

*Welcome*  
— TO THE —  
**NORTHERN TANGO**  
— AGM 2026 —

— ◆ —  
THANK YOU FOR JOINING US



COMMUNITY • CONNECTION • PASSION

*Keeping the Tango Alive in the North*





## AGENDA ITEM 1



# OPENING AND WELCOME

The President will open the meeting  
and welcome all members.



AGENDA ITEM 2

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**ATTENDANCE  
AND APOLOGIES**

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The President will acknowledge  
attendance and apologies.

A large, dark, semi-transparent watermark of the Northern Tango logo is positioned on the left side of the slide. It features a circular emblem with a tango couple in a dramatic pose, surrounded by a ring of small stars. The words "NORTHERN" and "Tango" are overlaid on the emblem in a serif and script font respectively.

AGENDA ITEM 3

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**PRESIDENT'S  
REPORT**

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The President will present his  
report to the meeting.



# PRESIDENT'S REPORT

## NORTHERN TANGO INCORPORATED

April 2025 – March 2026

COMMUNITY | PASSION | PURPOSE

*Sigue bailando!*



### 1. MEMBERSHIP & COMMUNITY GROWTH

Our community continues to grow stronger every year.

#### REGISTERED MEMBERS

**52**

vs ~40 previously

↑ +30%

#### NON-MEMBER PARTICIPANTS

**45**

vs ~25 previously

↑ +80%



Our events continue to attract both members and non-members, reinforcing Northern Tango as an inclusive and welcoming community.

### 2. EVENTS & ACTIVITIES

We deliver a vibrant calendar of milongas, practicas and workshops that keep our community connected and inspired.



#### Visiting Teachers

Hosting visiting teachers, enriching the learning experience for our community



#### Community Events

Participation and performances in multiple community events, increasing our visibility and outreach



#### DJs & Organisers

Ongoing collaboration with DJs and organisers to maintain high-quality dance experiences



#### Regular Program

Consistent milongas, practicas and workshops throughout the year

### 3. VALUE & ACCESSIBILITY

#### Exceptional value. Unmatched affordability.

We are proud to be among the most affordable tango communities in Australia.



Subsidised workshops for members



Free practicas for members



Ensuring visiting teachers are fairly compensated, without compromising quality



Our sustainable model balances affordability, quality and financial responsibility — delivering one of the highest value propositions in the country.

### 4. FINANCIAL POSITION (APR 2025 – MAR 2026)

#### AT A GLANCE



**TOTAL INCOME**  
**\$26.8K**

↑ +7%  
vs previous year



**TOTAL EXPENSES**  
**\$25.0K**

↓ -6%  
vs previous year



**NET SURPLUS**  
**\$1.77K**

Break-even → Surplus



**BANK BALANCE**  
**~\$8.1K**

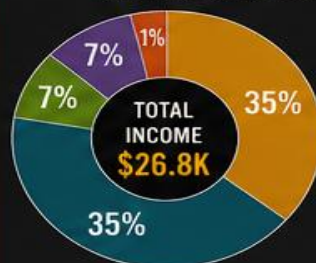
Strong and healthy



**ASSETS**  
**~\$13.1K**

Debt-free

#### WHERE OUR INCOME COMES FROM



- Workshops  
\$9.5K (35%)
- Classes  
\$9.4K (35%)
- Memberships  
\$1.8K (7%)
- Events (Milongas, Xmas Dinner, etc.)  
\$1.8K (7%)
- Practicas  
\$252 (1%)

#### YEAR-ON-YEAR IMPROVEMENT



##### More Income

\$25K → \$26.8K | +7%



##### Lower Costs

\$26.5K → \$25K | -6%



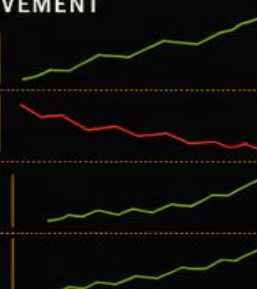
##### Better Result

Break-even → +\$1.77K Surplus



##### Stronger Cash Position

Bank Balance ~ \$8.1K



### 5. OUR JOURNEY



**BEFORE INCORPORATION**  
~\$0  
Very limited funds



**YEAR 1**  
Initial grant support



**AFTER YEAR 1**  
Almost no grants



**TODAY**  
Self-sustaining, surplus operations, strong cash & assets

FROM GRANT-SUPPORTED STARTUP TO SELF-SUSTAINING COMMUNITY ORGANISATION

### 6. ACKNOWLEDGEMENTS



NT Government for their continued support through grants



Our dedicated teachers — Neale, Melda, Susana, and Terry — for their generous volunteer contributions



Our DJs — Chris H, Hernan, and Carol — for creating the atmosphere that defines our milongas



The committee members, who work tirelessly behind the scenes to serve the community



And finally, to all our members and non-members, whose participation and support continue to drive Northern Tango forward

### 7. CONCLUSION & LOOKING AHEAD

This has been a year of strong growth, community engagement and strategic balance. We have successfully expanded participation while maintaining affordability and quality.

#### LOOKING AHEAD, WE WILL CONTINUE TO:



Grow our community



Enhance the quality and variety of events



Strengthen our sustainable operating model



We remain committed to fostering a thriving tango culture and delivering meaningful experiences for all.

*Ahmed Fathy*

Ahmed Fathy  
President

On behalf of  
Northern Tango  
Incorporated Committee



## AGENDA ITEM 4

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# TREASURER'S REPORT

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The Treasurer will present the  
financial report to the meeting.



# NORTHERN TANGO FINANCIAL SNAPSHOT

APR 2025 – MAR 2026



GROWING



STABLE



SUSTAINABLE



## 1. MEMBERSHIP GROWTH

40 → 52

MEMBERS

↑ +30%

STRONG AND  
GROWING COMMUNITY



## 2. INCOME TREND

\$25K → \$26.8K

↑ +7%

DRIVEN BY CLASSES  
& WORKSHOPS



## 3. EXPENSES CONTROL

\$26.5K → \$25K

↓ -6%

LEAN AND  
CONTROLLED



## 4. NET RESULT

BREAK-EVEN →

+\$1.77K  
SURPLUS

CLEAR TURNAROUND  
TO PROFIT



## 5. CASH POSITION

BANK BALANCE

~\$8.1K

STABLE AND  
HEALTHY



## 6. TOTAL POSITION

ASSETS: ~\$13.1K

LIABILITIES: \$0

✓ DEBT-FREE

STRONG AND  
LOW RISK



## FREE PRACTICAS

Open to all members  
every week



## LOWEST COST WORKSHOPS FOR MEMBERS

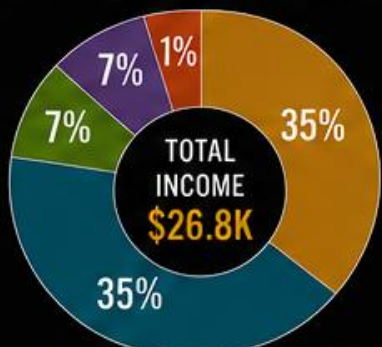
Among the lowest  
across Australia



## HIGH VALUE

Accessible • Welcoming  
Community First

## 7. WHERE OUR INCOME COMES FROM (2025-2026)



- WORKSHOPS \$9.5K (35%)
- CLASSES \$9.4K (35%)
- MEMBERSHIPS \$1.8K (7%)  
52 MEMBERS × \$35
- EVENTS \$1.8K (7%)  
(MILONGAS, XMAS DINNER, ETC.)
- PRACTICAS \$252 (1%)

CLASSES + WORKSHOPS = ~70% OF INCOME

Membership income represents ~7% of total income.  
Our model is driven by classes and workshops.

## 8. YEAR-ON-YEAR IMPROVEMENT



### MORE INCOME

\$25K → \$26.8K | +7%



### LOWER COSTS

\$26.5K → \$25K | -6%



### BETTER RESULT

Break-even → +\$1.77K Surplus



### STRONGER CASH POSITION

Bank Balance ~ \$8.1K



## OUR JOURNEY



BEFORE  
INCORPORATION

~\$0

Very limited  
funds



YEAR 1  
Initial grant  
support



AFTER YEAR 1  
Almost no  
grants



TODAY  
Self-sustaining,  
surplus operations,  
strong cash  
& assets

FROM GRANT-SUPPORTED STARTUP TO SELF-SUSTAINING COMMUNITY ORGANISATION

## AGENDA ITEM 7

# NOMINATION OF POSITIONS

The following nominations are proposed  
for the upcoming year.

|                         |   |                    |
|-------------------------|---|--------------------|
| <b>President</b>        | : | Ahmed Fathy        |
| <b>Vice President</b>   | : | Alistair Lindsay   |
| <b>Secretary</b>        | : | Chris Cox          |
| <b>Treasurer</b>        | : | Susana Lu-Dizon    |
| <b>Public Officer</b>   | : | Liliana Aristizbal |
| <b>Committee Member</b> | : | Carol Richards     |
| <b>Committee Member</b> | : | Pablo Farias       |
| <b>Committee Member</b> | : | Liliana Aristizbal |

VOTING RESULT



# MOTION CARRIED

The nominations for the positions  
for the upcoming year have been  
**approved and carried.**

— *Thank you for your participation.* —

## AGENDA ITEM 6

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# APPOINTMENT OF APPEALS OFFICERS

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Appointment of Appeals Officer



Appointment of Alternative Appeals Officer

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These appointments are required in  
accordance with our constitution.

We will now consider nominations.

## AGENDA ITEM 8

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# ANY OTHER BUSINESS

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Members may raise any additional matters for discussion.

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Please keep comments brief and relevant.



NORTHERN *Tango*

THANK YOU

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MEETING  
CLOSED

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Thank you to all members  
for your participation.

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**THE AGM IS NOW CLOSED.**

Let's continue the evening with our **Practica.**



NORTHERN *Tango*