

AIPH General Meeting – MINUTES (FINAL)

09 September 2019

Beijing, China



The meeting was held in the Multifunctional Building on the expo park of Expo 2019 Beijing, in the Yanqing District.

Attendees: AIPH members & other Secretariat staff

Date : Monday, 09 September, 2019

Time : 14.30 – 1700 hrs

Place : Multifunctional Building, Expo 2019 Beijing, Beijing, P. R. China

Reference: AIPH General Meeting - Beijing – September9 2019

Chairman : Mr. Bernard Oosterom, President, AIPH

Secretary : Mr. Briercliffe, Secretary General, AIPH

Members Present:

1. Mr Bernard Oosterom, AIPH
2. Ms Jacqueline Mkindi, TAHA | Tanzania
3. Mr Grzegorz Falkowski, ZSZP | Poland
4. Mr Wojciech Wroblewski, ZSZP | Poland
5. Mr George Franke, NTR/ VBN | the Netherlands
6. Ms Karen Tambayong, ASBINDO | Indonesia
7. Mr Gijs Kok, NTR/ RFH | the Netherlands
8. Mr Mike Rimland, American Hort | USA
9. Mr Takuhiro Yamada, JLCA | Japan
10. Mr Kevin Chung TFDA | Chinese Taipei
11. Ms. Kong Haiyan, CFA | China
12. Prof Zhang Qixiang, CFA | AIPH
13. Mr Osman Bagdatlioglu, OAIB| Turkey
14. Mr Tim Edwards HTA, NFU |UK
15. Mr Shinya Wada, JLCA |Japan
16. Mr Andre van Kruijssen, CVH | Brazil
17. Mr Roberto Hideyuki Okubo, CVH | Brazil
18. Mr Leonardo Capitanio, ANVE | Italy
19. Mr Bill Hardy, Canadian Nursery Landscape Association | Canada
20. Mr Peter Vaughan, NGIA (GreenLife Industry Australia) | Australia
21. Mr Ismail Yilmaz, OAIB | Turkey
22. Mr Umut Sakarya OAIB, Turkey
23. Ms Gulsen Bay, OAIB, |Turkey
24. Mr Hwang Jan Lee, TDFA | Taipei
25. Mr Tetsu Nomura, JLCA | Japan
26. Mr Tadashi Touchi, JLCA | Japan
27. Mr Hideak Taguchi JLCA | Japan
28. Hongkyun An, KAFC | Korea
29. Ms Daeun Lee, KAFC | Korea

Others Present:

1. Mr Tim Briercliffe, AIPH

2. Mr Treve Evans, AIPH
3. Ms Penelope Tomkins, AIPH
4. Ms Elena Terekhova, AIPH
5. Dr Audrey Gerber, AIPH

1. Introductions and welcome

- 1.0 Opening and confirmation of the agenda by the chairman, AIPH President Mr Bernard Oosterom.
Mr Bernard Oosterom welcomed all those present to the AIPH General Meeting.

2. Minutes

- 2.0 The minutes of the General Meeting in Noordwijk, the Netherlands April 01 2019 (Annex 1) were approved via email prior to the meeting.
Actions resulting from the previous meeting, documented in the minutes were addressed during the course of this meeting.

3. Incoming items, announcements, correspondence.

- 3.1 Open membership fees, report from SG:
Invoices were issued a little later this year (June-July). All invoices have been paid from 2018 subscription. Awaiting payments for 2019.
AIPH membership for the Silk Road Association, Kazakhstan – has been terminated.
- 3.2. Full membership (Active) applications.

3.2.1 An application has been received from BdB, Germany ([Annex 2](#)). BdB represents hardy nursery stock growers in Germany. Mr Markus Guhl attended the AIPH Spring meeting and BdB Board Member (and current President of European Nurserystock Association) Jan Dieter Bruns attended the AIPH Annual Congress 2018 in Padova. AIPH currently has one member in Germany – ZVG. BdB' accounts have been checked by the board and their charter circulated in English version. Following the board's assessment they are pleased to receive the application and to increase the involvement of Germany in AIPH. The board recommends full membership of BdB to AIPH.

13 voting members present. 13 votes in favour, none against. Result: *members approved this application.*

3.2.2. An application has been received from Tanzania Horticultural Association (TAHA) ([Annex 3](#))

The Board are pleased to receive this application. A short presentation was given by TAHA's CEO Jaqueline Mkindi. The TAHA group consists of 1,700 members including flora companies – exporters of mainly roses and cuttings to the European market mostly through the Netherlands.

13 voting members present. 13 votes in favour, none against. Result: *members approved this application.*

Mr Bernard Oosterom congratulated the two new AIPH members. He said he

welcomes more involvement from Germany and more members from Africa in coming years.

3.2.3 New Agenda Point – Renaming of Nursery and Garden Industry Australia (NGIA - current AIPH member in Australia) to GreenLife Industry Australia

Greenlife Industry Australia's CEO Mr Peter Vaughan gave a short presentation explaining that the name change aims to demonstrate the significance, diversity and benefits of Australia's greenlife industry from production to urban greening. The Australian greenlife industry consists of 1,700 production nurseries, 25,000 full time employees and \$2.4 billion in nursery production value. The project to establish how the industry can work together as one organisation was started three and a half years ago. The changes include a new name and a new skills-based board. Membership consists of businesses and associations. The organisation is now directed by members and no longer the 7 states of Australia.

AIPH members need to vote on accepting the new name Greenlife Industry Australia.

All votes in favour, none against.

3.3 Membership enquiries

Membership for Ethiopia and Kenya continues to be followed up. There is interest but no immediate request.

3.4 New affiliate members

The following new affiliate members were approved at the AIPH Board Meeting on Sunday 31st March 2019, Noordwijk, the Netherlands:

3.4.1 Anthura | the Netherlands

3.4.2 Bosman Van Zaal | the Netherlands

3.4.3 Florlien (Floralies Belgium) | Belgium

3.4.4 IGMPR | the Netherlands

3.4.5 Container Centralen | the Netherlands

4. Finances of the Secretary General – Mr Tim Briercliffe (Annex 4)

4.1 Report Annual Accounts 2018 (Annex 4a and 4b)

Notes:

Income was reduced because fees from Taichung were received in 2019 rather than 2018 as budgeted.

During this period AIPH acquired FCI magazine which was an unbudgeted cost.

New staff were employed in the Secretariat during this period.

4.2 Audit (Agree Upon Procedures) Report on 2018 accounts (Annex 5)

It is not a requirement for AIPH to have a statutory audit but it has been agreed with the Board and members that a detailed review will be conducted approximately every three years. Under UK accounting terminology the process completed is referred to as Agreed Upon Procedures. In this case the Executive Committee agreed some key questions to be asked of the 2018 accounts and appointed an independent auditor to complete it. The report was presented to members along with the

accounts for 2018. The Report produced a number of recommendations. (see below)

Questions from members:

What do miscellaneous costs refer to?

These are the recruitment agency costs for three staff members to the Secretariat.

What are the AIPH Expo Gardens?

Two gardens created for 2018 Taichung World Flora Expo and Expo 2019 Beijing. Together the gardens span across 2018 – 2019. For accounts the balance of costs against income and profit and loss will be shown in 2019. This will show a profit.

Audit Report: no significant problems were identified but the following recommendations were made:

1. Create a risk register to identify risks which affect income in the coming year. This will be progressed.
2. Establish sales order system to link to accounting software. With FCI and a growing team it makes sense to establish this.
3. Credit Control – Systems will be developed to improve credit control and chase outstanding debts.
4. Unidentifiable receipts for International Statistics Yearbook payments – a clearer system will be established for these payments.
5. A purchase order system – not ready for this as too small.
6. General ledger – internal apportioning of costs will be done.
7. Payroll reconciliation – this can be done with a growing team.

Comments & Questions from Members:

AIPH was commended for undertaking this audit.

Will move its registration from Belgium to the UK?

T Briercliffe informed members that AIPH received notification from Barclays Bank that AIPH could not continue banking in the UK. A GB account was established with Rabobank as back up but not a longer-term solution. AIPH wishes to remain banking with Barclays and to do so must register with Companies House in the UK as a UK branch of AIPH. This will involve tax returns in the UK as well as Belgium but with the right financial advice AIPH can still benefit from tax liability in Belgium. AIPH will remain as an International Non-Profit Association registered in Brussels.

The General Meeting was asked to approve the motion to accept the report and accounts for 2018.

Can AIPH close down the end of year accounts sooner and present preliminary results at the Spring Meeting rather than the Congress?

T Briercliffe responded. The process has been slowed down by the AIPH bookkeeping provider and this year's accounts are unusually late. However, AIPH is Confident that provisional accounts that are presented to the board at the Spring Meetings are accurate.

It was stated that the Board are happy with the audit and recommendations. This will be followed up with SG and will report on these again next year.

2018 Accounts and Reports were approved by all members – 13 in favour, none against.

- 4.3 2020 AIPH Budget (Annex 6). General Meeting is asked to approve. Predicted income 2019 and budget 2020. SG highlighted the following:

4.3.1. Uncertainty on income from Taichung. T Briercliffe and K Chung met with the Deputy Mayor of Taichung and his team in March and it was agreed they would apply the gate fee to all tickets, including free tickets. Unfortunately, their final calculation was €160,000 rather than €350,000 expected. The SG will meet again with them again to discuss and to try to reach a more favorable settlement.

4.3.2 Beijing Expo 2019 – no expected gate fee income indicated as yet. The budget allows for €500,000 which is cautious for the size of the Expo. CFA will liaise with the Expo Coordination Bureau to obtain an estimation as soon as possible.

4.3.3. FCI did not achieve the income as expected. A new strategy has been drawn up to address financial goals. This targets a breakeven position in 2019 and has been approved by the Board.

4.3.4. There are incomes beyond what is budgeted beyond 2020 for example additional income from expos is likely as well as additional income from preferred partnerships.

4.3.5 Cost increases explained: Marketing and exhibitions €30,000 for a video on expos and Project MI Associates to conduct an asset valuation of A1 and B expos. These will create a compelling business case for the value of hosting an expo which will be helpful to members speaking to cities in their countries for hosting an Expo. The asset valuation proposal can be shared with members on request.

The budget 2020 was approved: 13 in favour, none against.

- 4.4 Long term Forecast 2020 – 2025 (Annex 7)

SG highlighted:

4.4.1 There are no expos in 2020

4.4.2. This does not include new expos and their income. A second expo in Thailand is likely as well as a third expo in Turkey and an expo in Korea – none are confirmed and therefore not included in predicted income.

5. AIPH Governance

- 5.1 Elections (annex 8)

5.1.1 Election of Representative Region V: Mr Roberto Okubo (Brazil) Veiling Holambra was voted region V representative: all in favour, none against.

5.1.2. Election of Representative Region VI: Mr Ismail Yilmaz (Turkey) was voted region VI representative: all in favour, none against. This followed confirmation of support from other countries in this region, i.e. Qatar.

5.1.3. Election of Representative Region VII: Ms Haiyan Kong (China): all in favour, none against. This followed confirmation of support from other countries in this region.

5.1.4. AIPH Honorary Award presented to Mr Osman Bagdatlioglu for his services to AIPH as a Board Member. President Bernard Oosterom presented the award and gave a short speech thanking O Bagdatlioglu for his contribution to AIPH.

5.2 Membership Subscriptions

The proposal to retain current membership subscription at €1,500 per Full member and €500 per Affiliate Member was approved by members: all in favour.

6. Report of the Secretary General (Annex 9)

6.1 Mr Tim Briercliffe gave an update on developments within AIPH.

6.1.1. International Grower of the Year (IGOTY) is in preparation for Tuesday 28th January 2020. The official entry deadline is 6th September but has been unofficially extended to the end of September so members can encourage companies to enter. A three-year deal with Royal FloraHolland to be the IGOTY headline sponsor has been agreed. Further sponsorship for this event is developing.

6.1.2. The International Vision Project (IVP) Report will maintain expert committees which have been established around the world and AIPH will develop this data for members and companies around the world. The third IVP Report will be launched on Friday 13th September.

6.1.3. The International Statistics Yearbook 2019 - Flowers and Plants will be launched shortly and available to members on the AIPH website. A draft version was circulated in the meeting.

6.1.3. FloraCulture International (FCI) – all members should receive the printed and/or digital magazine. The financial costs for 2019 were higher than budgeted so a new business model was agreed by the board on Sunday 8th September. This model includes printing only for trade shows and a few key audience groups. With AIPH's growing relationship with trade shows it is hoped that the advertising revenue can be retained. Mr Ron van der Ploeg will move from four days a week on the magazine and spend two of these days on developing global market intelligence data linked to the International Statistics Yearbook. FCI will rely on more freelance journalism for more in depth and expert editorial content. FCI will not continue to provide daily news stories as these are also provided by other sources. These changes come into effect from in March 2020.

6.1.4. Preferred Partners – Mr Treve Evans and Ms Elena Terekhova are working on building preferred partners and offering exposure through expos. Pera Events is already a Preferred Partner. Doppelmayr are close to agreeing to a partnership arrangement. Discussions are also taking place with Aggreko (electricity generator providers) and CSM (a marketing and design studio which supports major events such as the Olympics).

6.1.5. Flower Auction Group - Elena is leading a project with this group to identify clear projects to move forward.

6.1.6. A detailed communications report is provided by Ms Penelope Tomkins for members to review.

7. Report – Green City Committee (Annex 10)

7.1 Mr Bill Hardy, Chair of the Green City Committee, presented the Green City report and highlighted:

7.1.1 Staff have been preparing for the Green City Conference focusing on air quality and pollution. CFA were thanked for their work in arranging speakers for this event.

7.1.2. Discussions are taking place with Qatar to fund Green City Awards but these will be progressed regardless of funding. Connections are being developed with C40 group with a representative attending the Green City conference on Wednesday. Dr Audrey Gerber (AIPH Technical Advisor) attended the ICLEI (Local governments for sustainability) Conference in Paris. ICLEI is an organization of 150 members looking at sustainability issues in cities.

7.1.3. CFA were thanked for their efforts in Expo 2019 Beijing and the AIPH Garden which will be a legacy for the AIPH Green City. The AIPH Green City message has also been communicated through the AIPH garden at the 2018 Taichung World Flora Expo.

8. Ornamentals Production Committee

8.1. AIPH Environment and Plant Health Report (Annex 11)

Mr Tim Edwards introduced the Ornamentals Production Committee which was established so that AIPH could provide a network to talk to each other and share common issues. The committee has two key sub-committees for 1) Novelty Protection and 2) Environment and Plant Health. Members were invited to put forward any other key topics for consideration.

8.2 Novelty Protection – Mr Tim Edwards summarised that this is a complex area that Ms Mia Buma has been working on for many years. T Edwards referred to the report submitted. The next sparing group meeting takes place on Thursday 12th September at 8pm.

8.3 Environment and Plant Health Report - highlights presented by Mr George Franke

After ten years, new EU regulations are coming into force. Regulations are becoming more stringent, especially on imports, for more products especially plants. All import assignments must be accompanied by a plant health document which will contain much more detail than current documentation with traceability details for official control.

Extra measures must be taken for introducing plants into the EU. For trading in the EU, all plants must have a plant passport – a physical document for all plants on each trade unit providing information to trace the plant back to the nursery. This will mean at least one inspection a year on nurseries.

2020 will be the UN International Year of Plant Health (IYPH). More information on this and events will follow.

An international trade on endangered species conference will be held this year.

9. Report – Exhibitions Committee

9.1 Mr Kevin Chung, Chair of the Exhibitions Committee, and Mr Tim Briercliffe presented the Exhibitions Report

9.1.1 Expo reports presented at AIPH Expo Conference. From recent and current Expos T Briercliffe highlighted:

The Dutch garden, the AIPH garden and Blossom pavilion at 2018 Taichung World Flora Expo

The opening ceremony of Expo 2019 Beijing.

The opening of the AIPH Rewilding Garden at Expo 2019 Beijing

China National Day on 6th June at Expo 2019 Beijing

Provincial days at Expo 2019 Beijing

9.1.2. Hatay will provide a monthly report as it is behind schedule. Mr Treve Evans and Mr Sven Stimac conducted a site visit last year and another inspection is scheduled for February 2020.

9.1.3. Qatar is progressing the new Expo park and discussing Green City projects with AIPH.

9.1.4. Australis – full payment of financial guarantee is due

9.1.5. Kahramanmaras – this Expo is being promoted through the AIPH garden's Flower Pavilion

9.1.6 Lodz are hosting a special event in the AIPH garden on Tuesday 10th September

9.1.7 Mr Tim Briercliffe, Ms Karen Tambayong and Ms Elena Terekhova met with the Major of Sinan County in Korea. They have been unable to make the AIPH Congress due to storms in their region.

9.1.8. Floralties Nantes (France) – Mr Tim Briercliffe and Mr Bernard Oosterom participated as jury members and reported that Floralties were very positive about their AIPH approval.

Goyang Show (Korea) - Mr Tim Briercliffe, Ms Karen Tambayong and Ms Elena Terekhova met with the show organisers regarding AIPH approval as a C/D category exhibition.

GreenTech and Flormart are likely to continue approval for 2020 (the third year for both)

Mr Tim Briercliffe will be attending Padova from 26 – 27th September 2019.

Mr Treve Evans and Mr Tim Briercliffe will be attending the Host City event in Glasgow in November 2019.

9.2. AIPH Regulations for International Horticultural Exhibitions (Annex 14)

Proposals were outlined for the revision of Exhibition Regulations. These had been pre-circulated to members. The Board recommended the revision to members with the following additional points:

- The clause preventing gifts to AIPH members and staff from Expos should be amended to permit payments to jury members for Expos that wanted to recognize this service financially.
- Remove requirement to maintain a register of gifts received with individual values less than 100 euros.
- Increase the minimum spend required for an AIPH garden at an Expo to 300,000 euros for an A1 Expo.
- Reference to an 'accompanying person' in relation to someone accompanying AIPH representative for opening/closing ceremonies, should be amended to 'officer'.
- For C Category Exhibitions it was proposed to leave these as 4-30 but to add that longer periods could be permitted with member approval.
- C Category approval can be agreed using email approval from members to speed up the approval process for such exhibitions.
- For all exhibitions full license fee payment should be received in advance of the opening of the exhibition. For A1 and B exhibitions this should be collected 3, 2 and 1 year before opening in three equal amounts. For C and D exhibitions these should also have payment in advance.

All other changes were highlighted in Annex 14. Members of the general meeting approved to progress with the new Exhibition Regulations, including the amends recommended by the Board.

The new Regulations were approved unanimously and will be published on the AIPH website.

9.3. 2018 Taichung World Flora Expo (A2/B1) Final Report (Annex 15)

Taichung final report submitted for information – this covers basic details and a more detailed book will be prepared on the event.

10. New Member Presentations

- 10.1 IGMPR's Mr Ibo Gulsen gave a short presentation on the company's activities. The company, based in the Netherlands, designs and implements flower shows as tourist destinations and are very active in Asia, especially China. They are a small team working on large projects for local governments and private investors. They offer 'Imagineering' – imagination and engineering, horticulture and technical knowledge for creating a flower show.

11. Preparation of Future Meetings

- 11.1 Spring Meeting 2020 – 1-4 March 2020, Miami, USA
Mr Mike Rimland was thanked for his support and advice. The meeting will incorporate a visit to Costa Farms. If members wish to arrange a specific visit to the nursery they were advised to contact Mike to make arrangements.
- 11.2 Annual Congress 2020 – Warsaw, Poland (provisional timing – first week in September) including 'Green is Life' exhibition, city tour of Lodz and visits to nurseries and companies in the green businesses.
- 11.3 Spring Meeting 2021 – an invitation has been received from Bali, Indonesia. Ms Karen Tambayong is working on this.
- 11.4 Annual Congress 2021 – No invitation, possibly UK or Germany
- 11.5 Spring Meeting 2022 – No invitation, possibly Qatar
- 11.6 Annual Congress 2022 – No invitation, possibly Almere

13. Decisions on Applications for International Horticultural Exhibitions

- 13.1. Yokohama, Japan 2027 (A1) (Annex 16a – questionnaire, Annex 16b – Feasibility Study, Annex 16c – Site inspection report)

Summary from the site inspection team: Each point where more details and information were requested have now been provided, e.g. managing the proximity in timing to the World Expo in 2025, land ownership and details on the content of the Expo. Although a letter of support from the Japanese Government is expected but not yet received, the Board recommend approval of this Expo.

To grant approval subject to the following condition: receipt of Japan government support letter. All members voted in favour, none against.

- 13.2 IPM Essen D category exhibition
Approval for this application was recommended by the board.

All members voted in favour, none against.

14. Other Business

There was no other business.

15. Closure

MEETING CLOSED AT 17.30 HRS.

Following the meeting the delegation from Yokohama were invited in to receive the news of their approval and a certificate was presented.