RiskNZ Annual Business Plan 2020/21

RISKNZ

The RiskNZ Annual Business Plan

The Business Context for 2020/21

This Annual Business Plan sets out the purpose, objectives, focus areas, activities and outputs for RiskNZ over the next financial year. The plan also allocates tasks across the governance and management team. This plan presents a more comprehensive picture than in previous years and for the first time incorporates a three-year road-map, as well as a summary of the main risks faced by the organisation.

In producing this plan, the Management Board has considered the rapidly changing business and economic conditions caused by the Covid-19 pandemic. This plan covers a period that will see the pandemic continue to unfold across the world, affecting New Zealand in unexpected and unpredictable ways. There is much uncertainty and it is probable that this plan will be affected by changes to our national circumstances and to the global environment. This uncertainty means the three-year roadmap is likely to require review and will need to be adjusted in time.

We anticipate the risk management industry will become more important than ever and will need to adapt and respond as the year continues. We should anticipate constrained resources and other industry shocks, and these will present opportunities for RiskNZ and our members to provide leadership and innovation as we adapt to the changing world.

The primary aims for RiskNZ over the coming year and beyond are to:

- 1. Provide relevant and valuable services to our members;
- 2. Strengthen our membership base, and;
- 3. Remain a successful and viable organisation that is recognised as an important focal point for the industry.

This plan has been developed with the following assumptions:

- 1. An increasing relevance of risk management, and importance of RiskNZ;
- 2. That the primary purpose and strategic objectives of RiskNZ remain unchanged;
- 3. Continued success will depend on a high-quality value proposition to an engaged and active membership base, and;
- 4. RiskNZ will need to adapt to the changing environment and economy.

The primary purpose of RiskNZ as stated in the 2019 revised constitution, is to improve the knowledge and practice of risk management in New Zealand. The Society will achieve this through four strategic objectives:

- New Zealand.

The 2020/21 Business Plan

The Management Board recognises the changing nature of the risk management profession and the resource challenges faced by Not for Profit organisations. The availability of resources is a constant challenge that requires commitment, goodwill and a favourable economic climate. The viability of RiskNZ and the availability of key resources directly correlates to the capacity and capability of staff, the Management Board, the body of members and the ability of the organisation to remain at the forefront of the industry. For that reason, the availability of key resources also correlates to the capacity to deliver the annual business plan. To ensure this plan is achievable the associated work programme must match the available resources.

This plan therefore, is considered to be a living document that will be subject to regular review throughout the year. The review process will adjust the plan to reflect available resources and will ensure they are matched to priorities and objectives.

RiskNZ Strategic Objectives

1. Promote the principles, theory and practice of risk management in

2. Promote research and the development of knowledge about the management of risk in New Zealand.

3. Expand communication about the management of risk and associated practices between organisations and individuals involved in the management of risk, both within New Zealand and in the international risk management community.

4. Increase interest in membership of the Society.

There are nine key resources critical to the success of RiskNZ:

RiskNZ Key Resources

- **1. Members of the Society**
- 2. The value proposition offered to members
- 3. Sponsorship revenue and support
- 4. Member subscription revenue
- 5. Event revenue
- 6. Non-financial support though the use of venues, goodwill of presenters, supporters, goods and services at no cost
- 7. The capacity, capability, goodwill and commitment of the unpaid **Management Board**
- 8. Available EO and AO working hours
- 9. Working capital

RiskNZ's business cycle is quite simple:

- The Management Board acts in a Governance role to decide actions and apply resources (the Annual Plan)
- The Management Board, the EO and AO act in Management roles to lead delivery of the Annual Plan
- Resources are increased and consumed by the delivery of the Annual Plan

The outcomes of the Annual Plan return resources to the Society, enabling improvement and growth. The key business principle for the sustainability of RiskNZ is that all activities should directly or indirectly lead to an increase in any of the nine key resources.

The primary responsibility of the Management Board is to ensure the resources are applied in the most efficient and value-adding way.

There are five key focus areas critical to the success of RiskNZ:

The primary measure of the success and viability of the Society is a sustained increase in the number of engaged and satisfied members (Resource 1). This measure will directly increase resources 2 to 9. For that reason, data regarding member growth, retention, satisfaction, engagement, and data relating to other resources, will be carefully monitored by the EO and reported periodically to the Board. The Focus Areas which comprise this Annual Plan are:

> **1. Membership, Education and Professional Development** 2. Networking and Events **3. Advocacy and Influencing 4. Marketing and Communications** 5. Governance and Management

This Annual Work Plan sets out each focus area and identifies aligned activities to achieve the stated output. The plan should not exceed the available resources and as stated above will be adjusted accordingly in-year.

Stephen Hunt Chair RiskNZ

Focus Areas



14th June 2020

Three Year Road Map

2020

Membership, Education and Professional Development

Networking and Events

Advocacy and Influencing

Marketing and Communication

Risk training identified and tools under development
Member satisfaction achieved
Membership growth throughout New Zealand
Promote member engagement and consider mentoring
New opportunities identified

Conference and events delivered to expectations Risk Awards held 8 seminars in the calendar year

Special Interest Groups established High value relationships established Advocacy and Influencing Working Group established

Marketing and re-branding established
Website is fully functional and interactive
Regular engagement and communications with members
Sponsor agreements in place, new sponsors acquired

Governance, Management and Support Improved governance and management business practices Clean audit report, membership fees structure refreshed RiskNZ achieves its budgeted financial performance Risk and project management systems established

2021

Risk training	being	del	ivered	l, too	ls and	resou	rces	C

- Member satisfaction meeting expectations
- New member targets from 2020 being met, new targets set
- Improved member engagement and mentoring introduced
- New opportunities identified, Nationally and Internationally

Increased attendance at conference and events.

- **Risk Awards held**
- 10 seminars in the calendar year

SIG's performing as expected

- High value relationships add value
- Working group increases external relationships
- RiskNZ is increasingly seen as an industry leader
- Website is attracting more members and increasing revenue
- Regular engagement and communications with members
- Sponsors are satisfied and revenue increases 10% year on year
- Improved Business Systems
- Clean Audit report
- Enhanced revenue generation
- Systems increasing organisational performance

2022



Annual Work Plan 2020/21

The budget for each area of focus takes into account the direct expenses and time spent by the Executive and Administration Officers; and the allocation of general administration.

1.Membership Education and Professional Development									
Area of Focus	Activities	Output	Lead/Support	Budget	Strategic Objectives				
1.1 Risk Management training and tools.	 Establish risk management training using NZ and potentially, Australian based providers in 2020/21. Develop resources and tools. Make them available to members. Conduct a member survey on specific training needs and requirements. 	 Information on training, Risk Management tools and resources are provided to members. Marketing and Communications. 	David, Brent , Kristin Katie Duncan Imogen EO		1, 2				
1.2 Membership. Maintain and grow membership base.	 Manage corporate and individual membership relationships. Sustainably grow the number of members. Ensure membership fee structure is appropriate and sustainable. Review options for new member campaign. Establish membership groups in the regions. 	 Members register is actively managed. There is net growth in membership numbers. EO to establish member and events KPIs and gather appropriate data. Include analytics in EO monthly report to the Board with reporting against historic baselines. Sustained increase of members throughout NZ. 	Kristin David EO Gary VB		1, 3				
 1.3 Members: improve our value proposition. RiskNZ is relevant and contemporary at the leading edge of the industry. 	 Provide EO with performance-based KPIs to enhance current Value proposition. Review and revise value proposition to attract retain existing and attract new members. Establish Professional Recognition / Post Nominals scheme for members, and develop a Continual Professional Development (CPD) Framework. 	 Measure increase satisfaction of current members through surveys. The spectrum of activities is continually improved and has relevance. Improved quality of member networking opportunities. Professional recognition framework, policies and procedures for Board approval. CPD task group established to report back on a CPD framework. 	Stephen/Board EO EO Stephen David Lynda Imogen	17k	1, 2, 3, 4				
1.4 Managing members. To ensure members are being supported and involved with contributing to the Society and the delivery of the workplan.	 Annual engagement plan with corporate members. Engage more members to contribute toward the delivery of RiskNZ activities. Enhanced relationship with the Public Sector Risk Forum into the Society. 	ongoing membership.More members are involved with delivering the workplan.	Duncan , Imogen VB Gary EO		1, 2, 3, 4				
1.5 Members views. Representative voice of members.	 Develop channels for RiskNZ members to represent themselves and groups of members. Provide process for Special Interest Groups as appropriate. Conduct member surveys. 	 Annual members survey. Members have a channel for providing initiatives and feedback to the Board. Surveys after major events. Surveys to focus products and services to member needs. 	Jane EO Kristin		1, 2, 3, 4				

2.Networking and Events	S				
Area of Focus	Activities	Output	Lead/Support	Budget	Strategic Objectives
2.1 Significant event (Conference or Practitioners Day).	 conference, including identification of high-value speakers. 2. Undertake promotion and marketing to ensure registration numbers are high and content meets audience expectations. participants and speakers. Registration numbers at or above target The event is profitable. 		Katie Brent Gary EO Imogen (The conference committee see TORs)		1, 3
2.2 Annual RiskNZ Awards Programme. Recognition of outstanding contribution and services to the risk management profession and Risk NZ.	1. Successful awards function is held to recognise outstanding contributions to the risk management profession and RiskNZ.	 Hold annual RiskNZ awards as part of the conference day. Promotion of award event and nomination criteria to members to seek nominations. Establish awards evaluation panel. Select award recipients and present awards. Comms / marketing to promote award recipients. 	Jane Kristin Imogen EO	\$30k	3
2.3 Ongoing Seminars, Webinars and Networking Events. Regular networking and information sharing sessions.	 Deliver an ongoing programme of lunchtime seminar/webinar sessions for members that generates a regular income. Deliver an ongoing programme of breakfast sessions in Auckland, Wellington and Christchurch for members and non-members. Deliver an ongoing programme of workshops. 	 Increase overall profitability of lunchtime seminars. Target 8 lunchtime seminars each year. Target 4 cost-neutral breakfast sessions in total across Auckland, Wellington and Christchurch. Target 4 profitable Risk Workshops each year. 	Stephen EO Brent Imogen All-board support		1, 3, 4
3.Advocacy and Influenc	ing				
3.1 Thought leadership and representation. Promote risk management thought leadership and opinion on topical issues. RiskNZ is represented at the appropriate risk management forums.	 Provide subject matter experts equipped to speak on major issues when required. Communicate research in Risk Management to members and the industry. Establish and maintain representation of Risk Management related standards committees including OB007. Establish Special Input Groups. 	 Board members to provide comment on behalf of Risk NZ. RiskNZ speak at 2 or more external events during the year. SIGs are established and produce peer reviewed and valuable research. RiskNZ representation on the Contribution to OB007. QR 005 Dependability. Active participation in OB007 & TC262. Output from Special Interest Groups. 			1, 2, 3, 4
3.2 Influence Government and decision-makers.	 Establish a working group tasked to identify the most effective channels to leverage influence. Target key decision-makers in selected govt departments and ministries who are accountable for activities that would benefit from improved risk management practices. Engage key decision makers how they can benefit from the RiskNZ membership base. 	 A focused engagement strategy. New high-value relationships are evidence that influencing activities have had a positive effect. RiskNZ is viewed by other entities to be a value-adding organisation. 	Kristin Lynda VB	\$12k	1, 2, 3, 4

Area of Focus	Activities	Output	Lead/Support	Budget	Strategic Objectives
4.1 Marketing and Branding.	 Design and roll out marketing plan. Ongoing multi-channel marketing. New Logo and branding. 	 RiskNZ is continuously visible to potential members and the risk industry. Risk NZ has a new logo that is publicised and communicated. 	Jane Katie EO	•	1, 2, 3, 4
4.2 Communication. Keep in contact with members and promote RiskNZ to the industry and NZ.	 Ongoing website management and improvement. Monitor web traffic. Regular engagement with members through Risk Post; news updates and other mechanisms to promote events. Optimise Risk Post frequency, format, and content 5. Facilitating engagement with members on appropriate risk topics. 	pages and duration of visits. Publish up to 4 Risk Posts during the year. 	Jane David Katie EO	\$24k	1, 3, 4
4.3 Sponsorship and Funding. Increase corporate sponsor numbers through identifying sponsor promotion opportunities.	 Maintain strong, mutually beneficial relationship with existing sponsors. Obtain additional sponsors opportunities for monetary and non-monetary support. Identify alternative funding sources. 	 Sponsorship agreements with existing sponsors are in place that benefit both parties. New sponsors are acquired, and effective engagement arrangements are in place. Sponsorship expectations are satisfied. 	Brent EO Gary		1, 2, 4
5. Governance, Managen	nent and Support			•	•
5.1 Governance. A high-performing and efficient volunteer Board where all members contribute to the success of RiskNZ.	 Board operating effectively. Business Systems and document management working effectively. Effective EO and AO support to the Board. Successful Annual General Meeting and elections. 	 Monthly meetings and two face-to-face meetings each year arranged by EO and AO. The annual business rhythm is efficient, effective and leads to growth and success. 	Katie/Stephen Gary EO David AO		1
5.2 Financial Management. Ensure the efficient and effective use of RiskNZ's financial resources.	 Prepare Annual Report and external auditors report. Review operational expenditure including EO and AO costs and act to ensure value for money from services provided. This will include data analytics. 	 2020 Financial Report has clean audit report. Achieve operating result as set out in budget 2020/21. Review of membership fees structure presented to AGM. Regular review of operational expenditure activities and budget re-forecast data. 	Gary Katie AO	\$35k	4
5.3 Risk Management.	1. Develop and embed a risk management framework.	 Identify and manage risks across RISKNZ, report and communicate. 	Imogen, Duncan David, Katie		1, 2, 3, 4
5.4 Project Management.	 Create a project management framework. New opportunities aligning with the Strategic Objectives are identified by the Board and EO. 	 Capture all activities and objectives, follow progress, measures and stage gates in place to help track. Help to establish new projects. 	VB David, Jane, EO/AO		1, 2, 3, 4

Allocation of Responsibilities

The table below details the allocation of responsibilities across Board Members for the year. As a guide, Board Officers should lead no more than two work streams due to the additional governance work required by those positions. Other Board members are expected to lead two-to-three work streams depending on the amount of effort required. The Administrative Officer provides direct support to the Secretary and across all areas, as required.







	1.1	1.2	1.3	1.4	1.5	2.1	2.2	2.3	3.1	3.2	4.1	4.2	4.3	5.1	5.2	5.3	5.4
Stephen Hunt (Chair)																	
David Turner (Deputy Chair)																	
Katie Phillips (Secretary)																	
Gary Taylor (Treasurer)																	
Imogen Perez																	
Jane Rollin																	
Brent Sutton																	
Kristin Hoskin																	
Lynda McCalman																	
Executive Officer																	
Duncan Stuart																	
Vaibhav Bhatnagar																	

Annual Budget 2020/21

Income

2020/21

Subscriptions Corporate Individual **Total Subscriptions**

Plus Other Income

Advertising Income **Consultant Income** Interest Income Sponsorship Income

Professional Development

Annual Conference Revenue Annual Conference Expenditure RiskNZ Awards of Excellence - net expenditure Seminars and Seminars and workshops revenue Seminars and workshops expenditure **Total Professional Development Total Other Income**

Total Income

\$

1 Budget	2019/20 Actual (Audited)
35,700	34,615
29,000	27,441
64,700	62,056
1,600	1,860
420	420
400	612
24,730	28,023
35,000	34,290
(22,500)	(19,002)
(1,200)	(1,024)
24,190	32,774
(14,200)	(19,134)
21,490	27,904
48,640	58,819
6 113,340	\$ 120,875

2020/2

Less Operating Expenses

Business Operations and Management

Depreciation Audit Fee **Executive Officer - Base Fee Executive Officer - Performance Component** Administration Officer AGM Legal Printing Postage and Stationary Bank Charges General Expenses Insurance Management Committee Expenses Travel Website Maintenance Software Licence - Zoom Design Work and Promotion Total Business Operations and Management

Strategic Initiatives Society representation on Standards Australia / Standards NZ RIsk Management Committee

Total Operating Expenses

Net Surplus/(Deficit) before Tax Less Tax

Net Surplus/(Deficit) after Tax

No Budget Proposed for Capital Expenditure

21 Budget	2019/20 Actual (Audited)
3,990	3,990
2,400	2,300
38,000	45,490
12,500	17,041
37,400	36,612
250	73
0	9,665
60	9
2,388	2,276
3,274	2,427
2,400	2,258
3,500	1,135
1,720	731
1,700	1,814
730	717
4,600	3,054
\$114,952	\$129,952
3,000	1,758
\$117,952	\$131,350
(4,612) 0	(10,475) 0
(\$4,612)	(\$10,475)

RiskNZ Risk Profile

The primary aims for RiskNZ over the coming year and beyond are to:

- Prepare relevant and valuable services to our members.
- Strengthen our membership base.
- Remain a successful and viable organisation that is recognised as a leading focal point for the Risk industry.

Given the changes to our current operating environment, RiskNZ will need to adapt to the changing environment and economy and manage our risks in order to deliver on our objectives.

Imogen Perez is our Board lead for the development and maintenance of RiskNZ's Risk Management Framework.

	 Membership Risk that we are unable to retain or grow our membership. 	1		 Pro-active management of members register. Regular member feedback e.g. surveys and other mechanisms.
	 Sponsorship Risk that we are unable to retain or grow our sponsorship revenue. 	1	Stephen	 Annual review of sponsorship agreements to maintain relevance to sponsors needs Regular engagement and formal feedback mechanism.
3	Work Programme - Planning Risk that we don't plan and prioritise our work programme.	-		 Implementation of project management. Review of work programme at monthly Board meeting.
4	Contracts Risk that the contracts for services do not incentivise the right outcomes.	\leftrightarrow		 Board Governance. Contract approval process in place.
	Changes in the operating environment Risk that we are unable to respond to changes in the operating environment.	1	Jane	 Regular review of emerging risks Regular review of priorities to ensure they remain relevant to the operating environment.
6	Work Programme - Delivery Risk that we lose confidence in our ability to deliver.	\leftrightarrow	David	 Implementation of project management. Status update of the work programme at monthly Board meeting.
	Speakers Risk that our speakers are not well received by our members.	\leftrightarrow	Brent	 Speakers are identified by members. Board member approval sought prior to confirming with speaker.
8	• Wellbeing, Health and Safety Risk that we fail to provide a safe environment for our team and our members.		Lynda	 Well-being, Health and Safety Champion. Tracking individual workload of Board members.
	 Key person risk Risk that we lose institutional knowledge when a Board member resigns. 	\leftrightarrow	Kristin	 Deputy Chair in place. Leads, Deputy-Leads and additional support for each of the key work-stream areas.
10	• Changes in the competitive environment • Risk that we are unable to keep pace with change and value proposition weakens against competitors.	1	Katie	 Market gap analysis, market research and regular review of value proposition. Build partnerships and leverage broader connections.
11	Financial Sustainability Risk that RiskNZ is unable to sustain the profit needed to deliver core objectives.	1		 Monitoring of membership payments, and flexible payment terms. Treasurer monitoring and regular oversight of financials at Board meetings,
12	Risk we do not deliver value to members, and that Board/Members act in a manner that damages our brand.	\leftrightarrow		 New members and sponsors are vetted by the Board. Regular member feedback.
13	Information/Cyber Security Risk that we fail to keep members information safe and secure	-	VB	 Secure payment portal. Use of secure drives with user access management.

Кеу:	Low	Medium	High	Very High
	10	125	1	
	4	7	6912	
		3813		
Insignificant	Minor	Moderate	Major	Severe