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# Association of Massage Therapists

## 2007 Annual Report



*in good hands*

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# President's Report

## by Alan Ford

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Continuing the trend of the past 18 months, our Executive has met formally by teleconference on 3 occasions, 2 of which included regional executive meetings with AMT representatives from Queensland, NSW, ACT and Victoria.

I am extremely pleased to note that, for the first time in the history of our Association, we received more nominations for the Board of Directors than available positions, necessitating a full vote from members to select your representatives. This sends a strong message to current and aspiring Directors that we are in a very healthy position with passionate, dedicated members wanting to contribute to the management and leadership of AMT.

Vibrant management hinges on active engagement and participation: the more that members put their names forward to participate in the functioning of the Board (or a sub-committee), the more likely we will be propelled forward by new and vibrant ideas of how to keep AMT strong, both in the Association marketplace and as a natural leader in professional advocacy.

Personally, I have been pleased to see a steady regional presence throughout the Eastern seaboard of Australia. Healthy, enthusiastic regions wishing to participate build a strong foundation for the Association. We hope to establish a regional presence in the West this coming year to provide much-needed infrastructure for our growing band of members in Western Australia.

I recently presented a workshop in the Hunter Region, where AMT membership is up around the 120 mark. Twenty-one local members attended. The workshop took place after the region AGM which attracted 25 members. If every region can encourage 20 to 25% of its membership to participate in bimonthly meetings and quarterly workshops, we know that our regions are in a healthy position both administratively and financially. Perhaps more importantly, we know that members in the region are well serviced and resourced, with rich opportunities for networking and professional development. It also means that those members are grabbing the opportunity to upgrade their skill set in Remedial Massage and therefore making themselves more attractive to the general public as professional therapists.

AMT is a 'Not for Profit' organisation - the small financial contribution that members are required to make at local area meetings is used to support activities in the region. Some regions have used their accumulated funds to start a resource library for members or pay for a professional speaker or take out group advertising in a local newspaper, promoting the professionalism of AMT members. For the cost of not much more than coffee and cake, you help your region promote itself, thereby promoting yourself and your business as well.

I would like to take this opportunity to thank Colin Rossie for championing the concept of our recent replay of the International Fascia Research Conference (originally held in Boston). This event was conducted over a weekend, with mornings devoted to DVD session screenings and a practical workshop each afternoon. More than 160 presenters applied to present at the original Fascia Research Congress, so we could only view a small percentage of the proceedings.



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The presenters were incredibly passionate about their work in the field of Fascia Research which ranged from the mathematical probability of change in fascia receptors due to palpation to the double, double blind testing of response to therapeutic touch when releasing muscles affected by trigger points. Simply Fascinating stuff! I was still thinking about whether I was having a placebo or actual positive reaction to the weekend on my 380km drive home. Either way, so much better for me than 2 red bulls and a coke...

As we move into the second quarter of 2008, membership of AMT continues to grow at a steady rate. This is due, at least in part, to the continued work of members of the Board in presenting information sessions to students at various private RTOs and TAFEs. Thanks once again to Keryn Rose from Northern Rivers, Rebecca Barnett and Colin Rossie from Sydney Metropolitan, and other local regional representatives for continuing to promote the benefits of AMT membership to the next generation of Massage Therapists!

I would like to finish off this report with a subject that was raised at the Hunter Region AGM. With the support of its members, the regional committee is embarking on an advertising campaign to directly inform the community of what to look for when they are searching for a professional Massage Therapist. The proposal is to make a 'checklist' for the public to utilise. This list will have a series of simple questions such as 'Does your therapist display a certificate of membership to a Professional Massage Therapy Association?', 'Does your therapist display a Code of Ethics?', 'Does your therapist hold Insurance and Senior First Aid certificates?' and 'Is their clinic clean and hygienic?'

This kind of collegiate approach to advertising has a two-fold benefit. Firstly, it raises public expectation of the profession and promotes stringent standards of practice. Secondly, it promotes the individual therapists who take out a listing under AMT's logo which, in turn, promotes AMT as the first choice for the public when they are looking for a credible and ethical therapist.

One of the keys to running a healthy Association is ensuring that all those involved with management are adequately skilled and equipped with the necessary corporate knowledge to fulfil their specific duties as a Director. As part of this commitment to professionalism in the management of AMT, I recently attended a training course entitled 'The Chairman'. This was a great opportunity to meet with other office holders of professional associations and be trained to be the best in this field. I will continue in my position as President until the middle of next year and hope to provide continued guidance and support to the Board during the remainder of my term, to the best of my ability.



Alan Ford



# Secretary / Treasurer's Report

by Rebecca Barnett

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In the 6 months since our last Annual General Meeting, AMT has continued to prosper and grow. We are now financially stable, with a complete reversal of our position from 18 months ago. The organisation is currently running at an operating profit of close to \$1000.00 a week. These reserves will be crucial to our capacity to engage in higher level advocacy work over the next two years. We also need to invest in IT infrastructure and redeveloping the AMT database, which is being stretched to the limit by our increasingly complex reporting requirements.

Member engagement appears to be at an all-time high. The 2008 election of Office Bearers is testament to this, with 241 ballots received in Head Office. Excellent attendances at events such as the Annual General Meeting, also demonstrate a heartening level of interest in the management and direction setting of our organisation.

AMT currently employs two full-time staff - our Executive Officer, Linda Hunter, and our Administration Officer, Katie Snell. I would like to pay tribute to the work that these two staff members do in servicing the needs of the membership. Much of our recent growth can be attributed to their work ethic. I believe that the success of a membership organisation can be measured by the quality of the operational staff and their responsiveness to the needs of members. We are fortunate indeed to have two such capable, dedicated and service-oriented people in our Head Office.

The Board recently resolved that the organisation was financially strong enough to justify a part-time wage for the immensely hard-working Secretary! As a consequence of this resolution, I am now also a paid staff member. Please note that I am the only Board member to receive a wage. This is subject to the continued financial prosperity of AMT but I think that it is a pleasing signal that AMT is making giant strides towards full professional management.

Strategically, the Board has committed to policy development as a key foundation for high-level professional advocacy. Unregistered health practitioners will increasingly become the focus of government bodies such as the Council of Australian Governments (CoAG). We can see signs of this already with the proposed Unregistered Health Practitioners Code of Conduct currently being drafted by NSW Health. The legislative environment within which we operate is complex and set to become more so. Proactivity and setting the agenda (rather than reacting to it) will therefore be critical.

The AMT Board believes that our profession should be working towards the establishment of a National Code of Conduct and Code of Practice for Massage Therapists. Without these two vital documents, we will be hamstrung in our attempts to lobby government for mainstream recognition of our skill set. Establishment of these National Codes would also enable us to promote the profession as safe and ethical to the allied health professions, the general public and key stakeholders such as the private health insurers.

There is a story to be told here and we are committed to laying the groundwork and writing up the necessary documentation to tell it coherently and convincingly.



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Our key achievements for the past 6 months include the following:

#### ADVOCACY

- Continued to work closely with the Department of Veterans' Affairs toward the goal of having Remedial Massage Therapy recognised in their ancillary health scheme. This has included compiling research to demonstrate the efficacy of Massage Therapy for the specific needs of the Veteran community.
- Held a preliminary meeting with the Australian General Practice Network to establish pathways to work more closely with the GP community.
- Made a formal submission to NSW Health in relation to their Draft Code of Conduct for Unregistered Health Practitioners.
- Provided advice to NSW Community Services and Health Industry Training Board on the establishment of a traineeship to be delivered in conjunction with the HLT07 Certificate IV in Massage Therapy Practice.
- Worked closely with the private health funds to maintain our accreditation. We invited all the health funds to audit our systems and records. Thus far, we have hosted one private fund and the results were extremely positive.

#### FINANCE AND AUDIT

- Achieved an operating profit of \$16,515 for the period 1 July to 31 December 2007.
- Successfully transitioned to calendar year financial reporting.



Rebecca Barnett



# Operating Statement

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for the period from 1 July 2007 to 31 December 2007

	<b>6 Months Dec 2007 \$</b>	<b>12 Months June 2007 \$</b>
Revenue from ordinary activities	161,119	296,954
Wages, contractors & superannuation	(53,695)	(98,229)
Depreciation and amortisation expenses	(761)	(3,846)
Other expenses from ordinary activities	(90,490)	(182,154)
Profit (loss) from ordinary activities before income tax	16,173	12,725
Income tax expense relating to ordinary activities	(342)	
Net profit (loss) attributable to members of the Association	16,515	12,725
Retained Surpluses at the beginning of the financial year	56,879	44,154
Retained Surpluses at the end of the financial year	<u><b>73,394</b></u>	<u><b>56,879</b></u>

# Balance Sheet

as at 31 December 2007

	6 Months Dec 2007 \$	12 Months June 2007 \$
<b>CURRENT ASSETS</b>		
<b>Cash Assets</b>	<b>69,194</b>	<b>77,039</b>
Receivables	11,745	13,030
Inventories	4,792	3,595
Other	1,283	0
<b>TOTAL CURRENT ASSETS</b>	<b><u>87,014</u></b>	<b><u>93,664</u></b>
<b>NON-CURRENT ASSETS</b>		
Plant and Equipment	4,273	3,784
<b>TOTAL NON-CURRENT ASSETS</b>	<b><u>4,273</u></b>	<b><u>3,784</u></b>
<b>TOTAL ASSETS</b>	<b><u>91,287</u></b>	<b><u>97,448</u></b>
<b>CURRENT LIABILITIES</b>		
Payables	8,322	711
PAYG + GST liabilities	6,664	8,576
Provisions	2,907	26,112
<b>TOTAL CURRENT LIABILITIES</b>	<b><u>17,893</u></b>	<b><u>35,399</u></b>
<b>NON CURRENT LIABILITIES</b>		
Provisions	-	5,170
<b>TOTAL NON CURRENT LIABILITIES</b>	<b>-</b>	<b><u>5,170</u></b>
<b>TOTAL LIABILITIES</b>	<b><u>17,893</u></b>	<b><u>40,569</u></b>
<b>NET ASSETS</b>	<b><u>73,394</u></b>	<b><u>56,879</u></b>
<b>MEMBERS' FUNDS</b>		
Retained surpluses b/f	56,879	44,154
Annual Result c/f	16,515	12,725
<b>TOTAL MEMBERS' FUNDS</b>	<b><u>73,394</u></b>	<b><u>56,879</u></b>

# Statement of Changes in Equity

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for the period from 1 July 2007 to 31 December 2007

	<b>Retained Surplus</b> \$	<b>Total</b> \$
Balance as at 1 July 2006	44,154	44,154
Profit/(Loss) attributable to Members	12,725	12,725
Balance as at 30 June 2007	56,879	56,879
Profit/(Loss) attributable to Members	16,515	16,515
Balance as at 31 December 2007	<b><u>73,394</u></b>	<b><u>73,394</u></b>

# Operating Profit or Loss

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## for the period ended 31 December 2007

The operating profit or loss before income tax includes the following items of revenue and expense:

	<b>2007</b>	<b>2006</b>
<b>REVENUE</b>		
Membership Fees	91,871	176,580
Conference Fees	51,579	73,599
Advertising Income	4,714	18,639
Workshops	4,809	10,245
Merchandise Sales	5,041	6,796
Interest Income	917	1,247
Other Income	2,288	9,848
	<u><b>161,119</b></u>	<u><b>296,954</b></u>
 <b>EXPENSES</b>		
Conference Fees	32,431	68,266
Advertising Expenses	5,749	10,936
Audit Fees	2,618	2,763
Depreciation	761	3,486
Raw Materials and Consumables used	5,681	6,952
Rent	4,702	11,262
Insurance	5,707	5,506
Newsletter Costs	9,368	14,314
Bad Debts		120
All other expenses	77,334	160,345
	<u><b>144,946</b></u>	<u><b>283,950</b></u>

## The Board

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ALAN FORD  
President



REBECCA BARNETT  
Secretary/Treasurer



KERYN ROSE  
Vice-President



CLAUDIA IACOVELLA  
Director



COLIN ROSSIE  
Director



DEREK ZORZIT  
Director

# Regional Representatives

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