

F.C.S.I. APD 2020 -2021 Annual Report



We Share
We Support
We Inspire

FOOD SERVICE CONSULTANTS SOCIETY INTERNATIONAL
ASIA PACIFIC

APD Secretariat
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(Australia)

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INTRODUCTION

What a year it has been!

COVID has had a massive impact on how we do businesses in the APD and globally, with some countries being overcome by case numbers, others suffering from lockdown fatigue, and some striving to support and assist where they can.

We have learnt many valuable lessons this year – the foremost of which is agility. Being agile in these uncertain times has allowed businesses to adapt the way they deliver their services, and highlighted just how important communication and contact can be.

At F.C.S.I. APD, your board has worked hard to consolidate and develop our member benefits so that together we can share, support, inspire and INNOVATE moving forward. Click on the link to view the amazing global feedback and support.

<https://youtu.be/91Vat6Rv7Zo>



ONGOING INITIATIVES

Ongoing Member Initiatives including (but not limited to)

- i. Webinars on Share, Support and Inspire
- ii. Buddy Program
- iii. Allied Members – Innovation Webinars
- iv. Connect and Collaborate – Happy Hour

Click on this link to experience the various initiatives within your FCSI APD.

https://www.youtube.com/channel/UC5PY7NYs8n_TJZq6T3XE5sA



Our resident Alchemist Glenn Flood

MEMBER PROJECT EXCELLENCE

Our Allied Member sponsors have been very supportive of our inaugural Member Project Excellence and thank you to our Professional Members who got to involved make this new APD initiative a great success. This initiative is not about winning or losing but it's about sharing our knowledge and experience within the APD region and globally. As always we encourage our Professional Members to fully support our Allied Member Sponsors.

Our Platinum Sponsors



Our Gold Sponsor



The clean solution

Our Silver Sponsor



WELBILT[®]

Bringing innovation to the table



FOOD SERVICE CONSULTANTS SOCIETY INTERNATIONAL
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REGISTRATION OF NEW F.C.S.I. APD ENTITY

- Currently membership of the FCSI Asia-Pacific Division (FCSI APD) is registered through Foodservice Consultants Society International – Asia Pacific Division, a non-profit organisation incorporated under the Societies Ordinance of the Hong Kong Special Administrative Region.
- During the past 12 months the current trustees of this entity have decided it would be better from an administrative and structural perspective to manage the operations of FCSI APD through an entity based in Australia and governed by the laws of Australia.
- In addition, it is intended due to its current scale to constitute a new entity as an FCSI China Division under the ownership of the FCSI APD.
- As a result of this your current membership will be transferred to the new not-for-profit entity Foodservice Consultants Society International – Asia Pacific Ltd (Australian Company Number 649 938 732) and all future activities and membership management will be coordinated and run under the new entity.
- A new affiliation agreement has been signed between the new APD entity and Foodservice Consultants Society international Inc retaining all previous benefits of the relationship between the US entity and Asia-Pacific.

NEW MEMBER DATABASE – CURRINDA

Currinda software is loaded with the tools to manage our membership for maximum efficiency and governance.

- Easy online payments
- Reliable and accessible information and reports with up-to-minute accuracy anywhere via Internet connection.
- Emails are fully integrated
- Fully searchable member directory
- Accept donations
- Corporate memberships
- API integrations
- Fully integrated with events
- 2-way SMS messaging



EDUCATION PROGRAM TO BE DEVELOPED

The APD Board has seconded Professional Members Tim Smallwood and Brandon Kua to develop an education program.

Draft Vision and Statement of Purpose

Develop an educational program that will be effective for all foodservice operations, management and design models used across all regions and cultures with members associated with FCSI APD.

Approach

The educational program will seek to address issues common to all consulting practices and their clients and importantly to identify our differences and what we have in common with each other. Accordingly a survey will be sent out to all members in due course.

F.C.S.I. BIM GLOBAL STANDARDS

FCSI is committed to establishing guidelines for BIM Standards to ensure consistency, optimum functionality and quality of the BIM content provided for foodservice equipment.

The Standards document was created in cooperation with input from representatives of the three FCSI divisions APD, EAME & TAD, having formed the FCSI BIM Taskforce (2020 – 2021) of Professional Consultants. The document once finalized is to be used as guidelines to assist content creators globally.

The objective of this Standards guidelines is to provide a template when content creators are commissioned with producing Revit families of foodservice equipment for the manufacturers of foodservice equipment.





**F.C.S.I.
2020 -2021
Strategic Plan**

Completed Initiatives

- Consider alternate social media channels.
- Invite APD members to contribute to articles.
- Promote the Code of Conduct.
- Appoint two Membership Evaluation Officers for matters of conflict.
- Introduce review process for Membership screening.
- Explore software benefits for members.
- Allied Member online new Product Launches.
- Register the FCSI APD in Australia.
- Develop Board KPIs.

In-Progress Initiatives

- Develop LinkedIn content.
- Develop member events.
- Virtual networking program options.
- Review member value proposition & new benefits.
- Professional Member Project Excellence.
- Actively engage in the global BIM / Revit Standards initiative.
- Actively engage in World Wide Board activities.
- Develop Resource Bank: Professional legal representation, Consultants Agreements, etc.
- Summarise association approaches to State and Federal governments.



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Initiatives on 'hold':

- Trade booth at Fine Food. Request presentation opportunities at trade events for FCSI members/board.
- Trade booth at FHA Singapore. Request presentation opportunities at trade events for FCSI members/board.
- Explore reciprocal 'Intern' arrangements with TAD & EAME.

Future Initiatives:

- Identify "Champions" for industry segments ie: stadium, hotel, hospital, aged care, etc.
- EHO Nights.
- Actively engage in the global 'Kitchen Connectivity' initiative.
- Establish FCSI Talks program.
- Develop education tools for consultants to use REVIT.
- Promote FCSI membership for major project appointments.
- Educate government on FCSI members when EHOs sign off kitchen permits.
- Seek opportunities to contribute to EHO and Hospitality education curriculum.

FCSI APD P & L: 1 January to 31 December 2020

Income	
Bank Interest	64
Corporate	39,818
Sponsorship	5,000
Total Income	44,882
Gross Profit	44,882
Less Operating Expenses	
Audit Fees	6,469
Bank Fees (61320)	117
Contractors Expenses	900
Credit Card Fees	3
Events Expenses	1,375
Foreign Currency Gains and Losses	2,787
Office & Locker Rental	15,151
Postage	26
Secretariat	11,507
Stationery	165
Subscriptions	1,441
Telephone & Fax Expenses	6
Travel & Accom. Expenses	2,358
Total Operating Expenses	42,304
Net Profit	2,577

Balance Sheet 1 January to 31 December 2020

Assets

Bank	
HSBC 110-522752-838 Current	478 ¹
HSBC 110-522752-838 Savings	22,747 ¹
HSBC 110-9-045854 Savings	633 ¹
HSBC CNY Trade Settlement Savings	4,244 ¹
HSBC EUR Savings	36,925 ¹
Westpac	82,344
Total Bank	147,372
Current Assets	
Accounts Receivable	11,983
Total Current Assets	11,983
Non-current Assets	
Holding Account	3,555
Total Non-current Assets	3,555
Total Assets	162,910

Liabilities

Current Liabilities	
Accounts Payable	11,585 ¹
Corporate Membership in Adv	11,843
Individual Membership in Adv	11,779
Total Current Liabilities	35,206
Total Liabilities	35,206
Net Assets	127,704

Equity

Current Year Earnings	2,577
Historical Balancing	70,779
Retained Earnings	54,348
Total Equity	127,704

Notes

¹Figures converted into Australian Dollar using the following rate:
5.99188 HKD Hong Kong Dollar per AUD. Rate provided by XE.com on 31 Dec 2020.



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New FCSI APD Leadership Team

Your FCSI APD Board is happy to report that the grounds have been set with an accomplished new team to lead us over the next two years. We have received nominations from an extremely talented and experienced team of professionals as listed below:

- Andrew Brain - Chair
- Steve Sidd - Secretary / Treasurer
- John C Thomas - Professional Member - NSW
- Larry Anderson - Professional Member - QLD
- Jimmy Wong - Professional Member - Asia
- Greg O'Connell - Allied Member - Australia
- Mario Sequeira - Immediate Past Chair

We are also very grateful for the following members who have accepted our invitation to strengthen our presence in Asia:

- Leonard Lam - Allied Member – Asia
- Rajat Rialch - Professional Member - India
- Tony Wang - Professional Member- China

In the ANZC region we also acknowledge Tim Smallwood, Ian Hopper and Brian Lennox for their ongoing support.

THANK YOU

A special thanks to the FCSI APD Board 2019 – 2021

It has been a challenging two years however your Board has worked hard to rejuvenate our Asia Pacific Division that was facing financial difficulty among several other head winds including member apathy. We did not let the Covid pandemic beat us, in fact we used it to our advantage to reach out and connect with our members and the wider hospitality community.

I would like to personally thank Andrew Brain and Steve Sidd who took active roles within our Board. To Greg O'Connell (APD & Worldwide Board member) and Bill Caruso (Worldwide President) thank you for their support and mentoring during my tenure as Chair. It is heartening to see some industry stalwarts like Francis Loughran in Australia and Rajat Rialch in India reconnect with FCSI APD and other quality professionals who have shown interest in being part of FCSI.

Stay safe & well and continue to share, support & inspire each other.

Yours in hospitality

Mario Sequeira – Chair FCSI APD 2019 -2021

Together – stronger & better

Our global FCSI family: Mario Sequeira – Chair Asia Pacific Division (APD), Eric Norman – Chair The Americas Division (TAD) and Remko van der Graaf – Chair Europe Africa Middle East (EAME)

