

MINUTES OF THE 2021 ANNUAL GENERAL MEETING
Thursday 21 October 2021
10.00am – 11.00am

*Held in accordance with ASIC guidelines and Corporations Act
At The Benson Hotel, 50 Grafton Street, Cairns*

1. Meeting opening

TTNQ Chair, Ken Chapman, declared the AGM open at 10:08am, welcoming:
Cairns Regional Council Mayor, Bob Manning; Tara Bennett, Tourism Port Douglas Daintree; Board
directors; members; and guests.

2. Attendance, apologies, proxies

Apologies:

Cynthia Lui MP, Member for Cook
Craig Bradbery, Silky Oaks
Chris Palmer, Avis Australia
Mica Martin, Cairns Regional Council
John O'Sullivan, Experience Co

Attendance and Proxies

The required quorum for the AGM is 10% of the financial membership eligible to vote, which is currently
171 members. Therefore, the required quorum is 18.

The final number of voting members attending the AGM was 25.

The number of proxy votes received was 40.

A quorum was declared with 65 members.

- Refer Appendix A for a list by company names of members represented.

- Refer Appendix B for a list of proxies received.

The Chair acknowledged the scrutineers and thanked them for their support to TTNQ during the AGM
process:

- Joanne Parisi, MacDonnells Law
- Melissa Groves, Grant Thornton

3. Minutes of 2020 AGM

The Chair called for a motion to accept the 2020 minutes as a true and correct record of that meeting.

Moved: Sam Ferguson, Destination Cairns

Seconded: Michael Nelson, Pinnacle Tourism Marketing

MOTION CARRIED

4. Business arising from 2020 AGM

There was no business arising from the 2020 AGM minutes.

5. Declaration of vacant board positions

The Board positions were declared vacant for:

- Southern Zone Director (1)
- Tropical Tablelands & Remote Zone Director (1)
- General Directors (1)

6. Nominations received for vacant board director positions and voting

Southern Zone Director position

There was one (1) vacancy with zero (0) nominations received. This position will therefore remain vacant for the term of this position (2 years) under Clause 41.2 of the Constitution.

Tropical Tablelands and Remote Zone Director

This position received one nomination and was therefore declared unopposed. The successful nominee was:

- Brian ARNOLD, Aboriginal Development Benefits Trust representing Doomadgee Roadhouse and Daintree Discovery Centre

General Director position

There was one (1) vacancy with two (2) nominations received as follows:

- Rachel CROWLEY, Mt Mulligan Lodge
- Ben WOODWARD, The CaPTA Group

The Chair called for voting papers to be completed by eligible voters and put into the ballot box.

10.14am Voting closed, and scrutineers commenced the counting of votes.

7. Chair's report

The Chair's report was delivered with an accompanying PPT presentation. The Chair recapped on the highs and lows of the year that was and acknowledged the achievements of TTNQ over the past 2 years and ongoing lobbying initiatives. The Chair thanked the following people:

- TTNQ Board Directors and committee members for volunteering their time and experience to guide us through difficult times.
- Departing Chair, Wendy Morris who worked tirelessly to build the organisation up for the future, leaving it in great shape to manage the times we find ourselves in.
- Mark Olsen and the TTNQ Team for an extraordinary effort to help our industry get through this.
- On behalf of the Board; our members and the whole community, for their efforts and dedication on our behalf.
- Special thanks to Cairns Regional Council and Mayor Bob Manning for recognising the economic importance of tourism, increasing revenue for TTNQ, guaranteed into the future.
- Cairns Airport and Ports North and Local Tourism Organisation's (LTO's) and our supportive members.
- The Finance, Audit & Risk Management Committee (FARMC); Greg Nucifora as Chair, Wayne Reynolds as Deputy Chair, Jeff Gillies and Luckbir Singh. Luckbir has foreshadowed his intention to stand down this year and we thank him for the wealth of experience he brought to the Committee.
- The Cairns Regional Council Finance team for their work on TTNQ's financials.

The TTNQ 2020/2021 Annual Report and financial report were made available to members on the TTNQ corporate website from September 2021.

The Company's auditor for 2020/2021 was Grant Thornton. Grant Thornton's independent auditor's report on the company's 2020/2021 annual financial report was again unqualified.

Grant Thornton Audit Pty Ltd have given notice of their intention to resign as auditors of the Company (under section 329(5) of the Corporations Act 2001) subject to ASIC consent and shareholder approval.

In accordance with section 328B(1) of the Corporations Act 2001, the Company has sought and obtained a nomination from a member for BDO Audit (NTH QLD) Pty Ltd to be appointed as the Company's auditors. The Board has endorsed this recommendation.

Subject to ASIC consenting to the resignation of Grant Thornton Audit Pty Ltd and Grant Thornton Audit Pty Ltd submitting a formal resignation to the Company, it is noted that the Company appoint BDO Audit (NTH QLD) Pty Ltd as auditors of the Company.

10.35am - Anita Plos of TAFE Qld arrived.

8. Chief Executive Officer's report

The CEO thanked Ken Chapman and Wendy Morris and their contributions as Chair over the past couple of years. The CEO presented his report with an accompanying PPT presentation, with key points:

- It has been a challenging and rewarding year for all, and for TTNQ it has been a record year in terms of expenditure and results in the areas over which we had control (AVE, website visits and social media posts)
- TTNQ maintained its share of Queensland nights, high net promoter score and member satisfaction level.
- The successful campaigns run during the year (Summer in the Tropics, Summer Lives On, Escape Winter to the Tropics, Ad hoc, Adventure) and record investment in the drive market, all of which will be built upon in years to follow.
- The *See Great Leave Greater* brand has been used extensively and consistently across domestic marketing campaigns and with our team pushing our brand messages into the international market, keeping the trade partnerships alive, in readiness for reopening of international borders. This brand will continue to be strengthened in the years beyond COVID-19.

The CEO acknowledged the contribution and support of:

- Rosie Douglas and Lani Strathearn of TTNQ for their remarkable efforts in driving results.
- All members, particularly Champion members, who together with TTNQ, drove domestic arrivals into our destination and supporting thousands of jobs.
- Richard Barker and team at the Cairns Airport for aviation seat capacity and favourable flight prices in support of driving domestic arrivals.
- The TTNQ Business Events team, working closely with Janet Hamilton at the Convention Centre, generating record leads and referrals.

In closing the CEO urged all members to continue to support TTNQ in advocating for the region.

9. Election of Directors

The Chair announced the successful Tropical Tablelands and Remote Zone Director:

- Brian Arnold

The Chair announced the successful General Director:

- Ben Woodward

The Chair thanked Rachel Crowley for her General Director nomination.

The Chair extended a heartfelt vote of thanks to the Board directors standing down at this AGM:

- Paul Fagg, Mark Evans and Sam Ferguson

10. Motion to accept reports

The Chair called for the following motions:

- To accept the Chair and CEO Reports.

Moved: Janet Hamilton, Cairns Convention Centre

Seconded: Carol McFarlane, The Reef Hotel Casino

MOTION CARRIED

- To receive and consider the annual financial report of the Company and the reports of the directors and the auditor for the financial year ended 30 June 2021.

Moved: Richard Barker, Cairns Airport

Seconded: Daniel Leipnik, Cairns Aquarium

MOTION CARRIED

11. Motion to delete proxy votes and voting forms

The Chair called a motion to delete the electronic voting and proxy forms:

Moved: Stephen Ollie, Hostplus

Seconded: Adam Jones, Experience Co

MOTION CARRIED

12. General business

There was no general business raised.

13. Meeting closed

The Chair declared the TTNQ AGM closed at 10.42am.

CONFIRMED AS A TRUE AND CORRECT RECORD

Chair
Tourism Tropical North Queensland

Date

APPENDIX A

2021 TTNQ Annual General Meeting – Member attendance

(By company)

- Cairns Adventure Group
- Cairns Airport
- Cairns Aquarium
- Cairns Convention Centre
- Cairns Regional Council
- Coral Expeditions
- Crystalbrook Collection
- Daintree Discovery Centre
- Destination Cairns Marketing
- Doomadgee Roadhouse & Daintree Discovery Centre
- Doubletree by Hilton Cairns
- Exemplar Coaches and Limousines
- Experience Co
- Fitzroy Island Resort
- Great Adventures
- Hilton Cairns
- Historic Village Herberton
- Hostplus
- MacDonnells Law
- Many Rivers
- Monsoon Reef Charters
- Nautilus Aviation
- Pinnacle Tourism Marketing
- Pro Dive
- Pullman Reef Hotel Casino (Child on The RHC)
- Reef House
- Sailaway Port Douglas
- Shangri-La Hotel, Cairns
- Skyrail Rainforest Cableway
- TAFE QLD
- The CaPTA Group
- The Crystal Caves
- The Reef Hotel Casino
- The Silver Series
- Tourism Port Douglas Daintree

APPENDIX B

2021 TTNQ Annual General Meeting - Proxies

- ACCOR
- Alamanda Palm Cove
- Avis Budget Group
- Back Country Bliss Adventures
- Bad Fishy Jet Boating
- Cairns Amateurs
- Comfort Inn Cairns City
- Daintree Ec Lodge
- Flames of the Forest
- Gilligans
- Hemingways Brewery
- Hilton Cairns
- Holiday Inn Cairns Harbourside
- Hotel Grand Chancellor Palm Cove
- Independent Aviation
- Ingenia Holidays Cairns Coconut
- Kuranda Scenic Railway
- Managing Australian Destinations
- McDonald's Cairns
- Meridian Port Douglas
- Mount Mulligan Lodge
- No Limit Adventures Pty. Ltd.
- Oaks Cairns Hotel
- Ocean Free & Ocean Freedom - Cairns Premier Reef & Island Tours
- Paronella Park
- Passions of Paradise
- Plum Tourism
- Ports North
- Salt House P/L
- Sheraton Grand Mirage Resort Port Douglas
- Skybury Café & Roastery
- Skypark Cairns by AJ Hackett
- Small World Journeys
- Sunshine Tower Hotel
- Thala Beach Nature
- The Woolshed
- Tony George Entertainment
- Undara Experience
- Walkabout Cultural Adventures
- Wharf One Cafe