



## Technology Training Centre Report for MPTA AGM 15/03/16

The Technology Training Centre was established in 2007 and is a wholly owned subsidiary of MPTA. It's sole purpose is to deliver training and development initiatives to MPTA Members and other interested parties.

### 2015 Course Activity:

The challenges to secure participants on training courses continued throughout 2015. The number of courses that got off the ground were down 37% on the prior year and course attendance numbers down by a massive 42% - resulting in 81 less participants being trained in 2015 than the previous year. Naturally, this has resulted in a reduced income of almost \$54,000.00 or 27% to \$141,212.07. It is acknowledged that the reduced payout announcements throughout the year have a direct effect on our Members revenue, and expenditure is tightly controlled at these times. Unfortunately, the coming season is not looking to bring much reprieve.

Water courses, which have proved popular in the past, have taken the biggest hit - with 16 courses being run in 2014 reduced to only 5 water courses run in the 2015.

In 2015 the following courses were run:

Course	# of participants	\$ revenue (excl. gst & exps)
Introduction to Milking Machines (online)	5	\$ 1,524.62
Stray Voltage (online)	1	\$ 275.00
1 x Principles of Milking Machine Hygiene	6	\$ 3,798.48
1 x Liner Selection	6	\$ 1,530.00
1 x Mastitis & Liner Selection incl. T/shooting	10	\$ 6,920.00
1 x Milk Quality & Grade Troubleshooting	5	\$ 2,600.00
5 x Milking Machine Testing	34	\$91,904.80
1 x Milking Machine Testing Refresher	6	\$ 2,525.00
3 x Pump Selection	26	\$15,524.17
1 x Farm Dairy Effluent Hydraulic Design	6	\$ 6,095.00
1 x Farm Water Reticulation Design	11	\$ 8,515.00
<b>17 courses</b>	<b>116</b>	<b>\$141,212.07</b>

It is noted that 17% of all course registrations in 2015 came from non-MPTA Members.

Although our revenue has significantly declined on the previous year I am pleased to report that an amount of \$47,401 + gst will shortly be transferred to MPTA for 2015 Course Royalties – this is a charge for Technology Training Centre to use MPTA's course material and IP each year.

### Financial Report:

As at 10/03/16 TTC has \$62,021.22 cash in the bank, plus debtors of \$12,866.40, less creditors of \$9,209.42 - giving a net position of \$65,678.20 – of which we are to pay the Royalties amount to MPTA

## Looking to the Future:

We are very excited about the recent launch of our Industry Apprenticeship which has been a very long time in the making. The uptake of the apprenticeship will also provide additional trainees through our suite of courses and we look forward to delivering the specific industry skills these apprentices need to become highly skilled and knowledgeable industry professionals.

If a proposed project around ISO testing comes to fruition, there will be a requirement for existing milking machine testers to undergo additional training in the ISO methodology, plus the opportunity for us to take this training to international markets. Both of these scenarios will create additional income to TTC and the MPTA.

The MPTA is a Member Association and we work for you, our Members. So, if there is some particular training that you feel would be beneficial to Members or there is a topic you would like us to research then please let your thoughts be known.

For our training to be successful it is crucial that we have the support from our Members by placing participants on courses – courses that are designed with our Member's needs in mind. Thank you to those Members who have supported our training courses over the past years and I look forward to continued support throughout this year.



Maria Scott  
Executive Officer  
Technology Training Centre

Date: 15/03/2016