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The journey has started.....

PRESIDENT'S MESSAGE

The Journey has started.....

By the time this report has gone to print my term as the President of the Australian Institute of Quantity Surveyors will be at an end. At the outset of this message I have to say it has been a great privilege to have held this position over the last 24 months.

In last paragraph from my message last year I stated:

'The next 12 months is going to be challenging, exciting and hopefully the start of a new chapter in the history of the Australian Institute of Quantity Surveyors'

I don't think I could have made a truer statement.

THE CHALLENGES

The main challenge for the Board, Chapter Councils and the staff at the head office, over the last 12 months, was to deliver on all the promises we had made in terms of:

- making the Institute more relevant to members, and
- lifting the profession's profile in terms of respect within the industry from other professionals and within the industry as a whole

As the title of this message suggests, The journey has started.

Making the Institute More Relevant to Members

Each year the CEO and the President of the Institute hold industry lunches in the major cities and regional centers of Australia. The consistent feedback we received in 2016 was the Institute did not appear to be relevant to members. Attendees this year commented:

- The head office is now responsive and reactive to members requirements
- The head office is now approachable and helpful when contacted by members
- Chapter councils found head office now provided assistance to the Chapter Councils re support and promotion of CPD events
- The fortnightly e-bulletins being seen as an excellent communication tool for members, with up to 40% of members regularly opening e-bulletins
- The Jobs Board in the e-bulletins now being accepted by firms with the Jobs Board fast becoming firms preferred forum for advertising vacancies
- The regular visits to Chapter Council Meetings by our CEO, Grant Warner, have given the Chapter Councils confidence in the ability of Head Office to meet Chapter Council requirements

Lifting the Profession's profile

Through the Industry Lunches and other regular meetings both Grant and myself have held, the consistent feedback we have had this year is:

- The completion of the AIQS Academy was a credit to the Institute's foresight in investment to online learning
- The AIQS Academy is becoming accepted as a preferred learning tool for firms when training their graduates
- The AIQS is now seen as a 'Thought Leader in On-Line Learning'. The AIQS is in discussions with NZIQS, AIB and other professional bodies in licencing the AIQS Academy for use by their members for continuing professional development and training requirements
- The introduction of the Certified Quantity Surveyor (CQS) status. All industry bodies we have spoken to recognise the need for this higher status and are looking to AlQS Corporate Members to embrace this initiative
- New CPD requirements. Again, industry has unanimously endorsed this AIQS initiative in ensuring our members maintain up to date industry knowledge
- Regular meetings with Federal and State Government agencies, explaining the independent role a Certified Quantity Surveyor can provide in providing cost certainty/assurance to their projects, (amazingly this has not been done in a systematic manner previously, with a lot of government departments not fully understanding the role of the QS prior to these meetings)
- Promoting diversity within the profession has brought cross fertilisation with other profession bodies bringing Quantity Surveyors and the profession to the forefront in this debate

- Promotion of the profession at school's career days and career advisor conferences.
 By attending these events in the major cities the AIQS is reaching tens of thousands of the general public who, up to now, have had no exposure to the Quantity Surveying profession
- Preparing articles for industry publications promoting the benefits of engaging a Certified Quantity Surveyor

THE JOURNEY MOVING FORWARD

For the AIQS to continue this momentum there are more exciting challenges that the AIQS must address and provide leadership in. Those being:

- Position the AIQS as a Thought Leader on the Utilisation of BIM as a tool for Cost and Asset Management
- Meeting the needs of an 'Overheated' construction industry in terms of the building, infrastructure and resources sectors

Position the AIQS as a Thought Leader on the Utilisation of BIM

The AIQS has set up a BIM sub-committee in which the Board has tasked the BIM sub-committee to deliver a strategy that will assist its members and firms in embracing BIM technology.

BIM is just the natural progression from paper measurement with a scale rule (cut and shuffle), to 2D electronic measurement to now 3D electronic measurement. Most estimating software providers now provide the facility to measure in 3D and provide training on how to carry out the 3D measurement.

This then brings us to the challenge facing Quantity Surveyors and our profession, how do we educate clients and the design professionals to engage with the QS from day one so the BIM model is set up in such a way that the model is an effective tool for Quantity Surveyors to prepare realistic and accurate cost plans that provide assurance for the client to make informed decisions.

The BIM sub-committee has a 3 year strategy to inform members and firms on the use of BIM technology initially via the e-bulletin platform.

Meeting the needs of an 'Overheated' Construction Industry

As I stated in my message last year:

'we are likely to see within the next 24 months an 'overheated' construction sector'

This is fast becoming a reality, with professional offices, across all disciplines finding it increasing difficult to secure good quality staff, construction firms reporting their books are full for at least two years and are now being 'selective' about which projects they will be tendering on.

This scenario provides a perfect opportunity for the Quantity Surveyor to provide leadership to the client and the design team, to ensure the initial project set up, design, procurement and delivery of each project takes into account the 'risks' associated with a booming market, something the Australia market has not seen since the late 1980's.

Quantity Surveyors and the profession must rise to this challenge to ensure the service we deliver is to exemplar standards at all times.

THANK YOU

This, I believe, is the biggest challenge the profession faces over the next 5 – 10 years. In signing off I would like to thank You the Members, the Board and Chapter Councils for all the support you have given over the last two years. My biggest thanks however, goes to our CEO Grant Warner and his team in Sydney. The work carried out by the head office has consistently been exceptional.

Finally, I wish President Mills every success during his term as President which commenced October 2017.



PETER CLACK
AIQS PRESIDENT

CEO REPORT



What a difference a year makes. Following the implementation of systems and structural changes over the previous year, 2016-17 saw the realisation of a number of initiatives, and development of new ones. Once again, change has been key, with a focus on building a dynamic professional institute at the forefront of the construction cost industry.

Building on the initiatives implemented in 2016-17, this past year has enabled the Institute to commence a more pro-active approach to delivering member services and raising the profile of the quantity surveying and cost estimating professions. Fundamental to this is the necessity for constant engagement with all stakeholders across the construction industry.

Over the year, a number of new and/or continuing initiatives were either commenced or delivered in support of achieving the Institute's strategic goals. These included:

- Full roll out of the AIQS Academy with 100 topics being available from January 2017
- Implementation of the Certified Quantity Surveyor (CQS) designation
- Establishment of a new Standards
 Committee, which commenced the review of existing Practice Notes with a view to producing a suite of Practice Standards,
 Guidance Notes and Information Papers

- Continued development of the Executive Forum lunches around the country with over 140 participants from across the construction sector
- Membership and Salary Surveys in November 2016, with Salary Surveys to be undertaken annually
- Delivery of 102 hours of AIQS CPD events and 26 networking events
- Second round of meetings with Commonwealth, State & Territory Government Agencies highlighting the importance of engaging a Quantity Surveyor from the inception of a construction project (infrastructure or building)
- Provided submissions to government inquiries and requests for feedback, including:
 - o GN3B Cost Estimation:
 Deterministic Contingency
 Estimation (Major Infrastructure Projects
 Office, Department of Infrastructure &
 Regional Development)
 - o Review of Lot entitlements under Body Corporate and Community Management Act 1997 (QLD Attorney-General and Minister for Justice Minister for Training and Skills)
 - o Response to the Queensland Building Plan Discussion Paper (QLD Minister for



Housing and Public Works)
o QLD Government BIM Policy and
Principles (QLD Department of
Infrastructure, Local Government and

Planning)

- o Implications of 2017-18 Budget Measures Affecting Tax Depreciation (Cth Treasury)
- Establishment of a Strategic Alliance with the New Zealand Institute of Quantity Surveyors, including the establishment of a joint Standard Method of Measurement for 2018
- Continued engagement with member firms to ascertain current issues and ongoing Institute relevance
- Participation at Career Expos in Sydney,
 Melbourne and Brisbane, and the national
 Career Advisors Forum in Brisbane
 promoting awareness of careers in quantity
 surveying and cost estimating
- Strengthening relationships with other industry bodies including Australian Institute of Building, Building Surveyors, Building Consultants, Surveying & Spatial Sciences Institute, and Facilities Management Association
- Active Participation at the Australian Construction Industry Forum (with members now accessing the 10-year construction industry forecast reports), Australasian BIM Advisory Board, and the

- Tax Practitioners Board
- Implementation of a new members benefits scheme (Member Advantage)

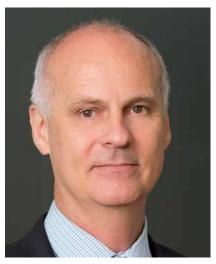
This year's Executive Forums over April, May and June were a significant step-up from the previous year, particularly in terms of where we had come from and the future directions the Institute is taking. Participation at these events increased over the previous year with senior executives from professional quantity surveying firms, financial institutions, government, and construction firms. Looking forward to next year events, we will see increased engagement with the broader construction sector, heightening the role and services delivered by Institute members.

To have achieved, what I hope members will recognise as a significant turnaround, in a relatively short period of time has required a lot of hard work from Institute staff and members. To that end I commend the Head Office staff for their dedication and professionalism in not only embracing change, but in proactively identifying initiatives that will deliver increased services and engagement with the membership.

It has been a pleasure working with the President, the Executive, the Board, Chapter Presidents and Councils, and members of the various national committees, who have volunteered over the past twelve months, and members should be proud of the commitment and dedication provided by these volunteers

We have endeavoured to ensure regular communication with members, either through the fortnightly e-News Bulletins, quarterly Chapter Presidents and YQS Chairs teleconferences, participation at Chapter Council meetings, attendance at Chapter meetings and Chapter events, and through the Building Economist.

While much has been achieved, there is still a significant amount to do and complacency is something to be avoided. Members should look forward to an increase in activity by the Institute in raising the profile of the profession to the preeminent position in the construction sector. As noted previously, the future is in all our hands, and I encourage all Institute members to participate in, and contribute to the future growth and success of the AIQS and the broader quantity surveying profession.



GRANT WARNER

GOVERNMENT MEETINGS

The Institute has met with a number of government departments over the last 12 months including:

- Department of Infrastructure and Regional Development(Cth)
- Department of Defence (Cth)
- Department of Housing & Public Works (QLD)
- Department of Infrastructure, Local Government and Planning (QLD)
- Department of Health Infrastructure (NSW)
- Department of Planning, Transport & Infrastructure (SA)
- Victorian Building Authority (VIC)
- Department of Public Transport & Major Projects (VIC)
- Building Commission (WA)
- Building Management and Works (WA)

What a **difference** a year makes

COMPANY PROFILE

The Australian Institute of Quantity Surveyors (AIQS) is a professional standards body with over 4000 members worldwide. Through its leadership, standards, and Code of Professional Conduct, it ensures that its members are dedicated to maintaining the highest standards of professional excellence

WHAT WE DO

The AIQS sets education, professional and technical standards, for the Quantity Surveying, Cost Estimating and Cost Planning Professions. Through its leadership, the Institute establishes benchmarks which are relied upon by member firms, their clients, contractors, project funders, corporate Australia, and all levels of government.

The Institute's primary functions are to:

- Establish the necessary standards of education and training which lead to membership
- ensure members are kept abreast of emerging issues affecting them and the industry as a whole
- support the education of trainees
- encourage and provide continuing professional development
- Develop and maintain professional and technical standards
- establish and uphold ethical standards of practice and code of conduct
- encourage, support and facilitate research
- represent the profession at government, industry and public forums lobby for and encourage economic use of building and construction resources
- produce policies and position statements on professional and industry matter
- Promote the Quantity Surveying, Cost Estimating and Cost Planning professions to industry and future generations.

PROMOTION & ADVOCACY

The Institute actively promotes the advancement and recognition of the Quantity Surveying, Cost Estimating and Cost Planning professions, and the use of AIQS Certified Quantity Surveyors for the provision of impartial, independent and expert advice. This ensures that design and construction costs are managed as efficiently and effectively as possible.

The Institute engages with governments, financial institutions, corporations across Australia and globally, and the broader construction industry to ensure a consistent, sustainable and uniform approach to future development projects through the engagement of Certified Quantity Surveyors. The Institute promotes the Quantity Surveying, Cost Estimating and Cost Planning professions to future generations, and actively encourages greater diversity in the construction industry.

STANDARDS

Professional and Technical Standards set by the Institute include the Certified Quantity Surveyor status, publications such as the Australian Standard Method of Measurement, Detailed Building Measurement, Australian Cost Management Manual; Quarterly Building Cost Index and Practice Standards & Guidance Notes.

Educational Standards are achieved through the accreditation of university courses, face-to-face events, workshops, and webinars. The AIQS Academy - an online training portal with over 100 topics and academic texts used by professionals and tertiary education providers.

The AIQS drives a cohesive approach to the appropriate use and adoption of Building Information Modelling (BIM) systems to achieve cost efficient management of building and infrastructure assets across their lifecycle.

NETWORKING & ENGAGEMENT

The AIQS provides it members with a number of national and international networking and engagement opportunities from involvement with Chapters, Special interest groups, and Young Quantity Surveyors, through to formal links with a range of organisations including:

- International Cost Engineering Council (ICEC)
- Pacific Association of Quantity Surveyors (PAQS)
- Australian Construction Industry Forum (ACIF)
- Australian Sustainable Built Environment Council (ASBEC)
- Building Products Innovation Council (BPIC)
- Relationships with other overseas based Quantity Surveying Associations



2015-2020 STRATEGIC PLAN

Globally Recognised Brand

- Build AIQS brand av
- Implement Go Glob

Credential of Choice for Clients and Members

- Implement Certified
- All major clients (Go Certified Quantity Su
- Must have Membership
- Engage with member
- Increase membershi
- Instantly recognisab

Leading Edge Education & Professional Development

- Implementation of t
- Increase networking
- Deliver high quality
- Respected Thought Leader & Advocate
- State and Federal G
- Increased advocacyDevelop and promo
- Strong Organisational Structure & Communications
- Restructure Nationa
- Develop more diver
- Diverse & Sustainable Funding
- Establish diverse fur
- Maintain capital reso

vareness - Nationally and Internationally al Strategy

Quantity Surveyor (CQS) Status vernment, Financial Institutions, Corporate Australia etc) to require AIQS rveyors

er firms to deliver meaningful services p numbers across professional QS and contractor firms le in the areas we work

he AIQS Academy and collaboration and relevant continuing professional development

overnment "Go to" advisor by 2020 across all levels of Government te high quality professional technical standards

I Office with a focus on engagement and communication se communication platforms

ding opportunities erves

The future of our profession is in all **of our hands**

COMMENT FROM THE TREASURER

The FY2016-17 continued a trend of mixed news for the construction industry. Some regions are experiencing busy loads whilst others are struggling in line with national and state economies. Some sectors are booming whilst others are coming off difficult times and reduced investment. Each of these circumstances provides different challenges for our members and the organisations that employ them. This in turn provides challenges to the AIQS to support members in these differing circumstances.

The Institute continues to work hard to support members through investment in advocacy, education and training. The AIQS continues to promote to governments, financiers and employers for the need to engage suitably qualified and experienced professional quantity surveyors / cost managers. The investment in initiatives such as the Certified Quantity Surveyor grade are a tangible example of how the Institute can promote quantity surveyors who are committed to achieving the highest standard.

The AIQS continues to invest in ongoing dialogue with the Universities to support and improve education of quantity surveyors / cost managers whilst also investing in a training platform, the Academy, to support this formal education with specific quantity surveying / cost management content that the Universities may find difficult to provide in the generic course offering.

We continue to invest to provide high quality CPD events to improve the opportunities of members to increase their skills and be exposed to trends in the construction industry that may be outside of their direct professional experience.

Additional to the above the AIQS is engaged on many projects nationally and internationally to support our members. This includes such matters as the role of the QS in leading BIM development, national and international measurement standards, internationally recognised professional standards, and many other works that are too long to list here.

The AIQS is committed to being the professional body that supports all quantity surveyors, costs managers, estimators, contract administrators and those providing quantity surveying like professional services at all levels of the industry not limited to developers, contractors and subcontractors, consultancies, resource companies, government but anywhere quantity surveyors find employment.

The AIQS remains in a strong financial position to provide this support to members and to promote the industry through a combination of prudent financial management and the support of you our members. We respect and appreciate that you make a significant financial contribution with your membership and we are working hard to ensure that this investment is spent wisely to improve the profession and to provide increased opportunities for you and all our members.



MARK HAMPSON TREASURER

OPERATIONS & MEMBERSHIP UPDATE

Everything we do at AIQS is driven by our commitment to creating a solid future for our members. Over the 2016/17 period, we have worked with great enthusiasm in consolidating the delivery of programs and initiatives that were initiated and rolled out in line with the 2015-2020 strategic plan.

Staff in Sydney and the Middle East embraced a transformative environment whilst assuring delivery of some major milestones, most prominently being the release of the Certified Quantity Surveyor (CQS) designation in January 2017. This forms an integral part of the crucial role we intend to play in remaining relevant by ensuring representation of the highest level of expertise within the profession; so we encourage all eligible members to put forth their application over the coming months.

With the idea of raising the profile of the profession firmly in mind, the Institute equally focused efforts outwards in regular meetings with firms, State, Territory and Commonwealth Government.

Through the AIQS Executive Lunches and the Member Survey in November 2016, our members provided insightful feedback on AIQS's role within the industry and helped us ascertain ways to enhance the value of membership. This feedback supported further development of our membership offerings, with a strong focus on the delivery of relevant and quality education.

To this end, AIQS mandated Continuing Professional Development and a first ever audit was carried out on the membership base. It is important to acknowledge the relevance of continuous professional training within any industry so it was inevitable for quantity surveying to ensue; more so with the increased scrutiny placed on the construction and infrastructure sectors. Professionals have a personal responsibility in maintaining their knowledge and skills current so the expected high quality of service is translatable into meeting the expectations of clients and safeguarding the public.

Not only is it our aim to help members thrive professionally through training and networking, we also intend for members to present the highest ethics in dealing with clients and their employers. As such, completing the Code of Conduct Academy topic became mandatory for all new and elevating members to the Institute and we have advanced the Institute's Complaints Handling procedures to ensure Natural Justice and procedural fairness.

We continue to strengthen our tangible membership offerings through our partnerships with ACIF, providing access to forecasts and construction market reports; and Member Advantage, offering a wide range of benefits and savings on members' everyday expenses. In addition, we are in consultation to providing choice quality assurance to our members by ensuring lowered risk profiles and hence presenting a more appealing perspective to the public.



Going forward, it will be important to continue building our suite of professional development initiatives and strengthening our value proposition for both new and existing members. Our priorities for the coming year remain on ensuring high member retention levels, growing member numbers, implementing new professional development initiatives, and unlocking new revenue opportunities and partnerships.

Last but not least, it goes without saying that the lion's share of change within the profession would not be possible without our volunteer members, including our National and International Councillors, who remain engaged with the Institute and continue to work tirelessly to support its vision for a progressive Institute over the coming years.



ANNICK AH LAN
OPERATIONS & MEMBERSHIP
MANAGER

EDUCATION & EVENTS UPDATE

Following a year of change, this year focused on consolidation, improvement and implementation.

A major milestone was achieved with the 100th AIQS Academy topic launched in January. This significant undertaking could not have been achieved without the hard work of our authors, President Peter Clack, AIQS Program Course Reviewer Robert Little and Julie Lintvelt & Michael Tomlinson from our partners Pointsbuild. We thank them for their tireless effort and enthusiasm in ensuring this project was a success. Following the launch, we have seen many individuals and firms adopt the Academy for their graduate programs and training purposes.

With the commencement of new CPD guidelines, came an increased offering of CPD event activities during the year and, of course, the first audit of the membership base. We were pleased with the committment and support of members in these guidelines which help to strengthen the professionalism of our members to clients and the public.

Thank you to our members who volunteered their time over the last year to develop quality educational and networking opportunities for our membership and industry. Additionally, a

MOS ASABEMY

special thank you goes all our presenters for their efforts in producing these sessions for the benefit of members. We will continue to increase and diversify the offerings in the coming years.

Following feedback from the industry regarding the small number of graduates choosing quantity surveying, the AIQS began actively promoting Quantity Surveying as a career option at Careers Expo's and Careers Advisors events throughout Australia. These events help to raise the profile of the profession and explain the industry opportunities to the younger generation, their parents, and careers advisors.

AIQS attended the following careers expos and careers advisors events and we will look to expand these locations in the next year:

- VCE & Careers Expo, Melbourne over 30,000 attendees
- Western Sydney Careers Expo over 22,000 attendees
- HSC & Careers Expo, Sydney over 17,000 attendees
- Western Sydney Taste of Trades and Careers Market – over 5000 attendees
- Career Development Association of Australia National Conference – over 250 careers advisors
- Annual Tertiary Studies Expo (TSXPO),
 Brisbane over 25,000 attendees

Finally, the AIQS is proud to host the joint International Cost Engineering Council & Pacific Association of Quantity Surveyors Conference in Sydney from 18 – 20 November 2018. The conference is expected to attract quantity surveyors, cost engineers and project management professionals from around the world to discuss the latest techniques, standards and issues facing the industry today and in the future.

This year saw planning for the conference intensify with the formation of Conference Organising & Program Committees and many initial details locked in. We look forward to seeing many of our members at the conference – look out for the updates and save the date!

ICEC-PAQS Conference 2018 Sunday 18 – Tuesday 20 November 2018 International Convention Centre, Sydney

As always, I encourage you to engage with your local chapter by becoming involved with the committees and supporting the events and activities – this will help you get the most out of your membership and increase your professional networks. Keep an eye on the fortnightly e-bulletin for updates of offerings in your area.

YOUNG QUANTITY SURVEYORS (YQS)

Young Quantity Surveyors (YQS) groups, who represent our members under 35 years of age, are very active within their own states often running multiple CPD and social events throughout the year.

The YQS chairs from each state met face-to-face in October 2016 to exchange ideas and learnings as well as discuss new initiatives and engagement with the Head Office.

They also took the opportunity to discuss initial ideas for the upcoming YQS program at the ICEC-PAQS Conference 2018 to be hosted by the AlQS. Engagement continues throughout the year with regular teleconferences.



LANI KIRBY
EDUCATION & EVENTS MANAGER

STANDARDS COMMITTEE

Over the course of 2016-17, the Institute established a Standards Committee which is responsible for the development and implementation of technical and professional standards on behalf of Members of the Institute.

The Standards Committee will develop and provide technical and professional standards advice on matters relating to quantity surveying / cost estimating and any other business of the Institute falling within the scope of the Committee's professional expertise as directed by the Board, including:

- Providing vision and leadership to industry in the area of quantity surveying and cost estimating related professional standards;
- Promoting the highest levels of professionalism amongst members;
- Anticipating and responding to future trends that may impact the profession;
- Providing advice on technical and professional construction cost management issues;
- Development of construction cost management related Practice Standards, Guidance Notes and Information Papers;
- Providing input for submissions to Commonwealth / State and Territory inquiries;
- Administering the Code of Professional conduct.

The Standards Committee met in November 2016 to commence the review of existing Practice Notes and establish a program for the development of a new suit of Information Papers and Guidance Notes.

As at the end of June 2017, the following documents were under development:

- Bills of Quantities
- Cost Planning & Estimating
- Replacement Cost Valuation
- Life Cycle Cost Analysis
- Professional Practice
- Dispute Resolution
- Contract Administration
- Security of Payments
- Tax Depreciation
- Bank Reports
- Assessment of Professional Competence
- Risk Allocation
- BIM

It is expected that a number of Information Papers and Guidance Notes will be finalised by the May 2018 Board meeting.



INTERNATIONAL RELATIONS

The Institute is a member of the International Cost Engineering Council (ICEC) and the Pacific Association of Quantity Surveyors (PAQS).

In October 2016, the Institute was represented at the ICEC meetings and conference in Rio de Janeiro by AIQS President, Peter Clack and CEO Grant Warner. This provided an opportunity to raise the profile of the AIQS and invite attendees to the next ICEC conference, which is being held at the International Convention Centre in Sydney in November 2018.

There was no PAQS conference during the 2016-17 year. Last year the PAQS conference was hosted by the New Zealand Institute of Quantity Surveyors (NZIQS), in Christchurch in May. In 2017, the PAQS conference was held in July in Vancouver. The next PAQS conference will be held in conjunction with the ICEC conference in November 2018, in Sydney.

In June of this year the Institute signed a Strategic Alliance with the NZIQS, facilitating a closer relationship between the two organisations, with the aim of delivering improved services to members, and projecting a commonality of purpose globally. Consequently, the NZIQS will be adopting the Australian Standard Method of Measurement, through the inclusion of material specific to New Zealand as a replacement to the outdated NZS4202. This will assist members of both organisations who work on both sides of the ditch.

The Institute continues to work closely with kindred organisations in other countries to promote the Quantity Surveying and Cost Estimating professions and enhance the global transportability of the Institute's membership.

The AIQS has reciprocity agreements in place with kindred organisations in other countries, some of which have been replaced more recently with Mutual Recognition Agreements.

Going forward, it is envisaged that the AIQS will play a greater role in the Asia Pacific through increased engagement with kindred associations and in support of its growing international membership.



ACT Chapter Council (elected 7 October 2016)

President
Vice President
Secretary
Treasurer
Councillor
Councillor
Board of Directors Representative
Board of Directors Representative

Fiona Doherty FAIQS
David Warren AAIQS
Stephen Bisseker MAIQS
James Osenton AAIQS
Jason Shepheard AAIQS
Peter Spaven FAIQS
Mark Chappe FAIQS
Bradley Marino MAIQS

AUSTRALIAN CAPITAL TERRITORY CHAPTER

Social Activities

- Social events continue to grow. Another successful sailing event for the end of year Christmas event followed by fish and chips at Snapper Restaurant.
- Ten Pin Bowling event early in the year

Membership and Membership Engagement Activities

- Encouraging members to use the Academy for CPD
- Construction Law CPD was well received and successful.
- Plans underway for a "soft skills" CPD focusing on communication skills
- Encouraging members to apply for CQS

Industry Issues

- Attendance at Canberra Business Chamber to engage with industry.
- Need more planning to Lobby government in terms of CQS qualification

Any other business

- Actively engaged with University of Canberra in relation to delivering lectures
- Chapter Strategic plan for the year to target for membership growth of 10%, undertake 4 CPD events and 4 social events in 2017/18
- Chapter presented to the Department of Defence on What is a QS. Follow up meeting held to discuss in more detail the role of the QS in Defence contracts.



FIONA DOHERTY
CHAPTER PRESIDENT

International Chapter Council (elected 15 September 2016)

President
Vice President
Secretary
Treasurer
Board of Directors Representative
Board of Directors Representative
Councillor

Councillor Councillor Councillor Chitra Weddikkara FAIQS (Sri Lanka Rep)
C. P. Leong FAIQS (Thailand Rep)
Ajantha Premarathna FAIQS (UAE Rep)
A. T. Ong FAIQS (Singapore Rep)
Richard Hyde FAIQS (Qatar Rep)
Peter Ng FAIQS (HK Rep)
Palitha Premasiri FAIQS (Oman Rep)
Julie de la Cruz FAIQS (Philippines Rep)
Joseph Chin FAIQS (Brunei Rep)

Daniel Leung FAIQS (China Rep)

10 councillors of the Chapter represent the International regions where the majority of Internationa Chapter members are based.

Presently under the chapter we have 2 regions - Region 1 including the countries of Brunie, China, Hong Kong SAR, Malaysia, Philippines, Singapore, Thailand and all other areas in East Asia and America; Region 2 including Sri Lanka, India, UAE, Oman, Qatar, middle east, Europe and Africa.

INTERNATIONAL CHAPTER

The International Chapter of the AIQS had performed remarkably well during past years.

However, due to the lack of legal registrations of many countries, most of the activities have been limited to APCs except in the United Arab Emirates which has a legally registered office.

A Chapter meeting was held in Singapore on 28th April 2017. During this meeting, the following strategic decisions were agreed to be taken over the year:

- Submission of Financial Reports by all branches on a monthly basis
- Look into devising an up-skilling bridging course suitable for the International Chapter
- Possibility of creating two International Chapters
- Strategy for the membership growth in order to maintain 15% growth year on year
- A sub-Committee was appointed to review the CQS applications receiving from members of the IC

Country Reports

Brunei

The Brunei Branch has followed up with 22 APC candidates and 3 succeeded in the APC. Further, APC interviews are to be organized in September, October and November. During this period one membership promotion event was conducted. The total number of members in the Brunei branch is 48.

Hong Kong

Three candidates have appeared for APC interviews in January and one CPD event was conducted in April 2017. During this period one membership induction session was conducted in April 2017.

One CPD event and one International conference planned in September and November respectively.

Malaysia

There is no formal branch committee in Malaysia. Mr. Leong Choong Peng is acting as Branch Councilor for the time being. A formal Councilor is being sought at the forthcoming AGM. A meeting with members held on 20th July 2017 organized by Mr. Leong Choong Peng and past president of the IC; Mr Peter Ng participated in the meeting. The total number of members in the Malaysia branch is 60.

Qatar

Various brand and membership promotion meetings were held with local businesses and clients; Australian Ambassador, Qatar/Australian Business forum, DG Jones, Quantex.
Applications for the APC have been received.

Sri Lanka

The Sri Lankan Branch has conducted five Committee meetings between 1st January and 31st August 2017. As a result, the branch has encouraged its members to apply for CQS.

Four APC interviews were conducted during this period. For the first time, the Sri Lankan Branch also conducted an APC Interview for an overseas candidate on Skype, and it was very successful. An APC Panel training session was conducted and three council members volunteered.

Sultanate of Oman

The Oman Branch of the IC has conducted two general CPD events, One APC related CPD and one APC Assessor Training Session during this period. Oman has 18 Trained APC assessors. One APC interview session conducted in May 2017 and one Members network session on 7th April 2017.



Thailand CPD Event

Thailand

The Thailand Branch has conducted three Committee meetings and two CPDs between 1st January and 31st August 2017. One APC interviews conducted during this period. The total number of members in the branch is 33.

United Arab Emirates

The UAE Branch has conducted three Committee meetings, eight general CPDs and four APC related CPD's between 1st January and 31st August 2017. One of the CPD sessions was conducted jointly with the PICQS chapter in the UAE. One APC interview session was conducted during this period; 76 candidates participated and 43 passed this session, and one APC Assessor training session was also conducted. Nearly 50 candidates have been registered for the forthcoming APC interviews in October 2017.

As a membership promotion, two refresher workshops for referred APC candidates were conducted within this period. For further membership promotion five various events such as Membership Induction sessions, APC mock interviews etc. were conducted during this period.

In the social front as Corporate Social Responsibility, CSR AIQS-UAE handed over school materials to forty of grade 5 students from Malis Elementary School in the Guiguinto province of Bulacan in the Philippines. AIQS-UAE annual dinner with members and their family was held on 23th February 2017. In the sports front, the AIQS-Annual Indoor Cricket tournament was held on 26th May and 15 teams participated in the tournament.

The total number of members in the UAE branch is 248.

The UAE Committee has 18 members with three new members appointed recently from three communities: Sri Lankan, Indian and the Philippines. Out of 18 Committee Members 10 received the CQS status.



CHITRA WEDDIKKARA CHAPTER PRESIDENT

QLD Chapter Council (elected 27 September 2016)

President

Vice President

Transurar

Treasurer

Board of Directors Representative

Board of Directors Representative

Councillor

Councillor

Councillor

Councillor

Councillor

Councillor

Councillor/YQS

Councillor

Jason Thornley FAIQS

Brian Timothy-Parkes MAIQS

Mark Freestone AAIQS

Doug Fletcher FAIQS

Tom Ford AAIQS

Andrew Brady AAIQS

Jason Gray AAIQS

Gavin Brady FAIQS

Gary McDonald FAIQS

Don Hyslop AAIQS

Gary Man AAIQS

Siew Loh AAIQS

Caitlin Shields MAIQS

Luke Anthony

QUEENSLAND CHAPTER

CPD Events

- Applying project Controls Event 12th of September 2017
- Site visit was held on the 17th of July 2017
- Further proposed events in the next 3-4 months include a second ASMM 6 Update event and an Alan Patching Event

Social Activities

- End of Year Drinks: Cocktail event at the Newstead Brewery, Milton expected to be attended by over 100 members
- YQS Social event Croquet proposed 18th of October 2017

Membership Engagement Activities

 In Conjunction with QUT we attended the TS Expo and YQS members manned the stand and handed on AIQS marketing information

Professional / Technical / Issues Raised by Members or Industry

- Caitlin Shields will attend the upcoming PAQS event in Canada
- Most of the QLD Committee applied for the new Certified Quantity Surveyor designation
- A meeting was held with TMR (lan Gray) with Jason and Grant in attendance to discuss the benefits of the CQS

Other Initiatives or Issues for future Action

- Propose Quantity Surveying licensed under QBCC in the same way as PM and Superintendent. Working group established to develop a proposal
- Discussions where had with members in North Queensland and Angie Hanson (Townsville based) and Scott Pearson (Cairns Based) and they will apply to be part of the committee at the next AGM They are also talking to local NQ members to see if there is a desire to establish the North Queenlsand Chapter again.



JASON THORNLEY
CHAPTER PRESIDENT

NSW Chapter Council (elected 26 October 2016)

President
Vice President/Secretary
Treasurer
Board of Directors Representative
Board of Directors Representative
Councillor
Councillor

Councillor

Irena Kuzman MAIQS Mathew Ostapenko MAIQS Andrew Doherty AAIQS Simon Squire FAIQS Mike O'Shea FAIQS John Barker AAIQS Terence Wu AAIQS Lee Si Lo FAIQS

We thank Ben Nicholson for leading the YQS committe in NSW and welcome back a former Chapter president and Board of Directors representative, Louise Vlatko FAIQS as a new councillor.

NEW SOUTH WALES CHAPTER

CPD Events

This year the NSW Chapter Council aimed at providing a maximum number of CPD events to our members. To date we have successfully delivered four events:

- 2017 Economic Outlook with Harley Dale from HIA, which is an annual event that opened 2017;
- Future of QS panel discussion moderated by national president Peter Clack, with speakers Mike O'Shea, Nick Deeks and Bob Richardson, and sponsored by Two Heads Brewing;
- Professional Indemnity Insurance seminar presented by Willis Australia Ltd; and
- Affordable Housing seminar presented by John Baker, Director of BKA Architecture, and organised by our YQS committee.

All of these events were very successful, and most were a sell-out with exceptionally positive feedback from the attendees.

We are currently working on a SOPA Amendments seminar and a BIM panel discussion which we hope to promote shortly.

Social Activities

For the past few years the NSW Chapter Council has organised two social events each year, these being the Members Evening held around membership renewal time, and our Xmas Celebration.

On the 15th of August we hosted the very popular Members Evening at one of our favourite venues, Shirt Bar. The winter weather did not detract members from attending and the event was enjoyed by all.

Our Xmas Celebration is usually organised by our YQS committee, who are currently searching for the perfect venue to host this event and close out the year with a bang!



2017 Economic Outlook with Harley Dale

Prizes/Awards

As an annual initiative the NSW Chapter Council sponsors 2 awards at the 2017 UTS Design, Architecture and Building Annual Prize Giving Ceremony, and this year we had the honour of presenting these awards to two exceptional students: Elizabeth Lau and Leighton Bloch.

This year the NSW Chapter President's award was presented to Hugh Parlane FAIQS, for his amazing contribution and extraordinary advocacy of AIQS and the QS profession.

Membership and Membership Engagement Activities

We have experience quite an active year with regards to membership applications, which has created a slight backlog. However our Vice President has devised a rigorous program of APC interviews in order to process all applicants before the end of 2017. The NSW Chapter Council has also made four invitations to outstanding and prominent senior professionals within our industry who hold Quantity Surveying positions within their respective firms.

The Future of QS panel discussion regarding the position of Quantity Surveying within the construction industry, sparked an interesting conversation within our community about the future direction of our discipline in the current ever changing and turbulent business climate. The Chapter Council urges this conversation to happen on a national platform and we hope to share thoughts and ideas on a strategy for the future of OS

For the NSW Chapter Council, our number one priority is our members, and we strive to meet their needs and provide an excellent representation and connection between the Institute and the QS community.

YQS Committee Activity

Building on the success of 2016, the YQS committee decided to sharpen their focus to three main goals:

- adding value to our young members;
- assisting the NSW Chapter Council; and
- building the relationship with NOVUS (CIOB).

The committee led by Benjamin Nicholson MAIQS, remained unchanged from 2016, with the very dynamic group refreshing their roles and responsibilities to better reflect their new focus. As per previous years, the committee visited the major universities in Sydney, to promote AIQS and Quantity Surveying profession. The committee also continued the long running tradition of Barefoot Lawn Bowls with a spring competition, and repeated last year's fantastic Trivia Night in partnership with NOVUS. In addition to these events the committee held an intimate CPD seminar on Affordable Housing, presented by John Baker, Director of BKA Architecture, and hosted in the AECOM offices.



Vice President Mathew Ostapenko, NSW Chapter President Award receipient Hugh Parlane, President Irena Kuzman

Final Remarks

The NSW Chapter Council would like to thank all our councillors, contributors and volunteers for their time, effort and dedication in making this year a success. We also would like to thank the National Office for all of their support, guidance and patience with the NSW Chapter Council and its large member' base.



IRENA KUZMAN CHAPTER PRESIDENT

SA/NT Chapter Council (elected 7 October 2016)

Councillor

Councillor

President
Vice President
Treasurer / Board of Directors Representative
Secretary / Board of Directors Representative
Councillor
Councillor

John Drillis FAIQS
Mason Robb AAIQS
Michael Viscariello FAIQS
Deborah Marsh AAIQS
Peter Tulla FAIQS
Jeremy Coggins AAIQS
Joe Wong AAIQS
Terence Wu AAIOS

It is appropriate that I acknowledge and thank Charles Mihatsch (FAIQS) and Sossy Msomi (AAIQS) who have both stepped down as Councillors last year. Charles and Sossy have both held various positions on the SA Chapter Council for many years and I wish to thank them both for their dedicated commitment. Sossy has also held the position of SA Chapter President and National Councillor. I wish Charles and Sossy all the best for the future.

Subsequent to the 2016 AGM elections, Mark McDonald has permanently relocated to Sydney and has had to step down as councillor and YQS Committee Chair. I wish to thank Mark for his commitment to date.

My thanks to all of the current Council members for their invaluable assistance this year.

SOUTH AUSTRALIA & NORTHERN TERRITORY CHAPTER

CPD Events

The following event has been held since the 2016 AGM:

 Modular Construction revisited, presented by Damien Crough of Advanced Offsite Group on 20 October 2016

The following CPD events are scheduled for this year:

- Site visit to the Adelaide O'Bahn City Access Project which is currently under construction
- CPD Seminarcovering the Federal Review of Security of Payment Laws

Social Activities

The following social activities were held since the 2016 AGM:

- Popeye Cruise on the River Torrens on 24 November 2016
- SA Chapter lunch on 3 May 2017 at Harry's on Grenfell

The following upcoming social activities are scheduled:

• End of year Christmas dinner/Popeye Cruise in November 2017

Membership Engagement Activities

The following Membership Engagement Activity was held since the 2016 AGM:

 State Government – Office of the Industry Advocate: Meet The Buyer networking event held on 13 July 2017 at the Adelaide Entertainment Centre

The following Membership Engagement Activities are scheduled for the remainder of the year:

- Sponsorship of the University of South Australia, Builders' Organisation for Students and Staff (BOSS) Dinner to be held at the Adelaide Zoo on 20th October 2017. The annual event gives us the opportunity to promote the membership of the AIQS to university students
- Sponsorship of the University of South Australia, South Australian Construction and Built Environment Forum (SACBE) to be held on 10th October 2017
- APC Interviews are to be scheduled for two members

Annual General Meeting

The SA Chapter AGM is scheduled for 28th September 2017. As John Drillis will have completed two years as Chapter President, a new president will be elected at the AGM. We encourage eligible members to consider nominating for this position.



JOHN DRILLIS
CHAPTER PRESIDENT

VIC/TAS Chapter Council (elected 8 September 2016)

President Vice President

Immediate Past President

Secretary

Board of Directors Representative

Board of Directors Rep Councillor

Councillor Councillor Councillor

Secretariat

Edna Yeo AAIQS Stuart Gillies AAIQS

Vincent Lau FAIQS Justin Zumpe AAIQS

Stephen McCullough FAIQS

Peter Clack FAIQS Dr Anthony Mills FAIQS

Kong Kin Yap AAIQS Sue Chin MAIQS Thomas Chan MAIQS Nicole Trumbull AAIQS

Vanessa Philips

The Chapter welcomes Vanessa Philips as the new Secretariat who commenced with us in March 2017. My thanks also to all the members on the council for the time they have put into the institute and the council they have provided to ensuring the best services are delivered to our members.

VICTORIAN & TASMANIAN CHAPTER

CPD Events

AIQS has introduced a guideline on the CPD requirement for members (CPD Guidelines from 1 July 2016). It states that members must complete 'a minimum of 5 out of 15 CPD points', between 1 July 2017 & 30 June 2018. It is envisaged, that this new guideline will help to increase the attendances of CPD events in the next financial year.

AlQS Victorian Chapter held several CPD events during the 2016/2017 financial year, which attracted between 25 to 60+ attendees at these events. Some of the CPD events held include:

- Modular Construction
- Building Surveying Compliance/ Interpretation & Cost Implication
- IVA Project Ulumabarra Theatre
- Make it future ready. Build it NBN ready

AIQS Victorian Chapter CPD would like to acknowledge and express our appreciation, the generosity of the University of Melbourne, specifically Dr Ajibade Aibinu, Senior Lecturer at Dept. of Architecture, Building & Planning for the continuing strong support, for providing the venues within the Melbourne School of Design, to host all our events.

The CPD Committee comprises the following members:

- Kong K Yap (Charter Keck Cramer) Chairperson
- Dr Ajibade Aibinu (University of Melbourne)
- Deanie Seo (Bank of Melbourne)
- Peter Pham (WT Partnership)
- Reza Taban (Charles Tim Australia/ University of Melbourne)

The aims of our CPD Committee can be summarised as follow:

- Promote a greater awareness of quantity surveying and its benefits to government, allied professions, contractors and associations
- Investigate new activities and new fields of quantity surveying
- Draw a greater commitment and awareness from quantity surveyors and seek their involvement in the profession's future
- Set the stage and direction for future change within the profession
- "Profectus" is our brand for CPD seminar. It is Latin for 'Growth or Progress', which is our goal in helping to invigorate AIQS members through attendance of CPD seminars.

Some of the proposed upcoming events:

- Project Performance Review
- Importance of the Quantity Surveyor and Reporting to the Financial Institution
- Expert Witness
- QS & Data Analytics
- Benchmarking/Best Practice
- Rebuilding Christchurch The Challenges Faced

YOS

YQS had a successful year to date overall with the number of events held and the Industry/Careers nights attended.

Events held or participated:

- VIC VCE & Careers Expo held at Caulfield Racecourse on the 4th to 7th May 2017
- CSA Industry Night held at the University of Melbourne – Melbourne School of Design on the 5th April,
- Bubble Soccer and Dodgeball held on the 17th May 2017
- Trivia Night held at the Little Red Pocket on the 5th July 2017
- AIQS Annual Chapter Dinner held at the Sheraton Hotel on the 4th August 2017

The YQS Committee comprises the following members:

- President: Sue Chin (Currie & Brown)
- Vice President: Joanne Chan (North Projects)
- Secretary: Snow Chi (WT Partnership)
- Treasurer: Henry Nguyen (Crema Constructions)
- Vignesh Nedoumarane (WT Partnership)
- Zina Lapekina (DCWC)
- Raymond Tran (Prowse Quantity Surveyors)
- Chrianjib Dey (DCWC)

Strategy

- Establish YQS membership numbers
- Promote careers in Quantity Surveying
- Provide a communication platform between assisting Quantity Surveying students and YQS members in the workforce
- Partner up with other young professional bodies to cross market and promote AIQS and achieve economies of scale.

Some of the proposed upcoming events:

- Badminton (end of September)
- Lunch with Committee Member (October)
- End of Financial Year Drinks/Social (November/December)

Membership Engagement Activities

APC interviews in Melbourne are conducted each month before the monthly Chapter council meeting. We find this process to be the most efficient way for those involved in the process to ensure there would not be a back log of applicants.

Our thanks to Justin Zumpe and Vincent Lau for co-ordinating this process.

From our monthly National chapter reports, we believe that Victoria/Tasmania is up to date with our APC commitments and that there are no further pending interviews.

In addition to the APC Interviews, the Chapter Council has been reviewing and endorsing CQS Applications from the VIC Chapter members. We do this monthly at our Chapter meeting.



VIC/TAS Annual Chapter Dinner

Chapter Sponsorship

In 2016, the Victorian / Tasmanian Chapter rolled out our sponsorship package to QS firms and contractors in jurisdiction. The aim for this is to generate an alternative income source to allow capital to undertake improved services for the chapter members. This initiative has proven successful albeit a slow take up.

In April 2017, Kane Construction and their specialist fitout arm arete Australia confirmed that they will be a Gold Sponsor, pledging \$4,000 + GST for our Victorian Chapter Annual Dinner 2017.



EDNA YEO
CHAPTER PRESIDENT

WA Chapter Council (elected 22 September 2016)

President Mark Bendotti FAIQS
Vice President Sadmir Ceric AAIQS
Treasurer Lindsay Castell AAIQS
Secretary David Wilson AAIQS
Councillor Daniel Tang AAIQS
Councillor Matthew Buss FAIQS
Councillor John O'Gorman AAIQS

Councillor Steven Luce

Councillor Richard Archer FAIQS
Councillor John Stranger FAIQS
Councillor Robin Wheelwright
Board of Directors Representative Mark Hampson FAIQS
Board of Directors Representative Stephen Warne FAIQS

We thank Josh Antram for leading the YQS committe in WA

WESTERN AUSTRALIA CHAPTER

The 2016/17 year has been a fairly challenging one for the construction industry in Western Australia with a significantly lower level of capital works in the resources sector, along with the federal and state governments tightening up on capital works expenditure.

In addition, with Perth office vacancies are at historically high levels and construction in this sector is likely to remain low for a period of time. The residential Sector has been strong over the last few years is now slowing on the back of slower pre-sales.

In contrast The Retail sector (and the major Shopping Centres in particular) have got some significant capital works planned over the next few years.

The WA Chapter is very lucky to have a group of dedicated younger members, lead by Josh Antram, who run the YQS component of the Chapter. Their enthusiasm has been fantastic and they have certainly managed to increase the relevance of and interest in the AlQS amongst our younger members and we look forward to the WA Chapter YQS growing from strength to strength. The YQS have been involved in organising a number of events including poker nights, bowls nights, etc. and also co-organising and hosting events with other organisations such as the Australian Institute of Builders and Women in Construction.

We are pleased advise that the AIQS has held 6 meetings with the Department of Treasury & Finance, Building Management and Works who are a strategic client for most of our members and a major ally for our profession. This forum has provided us the opportunity to raise, discuss and resolve where possible, matters of mutual interest affecting our profession and this government agency. Of particular importance is the opportunity this gives us to promote the benefits of our profession to the government's property development agency, and to ensure our members are providing the level and quality of services expected.

The AIQS, at a national level has been involved in the re-accreditation of the Construction Management and Economics Course at Curtin University. As our State's only provider of accredited qualifications toward full membership of the AIQS, this continues to be an important focus for the AIQS to ensure education standards are maintained.

Other relevant activity information for the year includes the following:

- CPD events
- Social events (including YQS functions)
- APC Interviews
- Career Expos (represented by the YQS)
- We currently have 246 non-student members

In May this year, the Institute hosted an Executive Lunch which was well attended by the Many invited members as well as representative from Contractors and Client organisations. It was also good to see that the National AIQS President Mr Peter Clack and Grant Warner AIQS CEO attended the Lunch and were able to give an update of AIQS thinking and direction.

The WA Chapter Council continues to meet on a monthly basis and this year have had on different occasion the AIQS CEO Grant Warner attend a meeting.

The WA chapter would like to thank the AIQS National Office for the support we have received over the last 12 months in particular from Grant Warner and Lani Kirby.

We also thank Lani for her assistance in organising a number of CPD events on behalf of the WA Chapter.

We note that the title of 'Certified Quantity Surveyor' is now available to be applied for and we are pleased that a number of members have been successful in achieved 'Certified' status. We would encourage other eligible members to apply. On the topic of CPD we hope you are aware that there is an increased number of Webinars hosted by the AIQS to assist in obtaining the required CPD hours.

We advise that the Bi-Annual Dinner is scheduled for Friday 17th November 2017 and we look forward to your support and attendance at this event.

Thank you to the WA Chapter Council for their efforts over the past year, in particular Sadmir Ceric (Vice President and Membership Representative), Dave Wilson (Secretary) and Lindsay Castell (Treasurer). I would also like to acknowledge the continuing support received from my predecessor, Robin Wheelwright and our

National Councillors Mark Hampson and Stephen Warne who given us a strong voice at national Level

I would like to make a special thanks to Mark Hampson and Alistair Reid.

Alistair Reid has been a Chapter Councillor for over 15 years and has always been a regular attendee at meetings, provided a balanced view on issues and volunteered his time as required - we thank him for his commitment to the AIQS and the construction Industry.

Mark Hampson has been a member of Chapter Council for 20 years as well as serving as WA President, a National Councillor and National President. Mark has made a significant impact to the Quantity Surveying Profession in WA and also in shaping the AIQS at a National Level. We extend our sincere thanks to Mark for his tireless work and dedication over the last 20 years.

In conclusion, I acknowledge everyone who has contributed to the activities of the AIQS WA chapter over the past year. As always the success of the chapter will ultimately depend on the time, energy and enthusiastic support of our members.



MARK BENDOTTI
CHAPTER PRESIDENT



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