



Smart home and  
building solutions.

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AGM Online  
16<sup>th</sup> March 2023



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# Structure and vision

2022 – 2023

Chair: Iain Gordon

Vice Chair: Paul Foulkes

Business Manager: Tracy Palazzo-Barnes

- 12 Manufacturers 36%
- 28 Integrators 58%
- 6 Distributors 20%
- 5 Training Centres 25%





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## Manufacturer Seats:

Paul Foulkes, Theben 2023/2026  
Paul Jones B.E,G, 2025  
Graham Oliver, JUNG UK 2024  
Lee Martin, Steinel 2023/2026

## Distributor Seats:

Mark Warburton, Ivory Egg 2024  
Ryan Sheppard, Clanrye Electrical 2025

# Board Elections

## Integrator Seats:

Iain Gordon, GES Digital 2023/2026  
Andrew Ward, Wave Controls 2025  
Seb Patton, Mosaic AV 2025  
Neil Grant, Harris Grant 2023 - Vacant





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## Events 2022

- Annual Conference Futurebuild, ExCel London
- KNX UK Awards
- KNX Cyber Security, Energy Targets & Building Regs, Farnborough
- EI Live, Farnborough
- Light & Building,
- Smart Buildings Show, ExCel London
- London Build, Olympia London
- KNX - The language of free and future-proof smart building controls
- CEDIA Awards Dinner
- Xmas Celebration, Kings Cross, London





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## Events 2023

- Specifying KNX for your BMS Projects
- Futurebuild, ExCel London
- Seminars at Futurebuild, ExCel London
- KNX UK AGM – Online & Virtual
- UL Solutions Test Lab Launch & Presentation
- KNX UK Annual Conference & Awards
- EI Live, Farnborough
- Construction Week, Birmingham
- Smart Buildings Show, ExCel London
- Regional Training Events in London & Gateshead

**“I made 3 contacts, 1 of whom I am talking to this week”**

**“I had a few new interactions with potential/existing customers.”**

**“Very happy with the contacts and a good variety of leads to follow up on”**





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# New Marketing Strategy

## Social Media & Online Participation

- Change to Marketing Strategy
- Social Media
- Webinars, Group events and panel discussions
- Website Traffic and enquiries increased

	Jan 2022	Jan 2023	Mar 2023
LinkedIn	552	903	1012
Facebook	2257	2409	2421
Instagram	445	589	686
Twitter	2122	2177	2198





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## STOP PRESS

Coming soon – 1<sup>st</sup> April 2023

**ECS Card for KNX UK  
Members with Partner Status**





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## Financial Overview

- Funding from KNXA
- Increase in membership numbers
- Reduction in costs
- Focus on ROI
- Non-profit

	Income	Expenditure	Profit/Loss	Cashflow
2022	59,000	35,000	8,700	29,000
2023	38,000	50,000	-12,000	22,000
2024	34,000	45,000	-13,000	12,000

To raise the profile of KNX in the UK and to support our members.







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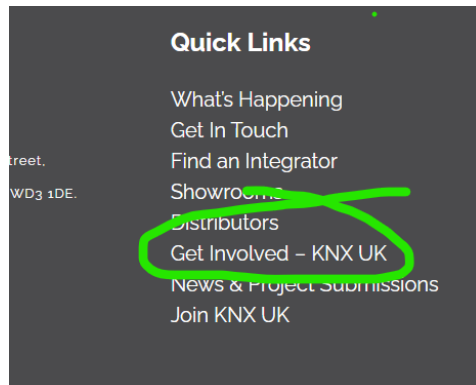
## Engagement, getting the most out of KNX UK Membership

- Email
- WhatsApp
- LinkedIn Group
- Dedicated Webpage
- Speaking and Publicity Opportunities
- Events and Exhibitions





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## Members Suggestions, Q & A

- Suggestions Box – [www.knxuk.org/get-involved-knx-uk](http://www.knxuk.org/get-involved-knx-uk)
- Email: [admin@knxuk.org](mailto:admin@knxuk.org)
- LinkedIn Messaging
- Project & Content Submissions – [www.knxuk.org/submissions](http://www.knxuk.org/submissions)
- Assign the right people in your company for KNX UK comms

**Let's open up the floor now**

**– questions, comments, opinions?**

