

# 2020-21 Annual Report



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## INDEPENDENT BREWERS ASSOCIATION ANNUAL REPORT 2020-2021

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Level 2, 306 Smith Street

Collingwood VIC 3066

### DISCLAIMER

While due care has been taken to ensure the accuracy of all statements within this report, the Independent Brewers Association takes no responsibility for any loss or damage which a user of this publication or any third party may suffer or incur as a result of reliance on this publication.

## MESSAGE FROM THE CHAIR

With apologies to Dickens, it's truly been a "It was the best of times, it was the worst of times" type of year.

From the high of finally winning the battle on excise relief after more than 10 years of fighting to the low of long and painful lockdowns, it's been a roller coaster.

But as I speak to people around the country, I'm equally amazed and encouraged by the level of enthusiasm and confidence in the future of independent beer from brewers, trade and consumers.

To me, the justification for such confidence is clear: we're winning.

Our continued grinding progress towards success can be boiled down to two essential competitive advantages that the big brewers can never take from us: independence and cooperation. Those of you who know me know that I am a true believer in the power of these two things.

What is now the IBA was formed 10 years ago on the 2nd of November 2011, by a small group of industry visionaries and it has taken the hard work of countless people over the last 10 years to get to this point. As a result of that effort, we now have a strong and sustainable association that works for all of us and is recognised as the voice of independent beer in Australia.

Our true sustainable competitive advantage is our independence, and through the pandemic we saw consumers rally behind independent breweries to support them. The seal is now on 85% of independent beer sold in Australia and we are now seeing the first signs that consumers are recognising the seal as a valuable symbol. It's up to all of us to continue to support the building of this into a recognised brand that becomes a key part of consumers purchasing criteria.

To help guide this next phase of the maturation of the industry, we will soon be releasing our 2031 vision which will lay out a roadmap of how we will leverage this advantage to realise a bright future for our industry. This strategic piece of work has involved hundreds of hours of input from brewery members, consumers, trade and partners to distil the essence of what it means to be independent and what we need to do to fully realise our potential. This vision will be crucial to help guide our consumer marketing and ongoing government advocacy efforts and I'm so happy to see it finally come to fruition.



This being my last annual report, I reflect on the last five years serving on the IBA board with pride on what we have achieved as an industry and I wish to thank my fellow Board Directors and the plethora of volunteers including our Project Groups for freely giving of their time and for investing their heart and soul in the industry. Of course, we would not be able to achieve anything without the dedicated hard work of the IBA team, ably led by our CEO Kylie Lethbridge, who always goes the extra mile to make it happen. I feel very lucky to have worked with such an amazing team of people and I will be forever grateful for their support and camaraderie.

Cheers

**Peter Philip**  
IBA Chairman

# YEAR IN REVIEW

## WHO WOULD HAVE THOUGHT THAT WE WOULD STILL BE LOOKING BACK WITH AN EMPHASIS ON THE PANDEMIC AND HOW IT HAS IMPACTED YOU, OUR MEMBERS AND THE IBA?

Although the last 12 months has been difficult, we have survived and, in some instances, flourished with a healthy membership base and a number of major wins under our belt.

Considering the team was still reduced in numbers and hours, the fact that we spent a great deal of time working with government to ensure members received pandemic response and recovery funding and that we constantly geared up and down for events (and sometimes up and down again!), a lot of positives have come out of the last financial year.

Some of the highlights include:

### EXCISE RELIEF

Of course this was the greatest win we could have hoped for. We dialed our advocacy efforts up in this space all culminating with our Friends of Parliament event in Canberra in March 2021.

Having completed our economic impact analysis certainly helped as we finally had the numbers to demonstrate our worth and the opportunity the industry presented to the nations economy.

The announcement was finally made by the Federal Treasurer at Bentspoke Brewery on a lovely sunny day in May. We hope that indie brewers value this change and that it went some way in overcoming the challenges everyone faced in the last 12 months.

## LONG TERM INDUSTRY BLUEPRINT FUNDED

After exhaustive efforts to attract the considerable amount of funding needed to develop a robust and fully informed long term strategy for the IBA and the industry, in June this year, we received notification that the NSW government were generously providing the resources for us to be able to achieve this aim.

The ten year industry blueprint that includes a fantastic piece of consumer research benchmarking awareness and understanding of craft, independent and local beer will be delivered in early 2022 and costs in the vicinity of \$300,000. This is obviously a significant contribution for a state government organisation and for their vision and generosity, independent brewers around the nation will be well placed to look toward a sustainable and successful future.



Photo courtesy of Bentspoke Brewery

## AUSTRALIA POST DEAL

One of the issues our members faced when the pandemic drove the vast majority of business online was the availability and cost of freight. For those who had not considered online sales previously, now had to, so to build on the IBA rates negotiated with Sendle the year before, we set about trying to negotiate with Australia Post.

Although this did not happen quickly, the demand was significant and we know that many members have benefited from these rates.

## MEMBER RESOURCES

There are far too many resources to mention here but we delivered what you were telling us were your main pain points or information that was needed as a result of issues that arose during the year.

Whether they were delivered online or via facts sheets, guidelines etc, resources included; How to process excise rebates as well as a variety of quality workshops including how to measure and accurately report ABV etc.

## INDIE POINT OF SALE

Due to the popularity of our first run of indie branded cartons, stickers, tap talkers, wobblers, etc we continued to ensure stocks were made available and updated.

The indie cartons were definitely the most popular in terms of demand and will continue to be available to members – they really stand out when you see them in a local bottle shop!

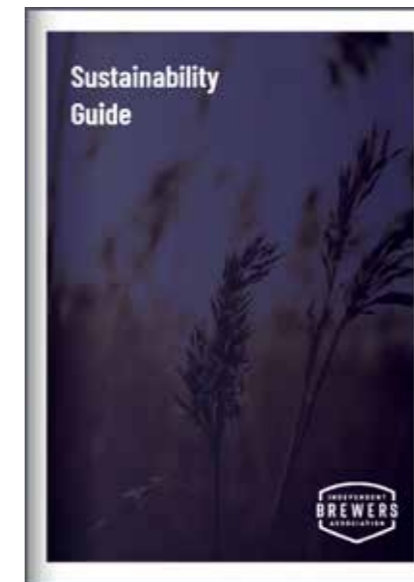


## SUSTAINABILITY

We are really proud of the work being undertaken in the sustainability space with our dedicated and highly skilled Project Group.

We were grateful to receive a grant from Greening Industries South Australia which provided us with the resources to develop an energy use benchmarking tool and best practice guide. These assets will evolve over time and aim to assess energy use and provide guidance and resources to ensure costs are reduced as well as the environmental impact.

Both will be launched in late 2021.



## EDUCATION & TRAINING

The IBA People Project Group have been punching above their weight for some time now trying to address the skills shortages and training needs across the industry. We all know that there is a shortage of experienced brewers around the country so in response there have been several actions undertaken.

They include:

- Support for Victorian based Federation TAFE and Bendigo Kangan to provide subsidies and run Certificate III courses in brewing.
- Funding from the South Australian government to work with TAFE SA to run a trial Certificate III course.
- Partnering with TAFE NSW to fund and deliver a train the trainer course to be able to address the long waiting list.
- Working closely with the government in Queensland to support BrewLab and their graduates.

The long term blueprint for our industry will take this work up a notch and identify issues and opportunities at a national level so each state is provided with a business case that enables them to get on and deliver bespoke training courses.

The work this year, and ahead, is putting ourselves in the best possible position to deliver for the entire industry, from farmers to independent brewers

Cheers

**Kylie Lethbridge**  
Chief Executive Officer



# ADVOCACY

**GIVEN THE CIRCUMSTANCES WE ALL FACED OVER THE LAST 12 MONTHS, A GREAT DEAL OF OUR WORK UNDERTAKEN WAS ADVOCACY TO STATE OR FEDERAL GOVERNMENT.**

**OUR WORK AIMED TO ENSURE THAT OUR MEMBERS RECEIVED EVERY CENT AVAILABLE TO THEM AS MANY BREWERIES DID IT TOUGH THROUGH ONE LOCKDOWN AND/OR BORDER CLOSURE AFTER THE OTHER.**

Highlights include:

1. Advocating for a fair system and an additional round of the Modern Manufacturing Grants with a number of indie brewers receiving funding from this scheme.
2. Achieving recognition in the new federal government industry roadmaps (food and beverage).
3. Playing a key role in the Prime Minister & Cabinet appointed Excise Administration Taskforce which was established to investigate the option to reduce the red tape and streamline the process for accounting of excise. Results of this work are likely to be announced in late 2021.
4. Advocating for relief on licensing fees for takeaway.
5. Participating in or advising in reviews of legislation and licensing at a state government level.
6. Going into bat to ensure reasonable new Container Deposit Schemes were established in Victoria & Tasmania.
7. Participating in reviews of Container Deposit Schemes in Queensland and New South Wales/Australian Capital Territory.
8. Working with industry stakeholders and the state government to form the Victorian Drinks Alliance and receiving \$1.5 million to ensure local products appear on menus across the state.
9. Working with FSANZ and alcohol industry stakeholders to ensure the next phase of labelling requirements are fair, reasonable and co-designed to avoid the issues experienced with pregnancy labelling.



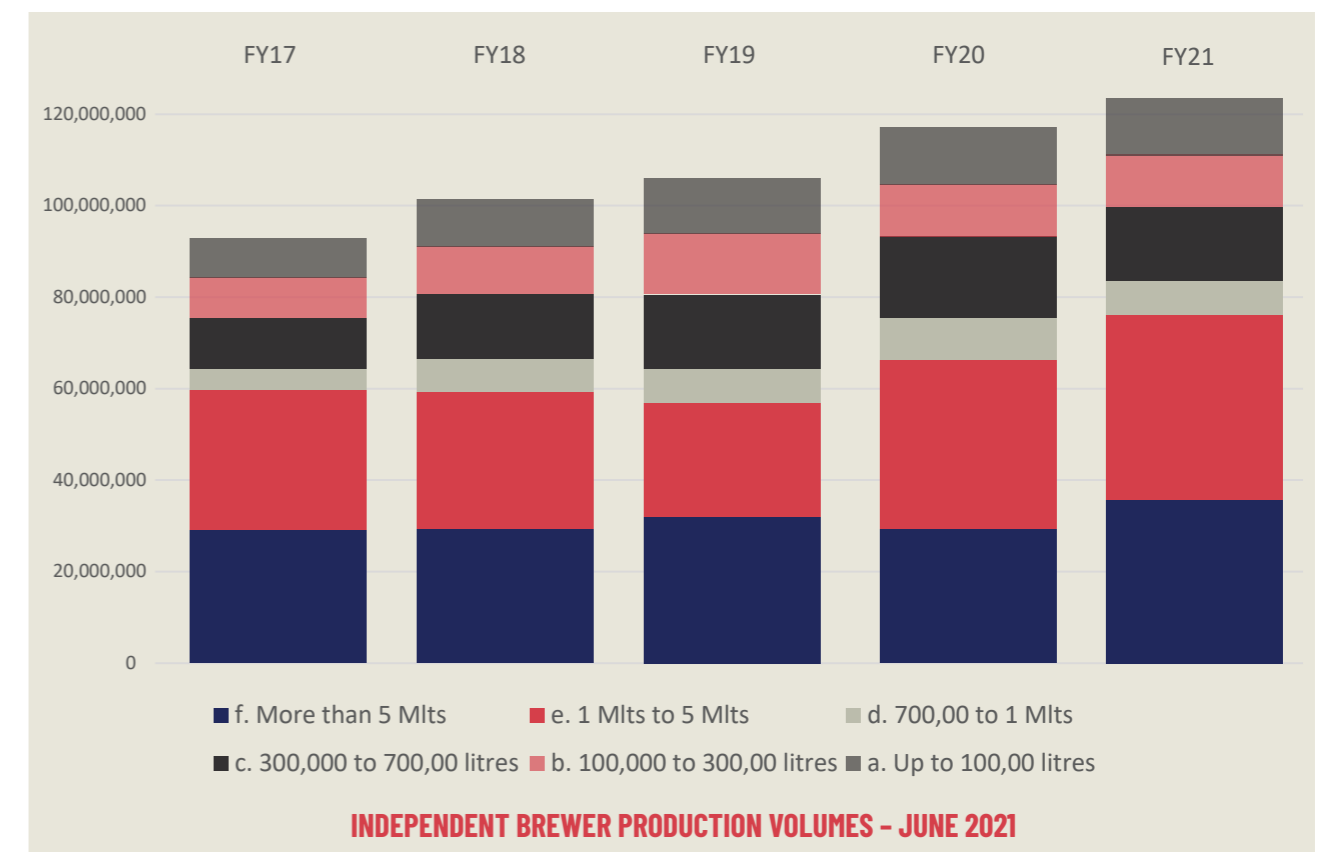
# MARKET & INDUSTRY OVERVIEW

**ACCORDING TO IBA INDUSTRY SURVEY INDEPENDENT BEER CONTINUES TO GROW IN VOLUME AND SHARE OF MARKET WITH A 17.7% REVENUE GROWTH DURING 2019-2020.**



Source: IRI Liquor Market Edge; AU Liquor Weighted; 12 months to June 2021

**OF THE 619 BREWING "COMPANIES", 588 ARE EXCISE PAYING ENTITIES +5% VS PREVIOUS YEAR**



# IBA MEMBERSHIP

**DESPITE THE HARDSHIP OF 2020, INDIE BREWERS ARE CONTINUING TO EVOLVE WITH ALMOST 10% GROWTH. THE BIGGEST DRIVER BEING SMALLER BREWERIES WHILST MID-LARGE BREWERS HAVE HAD LITTLE OR NO GROWTH RELATIVE TO THE MARKET.**

Although the past year has been very challenging, membership has increased by 13%. As you will see below there has been growth across all bands, with the largest in band 1 with 41 new members.

It is exciting to see so many new members. Especially given lockdowns, border closures, reduced income and the completion of the NSW grant which covered membership fees for NSW breweries.

During this period, we also ceased the Trade category, due to other ways in which we can assist these businesses.

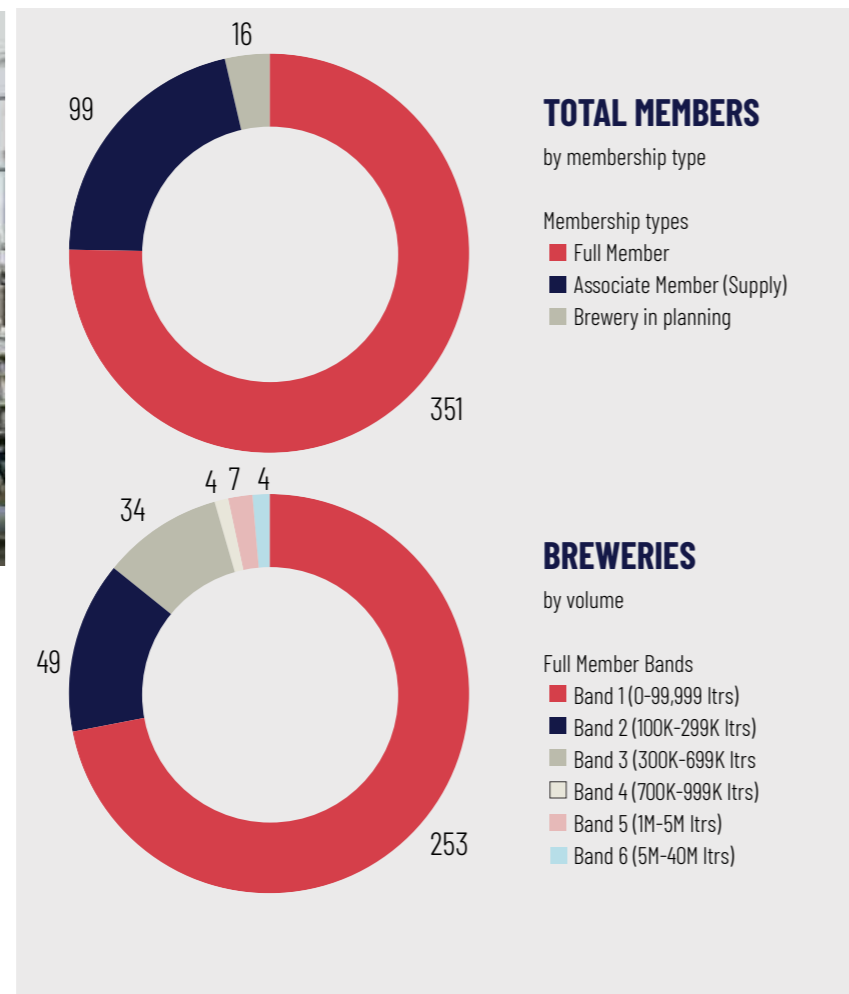


There are now three types of annual IBA memberships:

**FULL MEMBERSHIP:** open to all Australian Independent Brewers.

**BREWERY IN PLANNING:** offers most of the benefits of Full Membership while breweries await their excise/wholesaler/producer licences

**ASSOCIATE MEMBERSHIP (SUPPLY):** available to all organisations supplying or servicing the Australian brewing industry.



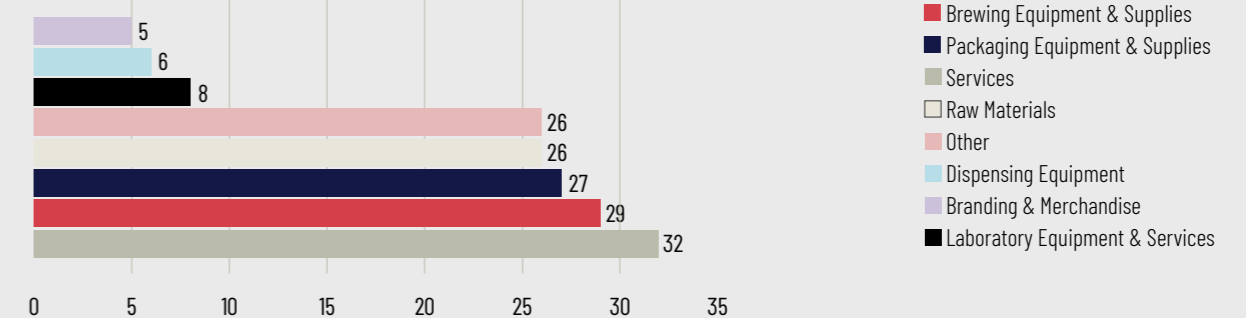
## BREWERIES BY LOCATION



## BREWERIES-IN-PLANNING BY LOCATION



## ASSOCIATE MEMBERS



# PROJECT GROUPS & STATE CHAPTER LEADS

## OUR PROJECT GROUPS CONTINUE TO BE A MAJOR ASSET IN HELPING US DELIVER ON OUR AIMS AND OBJECTIVES.

However significant challenges were faced in this last year due to business closures and a high turnover of staff which meant several of the groups were reduced in numbers. Those that continued to operate worked hard to deliver benefits as outlined below:

### CONSUMER ENGAGEMENT PROJECT GROUP

Lead by Dereck Hales, IBA Board Director & Founder, Bad Shepherd

Due to a reduction in project group members, the Trade & Consumer Engagement Project Groups merged in 2020 and delivered the following projects:

- Updated and extended Independent Seal usage guidelines and subsequent roll out to trade
- Responded to opportunities for cooperative marketing campaigns eg. Luvva Local with BWS
- Expanded the point of sale options and distributed to trade as well as being available for members.



### INDIES AWARDS PROJECT GROUP

Lead by Michael Capaldo, National Sales Manager, HPA

- Revised guidelines for participation and introduced the new Head Judge role
- Reviewed and updated style guidelines
- Advised on options for entries and logistics for judging hub(s).

### PEOPLE PROJECT GROUP

Lead by Richard Adamson, IBA Board Director & Founder, Young Henrys

- Supported state training organisations to attract grant funding to deliver brewery courses
- Oversaw the trial Certificate III course in South Australia
- Commenced the development of a Code of Conduct for the IBA.

### QUALITY PROJECT GROUP

Lead by Clare Clouting, IBA Board Director & Operations Systems Manager, Gage Roads

- Provided online resources for members around measuring ABV, developed guidelines for zero alcohol beer and commenced the build of a robust sensory program
- Acted as an advisory body for the Indies Awards.

### SUSTAINABILITY PROJECT GROUP

Lead by James Perin, Sustainability Manager, Stone & Wood

- Commenced implementation of funding provided by Greening Industries South Australia to develop a sustainability benchmarking tool and best practice guide
- Provided advice on sustainable packaging options
- Advised on the proposal for a WA wastewater code of practice.

### TRADE ENGAGEMENT PROJECT GROUP

Lead by Johnny Latta, IBA Board Director & Founder, Nomad Brewing Co (until May 2021)

### STATE CHAPTER LEADS

The State Chapter Lead (volunteer) role was introduced in 2020 to ensure local matters were canvassed and fed in to IBA activities and events and representation on committees and relevant government projects was available.

This construct has been an invaluable asset particularly as the IBA team were on reduced hours.

A big shout out of thanks goes to our members who put their hand up to undertake this role.

#### New South Wales

Scotty Morgan, High Alpha Brewing

#### Northern Territory

Kyle Pearson, Alice Springs Brewing Co.

#### Queensland

Dave Machin, Sea Legs Brewery

#### South Australia

Steve Brockman, Brewery Consultant

#### Tasmania

Jon Burrridge, Cryer Malt

#### Victoria

Trevor Birks, Bendigo Beer Festival

#### Western Australia

Cameron Parker, Gage Roads

# EVENTS



# AUSTRALIAN INDEPENDENT BEER AWARDS (THE INDIES)

**IN 2020, DUE TO RESTRICTIONS AND THE CANCELLATION OF BREWCON WE HELD OUR FIRST VIRTUAL AWARDS AS WE WANTED THE INDIE COMMUNITY TO CELEBRATE THEIR EFFORTS DURING WHAT HAD BEEN A VERY DIFFICULT YEAR.**

With ongoing border lockdowns and restrictions on travel, a plan to judge remotely was concocted. We limited entries to packaged only and 31 judges assessed nearly 700 beers over three weeks in Perth, Brisbane and Newcastle. A logistical challenge to say the least.

The event was successfully delivered 'virtually' across the nation via a production studio and supported by live parties in Melbourne, Perth, Brisbane, Hobart and Sydney as well as zoom crosses to nominees in their taprooms, homes, and offices.

Entries exceeded expectations, and logistics were complex for a substantially reduced team. However we captured the essence of the indie beer industry while showcasing resilience and talents across the country.

With many other awards either pulling back or cancelling, running the Indies this way was a risk, from a financial and reputational perspective however they are now being held up as a benchmark for adaptation and resilience and cemented the IBA as a leader in our field in this respect.

The broadcast has since been viewed 1,500 times, not including those viewing live at parties. Which is many more eyes than a typical real-world celebration.

## COMPETITION STATS

Number of entries	696
Total breweries	125
Bottled entries	116
Canned entries	580

## STATE BREAKDOWN

Australian Capital Territory	12
New South Wales	216
Northern Territory	4
Queensland	160
South Australia	48
Tasmania	21
Victoria	190
Western Australia	45

## RESULTS

Gold	Silver	Bronze	No Medal	Total
77	187	258	174	696

## MAJOR TROPHIES

- Champion Australian Independent Beer**  
Range Brewing Fahrenheit IPA
- Champion Australian Independent Brewpub**  
Moffat Beach Brewing Co. (QLD)
- Champion Australian Independent Small/Medium Brewery**  
Range Brewing (QLD)
- Champion Australian Independent Large Brewery**  
Dainton Brewery (VIC)



# BREWCON

**ANYONE THAT HAS TRIED TO OPERATE IN THE EVENTS INDUSTRY OVER THE LAST 18 MONTHS WILL UNDERSTAND THE CHALLENGES FACED WITH THE EXTENSIVE TIME, EFFORT AND EXPENSE THAT GOES INTO THE PLANNING ONLY TO HAVE TO RESCHEDULE OR CANCEL ALL TOGETHER.**

Sadly, our major industry conference and annual awards, BrewCon and the Indies that was scheduled to take place on the Sunshine Coast in August 2020 succumbed to the newest outbreak of coronavirus and after being rescheduled twice had to be cancelled and postponed to 2022.

Given we represent a national industry, and each state was experiencing its own challenges it was unlikely that we would be able to hold BrewCon for the foreseeable future.

We haven't come together as an industry since late 2019 now so our hopes are pinned on the world going back to some sense of normality in 2022 when both BrewCon and the Indies Awards will be bigger and better than ever!



# INDIE BEER DAY

**WE RAN INDIE BEER DAY IN JULY 2020 TO HELP REVITALISE AND REINVIGORATE THE FOCUS ON YOUR BUSINESSES TO RAISE AWARENESS AND AS A BOOST TO SALES.**

128 breweries and venues participated alongside 15 retailers across 48 locations around Australia; including First Choice Liquor, Blackhearts & Sparrows, and Beer Cartel.

Again bespoke marketing collateral was produced and distributed to participating breweries and an integrated marketing campaign in place that generated the best results possible considering the situation at the time.

The video campaign, supporting a paid media schedule and featured our members dancing to a disco song, achieved 56,000 views which is more than 2019 (54,000) for a truncated campaign.



# 1.11

**MILLION REACH**  
combined advertising and PR

# 27

**MEDIA MENTIONS**  
including: 1 x TV spot on Channel Ten News (Perth), 2 x radio interviews on ABC Radio (Hobart & National), 4 x print articles in regional publications and online publications

# 58K

**VIDEO VIEWS**  
across Facebook, Instagram and YouTube (paid only).

# GOOD BEER WEEK

**IN MAY 2021 WE MADE SURE TO FOCUS ON LOCAL BY SUPPORTING AND CELEBRATING VENUES THAT SUPPORT US AND THE WONDERFUL PEOPLE FROM OUR INDUSTRY.**

Good Beer Week was incredibly fortunate and was able to run in conjunction with GABS & the Australian International Beer Awards between lockdowns in Victoria. It was an opportunity to share a beer with the industry who had traveled from far and wide to celebrate, as we were one of the few events that could run without restrictions and cancellation.

After having to reposition in 2020, we gave those that had already registered the opportunity to carry over or tweak events, while allowing new venues the opportunity to come on board.

**“Seeing venues take a tap takeover or Pint of Origin to the next level by introducing produce from the same region as the beers was pretty cool! Well done to the GBW team, given the year we’ve had it was such a well run week and every event I attended was amazing.”**

2021 Good Beer Week Survey



**TICKETS SOLD**  
**7,408**

**GENERATED INCOME**  
**\$385K**  
for participating venues

**EVENTS**  
**204**

# GOOD BEER WEEK SURVEY RESULTS

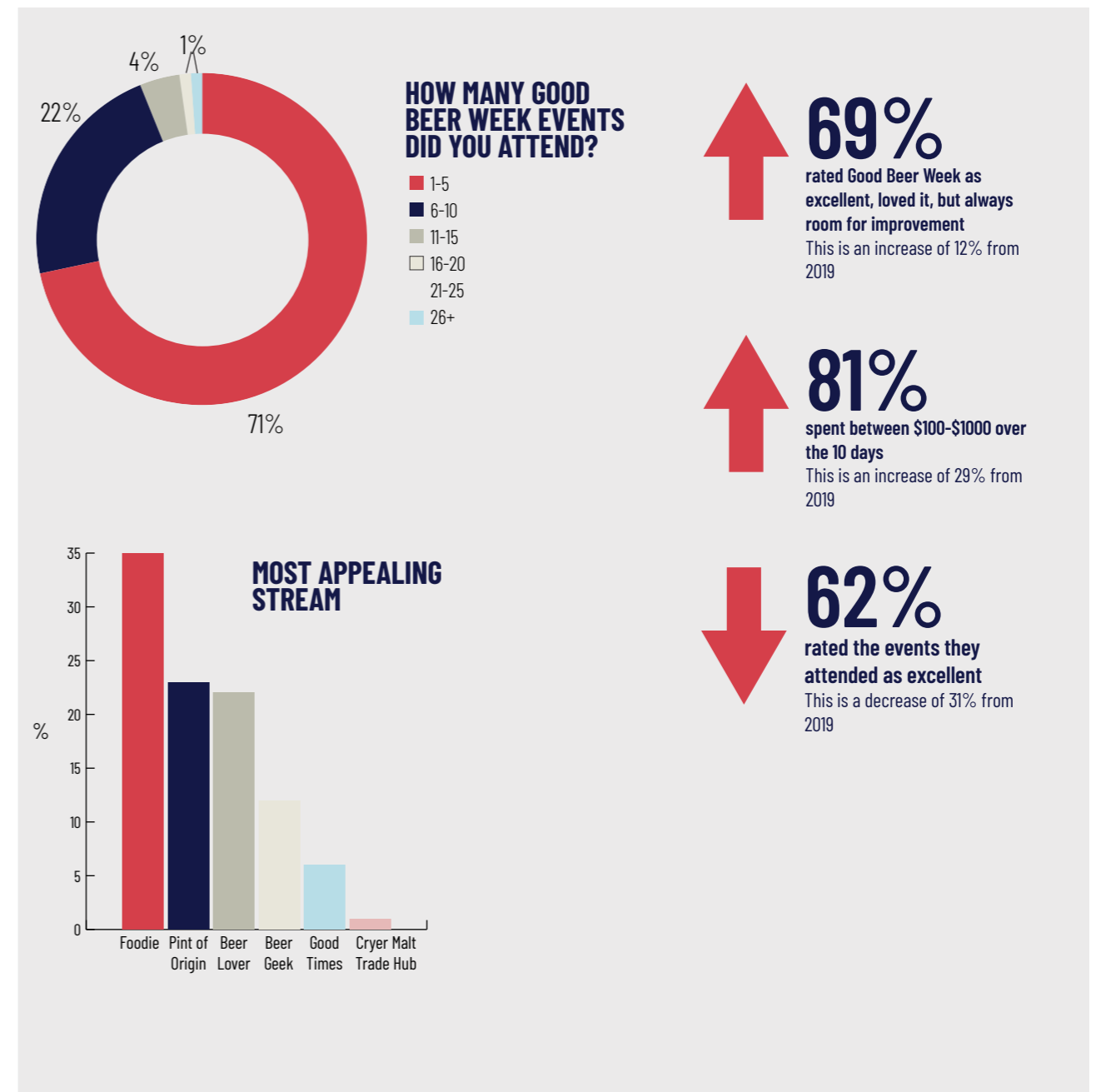
We surveyed ticket holders after the event and this gave us some great insights into what they think about and do during Good Beer Week.

The Foodie stream proved very popular, with 35% of attendees rating it as the most appealing stream. Compared to 2019 when the most popular stream, Beer lover attracted 31%.

Pint of Origin remained popular in 2021 with almost a quarter of attendees attending at least one event from this stream.

7% of attendees were from outside Victoria, of which 32% stayed at least 2-3 nights.

See below for more results.





# MASH UPS

**THIS YEAR MASH UPS CONTINUED ONLINE, FOR THE MOST PART, EXCEPT FOR THREE EVENTS: TASMANIAN MASH UP (FEATURING KYLIE, AND A REPRESENTATIVE OF THE DEPARTMENT OF STATE GOVERNMENT, A NSW MASH UP (GENERAL IBA UPDATE), AND A HIGH COUNTRY HOPS MASH UP AS PART OF THE BRIDGE ROAD HIGH COUNTRY HOPS FESTIVAL.**

## MASH UP EVENTS

Our online Mash Ups usually have around 10-30 attendees live and will reach over 100 people in the following weeks. They remain as a resource on our website for those of you who are unable to attend or view at the time.

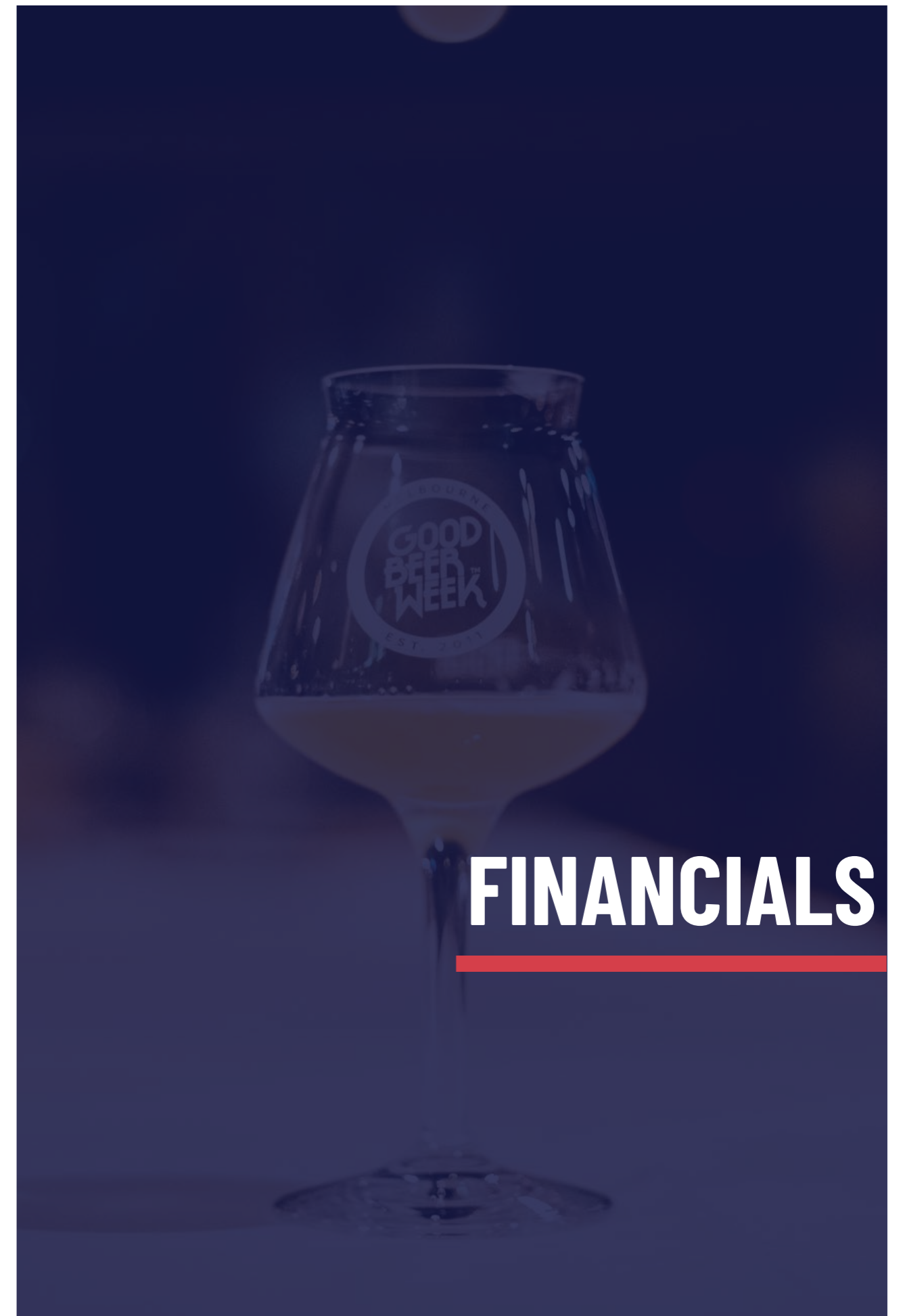
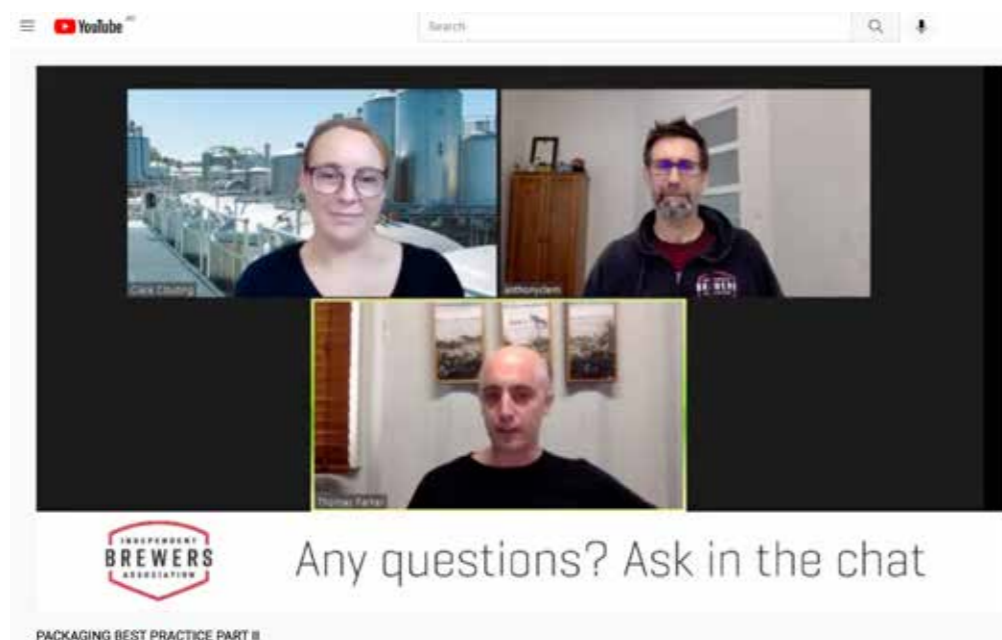
Mash Ups included:

- Real Time Fermentation Monitoring for Quality and Efficiency (with Precision Fermentation)
- Right Site, Right Lease: Key ingredients for a lease negotiation (with Lpc Cresa)
- Managing Alcohol Content from Brew to Packaging (IBA Quality Group)
- Brewsafe relaunched: Brewery safety made even easier (with Victual)
- Packaging Best Practice Part II (IBA Quality Group)
- Mash Up - ABAC
- Mash Up - AI Group
- Packaging: Best Practice Q&A (IBA Quality Group)
- Excise Changes: Explained (IBA Chair, Craft Accounting, and the ATO)

Our NSW Mash Up was thankfully held in between lockdowns at Young Henrys and reached capacity with 50 tickets sold and generously sponsored by Konvoy Kegs. The Tasmanian Mash Up was well attended, though our CEO had to attend via zoom as Victoria had gone in to yet another lockdown.

The High Country Hops Harvest festival was a great opportunity to support one of your events.

Outside of this, we also worked with Ellerslie Hops on presenting a Melbourne-based eight-week sensory course which was held in lieu of the nationwide Ellerslie/IBA Mash Up series that was planned pre-COVID.



## Income Statement

Independent Brewers Association Ltd  
For the year ended 30 June 2021

	NOTES	2021	2020
<b>Income</b>			
Conference and Events Income		381,057	928,275
Membership Income		370,160	356,100
Grants		20,000	203,316
Other Revenue		217,092	144,606
<b>Total Income</b>		<b>988,308</b>	<b>1,632,297</b>
<b>Expenses</b>			
<b>Operating Expenses</b>			
Accounting and Audit Fees		30,327	27,881
Administration Expense		2,622	44,265
Advocacy Expenses		98,672	72,349
Bank Fees		9,911	7,869
Board Meetings		4,176	1,998
Conference and Events Expenses		380,327	764,962
Insurance		2,687	5,055
Marketing and Promotion		11,010	46,086
Member Service Costs		22,892	49,248
State Chapters		1,349	107
Storage		5,943	5,154
Labour and Employment		457,267	523,029
<b>Total Operating Expenses</b>		<b>1,027,183</b>	<b>1,548,002</b>
<b>Total Expenses</b>		<b>1,027,183</b>	<b>1,548,002</b>
<b>Surplus/Deficit attributable to members</b>		<b>(38,874)</b>	<b>84,295</b>

## Balance Sheet

Independent Brewers Association Ltd  
As at 30 June 2021

	NOTES	30 JUN 2021	30 JUN 2020
<b>Assets</b>			
<b>Current Assets</b>			
Cash and Cash Equivalents	2	377,752	302,394
Prepayments		110,909	90,909
Rental Bond - Melbourne		3,000	3,000
Trade and other receivables	3	383,534	93,679
<b>Total Current Assets</b>		<b>875,195</b>	<b>489,982</b>
<b>Non-Current Assets</b>			
Property, plant and equipment	4	202	512
<b>Total Non-Current Assets</b>		<b>202</b>	<b>512</b>
<b>Total Assets</b>		<b>875,397</b>	<b>490,494</b>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Bank overdraft</b>			
Business One Credit Card		-	440
<b>Total Bank overdraft</b>		<b>-</b>	<b>440</b>
Trade and Other Payables	5	110,348	97,751
Employee Entitlements		26,741	18,034
Unearned Income		402,913	-
<b>Total Current Liabilities</b>		<b>540,002</b>	<b>116,225</b>
<b>Total Liabilities</b>		<b>540,002</b>	<b>116,225</b>
<b>Net Assets</b>		<b>335,395</b>	<b>374,269</b>
<b>Equity</b>			
Accumulated Surplus		335,395	374,269
<b>Total Equity</b>		<b>335,395</b>	<b>374,269</b>

# Notes to the Financial Statements

## Independent Brewers Association Ltd For the year ended 30 June 2021

### 1. Statement of Significant Accounting Policies

The directors have determined that the company is not a reporting entity and accordingly, this financial report is a special purpose report prepared for the sole purpose of distributing a financial report to members and must not be used for any other purpose. The directors have determined that the accounting policies adopted are appropriate to meet the needs of the members.

The financial report has been prepared on an accrual basis and under the historical cost convention, except for certain assets, which, as noted, have been written down to fair value as a result of impairment. Unless otherwise stated, the accounting policies adopted are consistent with those of the prior year.

The accounting policies that have been adopted in the preparation of the statements are as follows:

#### Income Tax

No provision for income tax has been raised, as the entity is exempt from income tax under Div 50 of the Income Tax Assessment Act 1997.

#### Property, Plant and Equipment

Property, plant and equipment is initially recorded at the cost of acquisition or fair value less, if applicable, any accumulated depreciation and impairment losses. Plant and equipment that has been contributed at no cost, or for nominal cost, is valued and recognised at the fair value of the asset at the date it is acquired. The plant and equipment is reviewed annually by directors to ensure that the carrying amount is not in excess of the recoverable amount from these assets. The recoverable amount is assessed on the basis of the expected net cash flows that will be received from the utilisation of the assets and the subsequent disposal. The expected net cash flows have been discounted to their present values in estimating recoverable amounts.

#### Trade and Other Receivables

Trade receivables and other receivables, including distributions receivable, are recognised at the nominal transaction value without taking into account the time value of money. If required a provision for doubtful debt has been created.

#### Trade and Other Payables

Trade and other payables represent the liabilities for goods and services received by the company that remain unpaid at 30 June 2021. Trade payables are recognised at their transaction price. They are subject to normal credit terms and do not bear interest.

#### Employee Benefits

Provision is made for the liability for employee entitlements arising from services rendered by employees to 30 June 2021. Employee benefits have been measured at the amounts expected to be paid when the liability is settled, plus related costs.

#### Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, deposits held on call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts.

#### Revenue Recognition

Revenue from the sale of tickets comprises revenue earned from the sale of tickets. Sales revenue is recognised when the performance obligations have been met.

A number of the association's programs are supported by grants received from the federal, state and local governments. If conditions are attached to a grant which must be satisfied before the association is eligible to receive the contribution, recognition of the grant as revenue is deferred until those conditions are satisfied. Where a grant is received on the condition that specified services are delivered to the grantor, this is considered a reciprocal transaction. Revenue is recognised on receipt of funding approval according to payment milestones. If it is conditional on the grant that any unspent funds are to be returned to the grant provider an adjustment is made at the time the decision is made.

Revenue from memberships is recognised at the time of renewal.

Revenue from interest is recognised using the effective interest rate method.

All revenue is stated net of the amount of goods and services tax (GST).

#### Goods and Services Tax

Transactions are recognised net of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with other receivables or payables in the balance sheet.

	2021	2020
<b>2. Cash &amp; Cash Equivalents</b>		
<b>Bank Accounts</b>		
Cheque Account	352,709	301,990
Direct Debit Account	25,043	404
<b>Total Bank Accounts</b>	<b>377,752</b>	<b>302,394</b>
<b>Total Cash &amp; Cash Equivalents</b>	<b>377,752</b>	<b>302,394</b>

	2021	2020
<b>3. Receivables</b>		
<b>Current</b>		
Trade Debtors	383,534	93,679
<b>Total Current</b>	<b>383,534</b>	<b>93,679</b>
<b>Total Receivables</b>	<b>383,534</b>	<b>93,679</b>

	2021	2020
<b>4. Property Plant and Equipment</b>		
<b>Plant and Equipment</b>		
Plant and equipment at cost	13,098	13,098
Accumulated depreciation of plant and equipment	(12,896)	(12,586)
<b>Total Plant and Equipment</b>	<b>202</b>	<b>512</b>
<b>Total Property Plant and Equipment</b>	<b>202</b>	<b>512</b>





	2021	2020
<b>5. Payables</b>		
<b>Current</b>		
GST	29,976	2,789
Superannuation Payable	1,530	13,569
Trade Creditors	78,842	81,393
<b>Total Current</b>	<b>110,348</b>	<b>97,751</b>
<b>Total Payables</b>	<b>110,348</b>	<b>97,751</b>



## Depreciation Schedule

### Independent Brewers Association Ltd For the year ended 30 June 2021

NAME	COST	OPENING VALUE	PURCHASES	DISPOSALS	DEPRECIATION	CLOSING VALUE
<b>Plant &amp; Equipment</b>						
Alexis Roitman Dell Laptop	2,980	289	-	-	193	96
Boardroom Table	2,955	-	-	-	-	-
Computer	1,236	21	-	-	10	10
Computer	1,943	12	-	-	6	6
HP Pav x360 Convert	1,181	-	-	-	-	-
iMac for Admin	1,544	157	-	-	78	78
Macbook Air	1,260	33	-	-	22	11
<b>Total Plant &amp; Equipment</b>	<b>13,098</b>	<b>512</b>	<b>-</b>	<b>-</b>	<b>310</b>	<b>202</b>
<b>Total</b>	<b>13,098</b>	<b>512</b>	<b>-</b>	<b>-</b>	<b>310</b>	<b>202</b>

# IBA BOARD & STAFF

WE'D LIKE TO THANK THE IBA BOARD, STAFF AND VOLUNTEERS WHO WORKED TIRELESSLY THROUGHOUT 2020-2021.

THEIR ADAPTABILITY, RESILIENCE, AND ONGOING SUPPORT ESPECIALLY DURING COVID-19 CRISIS HAS BEEN UNRELENTING.

## IBA BOARD

**Chairman**  
**Peter Philip**  
Founder  
Wayward Brewing  
Camperdown NSW



**Treasurer**  
**David Kitchen**  
Founder  
Ballistic Beer Co  
Salisbury QLD



**Director**  
**Richard Adamson**  
Founder  
Young Henrys  
Newton NSW



**Director**  
**Claire Clouting**  
Operations  
Systems Manager  
Gage Roads  
Brewing Co WA



**Director**  
**Dereck Hales**  
Founder  
Bad Shepherd  
Cheltenham VIC



**Director**  
**Johnny Latta**  
Founder  
Nomad Brewing  
Brookvale NSW  
(Resigned May 2021)



**Director**  
**Corinna Steeb**  
Founder  
Prancing Pony Brewing  
Totness SA



## IBA STAFF

**General Manager**  
Kylie Lethbridge



**Head of Events**  
Siobhan Kerin



**Head of Industry Development**  
Kate Paterson



**Content Producer/  
Program Manager**  
Luke Robertson



**Marketing and  
Membership  
Coordinator**  
Anna Reissig





## WITH MANY THANKS TO OUR SPONSORS

AS WE WRAP UP 2020/21 THERE HAS BEEN A LOT OF REFLECTION ABOUT ALL THE ASSISTANCE THE IBA HAS AND CONTINUES TO RECEIVE.

THE ACHIEVEMENTS OF THE IBA AND THE WIDER INDUSTRY COULDN'T HAVE HAPPENED WITHOUT THOSE WHO DONATE GOODS, RESOURCES, EXPERTISE, THEIR TIME AND FINANCIAL SUPPORT. HERE WE RECOGNISE KEY BUSINESSES THAT HAVE HELPED US ACHIEVE THESE OUTSTANDING RESULTS IN THIS REPORT.

2XE	Lallemand Brewing
Australian International Beer Awards	Midland Insurance
Barrett Burston	Mighty Craft
Beer DeLuxe	Modus Operandi
Bintani Australia	New South Wales Government
Boatracker Brewers & Distillers	NewMac Video Agency
BrewsNews	Orora
Brudge Road Brewers	Plakkit
Chill Logistics	Pub Digital
Chr. Hansen	Queensland Government
Crafty Pint	Rastal
Cryer Malt	Roxset
DB Schenker	South Australian Government
Ellerslie Australia	Stomping Ground
Evan Evans	TFE Hotels
Fermentis	TFG Group
First in last out	Thirsty Merchants
GABS	Triple R
Gladfield Malt	Victorian Government
Harry the Hirer	We make apps
HopCo	Welovecode
Hop Nation Breweries	Yakima Chief Hops
Hop Products Australia	Zilla & Brook
Kegstar	
Konvoy	








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This report is available online at [iba.org.au](http://iba.org.au)

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