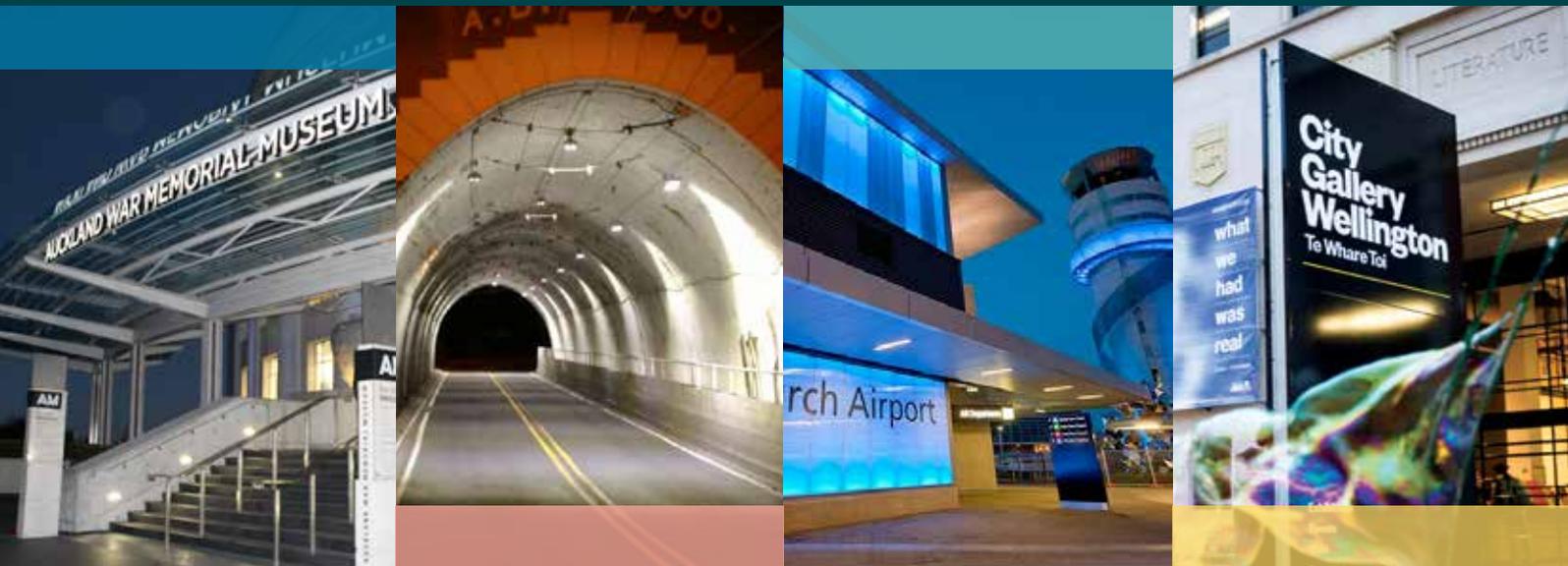


# ANNUAL REPORT

For the year ending 30 September 2014



To promote the highest standards of energy management skills and competence to foster and facilitate the integration of sound energy management practices into all sectors of the New Zealand economy.

To provide a forum for the discussion of energy management issues, skills and techniques to develop practical energy management policy proposals and represent these where appropriate.



**The Energy Management Association of New Zealand**

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**EMANZ  
Governance Committee**

Ewan Gebbie  
Noel Mason  
Frans Plugge  
Paul Bannister  
Priyani de Silva Currie  
Ivan Fraser  
Scott Noyes  
Jonathan Pooch

## Chair's Message

This year's excellent financial performance, with a net income in excess of \$85,000, and an increase in total equity of almost \$90,000, is testament to the level of commitment and fiscal responsibility the EMANZ Executive Team took to turnaround the previous result. A successful training programme, an outstanding Annual Conference and prudent cost control all contributed to a result that the Executive Team should be congratulated for. The improvement in EMANZ's financial position has created a launchpad for new growth endeavours for 2015.

This year has seen EMANZ continue to evolve as a forum for the wider sustainability community to collaborate, with increasing regular engagement with other Industry Associations and Professional Bodies. Evolution via collaboration is a theme that continues to transcend many aspects of EMANZ's activities, and will be a basis for achieving many of this year's objectives.

The continued drive to train and accredit industry professionals saw the inaugural CMVP Course, held late 2013, over-subscribed with applicants. There are now 30 CMVPs accredited in NZ through EMANZ. A key ambition for EMANZ is to influence widespread adherence to robust Energy Performance Measurement and Verification processes. With 30 CMVPs now accredited via EMANZ, this ambition is being realised.

In a similar vein, EMANZ has collaborated with Enviro-Mark to introduce the Global Standard for Energy Management Process, ISO 50001, to New Zealand. We now have a standardised approach to Energy Management Process, universally acknowledged as a benchmark for business performance improvement. Thanks to the collaboration between EMANZ and Enviro-Mark, we will shortly see the first New Zealand organisations receiving the Energy Mark accreditation and ultimately becoming certified to ISO50001.

The 2014 EMANZ Conference set the bar at a new level for the event, not only contributing to EMANZ excellent fiscal performance, but also further elevating our association's profile as a relevant and professional organisation. Contributing factors were the quality of the War Memorial Museum venue, the speaker programme and perhaps most significantly EMANZ's decision to organise the event in house for the first

time. The quality was testament to the creativity and attention to detail demonstrated by Sally, Jeremy and Ewan!

With the completion of year one of our current three year Strategic Plan, significant progress has been made in the areas of advocacy, resilience, education and collaboration. However membership growth aspirations were not met and remain an important focus for the coming year. To this end, EMANZ's expanding collaborative reach is leading to new opportunities for membership growth.

We saw a number of changes in the Governance Committee makeup in 2014, with Priyani stepping down as Chair after five years, but continuing on the Board. I congratulate Priyani for EMANZ's transformation from a voluntary to a professional body now with three full time employees. As I step into the Chairman's role, I am mindful of the large boots I am to fill. Pamela Storey also stepped down last year after many years as EMANZ Treasurer, a role now fulfilled by the Finance Audit and Risk Sub Committee. We also saw a living legend of energy management, Dr Paul Bannister, join the Board. As we set our sights on expanding EMANZ's influence beyond New Zealand's coastline, Paul's appointment, as an Australian based practitioner, has even wider significance.

Thank you to our five sustaining partners, fellow board members and operational team for your continued support. To all 359 EMANZ members, we congratulate you for your efforts to raise the relevance of energy management as an increasingly vital contributor to the success of NZ Inc. and your collective endeavours to "Transform New Zealand's energy productivity".

Regards



Scott Noyes  
EMANZ Chair



Scott Noyes Chairperson

## From the Executive Officer

Well attended events and training courses ensured 2014 was a financially successful year for EMANZ, with retained earnings of over \$85,000.

EMANZ trained more people in 2014 than in the previous year, has more accredited members than ever before, and achieved greater attendance figures at our 2014 annual conference. Total membership increased accordingly.

With the challenges of the past two years behind us, EMANZ staff understand just of how hard it can be to succeed, and how important it is to focus not just on what people want, but more importantly, on what they are prepared to pay for.

Two recent instances exemplify this renewed focus. The successful introduction of the Certified Measurement and Verification Professional training and associated examination, and a well supported EMANZ conference in Auckland.

Providing leading edge practitioner training in energy management in New Zealand is one of our key challenges and it brings no shortage of risk and uncertainty. It is very pleasing that response from our customers – the trainees of the first New Zealand CMVP course – indicate that it was a valuable experience for them.

Judging by the feedback from our conference delegates and sponsors, we also managed to achieve success with a well attended 2014 conference. I would like to record my thanks to EMANZ staffers Jeremy Randall and Sally Betts for all their hard work in producing a benchmark event.

For my part, I continue to build EMANZ profile, engage with Government and business decision makers, build relationships with like minded Associations in order to grow energy management competence in New Zealand.

Finally I would like to highlight that EMANZ awarded its first life membership this year. Founding member Professor George Baird retired from Victoria University at the end of 2013 and the EMANZ Governance Committee deemed George the perfect recipient of our highest status. (pictured below)

As always, my thanks to our Chair and Governance Committee, as well as all our members and sponsors for their continued support.



Ewan Gebbie  
EMANZ Executive Officer



**Ewan Gebbie**  
Executive Officer



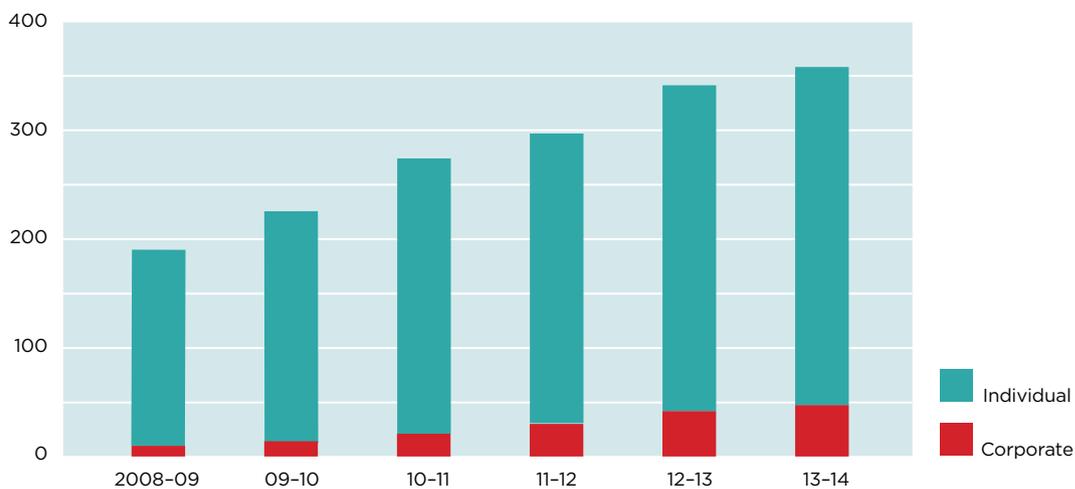
## EMANZ Activities

### MEMBERSHIP

For the first time in six years, EMANZ did not increase corporate membership. That said, total membership, at 359, was still higher than at any other time, due to a small increase in individual membership.

There has been higher churn in membership than previous years, with EMANZ losing two Sustaining Partners (Meridian and Ideal) and gaining two (Westpac and Transpower). Fees remained at the same level as last year.

### TOTAL MEMBERSHIP GROWTH



### TRAINING

After the surge of initial interest in 2010-12, indicating a clear, latent demand for training, numbers plateaued in 2012-13. In response, EMANZ sought new opportunities to diversify its practitioner training programmes. This culminated in the first Certified Measurement and Verification Professional (CMVP) trainings, and exams in November 2013. A success on many levels, this fully subscribed training event made a significant contribution to EMANZ financial result.

TRAINEES	2014	2013	2012
Commercial Building Specialists	11	16	32
Facilities Managers	13	32	49
CMVP	30	-	-
<b>Total</b>	<b>54</b>	<b>48</b>	<b>81</b>

EMANZ continues to seek out and develop leading edge energy management practitioner training courses to further enhance the professionalism of energy management practices in New Zealand. During 2014 two new courses were developed; a one-day training course in energy management for Sustainability and Procurement professionals, and a course in energy procurement (electricity and gas).

## ACCREDITATION

EnergyMasters® continues to build as first choice of New Zealand businesses for technical energy services expertise. The establishment of CMVP certification has boosted the diversity and depth of professionalism.

While the total number of EM specialist accreditations reduced to 44, this was largely due to individuals consolidating their accreditations into one or two areas. Overall, six new individuals joined the ranks of EnergyMasters during the course of the year.

Finding customers prepared to allow applicants to demonstrate technical expertise to the levels required remains a challenge.



EnergyMasters	2014	2013	2012
Commercial Building Specialists	5	5	3
Lighting	1	1	-
HVAC	-	-	-
Auditors	20	20	28
Compressed Air Specialists	6	6	6
Process Heat Systems	5	9	-
Fan Systems	-	6	-
Pump Systems	3	9	-
Refrigeration	4	-	-
<b>CMVP</b>	22	-	-
<b>Total</b>	<b>66</b>	<b>56</b>	<b>37</b>

## EVENTS AND FORUMS

The 2014 EMANZ Conference was held at the Auckland War Memorial Museum - the same venue that the EECA Awards were held at the conclusion of the Conference.



Mai Chen, David Shearer and Gareth Hughes speaking at EMANZ Conference 2014

With an official delegate count of 128, this was the largest and arguably most successful EMANZ conference to date. A fantastic collegial atmosphere made for a great event with the diverse range of political, professional and technical perspectives ensuring continued expansion of our members' and affiliates' body of knowledge, and their networks.



During 2014 EMANZ and partners continued to evolve the Local Government Energy Management Roundtable (LGEMR). This initiative with EECA, the Society of Local Government Managers (SOLGM) and EMANZ progressed with the leadership of prominent EMANZ members: Jake Roos, Michelle Dawson, Frans Plugge and Geoff Bennett. A number of initiatives to support improved energy management by Local Government included the following:

- Street lighting
- Carbon and energy reporting frameworks
- \* Energy Performance Contracting
- Benchmarking local government energy using assets.

## INDUSTRY STANDARDS

EMANZ joined forces with Enviro-Mark this year to establish Energy Mark. Energy-Mark Certification is a simple three stage process that recognises and rewards businesses for robustly managing their energy use and focusing on continual improvement as they work from Bronze up to Gold level. Energy-Mark Gold, the final step, is equivalent to ISO 50001, so businesses can promote their energy management practices to local and international customers with confidence.



EMANZ Executive Officer Ewan Gebbie sat on the Retail Advisory Group of the Electricity Authority; as a consequence EMANZ significantly improved its level of engagement with Energy Regulators in 2014. Topics from energy poverty to standardised meter data protocols between retailers and consumers were addressed.

On 2 October 2014 the Australia, New Zealand Audit Standard (*AS/NZS3598:2014 Energy Audits*) was published after a two year revision period. The result is a significantly improved Standard, that now incorporates a separate Standard for transport related activities. EMANZ members played a key role in guiding the review. We acknowledge Ivan Fraser and Paul Bannister for donating significant periods of their time and expertise to this process.

## Income and Expenditure as at 30 September 2014

ENERGY MANAGEMENT ASSOCIATION OF NEW ZEALAND

Account	30 Sept 2014	30 Sept 2013
<b>INCOME</b>		
Accreditation Fees	3,500	14,400
Conference Income	110,232	16,997
Contract Income	219,734	281,321
Events (Forums, Workshops, etc)	0	4,362
Interest Received	1,978	2,545
Other Income	3,089	135
Training Course Fees	130,111	85,378
Membership Fees	107,469	92,968
<b>Total Income</b>	<b>576,113</b>	<b>498,107</b>
<b>LESS COST OF SALES</b>		
Audit & Accreditation Expenses	4,313	8,828
Catering	16	532
Conference Expenses	61,222	9,912
Contract Expenses	94,878	129,071
Other Event Costs	72	8,450
Subcontractors	-	-
Training Expenses	67,382	54,551
Venue Hire	-	-
<b>Total Cost of Sales</b>	<b>227,883</b>	<b>211,345</b>
<b>GROSS INCOME</b>	<b>348,230</b>	<b>286,762</b>



Account	30 Sept 2014	30 Sept 2013
LESS OPERATING EXPENSES		
Administration Expenses	420	720
Advertising & Marketing	3,770	29,469
Advocacy	840	2,688
Bad debts	-	-
EO & Board Travel - New Zealand	3,810	4,284
EO & Board Travel - Overseas	787	2,966
General Expenses	2,208	3,633
Insurance	1,890	1,890
Bank Fees	523	815
Meeting Expenses	1665	1681
Office Expenses	21,637	20,486
PTE	60	3,426
Utilities	3,779	2,967
Website Expenses	1,565	4,840
STAFF COSTS		
ACC Levies	1,921	334
Executive Officer Expenses	777	645
Staff Training	-	-
Wages & Salaries	216,712	246,520
<b>Total Operating Expenses</b>	<b>262,364</b>	<b>327,364</b>
<b>OPERATING INCOME</b>	<b>-</b>	<b>-</b>
NON-OPERATING EXPENSES		
Depreciation	-	-
<b>NET INCOME</b>	<b>85,866</b>	<b>-40,609</b>

# Balance Sheet as at 30 September 2014

ENERGY MANAGEMENT ASSOCIATION OF NEW ZEALAND

	30 Sep 2014	30 Sep 2013
<b>ASSETS</b>		
<b>Bank</b>		
Cheque Account	57,209	54,679
GST Account	977	4,108
Interest Earner	25,448	65
Student Fee Account	8,117	-
<b>Total Bank</b>	<b>91,751</b>	<b>58,853</b>
<b>Current Assets</b>		
Accounts Receivable	32,318	(12,091)
<b>Total Current Assets</b>	<b>32,318</b>	<b>(12,091)</b>
<b>Fixed Assets</b>		
Equipment - Accumulated Depreciation	(1,214)	(1,214)
Equipment - Purchases	1,989	1,989
<b>Total Fixed Assets</b>	<b>775</b>	<b>775</b>
<b>Total Assets</b>	<b>124,844</b>	<b>47,537</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts Payable	15,524	29,605
Credit Card	622	2,335
GST	8,495	5,038
Rounding	1,554	1,554
<b>Total Current Liabilities</b>	<b>26,195</b>	<b>38,533</b>
<b>Total Liabilities</b>	<b>26,195</b>	<b>38,533</b>
<b>Net Assets</b>	<b>98,649</b>	<b>9,003</b>
<b>Equity</b>		
Current Year Earnings	89,645	(38,933)
Retained Earnings	8,464	47,397
Suspense	539	539
<b>Total Equity</b>	<b>98,649</b>	<b>9,003</b>



# Notes to the Financial Statements

for the year ended 30 September 2014

## 1. Statement of Accounting Policies

The financial statements presented here are for the entity; Energy Management Association of New Zealand, an incorporated society registered under the Incorporated Societies Act 1908. (Inc Soc No. 1120936)

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.

## 2. Changes in Accounting Policies

There have been no changes in Accounting Policies. All policies have been applied on bases consistent with those used in previous years.

## 3. Fixed Assets and Depreciation

All fixed assets are recorded at cost less accumulated depreciation. Depreciation of the assets has been calculated at the maximum rates permitted by the Income Tax Act 2007.

The entity has the following asset classes: Equipment - 40% Diminishing Value

## 4. Foreign Currency

Transactions denominated in foreign currencies are converted at the exchange rate current at the transaction date. Foreign currency receivables and payables are converted at exchange rates current at balance date. Foreign exchange gains or losses are included as income or expenses respectively in the Profit and Loss Statement.

## 5. Goods and Services Tax

These financial statements have been prepared on a GST exclusive basis with the exception of Accounts Receivable and Accounts Payable.

## 6. Accounts Receivable

Receivables are stated at their estimated realisable value. Bad debts are written off in the year in which they are identified.

## 7. Audit

These financial statements have not been externally audited. During this financial period the EMANZ Governance Committee requested that management commission KPMG to perform an independent agreed upon procedures engagement over certain financial records of the entity. There were no significant findings from this report.

## 8. Contingent Liabilities

At balance date the Association had no contingent liabilities or commitments.

## 9. Fixed Assets

The entity has the following fixed assets recorded:

Equipment - Purchases	-
Equipment - accumulated depreciation	-
Total Fixed Assets	-

