Jenny Maxwell – Primary Member**

CS Roofing Canterbury Ltd  
Christchurch

Joint owner of CS Roofing Canterbury Ltd with husband Nathan Maxwell, the company was formed in 2009, the couple having lived and worked in Canterbury for 13 years. When the company was formed Jenny worked for the BNZ as a business banking analyst but came on board with CS Roofing in 2010 to assist with the running of the business, bringing with her a skill base which included business management, financial account management, staff training and health and safety.

As Health & Safety Manager for CS Roofing, Jenny has a National Certificate in Health and Safety and is passionate about the safety of her staff, getting involved in local initiatives in the Canterbury region such as the Height Safety Accord. She also has an NZQA qualification in drug testing.

Jenny is involved in the management and running of hockey teams and has managed senior representative teams for Southland both nationally and internationally. She sits on the RANZ Health & Safety Committee, the Contractual Committee, the Technical Committee, and the Industry Training Committee, and the Management Board.



#### **VICE-PRESIDENT**

##### **Paul Stanley-Boden – Primary Member**

Red & Black Roofing Co Ltd  
Christchurch

Paul started working in the roofing industry in 2002, forming his company in 2006. He is a butyl membrane roofer working predominantly in the residential market.

Earlier Paul worked several years in the plumbing trade before completing a BSc in computer science and operations research, followed by a Masters degree in Applied Science from the University of Canterbury. On completion he spent 18 years as an IT specialist/fibre technologist with the New Zealand Wool Board. He is an LBP and holds a National Certificate in membrane roofing.

A keen photographer, Paul plays competitive volleyball in a team with Mark Bishop, winning gold in the 50-plus age group at the last World Masters Games in Auckland.

## PRIMARY MEMBER EXECUTIVE NOMINEES



**Michael Sentch – Primary Member**

Project Unite Ltd  
Hamilton

Michael's introduction to the roofing industry began during school holidays and continued during his time at the University of Waikato where he graduated with a commerce degree. During this seven year stint with Project Roofing, founded by Michael's father, RANZ Life Member Mike Sentch, he worked as a general labourer while learning basic industry skills.

On completion of his degree Michael began permanent employment with Project Roofing (now Project Unite Ltd) – as a junior office clerk and then progressing over ten years through various roles including accounting function, estimating, quantity surveying, debt control and general management processes.

Michael sits on the RANZ Contractual Committee and the Management Board. He is an LBP in Metal Roofing and Wall Cladding.



**Mark Bishop – Primary Member**

Roof Safe NZ Ltd  
Christchurch

A director of Roof Safe NZ Ltd, Mark has served on the RANZ Executive since 2010 and is a member of the Health & Safety Committee, the Technical Committee and the Management Board.

Mark began roofing in 1978 in Australia, becoming a roof plumber after five years. He returned home in 1986, doing labour only contracting until 1996 when he formed a small roofing company which he sold in 2005, starting up Residential Roofing Co Ltd in 2011. In 2014 he merged his company with AZCO.

Mark holds National Certificates in Metal Roof & Wall Cladding and Metal Tiles and is a Licensed Building Practitioner.

Married to Prue for 36 years, they have two adult children. Mark enjoys hill walks and has run over 30 half marathons.



**Eddie Tell – Primary Member**

Superior Waterproofing  
Auckland

Eddie started out as a tiler's labourer in 2006, branching in to waterproofing full time from 2008, then taking ownership of the business he was then working for, Superior Waterproofing, from 2009.

Based in West Auckland, his business works with most applications from NZ waterproofing suppliers, mostly residential with some commercial projects.

Holding an LBP in classes R4, R5, R6 and in the process of gaining the national certificate in membrane roofing, Eddie is passionate about waterproofing and contributing to the development of a structured apprenticeship pathway for waterproofing applicators.

Before waterproofing, Eddie had a 10 year career in the Fishing industry. He's continuing his education with Te Wananga o Aotearoa, holding a Certificate in Small Business Management, Money Management and is currently completing a Leadership in Business Programme.

Eddie is keen on travel and adventure, enjoying the outdoors and spending quality time with family and friends; especially in Rarotonga, his mother's homeland.

## PRIMARY MEMBER EXECUTIVE NOMINEES



**Gary McNamara – Primary Member**

Edwards & Hardy  
Regional Manager – Auckland & Northland

Gary currently manages the Edwards & Hardy Roofing Auckland and Whangarei Branches, and is certified in the removal of Non-Friable Asbestos.

He was previously employed by Metrotile as their Marketing & Business Development Manager for New Zealand & Japan and AHI Roofing as their Australasian Sales & Marketing Manager.

Gary is currently the Secretary of the Exterior Cleaning Industry Association (ECIA), which is in the process of publishing a Code of Practice covering Water & Discharge management standards.

He was an Executive Member of the New Zealand Metal Roofing Manufacturers (MRM) for 10 years. During this time he was one of the founding Editors of SCOPE Magazine and the Chair Person of the Marketing Sub-Committee.

In addition, Gary consulted to the MRM for 2.5 years in regards to their proposed Systems Warranty Program, and in the last 6 years he has worked with RANZ in support of their Asbestos Metal Tile dispensation request and Roof Coating Code of Practice.

Gary is also a volunteer Committee Member of Diabetes Youth Auckland.



**Jeremy Huston**

Co-Managing Director,  
Huston Cross Ltd

Jeremy has been involved in the roofing industry for over 30 years, initially working on the tools and loving every minute of it. He found great satisfaction in completing projects to a high standard and creating something that he knew would endure for decades to come.

Jeremy Huston and Bevan Cross formed Huston Cross in 2012, and did a lot of roofing and cladding work after the Christchurch Earthquakes.

Huston Cross have been fortunate to have a long-standing relationship with IAG insurance and are one of their preferred roofing contractors. This has provided them with a steady flow of work over the years, and most recently filled their calendar with re-roofing hail damaged roofs in Timaru.

Last year they purchased the well-established South Island continuous spouting company, Clearwater Spouting. This has been a challenging and exiting time for them, moving from install only to manufacturing.

Jeremy has big plans for their business and would dearly love to bring his enthusiasm and commitment to the Roofing Association of New Zealand.

Jeremy is passionate about his job and believes he will bring experience and knowledge to an entity that guides, informs and supports everyone involved in our very busy industry.



## ASSOCIATE MEMBER EXECUTIVE NOMINEES



**Ronald Rose**

Technical Services Manager,  
ARDEX New Zealand Ltd.

Ronald joined ARDEX in 2002. Currently the Technical Services Manager for ARDEX New Zealand, he has responsibility for ensuring that ARDEX products meet the local market requirements, working very closely with R & D, marketing, sales, specifications and the training teams, to deliver this.

Ronald's role is also for cross-selling NZ-manufactured products internationally within the ARDEX group.

Previously Ronald has held various sales management positions for ARDEX in both New Zealand and Australia returning to the New Zealand business in 2017.



**Mason Fisher – Associate Member**

Maximum Safety NZ (MAXSAFE)  
Nelson

Mason works with various industries and brings specialised safety and training skills and the ability to interact and manage across many roofing, construction and services business communities.

Mason is a Height Safety Trainer and PPE Specialist with qualifications ANSI/OSHA Z359/1926; and is a Trainer in Height Safety, Confined Space Entry, Height Safety Rescue, Height Safety Anchorage System Installer and a Height Safety System Auditor.

He started MAXSAFE in 2012. He set out to design and invent for the New Zealand and Australasian Roofing markets, bringing New Zealand height safety anchorage systems and developing a range of high quality height safety PPE and rescue products, along with establishing a dedicated Height Safety and Rescue Training Centre and Safety Hub in Nelson, Tasman.

He previously worked in the Customs Department, Construction, Steel Industry and Wine Industry.

Mason is married and has two daughters and has lived in beautiful Nelson for the past 20 years. His interests are any sports, but these days it's mainly hunting boar and deer when time allows.



**Victoria Elvin**

National Specification Manager, Roofing & ComFlor  
Steel & Tube

Victoria Elvin has been in the construction industry for over a decade in technical sales and advisory roles, previously as Technical Sales Specialist for Premium Oil and Commercial Sales Manager for Tasman Insulation NZ Ltd. Her current role as National Specification Manager for Roofing & ComFlor with Steel & Tube promotes Steel & Tube roofing, cladding and ComFlor composite flooring to architects, designers and engineers nationwide. Victoria leads a specialist team which provides technical support and collaborative solutions to projects. Victoria is passionate about education and development and proactively drives technical education programs both within Steel & Tube and external. This includes partnerships with key organisations such as tertiary education providers nationwide, NZIA and Emerge (NZIA graduates).

As a member of various industry groups such as COLAB, New Zealand Women in Roofing, National Association of Women in Construction, RANZ, and the MRM sub-committee for Scope Magazine, she stays at the forefront of our dynamic industry.

Outside of work, Victoria lives an active life and is never far from the water in summer! She enjoys kayaking and sailing in the Hauraki Gulf and tennis at her local tennis club.



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JOIN US IN WELLINGTON FOR THE

# RANZ CONFERENCE

**9-10 JUNE 2022**

**AGM 8 JUNE**

TE PAE CHRISTCHURCH  
ŌTAUHAHI



Join fellow RANZ members  
at Te Pae, the new convention  
centre in Christchurch for business,  
networking and entertainment.

## Featuring keynote speakers:



JEHAN CASINADER



NIGEL LATTA



BRAD OLSEN



CAITLIN REGAL



JOHN SNEYD




# CONFERENCE PROGRAMME

**Wednesday 8 June – AGM 4.00pm**

at Novotel Cathedral Square

**Thursday 9 June – Conference Day 1**

at Te Pae Christchurch

8:00 – 9:00am	<b>CONFERENCE REGISTRATION OPENS</b> <b>Te Pae Hall 1 Foyer</b> Excellent signposting will lead you there easily.	
9:00 – 9:15am	<b>CONFERENCE OPEN</b> <b>MC Jehan Casinader</b> Opening mihi and introduction to MC Jehan Casinader – award-winning journalist, as well as the Q&A and polling app features available for audience participation.	
9:15 – 10:00am	<b>BRAD OLSEN</b> <b>Infometrics</b> Brad Olsen is a Principal Economist and Director at Infometrics and is one of New Zealand's leading economic commentators. With extensive networks across New Zealand's business, media, community, and social sectors, Brad often brings together a variety of views, data, and emerging trends to inform advice and analysis to key decision makers across New Zealand.	
10:00 – 10:30am	<b>MORNING TEA IN THE TRADESHOW ROOM</b>	
10:30 – 11:30am	<b>JOHN SNEYD</b> GM Building Systems Performance on MBIE Programme of work, the LBP scheme and more. OR: <b>WORKSHOP BREAKOUT ROOM</b> Common roofing faults troubleshoot with Independent Roofing Consultant, Sean Brandon from RDM.	
11:30 – 12:00pm	<b>TRADE SHOW FEATURES AND PLAQUE PRESENTATIONS</b> RANZ presents sponsor plaques, with a brief trade expo stand highlight from each exhibiting sponsor.	
12:00 – 1:15pm	<b>LUNCH IN THE TRADE SHOW ROOM &amp; DEDICATED TRADESHOW &amp; NETWORKING TIME</b>	

TRADE EXPO OPEN



## Thursday 9 June – Day 1 – continued

1:15 – 1:45pm	<b>COLORSTEEL® PRESENTS</b> New CEO Robin Davies gives a market update. OR: <b>WORKSHOP BREAKOUT ROOM</b> Technology Solutions for Roofing / OR: Financial Planning.	TRADE EXPO OPEN
1:45 – 2:45pm	<b>TECHNICAL PANEL</b> H1 and the new Thermal Efficiency Requirements and what this means for roofing. OR: <b>WORKSHOP BREAKOUT ROOM</b> Financial Planning / OR: Technology Solutions for Roofing (repeats).	
2:45 – 3:05pm	<b>AFTERNOON TEA IN THE TRADESHOW ROOM</b>	
3:05 – 3:15pm	<b>RANZ STRATEGIC UPDATE</b>	
3:15 – 4:00pm	<b>INDUSTRY TRAINING</b> A full round of relevant updates on this changing space is presented directly by leaders from Vertical Horizons, RoVe and Skills (Ice).	
4:00 – 4:45pm	<b>CAITLIN REGAL</b> <b>AI Wellbeing Pilot</b> Tokyo Olympics Gold-Medalist Caitlin Regal is on board at Skills as Wellbeing Case Manager and at the helm of a break-through AI pilot to support our roofing trainees for starters, with wellbeing check-ins and referrals – playing an integral role in supporting our roofing people.	
6:00 – 10:00pm	<b>COLORSTEEL® DINNER WITH RANZ AWARDS AND TOP LOCAL ENTERTAINMENT</b> Celebrating our collective roofing triumphs for the year, together in style, with lively, local entertainment.	



# CONFERENCE PROGRAMME

## Friday 10 June – Day 2

08:00 – 9:00am	<b>COLORSTEEL® BREAKFAST – NZ WOMEN IN ROOFING SEMINAR</b> <b>Jess Stuart presents on the 'Imposter Syndrome'</b> Please ensure you RSVP attendance per delegate on the conference registration form.	TRADE EXPO OPEN
9:00 – 9:50am	<b>JANE KENNELLY</b> <b>Recruitment and retention panel</b> Recruitment and retention expert Jane Kennelly develops the vital conversation for the roofing sector.	
9:50 – 10:15am	<b>MORNING TEA</b>	
10:15 – 11:15am	<b>SAFETY FORUM</b> <b>CHASNZ</b> Jon Harper-Slade - GM Health & Safety Innovation; and Chris Polaczuk - Programme Manager Ergonomics	
11:15 – 12:15am	<b>NZ CONSTRUCTION UPDATE</b> <b>David Kelly</b> CE of Master Builders gives an industry update around areas we can better work together	
12:15 – 1:15pm	<b>NIGEL LATTA</b> <b>On "success", stress and mental toughness</b> A sought after public speaker, Nigel's particular gift is blending real world pragmatism, the latest psychological research, and humour in an engaging and thought provoking manner. His specific interests include the psychology of success, dealing with difficult people, mental toughness, decision making skills, leadership, the process of change in an organisation, the 'myth' of happiness and stress management.	
1:15 – 2:00pm	<b>LUNCH AND CONFERENCE CLOSE</b>	



# INFORMATION

## Licensed Building Practitioners – earn skills maintenance points

Attendance at all qualifying programme sessions over the two days of conference earn skills maintenance points.

Business speaker sessions, forums, workshops and the trade expo qualify as industry business and educational tools for LBPs.

### How to claim:

After conference, email the RANZ CEO on [ceo@ranz.co.nz](mailto:ceo@ranz.co.nz) and request an attendance verification certificate, AND provide your name and LBP licence number.



## Accommodation – Ibis Christchurch or Novotel Cathedral Square

Delegates are responsible for booking their own accommodation.

### Booking instructions:

Go to [www.all.accor.com](http://www.all.accor.com), select destination: Christchurch; choose dates, number of people, then select **SPECIAL RATES**, enter **BGPG** into preferential code. Click **SEARCH**, choose your room type, click **SELECT**, click **CHECKOUT**. Enter your details, confirm your booking!

For further assistance, please contact the reservations team and quote your group code.

NZ Reservations phone: **03 372 2102**

Email: [h6592-sb2@accor.com](mailto:h6592-sb2@accor.com)



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Working for and representing the interests of

- RANZ Members
- The Roofing Industry
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**ANNUAL**  
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