

BREWERS
GUILD OF NEW ZEALAND



ANNUAL REPORT 2018



WWW.BREWERSGUILD.ORG.NZ



GOVERNANCE

President Emma McCashin

Honour Roll

Honorary Fellow
 Dave Logsdon
 Richard Emerson
 David Cryer
 Ralph Bungard

Honorary Member
 Craig Bowen
 John Harrington
 Dr Tim Cooper
 Luke Nicholas
 Tracy Banner

Life Members
 Simon Taylor
 Martin Bennett
 Ted and Frances Verrity

Chairman Jonathan Alve

Board of Directors

Alan Spinks, Forbidden Cider (retired March 2018)
 Emma McCashin, McCashins
 Joesph Wood, Liberty Brewing (co-opted October 2018)
 Jonathan Alve, DB Breweries
 Keith Riley, Lion
 Lucie Campbell, The Lumsden
 Race Loudon, Good George
 Ralph Bungard, Three Boys
 Zak Cassels, Cassels & Sons (retired May 2018)

Honours Committee

Martin Bennett (Chair)
 Tracy Banner, Sprig & Fern
 David Cryer, Cryer Malt
 Geoff Griggs
 Richard Emerson, Emersons
 Ralph Bungard, Three Boys Brewery
 Mark White, Harrington's

Guild Staff

Sabrina Kunz, Executive Director
 Cathrine Van Veenroy, Executive Officer

Accountants Kendons

Solicitor Anthony Harper

2018 MEMBERS OF THE BREWERS GUILD

Ordinary Brewery Members

Small Brewery

Abandoned Brewery
 Abandoned Husbands Brewing Ltd
 Aotearoa Breweries NZ Ltd
 Beer Baroness
 Beffect Brewing Co
 Brave Brewing Co
 Brew Moon Brewing Co
 Brew Union Brewing Company
 Burkes Brewing Co
 Colab Brewing Limited
 Croucher Brewing Co
 Double Vision Brewing Company
 Dr Rudi's Rooftop Brewing Co
 Eddyline Brewery & Pizza NZ Ltd
 Emporium Brewing
 Fork & Brewer
 Fortune Favours
 Funk Estate
 Giant Brewing
 Ground Up Brewing
 Heyday Beer Co
 Hop Federation
 HorseBox
 Hot Water Brewing Co
 Jabberwocky Brewery
 The Laboratory
 Laughing Bones Brewing Co
 Mussel Inn
 Napier Brewing Company Ltd
 North End Brewing Co Ltd
 Phat House Brewing
 Raindogs Brewery
 Roosters Brewery
 Southpaw Brewing Company
 Sparks Brewing
 Steam Brewing Co
 Sweat Shop Brew Kitchen
 The Theoretical Brewer
 The Twisted Hop Brewery
 Three Sisters Brewery
 Totara Brewer
 Townshend Brewery
 Two Thumb Brewing Co Ltd
 Vulcan Brewers
 Wigram Brewing Company
 Yeastie Boys
 Zeelandt Brewing Co

Medium Brewery

8 Wired Brewing
 Altitude Brewing
 Behemoth Brewing Company Ltd
 Boniface Brewing Company
 Cassels & Sons Brewery
 Garage Project
 Good George Brewing
 Harvest Cidery
 Hawkes Bay Independent Brewery
 Lakeman Brewing Co
 Liberty Brewing
 McCashins Brewery
 Mount Brewing Co (BOP Brewery)
 Panhead Custom Ales
 Papamoa Community Project Ltd
 T/A The Island
 ParrotDog Brewing Ltd
 Renaissance Brewing Co
 Sawmill Brewery
 Sprig & Fern Brewery
 Three Boys Brewery

Large Brewery

bStudio Ltd
 DB Breweries
 Emerson's Brewery
 Harrington's Breweries
 Independent Liquor
 Lion Nathan
 Moa Brewing Company
 Tuatara Brewing Co

Corporate Members

Beertique
 Chemz Ltd
 Clark Products Ltd
 Cryer Malt
 Diversey New Zealand Ltd
 ENPAC
 Gladfield Malt Ltd
 Hop Products Australia
 ICIB Ltd
 Invita NZ Ltd
 Jasol NZ Ltd
 Kegstar
 Label & Litho
 Liquorland Ltd
 Multi-Color (New Zealand) Pty Ltd
 New Zealand Hops
 O-I New Zealand
 Otago Polytechnic
 Philstic Labels Ltd
 Rapid Labels
 Red Kegs
 Splatt Engineering Ltd
 Viniquip International Ltd
 Weyermann

CHAIRMAN'S REPORT



As we prepare to gather and celebrate our industry's achievements at the 12th annual Brewers Guild of New Zealand Awards it is my pleasure to present the 2018 Annual Report and to look back and reflect on the last 12 months for the Guild.

The last year has been a continuation of a journey towards professionalisation of the Guild that started more than two years ago. Through this time we have consulted broadly and engaged with our industry at a level that the Guild has never undertaken before, and I am encouraged by the advice and assistance provided by brewers, sponsors, supporters and other industry participants who care about the brewing industry.

2018 has been another big year for the Guild, and I am pleased to report that your Board has delivered on a number of commitments that were made at last year's Annual General Meeting, including;

- Members voted to implement the new tiered fee structure and set the Guild a target of \$150,000 of member revenue to confirm the new structure. This target has been comfortably exceeded.
- Members approved the Board to recruit for the role of Executive Director and after interviewing an excellent group of candidates we selected and appointed Sabrina Kunz in the role.
- We committed to reviewing the constitution of the Guild to ensure that our governing document was fit for purpose and we come to this AGM with recommendations for changes that move us closer to this goal.
- We committed to seeking greater representation from all tiers of our industry (Small, Medium and Large) and are pleased to report that the nominations for this year's Board election deliver on this.

Without a doubt, the most significant milestone outlined above was the appointment of Sabrina Kunz in the Executive Directors role. With a strong background in Governance, particularly in transformational change, Sabrina has quickly established a professional framework for the operations of the Guild and brings an organizational rigor that allows the Board to focus on setting the strategy with confidence it can be implemented. Sabrina has also taken to the world of beer in impressive fashion and I know many of you have shared a beer and your views with her as she has attended various trade events and festivals.

Another significant change this year is the movement of the management of the Awards from Craig Bowen to the Guild. Craig has made an impressive contribution to the Awards over the entire history of the event and without a doubt is the single biggest contributor to the success and prestige enjoyed by the awards today. On behalf of the Guild it is my pleasure to again thank Craig, his partner Wendy and the wider team they worked with for their contribution to the Guild's pinnacle event over the last decade.

Heading into this year's Annual General Meeting and Awards I am proud of the progress the Guild has made towards the goals that we set for the organization. Many of the hardest decisions have been made and we now have a structure and the people to drive the organization forward. I am encouraged by the willingness of members to get involved, share their views and help out when they can and I look forward to seeing what we can achieve as an industry over the coming year.

On behalf of the Guild, a very warm thank you to our sponsors and supporters, the very many volunteers who give their time freely to the Guild, to Cathrine van Venroy and Sabrina Kunz for their tireless efforts keeping the organization running, and lastly, my personal thanks to the outgoing Board of Directors who has served the Guild well over the last year. All the very best of luck to everyone who has entered this year's awards. I look forward to sharing a beer with you all in Nelson to celebrate.

Jonathan Alve
Brewers Guild Chairman

EXECUTIVE DIRECTOR'S REPORT



I commenced with the Guild at the end of April so this report is very much a reflection on my first several months in the role – and therefore this financial year - and not the one being reported on.

I came to the role from outside the industry which I think has been very important in my short time. I come with no pre-conceived notions of how things are, no existing relationship that impact my judgement, and only a thirst for knowledge and a focus on how I can help deliver a professional industry association.

I have found the industry to be very warm and welcoming, full of passionate people who work hard to create the best product and experience they can for their customers.

The first five months have been foundational in many ways. We have:

- Established a budget and a financial control policy;
- Started utilising Governance software to assist in effective Board reporting;
- Updated the front end of our website to better showcase our awards and our sponsors;
- Held member events in Christchurch and Wellington;
- Submitted on behalf of the industry regarding labelling consultation;
- Developed relationships with key government bodies and started to raise the profile of the Guild as the industry association;
- Actively and transparently recruited for Board Members and strengthened the Board Nomination process;
- Continued to gather data and information that will assist in forming our future strategic and operational planning.

The New Zealand Beer Awards

Following ten years of service Craig Bowen chose to step down as the Competition Manager for the Brewers Guild of New Zealand Beer Awards this year and the competition management was moved 'in-house'. The process has been both a steep learning curve and an illuminating glimpse into the effort required to deliver our prestigious Awards. We have been pleased with the number of entries in the awards this year and, in particular, the participation by our membership.

We introduced a Steward to Judge program that aimed to bring clarity and transparency to processes that had been underway for some time. Participating in the Judging process is a wonderful professional development opportunity. With the inclusion of stewards who are already active in the industry the aim is to create a strong pipeline of skilled judges and the transfer of knowledge gained through the program directly back into the industry.

In managing the competition and the judging arrangements, I have been surprised at the number of people expressing a view about the need for fairness and transparency and the equally large number of people expecting exceptions to rules, favours and something a little bit special. To maintain the integrity of a competition of this size clear rules and processes are essential. In 2019, the Guild will be focusing heavily on improving the competition processes and communicating those as early as possible with a view that there will need to be strict compliance with these rules.

Going Forward

As an organisation, the Brewers Guild faces many of the same challenges that any organisation that is scaling faces. We are at a size where we cannot function on relationships and goodwill alone – if we want to be transparent and provide a high quality of service we must establish systems and processes and policies.

The resulting efficiencies will also ensure we have sufficient time and resource to deliver on some big ticket items for the industry.

Following the election of the Board at the AGM we will begin the development of a Strategic Plan and associated 2019/2020 business plan. With limited resources we are always going to have to make choices about priorities and what delivers the most to the majority of the industry. Some of the 'work in progress' ideas for action are set out below:

GOAL	HOW WE WILL DELIVER
Improve our communication and increase the opportunity for constructive dialogue about our industry.	<ul style="list-style-type: none"> • Implementation of member website and different modes of communication functionality. • Increase the number of member events.
Deliver more to our Members.	<ul style="list-style-type: none"> • Implementation of a member website. • Increase the number of member events. • Leverage technology to develop member products and services. • Develop an industry workforce strategy. • Data gathering and business intelligence. • Establish a program with key partners around the experience of NZ Beer including beer tourism and food and beer matching.
Ensure that a quality product remains the cornerstone of our industry.	<ul style="list-style-type: none"> • Increase educational opportunities for members. • Leverage technology to develop member products and services.
Effectively advocate for the industry.	<ul style="list-style-type: none"> • Gather data and develop business intelligence that can be relied upon by the Guild and members for advocacy and decision making. • Finalise the development of an overall 'NZ Story' and brand for the industry that can be relied upon for both export and tourism. • Develop an industry workforce strategy.
Tell the positive story about the NZ Beer Experience.	<ul style="list-style-type: none"> • Finalise the development of an overall 'NZ Story' and brand for the industry that can be relied upon for both export and tourism. • Establish a program with key partners around the experience of NZ Beer including beer tourism and food and beer matching.
Ensure that the New Zealand Beer Awards remain the most prestigious awards competition for our industry.	<ul style="list-style-type: none"> • Review all aspects of the Awards Week and Awards Competition.
Deliver operational efficiencies.	<ul style="list-style-type: none"> • Implementation of a Customer Relationship Management system. • Review all aspects of the Awards Week and Awards competition.

I am looking forward to a big 2019/2020 and want to thank everyone for their warm welcome and, in particular, the Guild Board, Cathrine Van Venrooy, Tracy Banner and Brian Watson who have helped me in many different ways over these early months.

Sabrina
Executive Director

BREWERS GUILD OF NEW ZEALAND AWARDS 2018

The NZ Beer Awards is a celebration of excellence in the brewing industry



**Breweries &
Cideries Entered**



Most Popular Packaging



Most Entered Category



of entries came from
**Brewers Guild
Members**



From Medium Sized Breweries
producing between
100,001 and 2 Million Litres per year



FINANCIAL STATEMENTS

FINANCIAL STATEMENTS

Brewers Guild of New Zealand Incorporated for the year ended 31 March 2018

Prepared by Kendons Scott Macdonald Limited



COMPILATION REPORT

Compilation Report to the Trustees of Brewers Guild of New Zealand Incorporated

Scope

On the basis of information provided and in accordance with Service Engagement Standard 2 Compilation of Financial Information, we have compiled the financial statements of Brewers Guild of New Zealand Incorporated for the year ended 31 March 2018. These statements have been prepared in accordance with the accounting policies described in the Notes to these financial statements.

Responsibilities

The Trustees are solely responsible for the information contained in the financial statements and have determined that the Special Purpose Reporting Framework used is appropriate to meet your needs and for the purpose that the financial statements were prepared. The financial statements were prepared exclusively for your benefit. We do not accept responsibility to any other person for the contents of the financial statements.

No Audit or Review Engagement Undertaken

Our procedures use accounting expertise to undertake the compilation of the financial statements from information you provided. Our procedures do not include verification or validation procedures. No audit or review engagement has been performed and accordingly no assurance is expressed.

Independence

We have no involvement with Brewers Guild of New Zealand Incorporated other than for the preparation of financial statements and management reports and offering advice based on the financial information provided.

Disclaimer

We have compiled these financial statements based on information provided which has not been subject to an audit or review engagement. Accordingly, we do not accept any responsibility for the reliability, accuracy or completeness of the compiled financial information contained in the financial statements. Nor do we accept any liability of any kind whatsoever, including liability by reason of negligence, to any person for losses incurred as a result of placing reliance on these financial statements.

Kendons Scott Macdonald Limited
119 Blenheim Road, P O Box 8621, Riccarton, Christchurch 8441
Dated: 26 April 2018

STATEMENT OF PROFIT OR LOSS

Brewers Guild of New Zealand Incorporated for the year ended 31 March 2018

	NOTES	2018	2017
Trading Income			
Awards Dinner Ticket Income		31,590	47,178
Awards Entries Income		116,866	114,145
Membership Fees Income		81,707	71,169
Other Beer Festivals Income		1,548	-
Other Revenue		7,965	16,900
Sponsorship Income		118,287	102,200
Trade Show/ Conference Income		34,704	18,880
Website Advertising Income		840	728
Total Trading Income		393,507	371,200
Gross Profit		393,507	371,200
Other Income			
Interest Income		224	226
Total Other Income		224	226
Expenses			
Accountants Fees		1,428	1,420
Awards Dinner Expenses		142,624	128,441
Awards Judging Expenses		70,480	64,362
Bank Fees		2,685	2,514
Education Expenses		942	13,190
Event Hosting		-	870
Executive Committee Expenses		11,026	4,706
Executive Officer Expenses		41,615	25,940
General Expenses		486	1,023
HR/Recruitment		5,781	-
Keg Amnesty Expenses		-	2,145
Legal and Advocacy Expenses		-	8,782
Other Beer Festivals / Awards Expenses		3,273	6,649
PR Consultancy		-	37,823
Printing & Stationery		246	-
Sponsorship - 1,500		-	-
Trade Show/ Conference Expenses		20,616	32,728
Website, Graphic Design & General Marketing		3,768	2,570
Total Expenses		304,968	334,663
Net Profit (Loss) before Non Cash & Non Deductible Items		88,762	36,763
Net Taxable Profit (Loss)		88,762	36,763
Taxation			
Income Tax Expense		1,747	-
Total Taxation		1,747	-
Net Profit (Loss) for the Year		87,015	36,763

FINANCIAL STATEMENTS

STATEMENT OF CHANGES IN EQUITY

Brewers Guild of New Zealand Incorporated for the year ended 31 March 2018

	2018	2017
Trust Capital		
Opening Balance	125,305	90,338
Trustees Income for the Period		
Retained earnings/Accumulated funds	(1)	(1,796)
Current Year Earnings	87,015	36,763
Total Trustees Income for the Period	87,014	34,967
Total Trust Capital	212,320	125,305
	2018	2017
Made up as follows:		
Retained Earnings	198,816	111,801
Unrealised Capital Reserve	13,504	13,504
Total Made up as follows:	212,320	125,305

BALANCE SHEET

Brewers Guild of New Zealand Incorporated for the year ended 31 March 2018

	NOTES	2018	2017
Assets			
Current Assets			
Cash and Bank			
Kiwibank Benevolent Fund		5,068	5,017
Kiwibank Cheque Account		134,987	50,376
Kiwibank Online Call		5,090	5,040
Notice Saver		84,324	-
Paypal		1,280	8,292
Total Cash and Bank		230,749	68,725
Accounts Receivable		165,024	51,897
GST Receivable		-	5,512
Income Tax Receivable		-	627
Total Current Assets		395,772	126,761
Total Assets		395,772	126,761
Liabilities			
Current Liabilities			
Accounts Payable		-	1,456
GST Payable		4,813	-
Income Tax Payable		1,677	-
Payments in Advance		176,963	-
Total Current Liabilities		183,453	1,456
Total Liabilities		183,453	1,456
Net Assets		212,320	125,305
Equity			
Retained Earnings		198,816	111,801
Unrealised Capital Reserve		13,504	13,504
Total Equity		212,320	125,305

FINANCIAL STATEMENTS

NOTES TO THE FINANCIAL STATEMENTS

1. Reporting Entity

These are the financial statements of Brewers Guild of New Zealand Incorporated. Brewers Guild of New Zealand Incorporated is an incorporated society registered under the Incorporated Societies Act 1908 and is engaged in the business of brewers social club.

These financial statements are special purpose reports and have been prepared in accordance with the Financial Reporting Act 2013.

2. Statement of Accounting Policies

Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position on a historical cost basis have been used, with the exception of certain items for which specific accounting policies have been identified.

Presentation Currency

The financial statements are presented in New Zealand Dollars (NZD).

Changes in Accounting Policies

There have been no changes in accounting policies. Policies have been applied on a consistent basis with those of the previous reporting period.

Income Tax

Income tax is accounted for using the taxes payable method. The income tax expense in profit or loss represents the estimated current obligation payable to Inland Revenue in respect of each reporting period after adjusting for any variances between estimated and actual income tax payable in the prior reporting period.

Goods and Services Tax

All amounts are stated exclusive of goods and services tax (GST) except for accounts payable and accounts receivable which are stated inclusive of GST.

Receivables

Receivables are stated at their estimated realisable value. Bad debts are written off in the year in which they are identified.

3. Audit

These financial statements have not been audited.

4. Income Tax Expense

	2018	2017
Net Profit (Loss) per Financial Statements	88,762	36,763
Additions to Taxable Profit		
Imputation credits received	-	-
Total Additions to Taxable Profit	-	-
Deductions from Taxable Profit		
Losses Brought Forward	82,521	119,285
Total Deductions from Taxable Profit	82,521	119,285
Taxable Profit (Loss)	6,241	(82,521)
Tax Payable at 28%	1,747	-
Deductions from Tax Payable		
Dividend Imputation Credits	-	-
Resident Withholding Tax Paid	70	73
Provisional Tax Paid - -		
Income Taxes Refundable/(Outstanding) from Prior Years	-	554
Total Deductions from Tax Payable	70	627
Income Tax Payable (Refund Due)	1,677	(627)

MINUTES

MINUTES OF THE ELEVENTH ANNUAL GENERAL MEETING OF THE BREWERS GUILD OF NEW ZEALAND INCORPORATED

Held at 3.30pm on Friday 6 October 2017 at the Addington Raceway & Events Centre, 75 Jack Hinton Drive, Addington, Christchurch.

1. Welcome

Jonathan Alve welcomed attendees to the meeting and expressed thanks to Executive Committee and those organised in the awards and conference event.

2. Apologies

Matt Stephens, Karl Hayes, Carlos de la Barra, Colin Malon.
Moved: Jim Matranga Seconded: Andy Deuchars

3. Roll Call

Brewery Member

Name

8 Wired Brewing	Soren Eriksen, Monique Eriksen
Altitude Brewing	Eddie Gapper
Beer Baroness	Ava Wilson
Beffect Brewing Co	James Hay
Behemoth Brewing Co Ltd	Andrew Childs
Birkenhead Brewing Co	Steve Simms, Darryl Aitchison, Pat English
Black Dog	Adrian Klempt, Dion Page, Simon Edward, Dan Lord, Craig Woolford
Burkes Brewing Co	Sebastian Burke, Jared Griffith
B Studios	Rob Godwin, Simon Gilbertson
Cassels & Sons Brewery	Zak Cassels
Colab Brewing Ltd	Jason Ekins
DB Breweries	Jonathan Alve, Chris Tupu
Dr Rudi's Rooftop Brewing	Alex Biedermann
Emerson's Brewing Co	Richard Emerson, Bob King
Emporium Brewing	Paul Finney
Epic Beer	Luke Nicholas
Forbidden Brewing Co	Alan Spinks
Fortune Favours	Shannon Thorpe, Dale Cooper
Funk Estate	Dylan Shearer
Golden Bear Brewing	Jim Matranga
Good George	Brian Watson
Harrington's Brewery	Carl Harrington, Trudy Harrington, Mike Teear, Chris Monk
Harvest Cidery	Hamish Jackson, Sarah Homer
Horsebox	Phil McArdle
Laughing Bones Brewery	John Morawski
Liberty Brewing	Joseph Wood, Christina Wood
Lion	Keith Riley
Martinborough Brewery	Haydn Frew, Stephen Fox
McCashins	Emma McCashin
Moa Brewing Co	Dave Nicholls
North End Brewing	Kieran Haslett-Moore, Jane Street

Raindogs Brewing
Rocky Knob Brewing
Sawmill Brewing Co
Southpaw Brewing Co
Sprig & Fern
Steam Brewing Co
The Laboratory
The Twisted Hop
Three Boys Brewery
Tuatara Brewing
Wigram Brewing

Sean Harris
Stuart Marshall
Mike Sutherland, Sam Williamson, Scott
Cameron Burgess, Penny Prescott
Tracy Banner, Jeanette Swift
Shane Morley, Tim, Mike
Martin Bennett
Jack Tsao
Ralph Bungard
Andrew Daniels, Carl Vasta
Andy Deuchars

Also Present:

Cathrine van Venrooy, Brewers Guild; David Cryer, Cryermalt; Nate Harper, Kegstar; Sam Maitland, Kegstar; Lucie Campbell, The Lumsden; Craig Bowen, BeerNZ; Charles Sweetenham (Associate); Stacey Walsh, LBQ; Craig Russell, GS1 NZ, Beatta Kelly, Ecolab; Amanda Sharpe, Red Kegs; Gabi Michael and Krystal Grant, Gladfield Malt; Jaron Mitchell, 4 Pines; Chris McNamara, IBA.

4. Minutes of 10th Annual General Meeting.

Moved: Adrian Klemp **Seconded:** Andrew Childs

That the minutes of the tenth Annual General Meeting (as circulated) be accepted as a true record.

5. Financial Report

Moved: Joseph Wood **Seconded:** Brian Watson

That the financial report and financial statements for the year ended 31 March 2017 (as circulated and read) be received.

NOTE: These reports have been circulated to members and will be lodged with the Companies Office and will be available online at www.companies.govt.nz when approved.

6. Annual Report

Moved: Andrew Childs **Seconded:** Richard Emerson

That the Annual report (as circulated) be received.

7. Future of the Brewers Guild

At the 2016 10th AGM a motion was passed to direct the Guild Executive to form a Sub Committee to consider alternative models to ensure the future of the Guild. Ralph Bungard presented the recommendations of the Sub Committee at the 11th AGM, summarised as follows.

The proposed new model was presented to Members at roadshows throughout the country and via email communication in July and August. Feedback was that Members want more than a Guild that delivers just the Awards; they want a body that represents its industry and a full-time person to represent and lead the Guild in lobbying and advocacy. The Guild needs funds up to \$190K to employ a person full time, a part-time staff member, and funds to deliver projects. Proposed new fee structure showed increases in membership fees to fund the future: Size Litres.

MINUTES

SIZE	LITRES	FEE
Small 1	<50,000	\$1000
Small 2	50,001 - 75,000	\$1200
Small 3	75,001 - 100,000	\$1500
Medium 1	100,001 - 500,000	\$2000
Medium 2	500,000 - 2 Mil	\$3000
Large 1	2 Mil - 5 Mil	\$5000
Large 2	5 Mil +	\$15,000
Corporate Large		Need to be worked on
Corporate Small		Need to be worked on

The Members will need to decide what are achievable goals in year one that will give them value for the increase in their fees. Realistically in Year One, the Guild could expect to achieve:

- Deliver the core business of the Guild (the awards, Trade Show, Conference, Mashing In),
- Develop value added membership deal that attracts and retains brewery and corporate members.
- Invoice and recruit general and corporate members,
- Define a new constitution,
- Promote role of the Guild as the primary body representing the brewing industry.
- Research and set-up a 'trust' fund for members fee and report

At the 11th AGM, Members will be asked to Vote for or against the new model:

- Authorise the proposed new fees structure
- Vote for an Executive Committee
- Give the Executive authority on behalf of Guild Members to oversee and manage staff paid from Guild funds (including their appointment, contract negotiation and contract termination)
- Affirm the Executive have the right to approve, cancel or put on hold membership. With the general guide that membership can be put on hold or cancelled if fees are unpaid
- Give the Executive the authority to hold 'in trust' new fees (being the difference between the current fee level and the new fee level) for each paid up member and to only release those fees for general Guild use or refund to members after majority vote of approval from current members.

Members commented that there needs to be a timeline to receive proposed fees by, given that currently members do not pay their current fees until later in year when entering into awards. Jonathan Alve informed that the membership fee would remain for a calendar year (January to December), with possible options to pay instalments/monthly payments, and Brewery production tier would be what was produced in previous year. The money being held aside will be the difference in what is currently being paid as Members and what will be paid under the proposed new fee structure. Members raised that monthly payments would need to be completed by the AGM to reach the \$150,000, and take into consideration those that may own more than one brewery. Jonathan Alve commented that the Guild would need to get tougher on non-payment and if a payment arrangement hasn't been entered into then membership would be suspended. The Guild wants to drive value for members' business and its staff. Organisations that continue to operate as wholly owned subsidiaries can continue to have membership but that membership would come at full price (eg DB and Tuatara - DB would pay at the appropriate level for their membership, if Tuatara choses to be a member as a wholly owned subsidiary then they will pay their full membership level as well).

Motion for Vote

That the Brewers' Guild of New Zealand (BGNZ) adopt (in principle) the new proposed operation model and in doing so give the Guild Executive the authority to begin its implementation. This includes the implementation of the proposed fees structure and the authority to appoint paid staff as proposed.

Carried

Motion for Vote

That the BGNZ will hold "In Trust" the new fees and that these Trust fees will be released for general use by the Guild. When the total fees collected reach \$150,000.00, or if not reached, the Trust fees will be either (a) released for general use by the Guild or (b) refunded to members, after a majority vote in favour of (a) or (b) by current members.

Current members are defined as only those full members who are up-to-date financial members at the time of voting. Trust fees are defined as being the difference between the "old" fees and the fees charged under the new model.

Carried

8. Election of Committee

All current Executive Committee members stood down. A new Executive Committee elected from nominations received. The first order of business for the new Executive Committee will be to appoint the positions of President, Chairman, Secretary (if required) and Treasurer.

POSITION	NOMINEE	COMPANY
Committee Member	Jonathan Alve	DB Breweries
Committee Member	Emma McCashin	McCashins
Committee Member	Alan Spinks	Forbidden Cider
Committee Member	Ralph Bungard	Three Boys
Committee Member	Lucie Campbell	The Lumsden
Committee Member	Keith Riley	Lion
Committee Member	Zak Cassels	Cassels & Sons
Committee Member	Race Loudon	Good George

That the membership of the Managing Committee be fixed at "8" for a period of one year or until the next Annual General Meeting and the Managing Committee are able to co-opt any other person on to the Committee it considers can assist with meeting the objects of the Guild.

Moved: Andrew Childs **Seconded:** Brian Watson

8. General Business

The meeting closed at 4.38pm.



**THANK
YOU**

FROM THE

BREWERS
GUILD OF NEW ZEALAND

WWW.BREWERSGUILD.ORG.NZ