

THE MIGRATION INSTITUTE OF AUSTRALIA LIMITED  
Leading professionalism in the migration field

# Annual Report 2006 - 2007

# MIA



MIGRATION INSTITUTE  
— OF AUSTRALIA —

[www.mia.org.au](http://www.mia.org.au)

## BOARD OF DIRECTORS



Seated (l-r): Ms Laurette Chao, Mr Brian Jones (Deputy President), Mr Arnold Conyer (President), Ms Sharon Harris.  
Standing (l-r): Mr Boniface Town, Mr Richard Glazbrook, Mrs Leonie Barber, Mrs Petra Playfair, Mr Stephen Sinclair,  
Mr Ray Brown, Mr David Moss

## STAFF



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L - r: Vicki Perrett, Bernie Waters, Jane Baird, Kyrn Stevens, Deidre Sheekey,  
Edward Gunasingam, Anneleis du Pille.



## CONTENTS

1. President's message .....	2
2. Obituary, Deidre Sheekey .....	4
3. The MIA Story .....	6
4. Financials .....	9

## PRESIDENT'S MESSAGE

1 It is with pleasure that I present the Annual Report of the Migration Institute of Australia Limited (the MIA). This report reflects the achievements of the MIA during the period July 1, 2006 to June 30, 2007 and our ongoing commitment to leading professionalism in the migration field.

The MIA is a membership organisation that operates for the benefit of members and to advance the migration advice profession.

2006-07 has been a year of significant change for the MIA and the profession. The MIA gained a new Chief Executive Officer in August 2006, Bernie Waters, who has worked closely with the Board and staff to progress a significant program of change aimed at making the organisation more transparent; opening communication channels; injecting a much more human face to our operations (especially the Migration Agents Registration Authority); and assisting agents (especially member agents) to operate more effectively in an increasingly sophisticated profession.

This has involved:

- raising the profile of the MIA, especially through advocating on behalf of the profession and providing input into Government policy development
- making the MIA and MARA more transparent, including opening Board meetings and publishing minutes and information sheets
- streamlining MARA processes to speed registration and more quickly resolve complaints
- focusing on plain English communication to better engage with consumers and the profession (including a new *Information on the Migration Advice Profession* document)
- developing better Continuing Professional Development for members and linking closely with universities offering the Graduate Certificate

At the same time, the MIA has been well managed with efficiency gains and outstanding financial results. The professional division of the MIA has achieved a surplus of \$95,169 in 2006-07 which will be invested in improving the quality and range of CPD available to members in 2007-08. The regulatory division of the MIA (MARA) has achieved the largest surplus in its history of \$1,805,021. If Government agrees, this will be invested in establishment of a fidelity fund for the profession that will protect consumers and establish our reputation more firmly.

We have also seen membership continue to increase to its highest level ever and an increase in our efforts to lobby government on behalf of those members.

On a sad note, we lost a long-serving staff member this year in our Membership Manager, Deidre Sheekey, whose loss is being felt by the organisation, her family and friends.





I wish to provide the membership's appreciation to the MIA secretariat staff for their continued dedication and commitment over this past year. I am regularly informed by members of the support and assistance provided by secretarial staff and this serves to underline the fact that the secretariat is clearly a valuable resource to members. Their efforts and abilities are greatly valued and appreciated.

I would also like to personally thank my colleagues on the Board for their support and encouragement over the past year. The role of national president is very demanding and I am fortunate that I had support from those colleagues to ensure that the vast array of tasks are covered.

Finally, my thanks to you the members for your continued support of the organisation – the MIA will only ever be as strong as its membership.

Regards,

Arnold Conyer  
National President  
November 2007

## OBITUARY – DEIDRE SHEEKEY

We have sadly lost an invaluable, long-serving member of staff.

Deidre Sheekey was the Membership Manager when she lost her battle with cancer on 26 June 2007. Deidre worked for the MIA from 1998 until her passing and was initially our sole employee.

She had a long association with the migration advice profession, having joined the Department of Immigration in the late 1960s. Deidre had a formidable, encyclopaedic knowledge and was a tireless worker, renowned for arriving in the office in the wee hours to begin her day.



Many colleagues, agents and those who came to know her in an immigration career that spanned a remarkable 30 years, packed the chapel at the Northern Suburbs Crematorium. It was standing room only as tearful eulogies were delivered and friends, colleagues and family bid their final farewell.

Deidre is survived by her husband and two daughters and our condolences go to her family and friends.

2



## THE MIA STORY

### ABOUT US

Australia's migration agents are amongst the most professional in the world. They play an important role in the delivery of the government's migration programs, whether it's helping companies bring in skilled workers to build our economy or helping families bring loved ones here to live with them.

The Migration Institute of Australia is the peak organisation representing the interests of migration agents. Our vision is leading professionalism in the migration field and we aim to provide excellent service advocating the benefits of migration and advancing the standing of the migration profession. MIA members are promoted as leaders in their field.

The MIA represents a wide cross-section of the Australian migration profession and business community with more than 1,700 members in Australia and overseas.

The institute runs a large number of training seminars across Australia and on-line, offers students email and phone support from state-based mentors and a national tutor, and conducts face-to-face tutorials throughout Australia and overseas.

The MIA also provides assistance to students and those who work in the not-for-profit sector such as providing advice to refugees

We also provide members with various benefits including reduced registration fees, reduced merchant card fees with Westpac, reduced professional indemnity insurance, support, general advice and assistance in relation to professional complaints, travel insurance, monthly legal newsletters, information bulletins and travel insurance, to name a few.

MIA members also benefit from our Professional Practice Panel which is made up of senior MIA member practitioners who provide advice in areas such as complaints, audit requirements and repeat registrations.

### OUR HISTORY

The Australian Migration Consultants Association Ltd was established in November 1987 to represent the migration advice profession in Australia. In 1992, the association became known as the Migration Institute of Australia Ltd and became a fully professional body with the introduction of government regulation of the sector. This regulation was established and overseen by the Department of Immigration through the Migration Agents Registration Scheme (MARS). Following a government review of MARS, it was decided the migration advice profession should move in the direction of voluntary self-regulation.

The MIA developed and administered the Migration Institute of Australia Member Examination



## THE MIA STORY... continued

for people wanting to become Registered Migration Agents. Following this, in 1995, a practical training course in migration law and practice was developed and, in conjunction with Melbourne's Deakin University, the MIA offered a distance education certificate course, Immigration Law for Migration Agents.

In March 1998, the MIA was appointed by the Federal Government to act as the Migration Agents Registration Authority, under the 1958 Migration Act. The MARA replaced the Migration Agents Registration Board and moved the profession from statutory regulation to statutory self-regulation.

During the period of statutory self-regulation the Federal Government has reviewed, and continues to monitor, the regulatory arrangement. A review in August 1999 established that statutory self-regulation had achieved the aims of consumer protection, and professional and ethical standards. The government decided to maintain statutory self-regulation for an undefined period. A further review is currently underway.

### OUR CODE OF ETHICS

Commitment to ethical, professional conduct is expected of every member of the Migration Institute of Australia. On joining the Institute, members agree to actively support our Code of Ethics. This Code of Ethics is additional to the Migration Agents Code of Conduct that applies to all Registered Migration Agents.

This involves continually striving towards lifting the standard of the migration advice profession within the Australian and international communities, acting in a manner that upholds and enhances the integrity and dignity of the profession at all times, committing to and complying with ongoing professional development throughout their career, acting responsibly towards their clients and not making false or misleading claims.

For a copy of our Code of Ethics, or more information about the MIA, please visit our website [www.mia.org.au](http://www.mia.org.au).



## FINANCIALS

4

### INCOME STATEMENT

for the year ended 30 June 2007

	2007 \$	2006 \$
<b>Revenue from continuing operations</b>		
- MIA	1,162,980	1,751,166
- MARA	5,746,010	5,226,293
	<b>6,908,990</b>	<b>6,977,459</b>
<b>Expenses</b>		
Employee benefits	(2,042,530)	(1,992,371)
Depreciation	(156,067)	(219,369)
Interest & Bank Charges	(17,901)	(12,721)
Other	(2,792,302)	(3,956,349)
	<b>(5,008,800)</b>	<b>(6,180,810)</b>
<b>Profit/(Loss) before income tax expense</b>		
- MIA	95,169	98,952
- MARA	1,805,021	697,697
	<b>1,900,190</b>	<b>796,649</b>

## BALANCE SHEET

at 30 June 2007

	2007	2006
	\$	\$
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	4,337,992	2,990,780
Trade and Other Receivables	588,525	725,944
Other Current Assets	183,740	187,509
Inventories	-	12,706
<b>TOTAL CURRENT ASSETS</b>	<b>5,110,257</b>	<b>3,916,939</b>
<b>NON-CURRENT ASSETS</b>		
Investments	93,099	78,753
Plant & Equipment	534,299	635,737
<b>TOTAL NON-CURRENT ASSETS</b>	<b>627,398</b>	<b>635,737</b>
<b>TOTAL ASSETS</b>	<b>5,737,655</b>	<b>4,552,676</b>
<b>CURRENT LIABILITIES</b>		
Trade and Other Payables	744,766	1,367,628
Short Term Borrowings	62,099	79,278
Short Term Provisions	82,380	121,836
<b>TOTAL CURRENT LIABILITIES</b>	<b>889,245</b>	<b>1,568,742</b>
<b>NON-CURRENT LIABILITIES</b>		
Long Term Borrowings	35,837	92,320
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>35,837</b>	<b>92,320</b>
<b>TOTAL LIABILITIES</b>	<b>925,082</b>	<b>1,661,062</b>
<b>NET ASSETS</b>	<b>4,812,573</b>	<b>2,912,383</b>
<b>EQUITY</b>		
Retained Earnings	2,912,383	2,115,734
Current earnings	1,900,190	796,649
<b>TOTAL EQUITY</b>	<b>4,812,573</b>	<b>2,912,383</b>