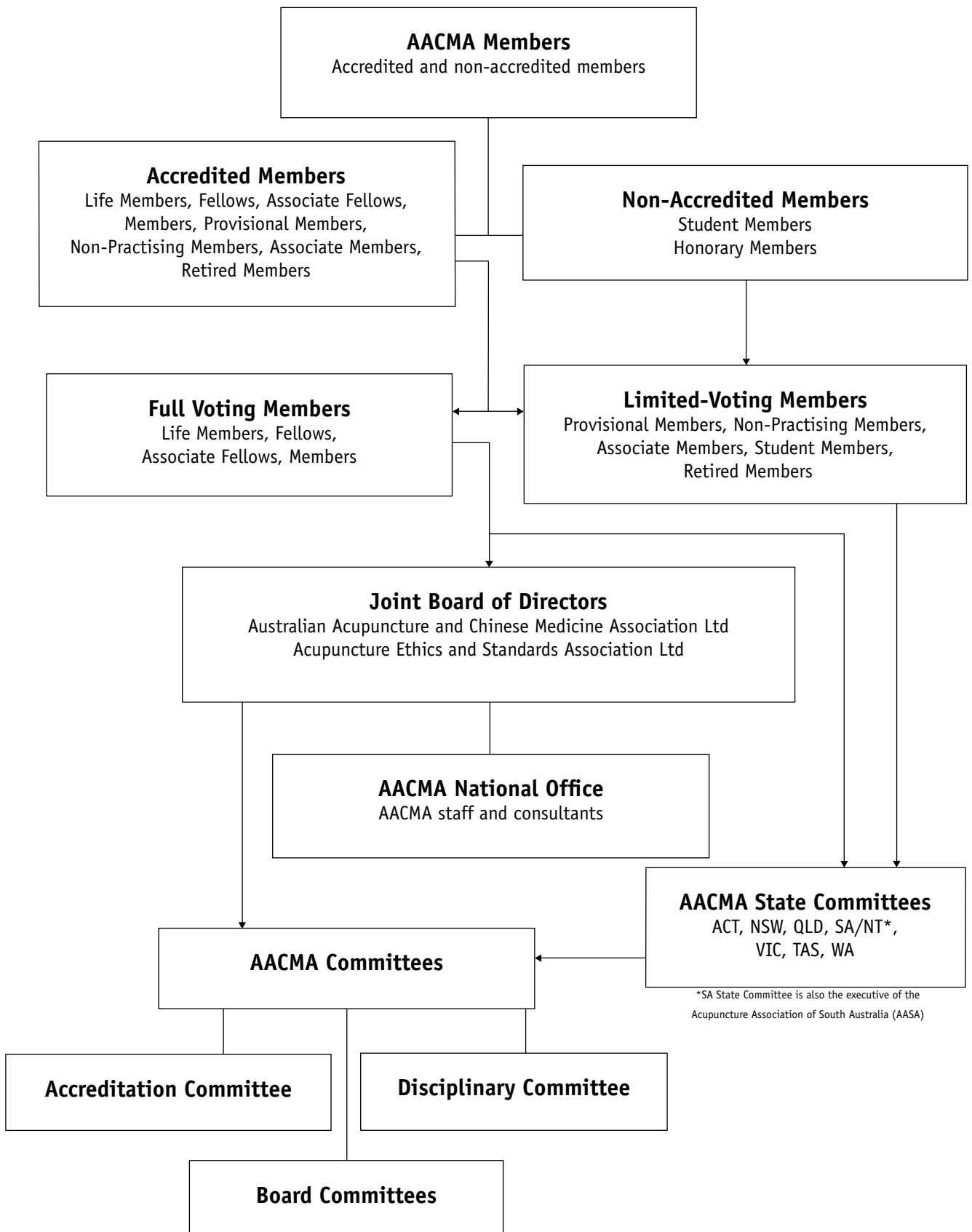


# 2010 Annual Report

Australian Acupuncture and  
Chinese Medicine Association Ltd  
ACN 010 020 390

Acupuncture Ethics and Standards  
Organisation Ltd  
ACN 065 533 762

## AACMA ORGANISATIONAL STRUCTURE



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### President's Report

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#### **Promoting Excellence in Acupuncture and Chinese Medicine Health Care**

##### **THE PRESIDENT'S PERSPECTIVE**

National registration of the Chinese medicine profession from 1 July 2012 has been the major focus of the Association in 2010. The recent calling of nominations for the new CMBA has seen some prominent members of our association nominate. The results of their nomination will be known by July this year.

National registration will forever change the our practice environment. On 1 July 2012 when it becomes reality and we take our place among the other registered professions, we will be subject to legally enforceable standards of both clinical practice and professional ethics. I would suggest that all members of our TCM community should review just exactly what these standards are when they are developed to ensure you are fully prepared.

While these changes have an effect on the legal enforceability of clinical standards and professional ethics, they should not change the nature of our practice. Chinese medicine is steeped in antiquity and, while we move forward and embrace the future, we need to take refuge and strength in remembering our roots. The myriad of teachings that emerged from the classics are our greatest asset and strength. This is what will forever separate us from the arrival of attempts to simplify our practice, such as dry needling, trigger point therapy, et cetera.

There is a sign out front of a chiropractic clinic near a shopping centre I use that says 'western acupuncture' – what does that mean? I am not sure but I do know that the individual who had it erected does not share the knowledge base that we have at our disposal. It is true that more people come into my clinic and comment on either a personal experience or one of a friend involving these attempts to utilise our art in a totally uninformed way, but they still come to me and recommend their friends. This is because they recognise that Chinese medicine is more than just sticking in a few needles.

In the post-registration era, AACMA will have time and ammunition for some of our other primary goals such as access by our members to Medicare (including the Enhanced Primary Care via GP Health Management Plan) and the access to hospital care for patients. At present there is no certainty that national registration will bring either, but it certainly does provide a strong basis. High quality research about efficacy and cost-effectiveness will also assist in obtaining more practice benefits

Our previous President, John Deare, suggested that we will in the future need to become more responsive and supportive of our communities. I believe we have shown we are capable of this and indeed have already demonstrated our acceptance of a social responsibility. The response by some of our members and suppliers to the needs of communities after the 2009 Victorian bush fires and, more recently, with the floods and cyclones that have devastated our communities give us good reason to hold our heads high. This acceptance of social responsibility is a very good sign that members of our association have the welfare of our communities at heart.

Our organisation is only as strong as its members. Without your input and support the AACMA board past and present could not have achieved the benefits for members that we now enjoy. I would like to thank the members and the present board for

the support you have shown me during this past year. In particular, I thank Ian Dummett for his service on the board in 2009/2010 and Past-President John Deare for his nine years of dedicated service to the board and the association. I would also like to thank Judy James and the AACMA office staff for their outstanding efforts in supporting our goals. Last, but not least, I would like to thank the companies and individuals who bring out such outstanding speakers and presenters to inspire us all in the pursuit of our chosen profession.

##### **The year ahead**

In 2011, your Board continues to work on various projects to protect and grow members' benefits. Our profession remains at a crossroads in a number of areas: national registration, private health insurance provider registration, international standards, strategies to preserve and build our limited resources during these difficult financial times, to name just a few. We, the AACMA Board, look forward to another exhilarating year in the field of Chinese medicine and a successful and profitable year for our members.

##### **2010 HIGHLIGHTS**

The major issues from 2010 are highlighted below.

##### **National registration**

The Chinese medicine profession will be included in the National Registration and Accreditation Scheme for the Health Professions from 1 July 2012.

Chinese medicine practitioners are one of four partially registered professions (Aboriginal and Torres Strait Islander health workers, occupational therapists, and radiation protection practitioners are also included). These four professions are additional to the 10 fully registered professions already agreed for inclusion in the scheme.

The future (national) Chinese Medicine Board of Australia is expected to be appointed 12 months before the scheme comes into operation. The existing Chinese Medicine Registration Board of Victoria will cease to exist as of 1 July 2012 and Victorian-registered practitioners will automatically transfer into the new scheme. All other TCM practitioners will need to apply to the national registration board for registration under transition standards that are yet to be developed.

Key features of the national scheme are:

- a national system for health practitioner regulation;
- a public national register for each profession;
- independence of accreditation functions (accreditation means accreditation of courses and training programs);
- national boards are to exercise regulatory functions;
- Aust Health Practitioner Regulation Agency to support boards;
- mandatory reporting;
- criminal history and identity checks;
- simplified complaints arrangements
- student registration;
- privacy protections for practitioners and consumers;
- mandatory professional indemnity insurance;
- mandatory continuing professional development.

## President's Report (continued)

The course accreditation functions for each profession will operate independently from the national boards which have the function of practitioner registration and regulation. AACMA supports this separation of functions as a means to provide greater transparency and accountability.

*Endorsements in relation to acupuncture:* By far the most controversial aspect of the legislation is a mechanism to enable endorsement for the practice of acupuncture by other health boards. Endorsed practitioners will be able to use the title acupuncturist without having to be registered in the Division of Acupuncture with the Chinese Medicine Board of Australia. This is an adaptation of the Victorian model albeit with a requirement to consult and a greater level of transparency and accountability for the other boards than is apparent in the Victorian situation.

### Health insurance matters

Commonwealth legislation to establish national baseline criteria for provider registration by private health funds continued to operate in 2010. Under the Private Health Insurance (Accreditation) Rules (the Rules), quality requirements apply to practitioners if they are to be recognised by a private health insurer for the purpose of paying health fund rebates on their services. These changes effectively overrode the law against third line forcing (that is, forcing someone to be a member of a profession association in order to gain a benefit) in relation to health fund provider recognition. Under the Rules, practitioners are required to be a member of an appropriate professional body for their patients to obtain a rebate from the health fund.

For acupuncturists and Chinese medicine practitioners providing these services in Victoria, they must be registered with the Chinese Medicine Registration Board of Victoria (CMRBV) in the relevant division(s) for acupuncture and/or Chinese herbal medicine services to be rebatable by health funds. The health funds have continued to rely on AACMA lists to identify eligible Victorian acupuncture and Chinese medicine providers.

For practitioners providing acupuncture and Chinese herbal medicine services outside Victoria, they must be a member of a professional association that satisfies the criteria in Clause 10 of the Rules and that association must be recognised by the particular health fund. If the association is not recognised by a particular health fund for a particular service, then the service(s) is(are) not rebatable by the health fund. Once national registration comes into operation on 1 July 2012, it will be a requirement for all practitioners to be registered with the new national registration board.

For members practising in (western) remedial massage and TCM remedial massage, they will need to be a member of an association recognised for the provision of massage. This requirement applies to practitioners in Victoria as well as members practising elsewhere because practitioners of massage are not required to be registered by a Board. It is for this reason that AACMA re-established an accreditation standard in (western) remedial massage – so that eligible members do not need to join another association in order for their massage services to be rebatable by the health funds.

Similar requirements apply to other health professions. All other health professions, including naturopaths, massage therapists, homoeopaths, herbalists, etc whose services may

be the subject of health fund rebates are covered by the same criteria that apply to acupuncturists and Chinese medicine practitioners. A registered health practitioner providing services outside the scope of his/her registration, must be a member of a professional association that complies with Clause 10 of the Rules in relation to those services and is also recognised by the relevant health fund.

AACMA liaised with the health funds on the matter of the Rules and provider recognition. All health funds recognise AACMA for each of the modalities accredited by AACMA.

In 2011, AACMA will be reviewing provider registration requirements with a view to extending it to other modalities.

### GST Matters

AACMA continues to be a recognised professional association for the purposes of member's services being GST-free. Members accredited by AACMA in acupuncture and/or Chinese herbal medicine are recognised professionals and therefore eligible to supply those services GST-free.

### Journal

In 2010, AACMA published the fifth volume of the Australian Journal of Acupuncture and Chinese Medicine (AJACM), the official journal of the AACMA. It is now included in Scopus, the largest abstract and citation database of peer-reviewed literature and quality web sources in the world.

I express my thanks and appreciation to the members of AJACM Editorial Board for their professionalism and hard work in making the journal a success. The Editorial Board represents a good cross section of skills and expertise from the profession and academia. All are members of AACMA. In particular, I welcome a new member of the AJACM Editorial Board, Dr Yun-fei Lu, who was appointed in 2010.

The Editorial Board Members, as of 31 December 2010 were:

- Dr Zhen Zheng, Editor-in-Chief (VIC)
- Dr Chris Zaslowski, Deputy Editor (NSW)
- John Deare (QLD)
- Dr Peter Ferrigno (VIC)
- Dr Yun-fei Lu (WA)
- A/Prof Caroline Smith (NSW)

### Submission to the Medical Board of Australia

In August 2010, AACMA lodged a submission with the new Medical Board of Australia on their proposed standard for endorsement of medicine practitioners for the use of title 'acupuncturist'. Outside of Victoria, it is presently not an offence under the national law for any practitioner to use the title 'acupuncturist' as the provision relating to Chinese medicine registration do not take effect until 1 July 2012. However, in Victoria, medical practitioners are not permitted to use the title acupuncturist unless they have been endorsed by the national Medical Board of Australia (MBA). According to the proposal, the acupuncture endorsement standard to be set by the MBA would be reviewed in 2012. We report that no decision has been made on this matter. We understand that a decision is not likely until after the new Chinese Medicine Board of Australia has established registration standards for acupuncture. This means that no new endorsements for acupuncture can be processed until a decision is made on the standards to apply to registered medical practitioners. A copy of the AACMA submission is contained in the September 2010 Jing-Luo.

## President's Report (continued)

### Template Infection Control Management Plan

In 2010, the AACMA Board commissioned member Ian Murray to draft a Template Infection Control Management Plan to be used by Queensland members in complying with legal requirements. This plan was finalised in 2011 and can be used by all members to self-assess their clinic infection control protocols.

### Dry Needling and Trigger Point Acupuncture

In response to the request by members to take action in relation to the use of dry needling and myofascial/trigger point acupuncture by unqualified practitioners, the Board has developed a flyer to assist practitioners explain dry needling and trigger point acupuncture to patients. Further strategies are being developed to better educate the public on this issue.

### Changes to Fellow and Associate Fellow criteria

In 2010 AACMA made changes to the criteria for advancement to the status of Fellow of AACMA. These changes were outlined in the September 2010 Jing-Luo. Proposed resolutions to remove the member category of Associate Fellow will be presented for consideration at the 2011 Annual General Meeting.

### Westpac Financial Package

Improved conditions for members using the AACMA Westpac Merchant Facility were maintained in 2010. A merchant facility enables electronic payment to the practitioner/business for goods and services via Credit Card (Visa/MasterCard) or Debit Card. Diners and AMEX payments may also be processed through the merchant facility if you have entered into arrangements to accept their cards. Conditions include:

- monthly terminal fees reduced to \$16.50 (Lite), \$22.00 (Extra) and \$55.00 (Extra Mobile)
- Debit Card rates reduced to a flat rate of \$0.10 for Lite and Extra Terminals and \$0.15 for Mobile Terminals
- Reduced cancellation fee
- No charges for authorisations or terminal stationery.

Under the AACMA scheme, there are no additional fees or charges payable for Stationery, Voice Authorisation, Participation and Chargebacks. That is, there are no hidden fees in the Westpac Merchant Facility for AACMA members. The establishment fee of \$82.50 is waived for members transferring from another Merchant facility. Also, Westpac does not charge members higher rates for payment made by Premium Credit Cards, International Credit Cards and Commercial/Business Credit Cards – that is, members pay a standard rate for all types of credit card payments.

**Rates payable for credit cards:** The current rate payable for credit card payments is 0.857%. Westpac has agreed to review the rate once an additional 52 members have joined the scheme. These rates are lower than the published merchant rates available through the HICAPS and IBA/ISOFT facilities. AACMA strongly recommends that members join in the AACMA scheme with Westpac for merchant facilities. The more members who participate in the arrangement, the better negotiating power AACMA will have in reducing rates even further.

### AACMAC Adelaide 2010

The AACMA Annual conference – Australasian Acupuncture and Chinese Medicine Annual Conference (AACMAC) Adelaide 2010 – was held at the National Wine Centre from 21 – 23 May 2010. With over 200 delegates and quality papers focussing on a mix of academic, research, clinical and practical topics in both lecture and workshop format, the conference

was the best AACMAC conference in Adelaide and among the best to date. Up to four concurrent sessions allowed delegates to focus on their areas of interest.

### AACMAC 2010 presenters

Firstly, a conference cannot proceed without quality presenters. Our heartfelt thanks go to all the speakers:

Tracey BOURNER	(NEW ZEALAND)
Heather BRUCE	(QLD, AUSTRALIA & NEW ZEALAND)
Susanne COCHRANE	(NSW, AUSTRALIA)
Dr Meaghan COYLE	(VIC, AUSTRALIA)
John DEARE	(QLD, AUSTRALIA)
Daniel DENG	(NSW, AUSTRALIA)
Dr Peter FERRIGNO	(VIC, AUSTRALIA)
Sarah FOGARTY	(VIC, AUSTRALIA)
Mary GARVEY	(NSW, AUSTRALIA)
David HALSTEAD	(VIC, AUSTRALIA)
Hoc Ku HUYNH OAM	(NSW, AUSTRALIA)
Judy JAMES	(QLD, AUSTRALIA)
Stephen JANZ	(QLD, AUSTRALIA)
Namkwen KIM	(SOUTH KOREA)
George LENON	(VIC, AUSTRALIA)
Dr Stephen LEOW	(SA, AUSTRALIA)
Paddy McBRIDE	(NEW ZEALAND)
John McDONALD	(QLD, AUSTRALIA)
Paul MOVSESIAN	(NSW, AUSTRALIA)
Ian MURRAY	(QLD, AUSTRALIA)
Dr Gunther NEEB	(GERMANY)
Byeongsang OH	(NSW, AUSTRALIA)
Anh PHUNG	(SA, AUSTRALIA)
Clive POWELL	(QLD, AUSTRALIA)
Clare PYERS	(VIC, AUSTRALIA)
Dr Karin RIED	(SA, AUSTRALIA)
Peter SCARSELLETTI	(NSW, AUSTRALIA)
Jeff SHEARER	(QLD, AUSTRALIA)
Johannah SHERGIS	(VIC, AUSTRALIA)
Michael SMITH	(ACT, AUSTRALIA)
John TERRY	(VIC, AUSTRALIA)
Philip VANDERZEIL	(QLD, AUSTRALIA)
Kerry WATSON	(VIC, AUSTRALIA)
A/Prof Hong XU	(VIC, AUSTRALIA)
Prof Charlie Changli XUE	(VIC, AUSTRALIA)
Jia Li YUAN	(NSW, AUSTRALIA)
A/Prof Chris ZASLAWSKI	(NSW, AUSTRALIA)
Dr Zhen ZHENG	(VIC, AUSTRALIA)

### Delegates

We thank the 205 participants who made AACMAC Adelaide 2010 the best attended AACMA annual conference in Adelaide so far. The Organising Committee considered the extensive, and mostly positive, feedback from delegates in planning for AACMAC Perth 2011.

### VIPS

We thank our VIP guests who add status to these events through their gracious attendance:

- Prof Charlie Xue, World Health Organization Collaborating Centre for Traditional Medicine at RMIT and Head of Discipline of Chinese Medicine at RMIT University
- Hoc Ku Huynh OAM, Member, Executive Council of the World Federation of Chinese Medicine Societies
- David Halstead, President, Chinese Medicine Registration Board of Victoria.

### Trade Exhibitors and Advertisers

AACMA	AJACM	Acuneeds Australia P/L
Beijing Tong Ren Tang Australia Pty Ltd		DEWHA
Ethical Practice	Helio Supply Company	Riancorp Pty Ltd
Safflower P/L	Sun Herbal Pty Ltd	Sun Ten (Health World)
UWS, CompleMed	Winner Trading	

## President's Report (continued)

### Other Supporters

Adelaide Convention Bureau & SA Tourism  
 Cathay Herbal      Chinawest      Elsevier  
 Endeavour College of Natural Medicine - SA Campus  
 Perth Convention & Visitors Bureau & WA Tourism

### Social Program

#### Cocktail party

To get delegates in the mood, a cocktail party was held on the Friday evening at the conference venue. This event has shown to be very popular with delegates and their partners, and will continue as a feature of future conferences.

#### Gala Dinner

The Gala Dinner was held at the National Wine Centre of Australia on Saturday evening. The theme of the night was 'The Tastes of SA', with great food and a live band made the Gala Dinner this year a truly memorable and evening.

#### Clinical Handbook of Internal Medicine Volume 3 Book Launch

As with previous years, the Gala Dinner was associated with a book launch. This year, it was the South Australian launch of the *Clinical Handbook of Internal Medicine Volume 3* by Will Maclean & Jane Lyttleton, published by Pangolin Press. Suzanne Cochrane & A/Prof Christopher Zaslowski spoke on behalf of the authors that could not attend the evening. Trevor Coon from China Books Melbourne presented a copy of the book to AACMA. A copy of the book was awarded as a Gala Dinner door prize.

### Conference Committees

#### AACMAC Organising Committee

John Deare	Hoc Ku Huynh	Wade James
Richard Li	Michael Porter	Walter Simpson
Judy James	Jazz Tyrill-Smart	

### Conference Awards & Prizes

AACMA also thanks the Panel of Judges and the Panel of Academic and Clinical Advisers.

#### Academic Awards

##### Panel of judges

John Deare	Michael Porter	A/Prof Hong Xu
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##### Panel of Academic & clinical advisers

Dr Peter Ferrigno	Stephen Janz	Philip Vanderzeil
Dr Kerry Watson	Prof Charlie Xue	
A/Prof Chris Zaslowski	Dr Zhen Zheng	

#### Overall Best Paper (2 prizes - joint winners)

Stephen Janz for his paper *Plantar fasciitis: an update on acupuncture and conventional treatment methods*

Paul Movsessian for his paper *Abdominal diagnosis and point selection: bridging TCM with Japanese style acupuncture*

2 x \$100 China Books (Melbourne) Gift Vouchers

#### Best Research/Scientific Paper

Byeong Sang Oh for his paper on *Randomised, controlled pilot trial of electro-acupuncture for nausea, vomiting and myelosuppression in women receiving adjuvant chemotherapy for early breast cancer*

\$100 Chinawest Gift Voucher

#### Best Paper on Clinical Practice

Clare Pyers for her paper on *Disambiguating psoriasis: a closer look at the role of the Heart, Small Intestine and Kidneys*

\$100 Helio Gift Voucher

#### Honourable Mention for first presentation at a conference

Dan Hall for his paper on *Acupuncture point injection therapy in Australia*

\$100 Cathay Herbal Gift Voucher

### Door Prizes

#### Conference Door Prizes

\$100 Sun Herbal Gift Voucher (Paul Movsessian)

\$100 Helio Gift Voucher (Diem Tran)

\$100 Cathay Herbal Gift Voucher (Ian Murray)

\$100 Cathay Herbal Gift Voucher (Peter Ferrigno)

#### Cocktail Party Prizes

\$100 Helio Gift Voucher (Sharon Ashman)

\$100 Winner Trading Gift Voucher (John McDonald)

\$100 Winner Trading Gift Voucher (Nick Hilton)

\$100 Cathay Herbal Gift Voucher (Zhen Zheng)

#### Gala Dinner Door prizes

Book Prize courtesy of China Books (Melbourne) *Clinical Handbook of Internal Medicine Volume 3* by Will Maclean & Jane Lyttleton (Pangolin Press) (Winnie Yuan)

\$100 Cathay Herbal Gift Voucher (Ladda Huynh)

#### Delegate Survey Prize

Book Prize Courtesy Elsevier *Acupoint Dictionary, 2e* by David Hartmann (Savarna Coles)

#### Journal Survey Prize

Book Prize Courtesy China Books (Melbourne) *Clinical Handbook of Internal Medicine Volume 3* by Will Maclean & Jane Lyttleton (Pangolin Press) (Lily Wang)

### International Issues

The development of international standards came further to the forefront in 2010. In 2009, Standards Administration China (SAC) successfully made a submission to the International Organization for Standardization (ISO) for the development of a new field of technical activity in the field of Traditional Chinese Medicine (TCM). The first plenary meeting of the the ISO Technical Committee (TC) for TCM (ISO/TC249) was held in Beijing in June 2010.

The local (Australian) Mirror Committee was formed in 2010, with representation from the following national stakeholders:

- Australian Acupuncture & Chinese Medicine Association Ltd
- Australian Traditional-Medicine Society Ltd
- Chinese Medicine Industry Council of Australia
- Complementary Healthcare Council of Australia
- University of Technology, Sydney
- Chinese Medicine Registration Board of Victoria (observer)
- TGA Office of Complementary Medicine (observer).

In 2011, the committee was expanded to include:

- University of Western Sydney
- RMIT University (observer).

AACMA representatives also attended a number of other key international forums for the TCM profession:

- January 2010: International forum on standardisation of TCM, held in Shanghai, China - attended by James Flowers, Judy James and Chris Zaslowski (costs for Judy and Chris paid by the China State Administration of TCM)
- 25-27 June 2010: NZRA annual conference and AGM
- 1-2 October 2010: WFCMS 7th World Congress on Chinese Medicine, The Hague, The Netherlands
- 5-6 November 2010: WFAS International Symposium on Acupuncture, San Francisco, USA

Further information on these and other international matters can be obtained from AACMA newsletters.



**Walter Simpson, National President**  
 18 April 2011

### Secretary's Report

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#### AACMA – 37 GOING ON 38 YEARS

The Australian Acupuncture and Chinese Medicine Association Ltd (AACMA) is the leading national professional association for qualified practitioners of Traditional Chinese Medicine (TCM) and the primary national mechanism for regulating and representing acupuncture and Chinese medicine practitioners in Australia. It was formed out of the amalgamation between the Australian Acupuncture Association Ltd (AAcA), the Acupuncture Ethics and Standards Organisation Ltd (AESO) and the Acupuncture Association of South Australia (AASA).

The Australian Acupuncture Association Ltd (AAcA) was established in 1973 as the first association in Australia formed by acupuncture practitioners to represent and promote the profession of acupuncture. Originally called the Queensland Acupuncture Society, it changed its name to the Australian Acupuncture Association in 1973 and in 1998 changed to its current name, AACMA.

The Acupuncture Ethics and Standards Organisation Ltd (AESO) was formed in NSW in 1977 to provide a mechanism to identify and accredit bona fide acupuncture practitioners for health fund rebates.

On 1 March 1995, AAcA and AESO formally completed an amalgamation resulting in the vast majority of qualified TCM practitioners in Australia becoming united under one national association, the Australian Acupuncture Association Ltd. In 1996, AAcA merged with the Acupuncture Association of South Australia (AASA), the largest TCM body in South Australia.

At the 1998 Annual General Meeting in Adelaide, the members resolved by an overwhelming majority to change the name of the Association (AAcA) to the Australian Acupuncture and Chinese Medicine Association Ltd (AACMA) and to conduct all joint operations of AACMA and AESO under the AACMA name.

Until 1996, AACMA provided accreditation in acupuncture only. In 1996, AACMA introduced accreditation standards in Chinese herbal medicine for its practitioner members and in 1998 introduced entry-level accreditation standards in Chinese herbal medicine equivalent to the entry-level standard in acupuncture. In 2002, standards of accreditation in TCM Remedial Massage were also introduced in line with the new Health Training Package in TCM Remedial Massage (Anmo-Tuina).

At the 2003 Annual General Meeting, new membership categories were passed to provide for entry-level non-voting stand-alone memberships categories in TCM Remedial Massage and Chinese herbal dispensing, as well as various Associate Member categories and a Retired Member category.

These amalgamations and subsequent organisational developments have provided genuine national standards and representation for acupuncture and Chinese herbal medicine practitioners in Australia, independent of any commercial interest, factional alliance, or ethnic bias.

AACMA provides a clear point of contact for governments and other bodies seeking to identify and communicate with the majority of the profession. AACMA is widely acknowledged as the preferred destination of graduates of Australian TCM programs and qualified overseas-trained entrants to the profession. It is clearly the peak national body for the Traditional Chinese Medicine (TCM) profession in Australia.

#### AACMA mission statement

*To promote a professional identity assisting accredited practitioners to offer excellence in acupuncture and Chinese herbal medicine health care.*

#### AACMA - Key goals and objectives

Listed below are a set of Key AACMA Goals and Objectives to give effect to the Mission Statement.

1. To identify acupuncture, Chinese herbal medicine and traditional Chinese medicine as profession(s) providing primary health care based on the TCM body of knowledge which is able to evolve and adapt as appropriate to the Australian context.
2. To be the peak body representing the profession in Australia and be recognised as such by all sectors of government, industry, the profession, and the public.
3. To promote the Association and its accredited practitioners such that the Association is readily recognised by all facets of the community, government and the health industry as being synonymous with excellence and professionalism in the practice of TCM.
4. To develop and administer policies and standards, implement programs and provide a cost effective infrastructure to support and assist accredited practitioners to succeed as primary contact practitioners in the health care system.
5. To set minimum standards of education and training and assist education providers so as to ensure that education remains relevant to the needs and requirements of the association, its members, and the public.
6. To promote community awareness of acupuncture, Chinese herbal medicine, and traditional Chinese medicine so as to increase informed health care choice and to encourage self-empowerment of patients.

#### Organisational structure

A diagram of the AACMA organisational structure is included on page 2.

**The Board** The joint AACMA and AESO Board of Directors is elected directly by the voting membership. Executive Board positions, including President/Chair, are decided by majority vote of the elected Board. Once elected, the joint Board has the responsibility to set and implement the goals, objectives and policies of the Association in accordance with its Memoranda and Articles of Association. The Board also supervises the operations of the national office and the employment of consultants as required.

**State Committees** Articles 74 and 75 outline the roles of AACMA State Committees which are primarily to provide local continuing education activities and social events, thereby enabling the development of local professional networks and increased grassroots participation by members. The State Committees also play an advisory role, identifying local issues that need the attention of the Board. As part of the process of linking State and national structures, each year the State Committees provide nominees to sit on relevant national Board Committees.

**Board Committees** As the range of functions and duties of the Board is extensive, ad hoc and standing committees are formed to examine and address specific areas of activity and report back to the Board with recommendations. The Board

## Secretary's Report (continued)

considers the recommendations and accepts them or, if there is disagreement, refers the matter back to the Committees for further consideration.

**Accreditation Committee** The AACMA Accreditation Committee, made up of external consultants, provides independent assessment of all applications for membership against the AACMA Accreditation Policy.

**Disciplinary Committee** The AACMA Disciplinary Committee investigates and makes determinations on written complaints against members.

### MEMBERSHIP

#### Member Types

**Fellow:** This is currently open to Members and Associate Fellows who meet the criteria set by the AACMA board. The criteria for admission to the status of AACMA Fellow were revised in 2010. These new criteria are summarised in the President's Report. Admission as a Fellow is subject to unanimous agreement of the Board. Applications for Fellow status must also meet other requirements as to duration of continuous membership and ethical standards.

**Associate Fellow:** This has been open to Members who have five years full-time clinical practice (or part-time equivalent) as a practitioner of acupuncture or TCM OR three years full-time clinical experience (or part-time equivalent) as a practitioner of acupuncture or TCM and have a recognised degree (bachelor) qualification in acupuncture or TCM. Acceptance to Associate Fellow status is subject to continued safe and ethical practice and must be approved by a majority resolution of the AACMA Board. In 2010, the AACMA Board ceased accepting new applications for Associate Fellow status and in 2011 will be seeking approval from the members to remove this membership category.

**Member:** (also called Full Member) This is the standard AACMA accredited membership category.

**Provisional Member:** This limited-voting membership type is provided when an applicant meets all the requirements for Full Membership but has a minor aspect of their documentation outstanding (for example, they may have met the requirements for graduation from a recognised program but as the ceremony has not yet been held they have not yet received their award). Provisional Membership is awarded until the member provides certified copies of outstanding documentation.

**Non-Practising Member:** (previously called Graduate Member) This limited-voting membership type is available when a member has met all the requirements for accredited membership but is not in practice for a period of at least 6 months.

**Associate Member (Transitional):** This limited-voting membership category is intended for practitioners who meet the AACMA accreditation standard and who are members of a designated organisation that AACMA deems to have comparable standards. For all practical purposes, a designated organisation is an organisation with which AACMA has a formal agreement to amalgamate. Members of the designated association are placed in this membership category until the process of amalgamation has been finalised, after which they would become fully accredited members of AACMA.

**Associate Member (Dispenser – Registered):** This limited-voting membership category is designed for persons who are registered as Chinese herbal dispensers with a statutory registration board in an Australian state or territory.

**Associate Member (Dispenser – General):** This limited-voting membership category is designed for persons who are Chinese herbal dispensers in a state or territory of Australia where the title 'registered Chinese herbal medicine dispenser' or similar title is not protected under an Act of Parliament.

**Associate Member (Provisional):** This limited-voting category of membership is intended for persons who have been in full-time acupuncture or Chinese medicine practice for at least 10 years, who do not fully satisfy AACMA's qualifications requirements, who have enrolled in an AACMA recognised course in order to upgrade their qualifications and who have progressed through at least 50% of the course. Amongst other requirements, the AACMA board must be satisfied that the practitioner is able to complete the course within a prescribed time and that they are of a sufficient standard for safe practice, etc. On completion of the recognised course, they may be admitted as fully accredited members of AACMA.

**Associate Member (Anmo-Tuina):** This limited-voting membership category is open to persons who have completed an AACMA recognised course in TCM Remedial Massage (Anmo-Tuina). The requirement is a Diploma recognised under the Health Training Package.

**Retired Member:** Practitioners who permanently retire from professional practice after at least 20 years membership may move to the Retired Member category.

**Honorary and Life Members:** Life Membership is awarded to persons of distinction who have made an outstanding contribution to the TCM profession and/or the Association. Honorary Membership is awarded to persons of merit and distinction in Traditional Chinese Medicine practice, education, and/or administration and upon whom the Association wishes to confer special distinction and honour. Honorary Members are usually resident overseas.

**Student Member:** This is open to students enrolled in primary qualifying programs in traditional Chinese medicine. Acceptance as a Student Member does not necessarily imply acceptance as an accredited member on course completion.

**Suspended members:** This covers members whose membership and accreditation is suspended by the Board as a result of a finding of professional misconduct by the Disciplinary Committee.

#### Membership numbers

As at 31 December 2010, AACMA membership numbers were:

Member Type	Accredited	Non-accredited
Life Member	2	N/A
Fellow	168	N/A
Associate Fellow	1	N/A
Member	1284	N/A
Provisional Member	77	N/A
Non-Practising Member	199	N/A
Associate Member	1	N/A
Retired Member	7	N/A
Honorary Member	N/A	1
Suspended Member	1	0
Student Member	N/A	356
<b>Sub-totals</b>	<b>1740</b>	<b>357</b>
Percentage of totals	83.0%	17.0%
<b>TOTAL MEMBERS as at 31 December 2010: 2097</b>		

### Secretary's Report (continued)

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#### Annual Membership Growth Rates

The average annual growth rate in AACMA accredited membership over the past five years has been 4.6%. In 2010 the net annual increase in accredited membership was 4.1%.

#### Acceptance Ratio

AACMA has recorded an average 79.4% ratio of Acceptances to Applications over the past five years. In 2010, the acceptance ratio was 74.8%, which was consistent with the previous year's acceptance rate. AACMA admitted 114 newly accredited members in 2010 and 4 members were reinstated.

#### Membership Attrition Rate

The membership attrition rate (e.g. through death, retirement, resignation, or lapsed memberships) in 2010 was 2.8%, 3.3% lower than the 2009 attrition rate. In 2010, AACMA suffered a loss of 46 accredited members (2 fewer than in 2009), with an overall net increase of 68 accredited members. As increasing numbers of long-term members head into retirement or pass away, it is unlikely that this membership attrition rate will decrease in coming years. Focus will need to be placed on attracting and retaining more graduates of recognised Australian programs and qualified non-member practitioners.

#### Deceased members

In 2010, we sadly saw the passing of New South Wales member, Stephen McDermott. The AACMA Board and staff extend their condolences to his family, friends and colleagues. He will be sadly missed.

#### Student members

AACMA saw a decrease of 45 (or 11%) in the total number of student members in 2010 (total 356). This decrease compared with an increase of 9% in 2009 due to more student members converting to accredited membership.

#### Accredited modalities

Since its inception in 1973, AACMA has accredited practitioners in acupuncture. Similarly, AESO began accrediting acupuncturists in 1977. As acupuncture has been the spearhead of the introduction of TCM in Australia, it is not unexpected that the vast majority of members are accredited in acupuncture.

In 1995, AACMA introduced an accreditation standard in Chinese herbal medicine for its existing members, and introduced entry-level accreditation in Chinese herbal medicine in 1998. This provided opportunities for qualified Chinese herbal medicine practitioners to be admitted to membership where they did not meet the requirements for acupuncture accreditation. As of the date of this report, 99.6% of members were accredited in acupuncture, 55.9% in Chinese herbal medicine (including 0.3% accredited in Chinese herbal medicine and not acupuncture). Based on past member surveys, the number of members actually practising Chinese herbal medicine approximates 80%, 1.4 times the number formally accredited. This discrepancy exists because not all members practising Chinese herbal medicine actually have applied for accreditation since the time when the option was introduced.

As from 30 June 2004, AACMA ceased accepting new applications from acupuncture members for Chinese herbal medicine accreditation at the *prepared herbs* standard. From 1 July 2004, all persons seeking accreditation with AACMA in Chinese

herbal medicine must meet the entry-level 'raw herbs' standard for Chinese herbal medicine accreditation.

In 2001, the Board sought applications for accreditation from members qualified in TCM Remedial Massage and in 2002 issued its first accreditation certificates for TCM Remedial Massage. A small number of members have also been awarded accreditation in (Western) Remedial Massage where they meet an equivalent standard in that practice. As of the date of this report, 11.1% of members were accredited in TCM Remedial Massage.

As from 31 March 2004, AACMA ceased accepting further applications for (Western) Remedial Massage, and new applications for TCM Remedial massage were required to meet standard equivalent to the Diploma of TCM Remedial Massage (Anmo-Tuina) under the Health Training Package (HLT) for Complementary and Alternative Medicine.

In 2009, AACMA reinstated an accreditation standard for (Western) Remedial Massage. New applicants for accreditation in this modality must have an HLT Diploma of Remedial Massage or equivalent. As of the date of this report, 2.8% of members were accredited in Western Remedial Massage.

#### Complaints

AACMA operates a formal complaints handling process. Complaints against members are referred to the AACMA Disciplinary Committee which investigates and makes determinations on those complaints. The complaint must be in writing and signed by the complainant.

The process followed by the Disciplinary Committee is outlined below:

The Disciplinary Committee advises the member in writing outlining the substance of the complaint and a copy of the original letter of complaint may be attached. The member is then required to respond to the allegations within 14 – 21 days (depending on the nature of the complaint). The member is directed not to contact the complainant in relation to the matters under investigation.

If necessary, the Disciplinary Committee may seek further information from the complainant or the member if it believes it does not have all relevant facts before it. Where the Disciplinary Committee deems it appropriate, expert advice may also be sought in order to determine whether acceptable standards of practice were followed. Should expert advice be sought, only de-identified information is provided in order to protect the identity of both the complainant and the member.

The AACMA Disciplinary Committee then considers the following questions as part of its investigation of the complaint:

- Did the matters alleged in the complaint occur in full or in part?
- If Yes, were they a breach of the AACMA Code of Ethics?
- If Yes, is disciplinary action warranted?
- If Yes, what disciplinary action should be applied (this can range from a warning, counselling or fine to suspension or expulsion, depending on the nature of the complaint). The Disciplinary Committee may also set conditions on the practitioner regarding professional development should it deem that necessary.
- If a No answer results from any of the above questions, the Disciplinary Committee may consider whether any other action is required in order to prevent further complaints alleging similar conduct.

The complainant is advised of the outcome of the complaint.

In 2010, the AACMA Disciplinary Committee received 11 formal complaints against members. Ten of these complaints were still ongoing at the end of 2010. The breakdown of allegations in complaints is outlined in the table on the following page.

## Secretary's Report (continued)

Nature of complaint	Number
Receipting irregularities	6
Record keeping	4
Sexual misconduct	2
Standard of care provided	2
Advertising standards	1

Where a formal complaint is received against a non-member, all efforts are taken to refer the matter to another suitable body, such as a statutory health complaints body or registration board or in some cases the police. If the practitioner is known to be a member of another society, the complainant is also referred to that other society.

For legal reasons, verbal complaints are not actioned unless poor infection control and hygiene standards are alleged, in which case independent verification can be obtained through a local council inspection of the premises.

Complaints alleging unprofessional conduct included inappropriate conduct and breaching patient-practitioner boundaries.

Allegations relating to receipting irregularities included refusal to issue receipts, issuing receipts for services not provided, and misstating the nature of the service provided.

At the beginning of 2010, there were 11 ongoing investigations carried over from 2009. This resulted in the Disciplinary Committee dealing with a total of 22 complaints in 2010. twenty-one complaints were not fully resolved at the end of 2010.

Disciplinary Committee action imposed in 2010 included:

- suspension of membership;
- financial penalty (fine); and
- counselling, warning and undertaking as to future conduct.

AACMA received no new appeals in 2010. AACMA re-instated two members in 2010, with two members still on suspension at the end of 2010.

The primary focus of disciplinary action is to end or change inappropriate conduct. To this end, increased use was made of counselling members, issuing warnings and obtaining undertakings as to future conduct. Severe penalties such as loss of Fellow or Associate Fellow status, fine, suspension or expulsion are imposed in relation to findings of misconduct of a serious nature, such as health fund fraud, false completion of receipts, contacting a complainant against the direction of the Disciplinary Committee, indecent assault, etc.

It must be stressed that the rate of complaints is very low, and represent only a very small percentage (less than 1%) of the membership as a whole.

### THE AACMA NATIONAL OFFICE

The AACMA national office was established in Brisbane in 1996.

Previously, the Association had contracted to an external organisation to operate a Secretariat for the Australian Acupuncture Association Ltd (AAcA) and later the Acupuncture Ethics and Standards Organisation Ltd (AESO). Following the amalgamation between AAcA and AESO in 1995, the size of the joint organisation made it necessary to move from an external Secretariat to a dedicated full-time national office for the Association.

In 2007, the Association moved to premises in Coorparoo, purchased using accrued savings and a bank loan secured by a mortgage.

The AACMA national office has grown from a two person team in 1996 to a complement of seven full-time and one part-time staff by the end of 2010.

AACMA welcomed the following new staff member in 2010: Nadya Urban was appointed Receptionist. Short-term appointments were made to assist with finance, administration and membership functions during periods of need in 2010. Judy James (Chief Executive Officer) continued in her designated position throughout 2010, as did Jazz Tyrill-Smart (Manager, Marketing, Events and Professional Development, Rebekah Davis (Membership Administrator), and Shoshannah Beck (Assistant Publications Officer). AACMA also supported a number of clerical trainees during the year. Rachel Dowdy continued with part-time work after her traineeship ended.

On behalf of the Board and the members, I welcome our new staff to the team and wish departing staff success in their post-AACMA endeavours. I thank all staff for their diligence, commitment and hard work for the Board and the members over 2010.



**Hoc Ku Huynh, AACMA Secretary  
18 April 2011**

## Treasurer's Report

### GENERAL

It is with pleasure that I present to members my first financial report as AACMA Treasurer, being the accounts for the year ended 31 December 2010. The Board continued its policy of good financial management in 2010 and is pleased to present an on-going stable fiscal situation to members.

### REVENUE

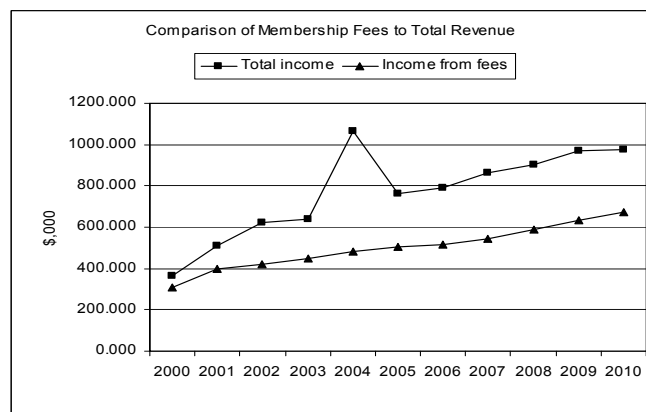
The revenue streams of the Association should be viewed as revenue from normal operations and revenue from other sources. Revenue from normal operations includes membership subscriptions, yellow pages advertising, sale of AACMA brand products, videos and literature, seminars, and interest received on investments. Other sources of revenue for 2010 included income related to AACMAC Adelaide 2010 and State Committee functions. Total revenue in 2010 from all sources (excluding GST) was \$973,031.90, of which \$877,548.03 was normal operating income and \$95,483.87 was from other sources. This represented an overall increase of 0.5% over 2009 income.

**Subscriptions** The increase of \$37,195.49 (5.8%) in income from membership subscriptions to \$673,120.86 resulted from an increase in overall membership numbers. The rates charged for membership fees did not increase in 2010. This means that the AACMA Board has continued to fulfil its commitment to limit any increase in fees for members who pay on time to under 5% above the increase in the CPI index. The AACMA Board is dedicated to keeping fees to the minimum required to provide services to members and still maintain the financial security and continued viability of this peak professional body for TCM practitioners. Members were offered six options for paying 2010 fees, providing considerable incentives for members to pay on time or to enter into an instalment payment plan. Membership fees accounted for 69.2% of 2010 income.

Using the Member fee as an example, these options were (rates include GST):

- Pre-payment of 2010 fees by instalments during 2009 (\$490 fee)
- Pay fees in full by due date (\$490 fee)
- Payment by Annual Direct Debit (ADD) authority (\$473)
- Pay fees in January 2010 (\$540)\*
- Pay fees in February or March 2010 (\$675)\*
- Pay fees after March 2010 (\$775 – includes \$100 reinstatement fee)

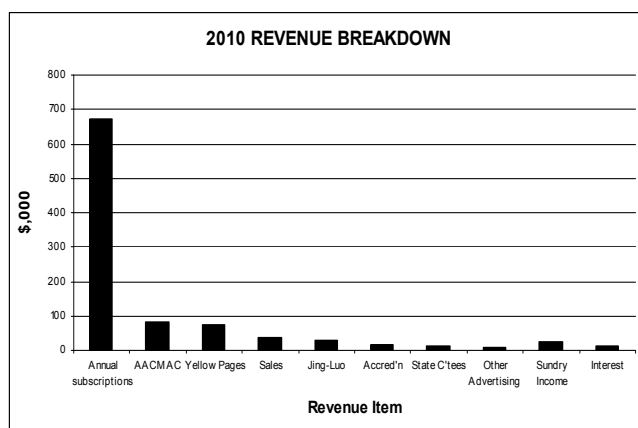
\* Also includes rates for members entering into a payment plan.



**Sales** Sales of member badge products and other items amounted to 3.8% of general revenue in 2010, compared with 4.3% in 2009. Income from sales of \$37,029.71 was offset by cost of sales (printing, production and purchase costs) of \$22,585.73, resulting in a net surplus of \$14,443.98.

**Jing-Luo Advertising** Since 2004, this expenditure has been reported separately from other sources of income as it is now a significant revenue source. The income from newsletter advertising (\$29,650.86) is off-set against newsletter printing, collation and postage costs (\$36,826.43), resulting in a net deficit of \$7,175.57.

**Other advertising income** Other advertising income of \$9,119.08 derived from advertising in the AJACM (\$1,187.30) and the Wall Planner (\$7,931.78).



**Yellow Pages** Yellow Pages income represented income from members listing under the AACMA banner in the metropolitan and selected regional directories. Income from Yellow Pages listings represented 7.5% of general revenue, compared with 8.3% in 2009.

**Sundry income** This figure of \$25,971.60 relates primarily to income from postage collected on member orders (\$5,678.15) and income from mailout and email advertising (\$16,568.35).

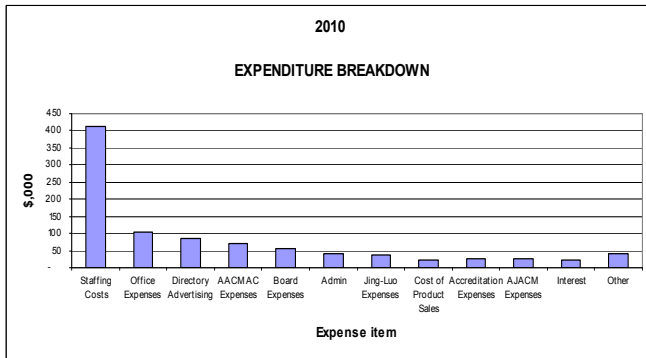
**Other** Income from accreditation fees (\$16,023.65) was slightly lower than 2009 and was offset against \$24,979.83 in committee and examination costs. Bank interest of \$13,845.86 was 69.7% higher than in 2009, mainly due to increased funds being placed in higher interest bearing accounts. Income from AACMAC was 33.2% lower than in 2009 (see AACMA expenditure report below). State Committee function income decreased by 13.2% in 2010 (see state committee report below).

**BPAY** In December 2008, AACMA introduced BPAY facilities which has enabled members to pay their fees over the internet. This facility is being progressively extended to all persons and organisations regularly doing business with AACMA. This has added to convenience in financial transactions with AACMA.

## Treasurer's Report (continued)

### EXPENDITURE

Total expenditure in 2010 amounted to \$945,308.62, an increase of \$8,781.51 on 2009 expenditure (or 0.9%). This increase is primarily attributed to increased costs of running the organisation. A summary of major expense items is outlined in the chart below.



**Administration and staffing** As with any sound organisation, staffing and administration expenses constituted the highest proportion of total expenditure in 2010. These costs amounted to \$560,475.36 (59.3% of total expenditure), compared with 53.8% in 2009. Administration expenses were made up of \$414,222.74 in staffing costs and \$146,252.62 in office and administration expenses.

**Staffing expenses** (\$414,212.74) were 13.2% higher than 2009 costs. The salary and superannuation component was \$353,286.18 in 2010, compared with \$312,730.92 in 2009. Other staffing expenses were made up of \$25,442.59 in labour hire charges, \$16,563.50 in staff travel and accommodation, \$1,218.07 in staff training and conferences, \$3,134.76 in staff amenities, and \$11,893.22 allocated to accrued entitlements, with the balance in miscellaneous costs.

**Office expenses** (\$103,989.81) were made up of postage and couriers (\$20,576.99), service contracts, repairs and maintenance, cleaning, power, and software licensing and support, (\$27,045.64), phone, fax and internet expense (\$10,983.71), office supplies (\$9,931.37), photocopy charges (\$3,134.43), minor furniture, equipment, fittings and computing (\$663.64), leasing of phones, photocopier and franking machine (\$9,968.76), rent for off-site storage (\$2,525.40), corporate stationery (\$6,470.23) and depreciation (\$13,154.00). The remainder was in sundry expenses.

**Administration expenses** (\$42,262.71) included printing of annual report and AGM ballot envelopes (\$2,016.46), AGM postage (\$4,414.43), bank charges and merchant fees (\$7,553.53), directors' insurance (\$4,015.31), audit (\$7,100.00), premises insurance (\$2,974.95), ASIC fees (\$212.00), body corporate costs (\$76,184.96), and rates, water and sewerage (\$3,897.08). AACMA takes out additional insurance to protect staff, board and committee members and volunteers in the event of illness or injury while attending to AACMA business. These are a corporate travel insurance policy covering board, staff and speaker travel and a group personal accident policy for the board, committee members and volunteers when attending or conducting meetings on behalf of AACMA. These policies amounted to \$2,813.09. The remainder was in sundry expenses.

**Board and Committees** Board and Committee expenses totalled \$62,718.71 in 2010, representing 6.6% of total expenditure. This was made up of \$29,125.00 in Directors' fees, \$6,750.00 in fax/internet allowance, \$17,840.81 in board travel and accommodation, \$6,656.42 in meeting expenses, \$1,131.46 for phone expenses, and \$1,215.02 in conference fees. Board members are expected to take an active role in Australian and international affairs in order to promote and protect the interests of the members and the profession in general. This has inevitably resulted in increased costs in board travel and accommodation. The AACMA Board held one face-to-face Board meeting (May 2010). This face to face meeting is essential for organising the new Board of Directors, advising them of their corporate responsibilities, obligations, and duties, establishing the direction of AACMA for the coming year, and appointing members to Board Executive and Committee positions. This meeting is always held in conjunction with the AGM and AACMAC to minimise costs.

**Directory advertising** Directory advertising of \$85,812.23 was made up of members' group listings in the metropolitan and selected regional Yellow Pages directories (\$74,780.27) and an advertisement for Chinese herbal medicine in the Herbalists section of metropolitan directories (\$4,754.20). The balance of expenses included a line listing for AACMA in every Yellow Pages book, a white pages listing in every capital city, and online listings.

**Member products – cost of product sales** Cost of sales of \$22,585.73 was made up of \$16,425.00 for receipt books, \$3,358.17 for brochures, \$1,972.37 for videos/DVDs and the balance in miscellaneous costs.

**Publications and Marketing** This expenditure of \$15,218.13 relates to \$1,960.88 for the AACMA 1300 number, \$2,391.52 for the wall planner, \$7,538.47 for website maintenance and development, \$2,000 for media monitoring, and the remainder in miscellaneous expenses.

**AACMAC** AACMAC Adelaide 2010 expenses amounted to \$69,904.99. This was made up of \$40,148.40 in venue hire, audio-visual, and catering packages, \$5,255.59 in trade exhibition and satchel costs, \$11,122.99 in travel, accommodation and speaker costs, \$2,423.14 in printing costs, \$2,517.27 for the cocktail party, \$7,226.59 for the gala dinner, and \$5,954.90 in administration expenses. This was offset against income of \$82,734.83, made up of \$59,125.48 in delegate fees, \$17,371.17 in exhibition fees and advertising, \$5,083.63 in gala dinner fees, and \$681.82 in partner cocktail party fees. Pre-paid 2011 conference fees of \$5,977.49 are not included in the above figures. AACMA Board sees AACMAC as the peak professional development and networking event for the profession and worth the investment in the long term. The 2010 conference resulted in an operational surplus of \$12,298.84.

**AJACM** The launch of our academic journal, the Australian Journal of Acupuncture and Chinese Medicine, in 2006 was a major new expenditure item for the association. The majority of the costs incurred in 2010 related to the costs of printing and postage of the fifth volume, consisting of two issues. Expenditure of \$24,268.66 was made up of printing (\$12,971.95), collation and postage (\$7,884.62 – postage for 3 issues), development costs \$2,400.00), and editorial board meeting costs (\$628.80). These

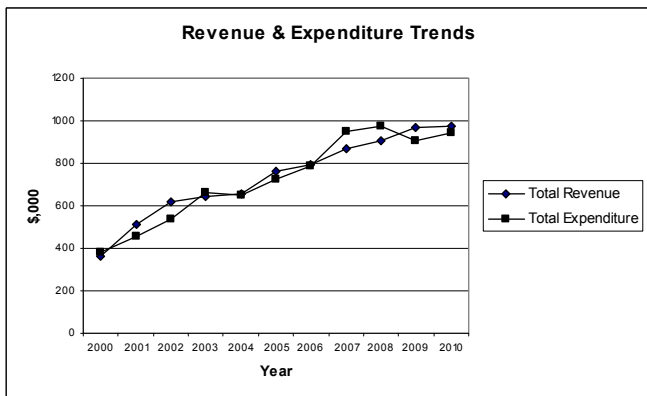
Treasurer's Report (continued)

costs were offset by journal income of \$1,187.30. It is noted that not all income associated with 2010 issues was received in 2010. The Board views investment in the Journal as a long-term project with returns expected to increase over the next five years.

**AACMA office premises** In 2007, AACMA purchased premises for the national office. The contract price was \$495,000 ex GST. AACMA contributed 30% of the sale price (\$148,500) out of our accrued surplus, with the remaining 70% (\$346,500) being funded by a Westpac bank loan secured by a mortgage on the property. As of 31 December 2010, the amount owing on the bank loan was \$ 286,996.39 (compared with \$306,428.35 at the end of 2009). Loan repayments in 2010 were \$43,968.00, with \$24,116.04 in interest charges and bank fees.

**REVENUE AND EXPENDITURE TRENDS**

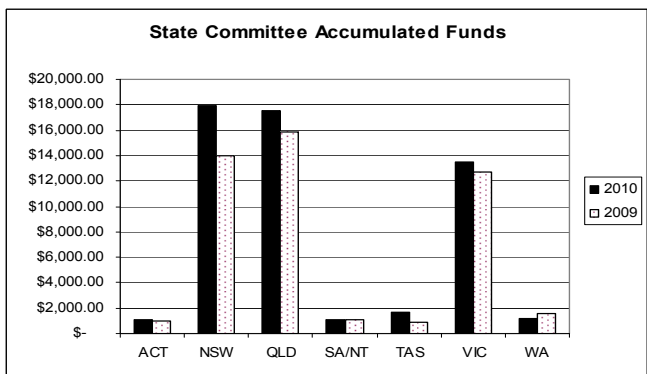
AACMA has an operating surplus of \$27,723.28 for the 2010 year. A progressive comparison of revenue and expenditure trends is outlined in the following graph.



**STATE COMMITTEES**

In 2010, the State Committees have continued to provide professional development and social activities within their states. The larger states were the most active, conducting more functions at the local level.

Again, AACMA has contributed funds to each State Committee on the basis of \$2 for each member residing in the state. As at 31 December 2010, the combined amount of funds reserved for State Committees was \$53,974.55. Funds accumulated by the individual State Committees as at 31 December 2010 are outlined in the following chart.



**THE YEAR AHEAD**

2011 will see a continuation of the Board's commitment to sound financial policies and the exercise of caution in relation to the use of members' funds. The accrued deficit from 2007 and 2008 has been substantially reversed through surpluses achieved in 2009 and 2010. Income from annual fees in 2011 as of the date of this report had already exceeded total income in 2010 from membership fees.

Income from interest on deposits is also likely to continue to increase due to higher interest bearing deposits being utilised. Interest expenses for the property in 2011 are likely to continue to be reduced due to a decrease in the loan balance and monthly payments above the minimum required under the loan agreement. Salary and wages are likely to increase in 2011. AACMA is aiming for a surplus of up to \$75,000 per year over the next two years in order to bring the association into a healthy position as we weather the transition to national registration. This will ensure AACMA is able to continue with a stable fiscal position into the future.

The purchase of association property in 2007 was considered a significant step in long-term cost savings so that outgoings related to office premises are effectively reinvested back into assets for the association rather than in unrecoverable rental outgoings. The monthly repayment on the bank loan is \$3,664.00, plus associated bank fees.

Benefits paid to Board members and staff will remain within the ranges considered reasonable by the not-for-profit sector and the capacity of the Association to pay. The 2011 budget provides for a progressive increase in expenditure on member services and brand products, continued professional development, new projects to benefit the profession and members' projects (standards and standardisation), and the targeted media and promotion of AACMA and its members to the public and mainstream health care system.

*Michael Porter*

**Michael Porter, Treasurer**

**18 April 2011**

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### Directors' Report

##### General

The Australian Acupuncture & Chinese Medicine Association Limited is a company limited by guarantee (to the extent of \$100 per member), incorporated under the *Corporations Act 2001*.

##### Statutory Requirements

The directors present their report on the company for the financial year ended 31 December 2010.

The names of the Directors in office at the date of this report are:

Wade James	Hong Xu	Walter Simpson
Hoc Ku Huynh OAM	Richard Ke Yuan Li	Zhen Zheng
Michael Porter	Ian Murray (commenced 22/5/10)	

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

The net profit for the company for the financial year amounted to \$27,723.28.

No significant changes in the company's state of affairs occurred during the financial year.

The principal activity of the Company is to regulate, represent and promote the profession of acupuncture and traditional Chinese medicine.

No significant change in the nature of these activities occurred during the year.

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the company, the results of those operations or the state of affairs of the company in future financial years.

No indemnities have been given or insurance premium paid, during or since the end of the financial year, for any person who is or has been an official or auditor of the company.

##### Auditors Independence

The Directors have received an Independence Declaration from the auditor of Australian Acupuncture & Chinese Medicine Association Limited which is attached on page 16. Signed in accordance with a resolution of the board of Directors.

##### Information on Directors and Meetings

The following information and number of meetings attended is provided on Directors of the Company during the year:

##### John Deare Director & President

###### Qualifications:

- Master of Applied Sciences (Acupuncture) RMIT University
- Bachelor of Health Sciences (Complementary Medicine)
- Advanced Diploma of Applied Science (Acupuncture)

###### Experience:

- Lecturer (Casual) ECNH
- Member of AACMA (12 years)
- 12 years Clinical Practice in Australia
- Member of Toyohari Association
- Member of Australian Pain Society
- Director of Australian Council for Chinese Medicine Education Ltd
- Member of the Editorial Board and Management Committee of the Australian Journal of Acupuncture and Chinese Medicine

##### Ian Dummett Director

###### Qualifications:

- Bachelor of Applied Science (Chinese Medicine) RMIT University
- Bachelor of Applied Science (Human Biology) RMIT University

###### Experience:

- Member of AACMA (8 years)
- 4 years Clinical Practice in Australia

##### Hoc Ku Huynh OAM Director & Secretary

###### Qualifications:

- Master of Health Science in TCM
- Bachelor of Acupuncture
- Certificate of Chinese Medicine

###### Experience:

- Member of AACMA (31 years), AACMA Fellow
- 34 years Clinical Practice in Australia
- Honorary Clinical Associate UTS
- Honorary Clinical Supervisor UWS
- Awarded Order of Australia Medal
- Life Member of the Order of Australia Association
- Executive Council member of WFCMS
- Director of the Australian TCM Practitioner Accreditation Board Ltd

##### Wade James Director

###### Qualifications:

- Master of Health Science in TCM (UTS)
- Diploma of TCM
- Certificate of TCM (China)
- Certificate of Chinese Herbal Medicine (China)
- Certificate of Tui Na (China)

###### Experience:

- Member of AACMA (12 years), AACMA Fellow
- 24 years Clinical Practice in Australia
- Director of Chinawest Pty Ltd
- Director of Shanghai International TCM Seminars

##### Richard Ke Yuan Li Director & Vice-President

###### Qualifications:

- Bachelor of Medicine (TCM)
- Certificate of English for Academic Purpose
- Certificate of Information Technology
- Certificate IV Workplace Training and Assessment

###### Experience:

- Member of AACMA (14 years), AACMA Fellow
- 22 years Clinical Practice in Australia
- 4 years Clinical Practice overseas
- Lecturer at Shanghai University of TCM (4 years)
- Lecturer at University of Western Sydney (sessional)
- Vice-President, World Federation of Acupuncture-Moxibustion Societies
- Director of the Australian TCM Practitioner Accreditation Board Ltd

##### Ian Murray Director

###### Qualifications:

- Bachelor of Health Science (Acupuncture)
- Certificate IV Remedial therapies
- Certificate of Acupuncture (China)
- Certificate of Chinese Herbal Medicine

###### Experience:

- Member of AACMA (7 years)
- 5 years Clinical Practice in Australia
- Director of Advanced Acupuncture Education Pty Ltd

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

**Michael Porter** Director, Treasurer & Membership Officer

**Qualifications:**

- Bachelor of Acupuncture
- Diploma of Acupuncture
- Certificate of Chinese Herbal Medicine

**Experience:**

- Member of AACMA (26 years), AACMA Fellow
- 26 years Clinical Practice in Australia
- Director of Academy of Oriental Therapies (1993-2003)

**Walter Simpson** Director & President

**Qualifications:**

- Bachelor of Acupuncture
- Diploma of Chinese Herbal Medicine
- Certificate IV Workplace Training and Assessment
- 4<sup>th</sup> Degree Black Belt World TaiJi Boxing Association

**Experience:**

- Member of AACMA (23 years), AACMA Fellow
- 23 years Clinical Practice in Australia
- QLD Representative of World TaiJi Boxing Association
- Member of Toyo Hari Association

**Hong Xu** Director

**Qualifications:**

- Bachelor of Medicine (TCM), China
- Doctor of Philosophy (Chinese Medicine and Sports Physiology), Australia
- Graduate Certificate of Tertiary Education, Australia

**Experience:**

- Member of AACMA (15 years)
- 16 years Clinical Practice in Australia
- 5 years Clinical Practice overseas
- Associate Professor at Victoria University
- Visiting Professor at Beijing University of Chinese Medicine
- Guest Professor at Shandong University of Traditional Chinese Medicine
- Council Member, Australian Council for Chinese Medicine Education
- Member of WFCMS Specialty Committee of Gynaecology
- Member of Specialty Committee of WFCMS Rehabilitation & Healthcare
- Australian Director, Sino-Aust. Female Health Coop Research Centre
- Registered with the CMRBV

**Zhen Zheng** Director

**Qualifications:**

- Bachelor of Medicine (Acupuncture), China
- Doctor of Philosophy, Australia

**Experience:**

- Member of AACMA (10 years)
- 10 years Clinical Practice in Australia
- 2 years Clinical Practice overseas
- Senior Lecturer at RMIT University
- Registered with the CMRBV
- Member of the CMRBV Hearings Panel
- Member of the Australian Pain Society
- Editor-in-Chief, Australian Journal of Acupuncture & Chinese Medicine

### Meetings attended by Directors

Name	Meetings eligible to attend	Number attended
John Deare	5 (Ceased 22/05/2010)	5
Ian Dummett	6 (Ceased 30/05/2010)	6
Hoc Ku Huynh OAM	15	12
Wade James	15	12
Ian Murray	10 (Commenced 22/05/2010)	10
Richard Ke Yuan Li	15	14
Michael Porter	15	11
Walter Simpson	15	15
Hong Xu	15	11
Zhen Zheng	15	12

No director has received or become entitled to receive a benefit by reason of a contract made by the company or a related company with the director or with a firm of which he is a member or with a company in which he has a substantial financial interest.

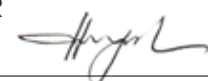
### Auditor Independence

The Directors received an independence declaration from the auditor of Australian Acupuncture & Chinese Medicine Association Limited which is attached on the following page [below].

Signed in accordance with a resolution of the Board of Directors.



DIRECTOR



DIRECTOR

4 APRIL 2011  
BRISBANE, QLD

## Auditor's Independence Declaration Under Section 307C of the Corporations Act 2001 to the Directors of Australian Acupuncture & Chinese Medicine Association Ltd

### Auditor's Independence Declaration

I declare that, to the best of my knowledge and belief, during the year ended 31 December 2010 there has been:

- no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit

(signed)

HAYWARDS CHARTERED ACCOUNTANTS

(signed)

Philip Fitzgerald FCA  
REGISTERED AUDITOR #15079

4 APRIL 2011  
BRISBANE, QLD

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### Income Statement for the Year ended 31 December 2010

	NOTES	2010	2009
Annual Subscriptions		673120.86	635925.37
Other Income		2999011.04	332334.24
Administration Expenses		(146324.52)	(140142.75)
Salary Expenses		(414222.74)	(366027.70)
Other Expenses from Ordinary Activities		(384761.36)	(429993.02)
Profit/(Deficit) from Ordinary Activities Before Income Tax Expense		\$27723.28	\$32096.14
Income Tax Expense Relating to Ordinary Activities		-	-
<b>Profit/(Deficit) from Ordinary Activities After Related Income Tax Expense</b>		<b>\$27723.28</b>	<b>\$32096.14</b>

#### Balance Sheet as at 31 December 2010

	NOTES	2010	2009
<b>CURRENT ASSETS</b>			
Cash	2	583888.48	505233.70
Debtors		6950.00	18534.99
<b>TOTAL CURRENT ASSETS</b>		<b>590838.48</b>	<b>523768.69</b>
<b>NON-CURRENT ASSETS</b>			
Land & Buildings	3	557356.54	557356.54
Plant & Equipment		17708.53	23176.95
<b>TOTAL NON-CURRENT ASSETS</b>		<b>575065.07</b>	<b>580533.49</b>
<b>TOTAL ASSETS</b>		<b>1165903.55</b>	<b>1104302.18</b>
<b>CURRENT LIABILITIES</b>			
Creditors		21131.21	25360.02
Fees Received in Advance		617980.75	566388.50
Provision for Employee Entitlements		89707.61	83761.00
Bank Loan		43968.00	43968.00
<b>TOTAL CURRENT LIABILITIES</b>		<b>772787.57</b>	<b>719477.52</b>
<b>TOTAL NON-CURRENT LIABILITIES</b>			
Bank Loan		243028.39	262460.35
<b>TOTAL LIABILITIES</b>		<b>1015815.96</b>	<b>981937.87</b>
<b>NET ASSETS</b>		<b>\$150087.59</b>	<b>\$122364.31</b>
<b>MEMBER'S FUND</b>			
Accumulated Funds		150087.59	122364.31
<b>TOTAL MEMBER'S FUND</b>		<b>\$150087.59</b>	<b>\$122364.31</b>

#### Statement of Recognised Income & Expenditure for the Year Ended 31 December 2010

	RETAINED EARNINGS	TOTAL
Balance at 31 December 2009	122364.31	122364.31
Profit/(Loss) Attributable to the Equity	27723.28	27723.28
<b>BALANCE AT 31 DECEMBER 2010</b>	<b>\$150087.59</b>	<b>\$150087.59</b>

The accompanying notes form part of these financial statements.

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### Cash Flow Statement for the Year Ended 31 December 2010

	NOTES	2010	2009
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from Subscriptions		740736.76	701292.47
Other Income		295472.38	368720.36
Payment for Operating Expenses		(906320.78)	(883444.21)
NET CASH FROM OPERATING ACTIVITIES	8	\$129888.36	\$186568.62
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Net Transfers of Plant & Equipment		(7685.58)	(2573.86)
NET CASH FROM INVESTING ACTIVITIES		\$(7685.58)	\$(2573.86)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Repayments of Borrowings		(43548.00)	(43548.00)
NET CASH FROM FINANCING ACTIVITIES		\$(43548.00)	\$(43548.00)
NET INCREASE/(DECREASE) IN CASH HELD		78654.78	140446.76
CASH AT THE BEGINNING OF THE YEAR		505233.70	364786.94
CASH AT THE END OF THE YEAR	8	\$583888.48	\$505233.70

The accompanying notes form part of these financial statements.

#### Notes to and Forming Part of the Financial Statements for the Year Ended 31 December 2010

##### 1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

The Financial Report is a general purpose financial report prepared in accordance with Australian Accounting Standards, including Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

Australian Acupuncture & Chinese Medicine Association Limited is a company limited by guarantee.

The following is a summary of the material accounting policies adopted by the entity in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

Basis of preparation

the financial report has been prepared on an accruals basis and is based on historical costs and does not take into account changing money values or, except where specifically stated, current valuations of non-current assets.

Cost is based on the fair values of the consideration given in exchange for assets.

**(a) DEPRECIATION**

Plant & Equipment

Depreciation on the abovementioned items of property has been provided in accordance with AASB 116 "Property, Plant and Equipment".

All fixed assets are written off in accordance with their estimated useful lives. Depreciation is calculated by adopting the diminishing value method.

**(b) INCOME TAX**

Income Tax has not been provided for in the company's accounts.

**(c) COMPARATIVE FIGURES**

Comparative figures, where necessary, have been reclassified in order to comply with the presentation adopted in the figures reported for the current financial year.

**(d) EMPLOYEE ENTITLEMENTS**

Liabilities for Wages & Salaries and Annual Leave are recognised and are measured as the amount unpaid at the reporting date at current pay rates in respect of employees' services up to that date. Other employee entitlements payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those entitlements

Contributions are made by the association to an employee superannuation fund and are charged as expenses when incurred.

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### Notes to and Forming Part of the Financial Statements for the Year Ended 31 December 2010 cont'd...

<b>2. CASH</b>	<b>2010</b>	<b>2009</b>
Cash Management Account	31364.36	77157.67
Cheque Account - Westpac	19048.37	30245.03
Maxi Bonus 1	223371.27	226496.67
Maxi Bonus 2	223071.80	94139.65
Maxi Bonus 3	87032.68	77194.68
	<b>\$583888.48</b>	<b>\$505233.70</b>

#### **3. NON CURRENT ASSETS**

<b>2009</b>	Office Furniture & Equipment	Land & Building	Total
Balance at the beginning of the year	30963.09	557356.54	588319.63
Additions at cost	2573.86	-	2573.86
Depreciation expense	(10360.00)	-	(10360.00)
Carrying amount at end of year	<b>\$23176.95</b>	<b>\$557356.54</b>	<b>\$580533.49</b>
<b>2010</b>			
Balance at the beginning of the year	23176.95	557356.54	580533.49
Additions at cost	7685.58	-	7685.58
Depreciation expense	(13154.00)	-	(13154.00)
Carrying amount at end of year	<b>\$17708.53</b>	<b>\$557356.54</b>	<b>\$575065.07</b>

The above property is secured by Registered Mortgage to the bank loan.

#### **4. OPERATING LEASE**

##### (a) Operating Lease Commitments

Non-cancellable operating lease contracted for but not capitalised in the financial statements

Payable - Minimum Lease Payments

Not longer than 1 year	3154.26	9294.20
Between 1 year and 5 years	1415.70	4569.96
	<b>\$4569.96</b>	<b>\$13864.16</b>

#### **5. DIRECTOR'S REMUNERATION AND RETIREMENT BENEFITS**

##### (a) Director's Remuneration

Income paid or payable to all directors of the company by the company and any related parties	\$35875.00	\$29500.00
-----------------------------------------------------------------------------------------------	------------	------------

The names of the directors who have held office during the financial year are:

John Deare (Resigned)	Hoc Ku Huynh OAM	Zhen Zheng
Wade James	Ian Dummett (Resigned)	Ian Murray
Michael Porter	Walter Simpson	
Richard Ke Yuan Li	Hong Xu	

#### **6. AUDITOR'S REMUNERATION**

Amounts received or due and received by the auditors for:

Auditing the Accounts	\$7100.00	\$6800.00
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No other benefits were received by the auditors.

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### Notes to and Forming Part of the Financial Statements for the Year Ended 31 December 2010 cont'd...

##### 7. MEMBER'S GUARANTEE

The company is limited by guarantee. If the company is wound up, the Articles of Association state that each member is required to contribute a maximum of \$100 each towards meeting any outstanding obligations of the company.

##### 8. NOTES TO STATEMENT OF CASH FLOWS

###### (a) Reconciliation of Cash

For the purpose of the Statement of Cash Flows, cash includes cash on hand and in Financial Institutions net of bank overdrafts. Cash at the end of the financial year, as shown in the Statement of Cash Flows, is reconciled to the related items in the balance sheet as follows:-

	NOTE	2010	2009
Cash	2	\$583888.48	\$505233.70

###### (b) Reconciliation of Net Cash provided by Operating Activities to Operating Profit After Income Tax

Operating Profit/(Loss) after income tax		27723.28	32096.14
Depreciation		13154.00	10360.00
Interest		24116.04	23150.13
Changes in Assets & Liabilities			
Increase/(Decrease) in fees received in advance		51592.25	79553.37
Increase/(Decrease) in Debtors		11584.99	22199.85
Increase/(Decrease) in Creditors		(4228.81)	(531.46)
Increase/(Decrease) for Employee Entitlements		5946.61	19740.59
Net Cash Provided by Operating Activities		\$64595.04	\$186568.62

## Directors Declaration

The directors have determined that the company is not a reporting entity. The directors have determined that this special purpose financial report should be prepared in accordance with the accounting policies described in Note 1 to the financial statements.

The directors of the company declare that:

- The financial statements and notes, as set out on pages 15 to 20 are in accordance with the *Corporations Act 2001* and:
  - comply with Accounting Standards as described in Note 1 to the financial statements and the *Corporations Regulations 2001*; and
  - give a true and fair view of the company's financial position as at 31 December 2010 and of its performance for the year ended on that date in accordance with the accounting policies described in Note 1 to the financial statements.
- In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of the Directors by:

DIRECTOR



4 APRIL 2011  
BRISBANE, QLD

DIRECTOR



## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### Independent Auditor's Report to the Members of Australian Acupuncture & Chinese Medicine Association Limited

##### Report on the Financial Report

We have audited the accompanying financial report of Australian Acupuncture & Chinese Medicine Association Limited, which comprises the balance sheet as at 31 December 2010, and the income statement, statement of recognised income and expenditure and cash flow statement for the year then ended, a summary of significant accounting policies, other explanatory notes and the directors' declaration.

##### Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation and fair presentation of the financial report and have determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are appropriate to meet the requirements of the *Corporations Act 2001* and are appropriate to meet the needs of the members. The directors' responsibility also includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

##### Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the directors' financial reporting under the *Corporations Act 2001*. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

##### Independence

In conducting our audit, we complied with the independence requirements of the *Corporations Act 2001*.

The audit opinion expressed in this report has been formed on the above basis.

##### Auditor's Opinion

In our opinion, the financial report of Australian Acupuncture & Chinese Medicine Association Limited is in accordance with the *Corporations Act 2001*, including:

- a. giving a true and fair view of the company's financial position as at 31 December 2010 and of its performance for the year ended on that date in accordance with the accounting policies described in Note 1; and
- b. complying with Australian Accounting Standards to the extent described in Note 1 and complying with the *Corporations Regulations 2001*.

(signed)

HAYWARDS CHARTERED ACCOUNTANTS

(signed)

4 APRIL 2011  
BRISBANE, QLD

Philip Fitzgerald FCA  
REGISTERED COMPANY AUDITOR #15079

#### DISCLAIMER TO THE MEMBERS OF AUSTRALIAN ACUPUNCTURE & CHINESE MEDICINE ASSOCIATION LIMITED

The additional financial data presented on page 22 is in accordance with the books and records of the company which have been subjected to the auditing procedures applied in our statutory audit of the association for the financial period ended 31 December 2010. It will be appreciated that our statutory audit did not cover all details of the additional financial data. Accordingly, we do not express an opinion on such financial data and we give no warranty of accuracy or reliability in respect of the data provided. Neither the firm nor any member or employee of the firm undertakes responsibility in any way whatsoever to any person (other than Australian Acupuncture & Chinese Medicine Association Limited) in respect of such data, including any errors of omissions herein however caused.

(signed)

4 APRIL 2011  
BRISBANE, QLD

Philip Fitzgerald FCA  
REGISTERED COMPANY AUDITOR #15079

## Financial Statements

### Australian Acupuncture and Chinese Medicine Association Limited

#### OPERATING PROFIT

The operating profit before income tax is arrived at after crediting as revenue and after charging as expenses the following items: -

<b>(a) REVENUE</b>	<b>2010</b>	<b>2009</b>
Membership Fees	673120.86	635925.37
Accreditation	16023.65	16983.00
Interest	13845.86	8159.92
AACMAC Income	82734.83	123911.71
Sales	37029.71	41854.24
Sundry Income - Other	25971.60	12668.41
Jing-Luo Income	29650.86	18582.39
Other Advertising Income	9119.08	14241.49
State Committee Functions	12749.04	14692.18
Yellow Pages	72786.41	80104.54
Donations Received	-	1500.00
	<b>\$973031.90</b>	<b>\$968623.25</b>
 <b>(b) EXPENSES</b>		
Accreditation Expenses	25043.47	11901.21
Cost of Product Sales	22585.73	25002.43
AACMAC Expenses	69904.99	103836.06
TCM Endangered Species Certification Scheme	7433.42	30483.63
Jing-Luo Expenses	36826.43	37598.19
AJACM Expenses	24268.66	15305.13
Directory Advertising	85812.23	93580.81
Publications and Marketing	15218.13	11486.83
State Committees	8885.36	12793.55
Journal Subscriptions & Memberships	301.82	2906.84
Board Expenses	56062.29	51915.37
Meetings & Committees	6656.42	8070.21
ACCME Expenses	718.27	2016.27
ATPAB Expenses	1000.00	310.00
Administration	42262.81	46235.44
Office Expenses	103989.81	92407.31
Staffing Costs	414222.74	366027.70
Interest	24116.04	23150.13
Donations	-	1500.00
	945308.62	936527.11
 <b>OPERATING PROFIT FOR YEAR</b>	<b>\$27723.28</b>	<b>\$32096.14</b>

## Financial Statements

### Acupuncture Ethics and Standards Organisation Limited

#### Directors' Report

##### General

The Acupuncture Ethics and Standards Organisation Limited is a company limited by guarantee (to the extent of \$2 per member), incorporated under the *Corporations Act 2001*.

##### Statutory Requirements

The directors present their report on the company for the financial year ended 31 December 2010.

The names of the Directors in office at the date of this report are:

Wade James	Hong Xu	Walter Simpson
Hoc Ku Huynh OAM	Richard Ke Yuan Li	Zhen Zheng
Michael Porter	Ian Murray (commenced 22/5/10)	

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

The net profit for the company for the financial year amounted to \$nil.

No significant changes in the company's state of affairs occurred during the financial year.

The principal activity of the Company is to regulate, represent and promote the profession of acupuncture and traditional Chinese medicine.

No significant change in the nature of these activities occurred during the year.

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the company, the results of those operations or the state of affairs of the company in future financial years.

No dividends have been paid or declared by the company during the year ended 31 December 2010.

No indemnities have been given or insurance paid, during or since the end of financial year, for any person who is or has been an official or auditor of the company.

##### Auditors Independence

The Directors have received an Independence Declaration from the auditor of Acupuncture Ethics & Standards Organisation Limited which is attached on page 24. Signed in accordance with a resolution of the board of Directors.

##### Information on Directors and Meetings

The following information and number of meetings attended is provided on Directors of the Company during the year:

**John Deare** **Director & President**

##### Qualifications:

- Master of Applied Sciences (Acupuncture) RMIT University
- Bachelor of Health Sciences (Complementary Medicine)
- Advanced Diploma of Applied Science (Acupuncture)

##### Experience:

- Lecturer (Casual) ECNH
- Member of AACMA (12 years)
- 12 years Clinical Practice in Australia
- Member of Toyohari Association
- Member of Australian Pain Society
- Director of Australian Council for Chinese Medicine Education Ltd
- Member of the Editorial Board and Management Committee of the Australian Journal of Acupuncture and Chinese Medicine

**Ian Dummett**

**Director**

##### Qualifications:

- Bachelor of Applied Science (Chinese Medicine) RMIT University
- Bachelor of Applied Science (Human Biology) RMIT University

##### Experience:

- Member of AACMA (8 years)
- 4 years Clinical Practice in Australia

**Hoc Ku Huynh OAM**

**Director & Secretary**

##### Qualifications:

- Master of Health Science in TCM
- Bachelor of Acupuncture
- Certificate of Chinese Medicine

##### Experience:

- Member of AACMA (31 years), AACMA Fellow
- 34 years Clinical Practice in Australia
- Honorary Clinical Associate UTS
- Honorary Clinical Supervisor UWS
- Awarded Order of Australia Medal
- Life Member of the Order of Australia Association
- Executive Council member of WFCMS
- Director of the Australian TCM Practitioner Accreditation Board Ltd

**Wade James**

**Director**

##### Qualifications:

- Master of Health Science in TCM (UTS)
- Diploma of TCM
- Certificate of TCM (China)
- Certificate of Chinese Herbal Medicine (China)
- Certificate of Tui Na (China)

##### Experience:

- Member of AACMA (12 years), AACMA Fellow
- 24 years Clinical Practice in Australia
- Director of Chinawest Pty Ltd
- Director of Shanghai International TCM Seminars

**Richard Ke Yuan Li**

**Director & Vice-President**

##### Qualifications:

- Bachelor of Medicine (TCM)
- Certificate of English for Academic Purpose
- Certificate of Information Technology
- Certificate IV Workplace Training and Assessment

##### Experience:

- Member of AACMA (14 years), AACMA Fellow
- 22 years Clinical Practice in Australia
- 4 years Clinical Practice overseas
- Lecturer at Shanghai University of TCM (4 years)
- Lecturer at University of Western Sydney (sessional)
- Vice-President, World Federation of Acupuncture-Moxibustion Societies
- Director of the Australian TCM Practitioner Accreditation Board Ltd

**Ian Murray**

**Director**

##### Qualifications:

- Bachelor of Health Science (Acupuncture)
- Certificate IV Remedial therapies
- Certificate of Acupuncture (China)
- Certificate of Chinese Herbal Medicine

##### Experience:

- Member of AACMA (7 years)
- 5 years Clinical Practice in Australia
- Director of Advanced Acupuncture Education Pty Ltd

## Financial Statements

### Acupuncture Ethics and Standards Organisation Limited

**Michael Porter** Director, Treasurer & Membership Officer

**Qualifications:**

- Bachelor of Acupuncture
- Diploma of Acupuncture
- Certificate of Chinese Herbal Medicine

**Experience:**

- Member of AACMA (26 years), AACMA Fellow
- 26 years Clinical Practice in Australia
- Director of Academy of Oriental Therapies (1993-2003)

**Walter Simpson** Director & President

**Qualifications:**

- Bachelor of Acupuncture
- Diploma of Chinese Herbal Medicine
- Certificate IV Workplace Training and Assessment
- 4<sup>th</sup> Degree Black Belt World Taiji Boxing Association

**Experience:**

- Member of AACMA (23 years), AACMA Fellow
- 23 years Clinical Practice in Australia
- QLD Representative of World Taiji Boxing Association
- Member of Toyo Hari Association

**Hong Xu** Director

**Qualifications:**

- Bachelor of Medicine (TCM), China
- Doctor of Philosophy (Chinese Medicine and Sports Physiology), Australia
- Graduate Certificate of Tertiary Education, Australia

**Experience:**

- Member of AACMA (15 years)
- 16 years Clinical Practice in Australia
- 5 years Clinical Practice overseas
- Associate Professor at Victoria University
- Visiting Professor at Beijing University of Chinese Medicine
- Guest Professor at Shandong University of Traditional Chinese Medicine
- Council Member, Australian Council for Chinese Medicine Education
- Member of WFCMS Specialty Committee of Gynaecology
- Member of Specialty Committee of WFCMS Rehabilitation & Healthcare
- Australian Director, Sino-Aust. Female Health Coop Research Centre
- Registered with the CMRBV

**Zhen Zheng** Director

**Qualifications:**

- Bachelor of Medicine (Acupuncture), China
- Doctor of Philosophy, Australia

**Experience:**

- Member of AACMA (10 years)
- 10 years Clinical Practice in Australia
- 2 years Clinical Practice overseas
- Senior Lecturer at RMIT University
- Registered with the CMRBV
- Member of the CMRBV Hearings Panel
- Member of the Australian Pain Society
- Editor-in-Chief, Australian Journal of Acupuncture & Chinese Medicine

### Meetings attended by Directors

Name	Meetings eligible to attend	Number attended
John Deare	5 (Ceased 22/05/2010)	5
Ian Dummett	6 (Ceased 30/05/2010)	6
Hoc Ku Huynh OAM	15	12
Wade James	15	12
Ian Murray	10 (Commenced 22/05/2010)	10
Richard Ke Yuan Li	15	14
Michael Porter	15	11
Walter Simpson	15	15
Hong Xu	15	11
Zhen Zheng	15	12

No director has received or become entitled to receive a benefit by reason of a contract made by the company or a related company with the director or with a firm of which he is a member or with a company in which he has a substantial financial interest.

### Auditor Independence

The directors received an independence declaration from the auditor of Acupuncture Ethics & Standards Organisation Limited which is attached on the following page [below].

Signed in accordance with a resolution of the Board of Directors.



DIRECTOR



DIRECTOR

4 APRIL 2011  
BRISBANE, QLD

## Auditors Independence Declaration Under Section 307C of the Corporations Act 2001 to the Directors of Acupuncture Ethics & Standards Organisation Limited

### Auditor's Independence Declaration

I declare that, to the best of my knowledge and belief, during the year ended 31 December 2010 there has been:

- no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit

(signed)

HAYWARDS CHARTERED ACCOUNTANTS

(signed)

Philip Fitzgerald FCA  
REGISTERED AUDITOR #15079

4 APRIL 2011  
BRISBANE, QLD

## Financial Statements

### Acupuncture Ethics and Standards Organisation Limited

#### Income Statement for the Year ended 31 December 2010

	NOTES	2010	2009
Rental Income		-	-
Other Income		-	-
Administration Expenses		-	-
Other Expenses from Ordinary Activities		-	-
Profit/(Deficit) from Ordinary Activities Before Income Tax Expense	2	0.00	0.00
Income Tax Expense Relating to Ordinary Activities		-	-
Profit/(Deficit) from Ordinary Activities After Related Income Tax Expense		0.00	0.00

The accompanying notes form part of these financial statements.

#### Balance Sheet as at 31 December 2010

	NOTES	2010	2009
<b>CURRENT ASSETS</b>			
Cash		10.00	10.00
TFN Tax Paid		-	-
<b>TOTAL CURRENT ASSETS</b>		10.00	10.00
<b>TOTAL ASSETS</b>		10.00	10.00
<b>NET ASSETS</b>		\$10.00	\$10.00
<b>MEMBER'S FUNDS</b>			
Accumulated Funds		10.00	10.00
<b>TOTAL MEMBER'S FUNDS</b>		\$10.00	\$10.00

The accompanying notes form part of these financial statements.

#### Statement of Recognised Income & Expenditure for the Year Ended 31 December 2010

	RETAINED EARNINGS	TOTAL
Balance at 31 December 2009	10.00	10.00
Profit/(Deficit) Attributable to the Entity	-	-
Balance at 31 December 2010	\$10.00	\$10.00

The accompanying notes form part of these financial statements.

## Cash Flow Statements

### Acupuncture Ethics and Standards Organisation Limited

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#### Cash Flow Statement for the year ended 31 December 2010

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	NOTES	2010	2009
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from Subscriptions		-	-
Other Income		-	-
Payment for Operating Expenses		-	-
NET CASH FROM INVESTING ACTIVITIES		\$0.00	\$0.00
NET INCREASE/(DECREASE) IN CASH HELD		-	-
CASH AT THE BEGINNING OF THE YEAR		10.00	10.00
CASH AT THE END OF THE YEAR		\$10.00	\$10.00

The accompanying notes form part of these financial statements.

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## Notes to and Forming Part of the Financial Statements for the Year Ended 31 December 2010

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### 1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

The Financial Report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards, including Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

Acupuncture Ethics & Standards Organisation Limited is a company limited by guarantee.

The following is a summary of the material accounting policies adopted by the entity in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

#### Basis of Preparation

The financial report has been prepared on an accruals basis and is based on historical costs and does not take into account changing money values or, except where specifically stated, current valuations of non-current assets.

Cost is based on the fair values of the consideration given in exchange for assets.

#### (a) DEPRECIATION

Plant & Equipment

Depreciation on the above mentioned items of property has been provided in accordance with AASB 116 "Property, Plant and Equipment".

All fixed assets are written off in accordance with their estimated useful lives. Depreciation is calculated by adopting the diminishing value method.

#### (b) INCOME TAX

Income Tax has not been provided for in the company's accounts.

#### (c) COMPARATIVE FIGURES

Comparative figures, where necessary, have been reclassified in order to comply with the presentation adopted in the figures reported for the current financial year.

#### (d) EMPLOYEE ENTITLEMENTS

Liabilities for Wages & Salaries and Annual Leave are recognised and are measured as the amount unpaid at the reporting date at current pay rates in respect of employees' services up to that date. Other employee entitlements payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those entitlements.

Contributions are made by the association to an employee superannuation fund and are charged as expenses when incurred.

## Financial Statements

### Acupuncture Ethics and Standards Organisation Limited

#### Notes to and Forming Part of the Financial Statements for the Year Ended 31 December 2010

	<b>2010</b>	<b>2009</b>
<b>2. OPERATING REVENUE</b>	\$NIL	\$NIL

#### **3. RELATED PARTY DISCLOSURE**

##### (a) Director's Remuneration

Income paid or payable to all directors of the company by the company and any related parties	\$NIL	\$NIL
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The names of the directors who have held office during the financial year are:

John Deare (Resigned)	Hoc Ku Huynh OAM	Zhen Zheng
Wade James	Ian Dummett (Resigned)	Ian Murray
Michael Porter	Walter Simpson	
Richard Ke Yuan Li	Hong Xu	

#### **4. MEMBER'S GUARANTEE**

The company is limited by guarantee. If the company is wound up, the Articles of Association state that each member is required to contribute a maximum of \$2 each towards meeting any outstanding obligations of the company

#### **5. NOTES TO STATEMENT OF CASH FLOWS**

##### (a) Reconciliation of Cash

For the purpose of the Statement of Cash Flows, cash includes cash on hand and in Financial Institutions net of bank overdrafts. Cash at the end of the financial year, as shown in the Statement of Cash Flows, is reconciled to the related items in the balance sheet as follows:-

	<b>2010</b>	<b>2009</b>
Cash	\$10.00	\$10.00

##### (b) Reconciliation of Net Cash provided by Operating Activities to Operating Profit After Income Tax

Operating Profit/(Loss) after income tax	-	-
Depreciation	-	-
Changes in Assets & Liabilities		
Increase/(Decrease) in Fees Received in Advance	-	-
(Decrease) in Creditors	-	-
Net Cash Provided by Operating Activities	\$ -	\$ -

## Financial Statements

### Acupuncture Ethics and Standards Organisation Limited

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#### Notes to and Forming Part of the Financial Statements for the Year Ended 31 December 2010

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**6. ACCUMULATED PROFITS**

Accumulated Profits at the Beginning of the Financial Year	10.00	10.00
Net Deficit Attributable to Members of the Company	-	-
	\$10.00	\$10.00

**7. CONTINGENT LIABILITIES**

The company does not have any contingent liabilities as at 31 December 2010.

**8. SEGMENT INFORMATION**

The company operates only in the profession of acupuncture and traditional Chinese medicine.

**9. SIGNIFICANT EVENTS AFTER BALANCE DATE**

There were no significant events after balance date that would impact on the financial report.

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### Directors Declaration

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The directors have determined that the company is not a reporting entity. The directors have determined that this special purpose financial report should be prepared in accordance with the accounting policies described in Note 1 to the financial statements.

The directors of the company declare that:

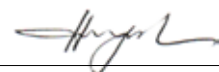
- The financial statements and notes, as set out on pages 23 to 28:
  - comply with Accounting Standards as described in Note 1 to the financial statements and the Corporations Regulations 2001; and
  - give a true and fair view of the company's financial position as at 31 December 2010 and of its performance for the year ended on that date in accordance with the accounting policies described in Note 1 to the financial statements.
- In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of the Directors by: -



\_\_\_\_\_  
DIRECTOR

4 APRIL 2011  
BRISBANE, QLD



\_\_\_\_\_  
DIRECTOR

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## Financial Statements

### Acupuncture Ethics and Standards Organisation Limited

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#### Independent Audit Report

#### to the Members of Acupuncture Ethics & Standards Organisation Limited

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#### Report on the Financial Report

We have audited the accompanying financial report of Acupuncture Ethics & Standards Organisation Limited, which comprises the balance sheet as at 31 December 2010, and the income statement, statement of recognised income and expenditure and cash flow statement for the year then ended, a summary of significant accounting policies, other explanatory notes and the directors' declaration.

#### **Directors' Responsibility for the Financial Report**

The directors of the company are responsible for the preparation and fair presentation of the financial report and have determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are appropriate to meet the requirements of the *Corporations Act 2001* and are appropriate to meet the needs of the members. The directors' responsibility also includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the directors' financial reporting under the *Corporations Act 2001*. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Independence**

In conducting our audit, we complied with the independence requirements of the *Corporations Act 2001*.

The audit opinion expressed in this report has been formed on the above basis.

#### **Audit Opinion**

In our opinion, the financial report of Acupuncture Ethics & Standards Organisation Limited is in accordance with the *Corporations Act 2001*, including:

- a. giving a true and fair view of the company's financial position as at 31 December 2010 and of its performance for the year ended on that date in accordance with the accounting policies described in Note 1; and
- b. complying with Australian Accounting Standards to the extent described in Note 1 and complying with the *Corporations Regulations 2001*.

(signed)

\_\_\_\_\_  
HAYWARDS CHARTERED ACCOUNTANTS

4 APRIL 2011  
BRISBANE, QLD

(signed)

\_\_\_\_\_  
Philip Fitzgerald FCA  
REGISTERED AUDITOR #15079

**Board of Directors**

As at 31 December 2010

Walter Simpson (Chair)	QLD
Richard Li (Deputy Chair)	NSW/ACT
Hoc Ku Huynh OAM (Secretary)	NSW/ACT
Michael Porter (Treasurer)	SA/NT
Wade James	WA
Ian Murray	QLD
Hong Xu	VIC/TAS
Zhen Zheng	VIC/TAS

**Company Secretary**

Hoc Ku Huynh OAM

**Membership Officer**

Michael Porter

**Committees****AACMAC Organising Committee**

Walter Simpson (Chair)

**Continuing Professional Development Committee**

Wade James (Chair)

**Course Accreditation Committee**

John Deare (Chair)

**Disciplinary Committee**

Walter Simpson (Chair)

**International Relations Committee**

Richard Li (Chair)

**Legislation, Registration & Standards Committee**

Hong Xu/ Hoc Ku Huynh (Co-Chairs)

**Media & Promotions Committee**

Ian Murray (Chair)

**Member Services Committee**

Ian Murray (Chair)

**Research & Development Committee**

Zhen Zheng (Chair)

**Consultants**

Mary Herbison (Accreditation)

Paul McLeod (Accreditation)

Yanping Wang (Accreditation)

**AUDITORS** Haywards Chartered Accountants**BANKERS** Westpac**BROKERS** PI Direct Insurance Brokers P/L  
Professional Insurance Agencies P/L**REGISTERED OFFICE**Unit 1, 55 Clarence Street  
COORPAROO QLD 4151**POSTAL ADDRESS**

PO Box 1635

COORPAROO DC QLD 4151

Telephone 07 3324 2599  
1300 725 334

Facsimile 07 3394 2399

Email aacma@acupuncture.org.au

Website www.acupuncture.org.au

**State Committees****Australian Capital Territory**

No committee was formed.

**New South Wales**

Hoc Ku Huynh (Chair)

Tania Grasseschi (Deputy Chair)

Mei-Kin Li Rees (Deputy Chair &amp; OH&amp;S)

Warren Wilson (Deputy Chair)

Yifan Yang (Deputy Chair)

Yingshu Li-Cantwell (Finance Secretary)

Christine Guirguis (Minutes Secretary)

Tom Parris (Continuing Education Representative)

Peter Scarselletti (Asst Continuing Education Representative)

Richard Li (Committee Member)

Rodd Sanchez (Committee Member)

Xiaoshu Zhu (Committee Member)

**Queensland**

Vicki Wooller (Chair)

Waveny Holland (Deputy Chair)

Daniel Hall (Minutes Secretary)

Peter Kington (Finance Secretary)

Michael Brown (Committee Member)

Sarah Georgre (Committee Member)

Beau Mannix (Committee Member)

Brett Montgomery (Committee Member)

Ian Murray (Committee Member)

Matthew O'Hara (Committee Member)

Walter Simpson (Committee Member)

Paige Dowdell (Student Representative)

**South Australia/Northern Territory**

Michael Porter (Chair)

Li Feng (Deputy Chair)

Neil Reynolds (Finance Secretary)

Gengchen Bai (Committee Member)

Jingquan Cao (Committee Member)

Jian Du (Committee Member)

Qingguo Li (Committee Member)

Anh Phung (Committee Member)

Norman Scott (Student Representative)

**Tasmania**

Gwenyth James (Chair)

Geraldine Robinson (Minutes Secretary)

Andrew Lean (Finance Secretary)

**Victoria**

Mark Mayes (Chair)

George Lenon (Deputy Chair)

Anna Dragovoz (Minutes Secretary)

Amy Lu (Finance Secretary)

Warwick Poon (Continuing Education Representative)

Minda Agosta (Committee Member)

Mahesh Kalra (Committee Member)

Ineke Lam (Committee Member)

Victor Lam (Committee Member)

Ke Li (Committee Member)

Hong Xu (Committee Member)

Zhen Zheng (Committee Member)

Stephen Pannell (Student Representative)

**Western Australia**

Wade James (Chair)

Xiaodong Yu (Finance Secretary)

James Evans (Continuing Education Representative)





All correspondence to  
PO Box 1635  
COORPAROO DC QLD 4151

Registered address  
Unit 1, 55 Clarence Street  
COORPAROO QLD 4151

p: 07 3324 2599 | f: 07 3394 2399 | e: [aacma@acupuncture.org.au](mailto:aacma@acupuncture.org.au) | w: [www.acupuncture.org.au](http://www.acupuncture.org.au)  
[www.facebook.com/aacma](http://www.facebook.com/aacma) | [www.twitter.com/aacma](http://www.twitter.com/aacma)  
National Practitioner Referral Service: 1300 725 334