

**Brewers Guild of New Zealand
Finance Report
Financial Year Ending 31 March 2017**

Attached: Financial Statements for the year ended 31 March 2017

Annual Accounts Commentary

The year to March 2017 was in many respects a year of two halves, with the AGM taking place in October and the priorities of the organisation changing.

After two years of utilising accumulated reserves to drive new initiatives the decision was made to cease all non-essential expenditure and to focus on completing a review of the Guild. This reduction in expenditure commenced in October and continued through to the end of the financial year and is still in place.

Revenue

2017 saw a further increase in total revenue to \$371,200 (2016 \$302,257). Increases across most revenue categories helped to drive this lift. Membership fee income also continues to steadily increase with new members continuing to join.

Sponsorship and Corporate Memberships are showing good growth throughout the year since 31 March 2017 and we expect the Guild to have another record year for income for the year ended March 2018.

Expenses

Increases showed a marked reduction from the previous year at \$334,663 (2016 \$387,510) largely driven by the halting of a number of initiatives post AGM including suspension of PR expenditure. The Guild also had a vacancy in the Executive Officer role for several months. With the exception of expenses incurred by the Sub Committee and the roadshow the Guild expenditure has remained restricted, however it is anticipated that this will begin to increase post AGM should the recommendations of the subcommittee be adopted.

Financial Position

As a result of the increases in income and reduction in expenses the Guilds financial position has improved markedly to 31 March 2017 with net assets of \$125,305 (2016 \$88,542) at balance date. The Committee has continued to manage expenses through 2017 and the Guild is in a strong position to support the decision of members regarding the future direction of the Guild.

END