

2019-20 Annual Report



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INDEPENDENT BREWERS ASSOCIATION ANNUAL REPORT 2019-2020

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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

Well what a year it has been.

We started out this financial year all guns blazing with an amazing array of campaigns, events, education and information options for our members, but as the world changed, almost overnight, all bets were off.

In a year that has seen disastrous bushfires and a raging global pandemic, and now a recession, it's certainly been one of the toughest times, not only for our industry, but in history.

As I write this we are still reeling from the effects of the pandemic and subsequent lockdown. We've seen the closure of breweries, loss of some of our staff and the cancellation of many events that we all look forward to as a community of brewers.

The only thing that has made all the hard work even remotely possible is that we have all worked together and this has made your association stronger. We have used every opportunity available to us to ensure that our voice is a permanent fixture in the halls of our State and Federal Parliaments. Together we are well and truly stronger than we could ever be as individual organisations and our association continues to evolve in its ability to drive the message of indie brewers.

Now in saying that, it's not all been bad news!

We launched the Independent Seal, celebrated the very first Indie Beer Day, developed a new website and member service platform, created a long term Strategic Plan, appointed our new General Manager, ran a virtual Good Beer Week, extended our retail partnerships that has resulted in more indie beer on shelves, succeeded in accessing state government grant funding and gained traction with our advocacy efforts with Federal Government.

This challenging time has given us the opportunity to better understand the needs of members and to ensure the operation of our association is sustainable so no matter what happens, it can deliver for members.



I would like to take this opportunity to thank my fellow Board Members, the plethora of volunteers including our Project Groups, and the IBA Team for always going the extra mile, for freely giving of their time, and for investing their heart and soul into this great industry. I am very lucky to work with such an amazing team of people and I will be forever grateful for their support.

Cheers

Pete Phliip
IBA Chairman

YEAR IN REVIEW

WHILE COVID-19 HAS CERTAINLY DOMINATED THE PAST YEAR, THERE HAS BEEN PLENTY OF INITIATIVES, EVENTS AND RESOURCES ROLLED OUT FOR MEMBERS.

KEY EVENTS

SEPT 2019

- BrewCon
- Indies Awards

OCT 2019

- Indie Beer Day

NOV 2019

- AGM
- New board directors elected

JAN 2020

- Resilience Beer

FEB 2020

- New website launch
- Parliamentary Friends of Primary Producers event

MAR 2020

- New General Manager commences
- Virtual Indie Beer Showcase
- Keeping Local Alive initiative

APR 2020

- COVID-19 Resources launched

MAY 2020

- Virtual Good Beer Week
- Virtual Trade Hub
- Mixed Indie Beer Pack & Point of Sale

JUN 2020

- NSW Grant announced

RESILIENCE BEER

Resilience Beer is a project that arose in the wake of unprecedented bushfires in Australia during late 2019 and early 2020. It came from a desire in the local beer industry to support those impacted by and fighting the fires both now and in the future.

The aim was to raise much-needed funds to help impacted communities transition from crisis to healing through regeneration and rehabilitation projects. Brewers and the industry around them play a strong role in their local communities, as evidenced by the hundreds of fundraisers and other events launched throughout the local beer world since fires first broke out in late 2019.

As part of the international beer community's ongoing support for bushfire relief efforts, brewers in Australian and overseas were invited to join in a fundraising brew.

A total of \$81,000 was raised for bushfire relief.

ONLINE RESOURCES

The new IBA website launched in February offering members access to a range of valuable resource including forums, fact sheets, guidelines and video recordings of Mash Up and BrewCon presentations.

This year, we delivered a COVID-19 Resource section which was filled with grant information, business support, tools and offers to help indie brewers navigate the trials of restrictions and lockdowns.

Our project teams also delivered fact sheets and guidelines on oxygen control in microbreweries and health and safety measures.

KEEPING LOCAL ALIVE

Inspired by The Crafty Pint's #keepinglocalalive campaign, the IBA worked to spread the message that local breweries are an essential part of our community.

This campaign involved lobbying state and federal MPs for adequate assistance and response to COVID-19, supplying marketing materials to breweries, and running a targeted media campaign.

We secured over 250 media mentions to raise awareness of how consumers can support indie brewers, but most importantly how the government could support us.

We secured coverage across ABC TV and Radio, Channel 10, 9, and 7 News in regional areas and majors newspapers such as the Daily Telegraph, Australian Financial Review and Good Food.

The total reach and readership reached in excess of 234 Million.

FRIENDS OF PARLIAMENT EVENT

The IBA hosted a Parliamentary Friends event with the Assistant Minister for Regional Development, the Hon Nola Marino, MP, and Shadow Minister for Agriculture, the Hon Joel Fitzgibbon in mid February.

The event featured a wide range of indie beers from around Australia and allowed members, Senators, and their offices the opportunity to speak directly to the brewers and business owners to inform them about the massive opportunities for economic and regional growth that the independent brewing industry is providing.

This set the groundwork for much of the lobbying that was to follow once Coronavirus hit.

THE IMPACT OF COVID-19

THE SPREAD OF CORONAVIRUS RESULTED IN NATIONAL LOCKDOWNS AND RESTRICTIONS FOR BUSINESSES THE LIKES OF WHICH WE'VE NEVER SEEN. PUB CLOSURES, LOSS OF REGIONAL TOURISM AND LIMITATIONS TO PATRON NUMBERS HAS SEVERELY IMPACTED SALES, BUT ALSO SEEN A NIMBLE INDUSTRY INNOVATE LIKE NEVER BEFORE. THE IBA CONDUCTED SURVEYS THROUGHOUT THIS TIME TO FULLY UNDERSTAND THE PREDICAMENT OF MEMBERS.

GOVERNMENT RELIEF

News of the JobKeeper package announcement came as a welcome relief for indie brewers, however as a high growth industry many were concerned they might not meet the 30% year-on-year reduction in revenue criteria in spite of being down 50% or more. Our Advocacy Project Team kicked into gear to lobby state and federal MPs to ensure that the JobKeeper program legislation was amended to work for indie brewers.

It was also a major opportunity to continue discussions about excise relief as this would have the most significant relief for our industry. These efforts were ongoing as we pushed toward the October budget submissions.

ATO ASSISTANCE

The Australian Government Therapeutic Goods Administration cut red tape so businesses could make hand sanitiser without approval if one of the two World Health Organization recipes were used. This has been certainly fruitful for many breweries who were able to adapt their business.

We also had a big win with the ATO officially allowing licensed venues who don't have excise licenses to do this for a limited time under some reasonable conditions. As a result, our Trade Engagement Project Team also sourced growlers to bulk purchase for members. We were very appreciative of Lallemand for covering the freight cost of this.

61%

of all businesses indicated that without additional Government assistance they would struggle to make it post COVID

On average overall sales were down by



69%

Overall payroll was cut by



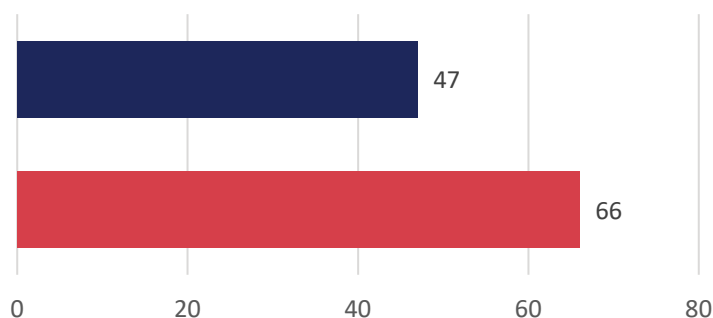
46%



47% pivoted to doing home deliveries & online orders



66% implemented a takeaway service



INDEPENDENT SEAL

THIS PAST YEAR WE'VE MADE SIGNIFICANT EFFORTS TO RAISE AWARENESS AND ADOPTION OF THE SEAL ON BOTH PACKAGING AND ON-PREMISE. MARKETING POINT-OF-SALE WAS DEVELOPED FOR MEMBERS AND MAJOR RETAILERS EXTENDED THEIR SUPPORT TO INDIE BREWERS IN AN EFFORT TO SUPPORT LOCAL DURING TRYING TIMES IN 2020.



SEAL AWARENESS

Initial efforts to raise Seal awareness were celebratory and successful with the inaugural Indie Beer Day. Further marketing efforts were put on hold to provide ample support to indie brewers once COVID-19 restrictions hit.

Marketing point-of-sale materials were developed which included shelf talkers, wobblers, stickers and posters. A mixed indie beer pack was also produced to allow brewers to either join forces with peers to distribute their own mixed range.

The indie beer packs came in 375ml and 500ml sizes. The 500ml packs have been all but snapped up with over 4000 sold, while there were close to 3000 sold of the 375ml packs.

Complimentary POS was produced by CraftyMerch to work alongside the Keeping Local Alive initiative. We sent hundreds of posters and thousands of stickers, wobblers and shelf talkers to indie brewers across the country.



RETAILER SUPPORT

This year has seen major retailers throw significant support behind indie brewers, especially when COVID-19 impacted our ability to sell on-premise.

Coles Liquor Team invited indie producers to stock in their stores. This offer extended to Coles Liquor, First Choice Liquor, Liquorland and Vintage Cellars.

Endeavour Drinks Group also onboarded indie brewers across BWS, Dan Murphy's and Cellarmasters introducing hundreds of new indie beers to their ranges. Not only that but they reduced payments terms for eligible suppliers and launched a major national outdoor campaign called 'Local Luvva' through BWS.

The seal was also adopted with Dan Murphy's adding the seal logo to indie brewers listed on its online store, while BWS introduced bespoke Indie Brewer/Seal POS assets to help identify indie beers in its 1200+ stores nationwide.

A4 Poster



Wobblers



Half Moons



First Choice Liquor also threw its weight behind Indie Beer Day campaign with in-store POS and social media content to help drive sales and support for indie brewers during this special day.

MARKET & INDUSTRY OVERVIEW

ACCORDING TO IRI DATA FROM DECEMBER 2019 AND THE LATEST ATO DATA, INDEPENDENT BEER CONTINUES TO GROW IN VOLUME AND SHARE OF MARKET. WE SAW ALMOST ALL SIZE CATEGORIES OF BREWERS GROW, WITH THE HIGHEST GROWTH PREDOMINANTLY FROM BREWERS SMALLER THAN 300K LITRES AND LARGER THAN 5 MEGALITRES. THE REDUCTION IN THE 1-5 MLT CATEGORY IS LIKELY A RESULT OF BREWERY SALES.



7.95%

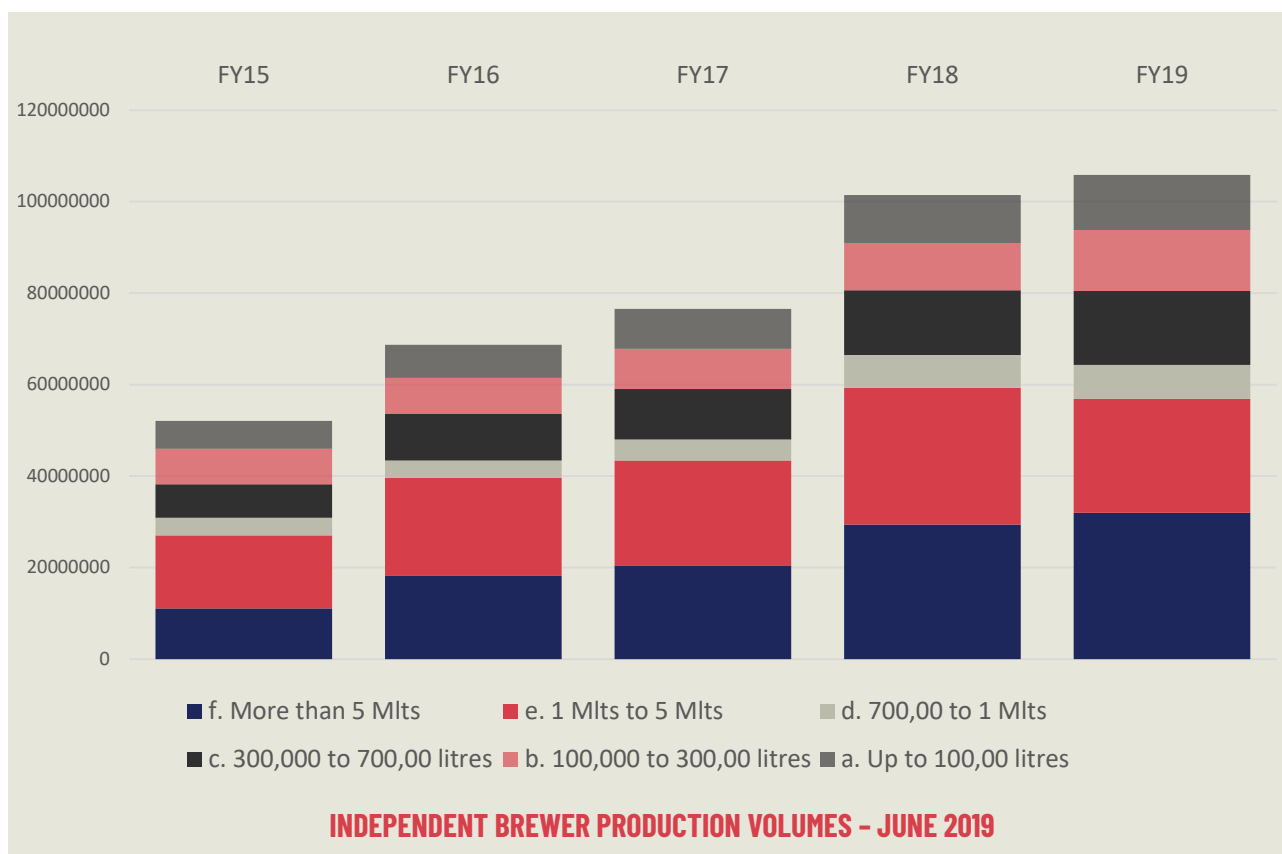
Share of total market volume
This is an increase of 11.5% from last year (previous figure 6.5%).



10.66%

Share of total beer revenue (\$)
This is an increase of 11% from last year

**OF THE 619 BREWING "COMPANIES", 548 ARE EXCISE PAYING ENTITIES
16% (+76) VS PREVIOUS YEAR**



IBA MEMBERSHIP

DESPITE THE HARDSHIP OF 2020, INDIE BREWERS ARE CONTINUING TO EVOLVE WITH ALMOST 20% YEAR ON YEAR GROWTH. THE BIGGEST DRIVER BEING SMALLER BREWERIES WITH 29.27% GROWTH WHILST MID-LARGE BREWERS HAVE HAD LITTLE OR NO GROWTH RELATIVE TO THE MARKET.

While overall membership has declined by 14.63% this past year, this has largely been driven by a drop in Associate Members (Supply dropped by 47.34%) and Brewery-in-Planning members (dropped by 55.1%). Given the circumstances of this year, this is not surprising.

Brewery members increased by 19.03% with NSW delivering the biggest jump in members with an increase of 52.31%. This is largely due to the NSW grant which covered the cost of membership for all indie brewers located in NSW, whether they were existing members or new. Queensland drove the next biggest spike in membership with a further 17.5% increase.



TYPES OF MEMBERSHIP

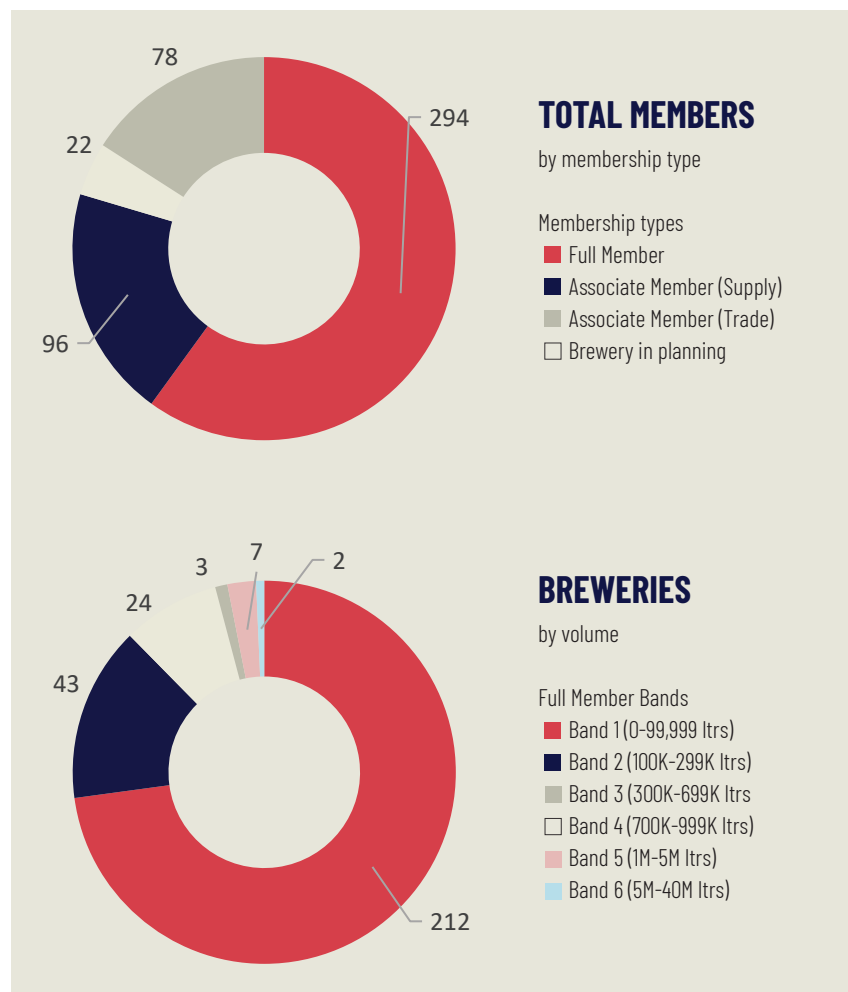
There are now four types of annual IBA memberships:

FULL MEMBERSHIP: open to all Australian Independent Brewers.

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

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

ASSOCIATE MEMBERSHIP (TRADE): available to all bars, venues and bottle shops in Australia.



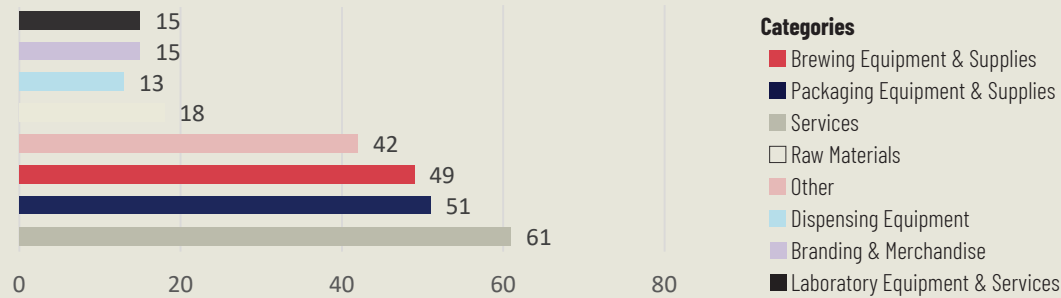
BREWERIES BY LOCATION



BREWERIES-IN-PLANNING



ASSOCIATE MEMBERS



ADVOCACY

ADVOCACY HAS CERTAINLY EVOLVED TO BECOME A MUCH BIGGER PART OF OUR ROLE THAN ANY OF US MIGHT HAVE EXPECTED, PARTICULARLY AS OUR WORLD CHANGED WHEN THE CORONAVIRUS PANDEMIC HIT.

Our efforts at a federal level have focused on excise relief and the forgiving of excise debt and as a result we have responded to each and every opportunity to engage with politicians, relevant departments and agencies as well as media.

The Parliamentary Friends event was a successful exercise and as a result, we now have a number of ambassadors and advocates, however the matter of excise is a complex one so it is not likely to change overnight but the matter is certainly one that we will continue to focus our efforts on. Our budget submissions have been made available to members so you will find the detail in there.

Federally, our efforts have now expanded to include a request to develop a long term national strategy for the independent brewing sector.

Unlike many other rapidly growing industries we do not currently feature in any federal policy or strategy. Beer is not acknowledged as an opportunity for the national economy, agriculture or manufacturing sectors and as a result it is difficult for us to attract support and resources to enable our growth. In this respect we envy the wine industry so have been working hard to illustrate why we should be provided even a small part of the resources that they have enjoyed over the decades.

To further these aims we have been working with AusIndustry and the Department of Industry, Science, Energy and Resources and relevant Ministers to scope and fund this major piece of work. At the time of writing this report, these conversations were going well and even though it will take time, we feel the outcome will be a good one.

At a state level our work is a combination of responding to issues and opportunities as well as proactively working on challenges that have a significant impact on our members. We have been involved in consultations and discussions around; licencing, regulation, town planning, grants, marketing and funding.

We have also now started to work hard on having indie beer strategies (like those in NSW and QLD) in place in each state. These plans provide a fantastic conduit into government and are generally allocated resources and funding in order to ensure their delivery. If its not happening in your state yet – it certainly will be.



A woman with dark hair is smiling and holding two beer glasses. The glasses have a circular logo that says "GOOD BEER". The background is dark with bokeh light effects. The word "EVENTS" is written in large white capital letters on the right side of the image, with a red horizontal bar underneath it.

EVENTS

BREWCON 2019

**IN 2019 BREWCON WAS HELD
IN MELBOURNE FROM THE
3RD - 6TH SEPTEMBER AT THE
MELBOURNE CONVENTION AND
EXHIBITION CENTRE.**

ATTENDANCE

700

GROWTH IN ATTENDANCE

92%

EXHIBITORS

88

**ATTENDEES THAT
DOWNLOADED THE APP**

61%

The Keynote was delivered by English author, and beer historian, Pete Brown, who discussed marketing and the advantages that independent brewers have over the multinationals. The rest of the talks were spread across four presentation spaces, including the new IBA Trade Hub and Indie Bar. This offered a variety of sessions curated by the IBA.

TRADE EXPO

While there was a reduction in available Trade Expo space by 57%, we only had a reduction of 7% in actual exhibitors. A total of 700 tickets were issued for BrewCon19, which was an increase of attendance from 2018 by 92%.

TRADE HUB

The Trade Expo welcomed the new addition of the IBA Trade Hub.

This introduced informal content available to the industry regardless of their brewing journey. With 36% of attendees qualified brewers these were well received with many at capacity.

The space was spilt into two 60 capacity presentation spaces back to back using "Secret Sounds" headphones. This allowed two simultaneous presentations to be held, with all content recorded to be later uploaded through the members only portal.

While 18% of attendees said they initially planned to visit a Trade Hub talk, 60% of all delegates attended once they were there. A great result for a new activation.



INDIES 2019

THE INDEPENDENT BEER AWARDS (THE INDIES) HIT ITS THIRD YEAR IN 2019. WITH THE GROWTH IN ENTRIES OVER THE PREVIOUS TWO, IT WAS DECIDED 2019 WOULD JUDGE ONLY AUSTRALIAN ENTRIES, RATHER THAN INCLUDING INTERNATIONALS.

This is testament to the growth and quality in Australian independent beer. In 2019 it was held at Showtime Events, South Wharf, Melbourne, and was the final celebration of Brewcon 2019.

There were 1020 beers, from 147 breweries judged over two days. This represents an increase of 36% in beer entries, and 18% brewery entries from the 2018 awards. Judges were made up of 45 local and international judges, plus 29 associate judges who are now further on their way to becoming an experienced judge.

This year also saw the addition of three new peer nominated awards—Young Gun of the Year, Community Initiative of the Year, and IBA True Industry Supporter—in addition to the Services to the Industry award.



COMPETITION STATS

Number of entries	1020
Total Breweries	147
Draught Entries	533
Packaged Entries	487

STATE BREAKDOWN

Australian Capital Territory	31
New South Wales	308
Queensland	239
South Australia	73
Tasmania	22
Victoria	267
Western Australia	80

BEER

Category	Gold	Silver	Bronze	Total
Pale Ale	84	71	17	172
Amber Dark Ale	18	17	6	41
Porter/Stout	28	18	5	51
Hybrid Beer	53	33	7	93
Lager	45	29	6	80
India Pale Ale	41	38	11	90
European-Style Ale	10	5	4	19
Session Beer	25	23	11	59
Strong Beer	43	31	14	88
Mixed Culture Beer	19	19	5	43

INDIE BEER DAY 2019

THE INAUGURAL INDIE BEER DAY CAMPAIGN WAS ABOUT RALLYING THE TROOPS TO RAISE AWARENESS OF WHAT INDEPENDENCE IS. IT WAS DESIGNED TO BRING US TOGETHER TO ENGAGE THE CUSTOMERS OF INDEPENDENT BREWERIES, AND IBA SUPPORTER-VENUES ACROSS THE COUNTRY.



OCTOBER 26, 2019

For the first ever Indie Beer Day we celebrated with hundreds of participating breweries and venues. It was exciting to see our members so actively engaged as breweries and venues told the Indie Beer story to their supporters and community. They were sharing photos, videos and stories all over social media and our members were the driving force in community engagement.

The campaign achieved national media coverage on TV, radio, newspaper and online publications, while social media advertising drove close to 100,000 video views.

Herald Sun



The Advertiser

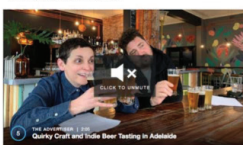
Indie Beer Day spreading "cheers"

Gordon Knight, The Advertiser

October 26, 2019 5:00pm

Change your glasses and get set to roar "cheers" at 4.30pm on Saturday when indie beer drinkers come together around the nation and raise a glass to Australia's little brewers.

In celebration of Australian independent breweries, from the smallest to the mighty, the Independent Brewers Association has earmarked this Saturday as the inaugural National Indie Beer Day.



From Pressing Pony to Big Bird to the Spackle at the Whittowers, a selection of IBA breweries and venues will spread the cheer and the stories of the communities that make independent beer.



MEMBER PARTICIPATION

This campaign brought to the forefront a highly engaged community with 256 participating venues and 60+ new members for the first Indie Beer Day.

In addition, to the increase in new members, 62% of participating members and venues shared content online about Indie Beer Day and the importance of independence.

We also developed digital assets and content for this campaign and 57% of participating members took up the offer and shared these assets online.

2.49
MILLION REACH

combined advertising and PR reach exceeding target by 690K

111
MEDIA MENTIONS

With total reach of 1,899,714 valued at \$929,611

98.9K
VIDEO VIEWS

across Facebook, Instagram and YouTube (paid only).

MASH UPS

THE PAST YEAR, WE'VE HELD EIGHT MASH UPS AROUND THE COUNTRY COVERING A RANGE OF TOPICS FROM MARKETING STRATEGIES, HOP REPORTS AND MALT ANALYSIS. COVID-19 RESTRICTIONS LIMITED THE NUMBER OF EVENTS WE COULD DELIVER IN 2020, BUT WE WERE ABLE TO PIVOT AND OFFER ONLINE OPTIONS TOO.

MASH UP EVENTS

Teaming up with our Associate members, we've been able to organise national events and networking opportunities for members to meet up, learn and be part of the community. These events provide opportunities to network and make professional connections in member's local areas, as well as learn more about the industry.

We make our best effort to reach each corner of Australia, and have managed to host a Mash Up in every state so far. To ensure knowledge is shared to all members, each Mash Up is recorded and made available via the IBA members portal.

This year our presentation partners included Hop Products Australia, Beerco and Crafting A Strategy.

ONLINE MASH UP

In our efforts to provide useful information to our members when they need it most, we developed an online version of the Mash Up.

At a time where every business is looking to cut costs, our Associate Member, Choice Energy was the first partner to deliver an online version of Mash Ups with a timely topics: Savings, Tax Breaks and the Energy Market.



LOCATION BREAKDOWN

New South Wales	2
Queensland	1
South Australia	1
Tasmania	1
Victoria	2
Western Australia	1



VIRTUAL EVENTS

FOLLOWING THE DECISION TO POSTPONE GOOD BEER WEEK AND INDIE BEER SHOWCASE 2020 DUE TO COVID RESTRICTIONS, VIRTUAL FESTIVAL PLANNING KICKED INTO GEAR.



VIRTUAL INDIE BEER SHOWCASE

Virtual Indie Beer Showcase started streaming within a week with a program pulled together where a total of 21 events were streamed.

VIRTUAL GOOD BEER WEEK

The GBW Virtual Festival launched with online tastings, quizzes, interviews, bingo, cooking classes, an awards night and even wrestling.

This format allowed us to test the viability of a Virtual Trade Hub - with 7 sessions successfully providing sponsorship and educational opportunities.

We also offered the first ever exclusive GBW At-Home Pack which SOLD OUT across all 5 online stores in less than 24 hours.



21

VIRTUAL SHOWCASE EVENTS

39

GBWVF EVENTS

10.2K

VIDEO VIEWS

784.4

HOURS WATCHED



FINANCIALS

Income Statement

Independent Brewers Association Ltd
For the year ended 30 June 2020

	NOTES	2020	2019
Income			
Conference and Events Income		928,275	472,421
Membership Income		356,100	325,602
Sponsorship & Advertising Income		65,074	-
Lost Income (COVID 19)		(1,000)	-
Merger Income		(9)	76,380
Other Revenue		332,256	(5,726)
Total Income		1,680,697	868,677
Expenses			
Conference and Events Expenses		540,724	180,739
Marketing and Promotion		269,324	19,729
Operating Expenses		786,355	683,472
Total Expenses		1,596,402	883,939
Surplus/Deficit attributable to members		84,295	(15,263)

Balance Sheet

Independent Brewers Association Ltd

As at 30 June 2020

	NOTES	30 JUN 2020	30 JUN 2019
Assets			
Current Assets			
Cash and Cash Equivalents	2	302,394	162,979
Prepayments		90,909	-
Rental Bond - Melbourne		3,000	3,000
Trade and other receivables	3	93,679	200,819
Total Current Assets		489,982	366,798
Non-Current Assets			
Property, plant and equipment	4	512	1,347
Total Non-Current Assets		512	1,347
Total Assets		490,494	368,145
Liabilities			
Current Liabilities			
Bank overdraft			
Business One Credit Card		440	111
Total Bank overdraft		440	111
Trade and Other Payables	5	97,751	44,261
Employee Entitlements		18,034	33,825
Rounding		-	(25)
Total Current Liabilities		116,225	78,171
Total Liabilities		116,225	78,171
Net Assets		374,269	289,974
Equity			
Accumulated Surplus		374,269	289,974
Total Equity		374,269	289,974

Notes to the Financial Statements

Independent Brewers Association Ltd

For the year ended 30 June 2020

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 2020. 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 2020. 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 control of goods passes to the customer.

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.

	2020	2019
2. Cash & Cash Equivalents		
Bank Accounts		
Cheque Account	301,990	160,532
Direct Debit Account	404	2,447
Total Bank Accounts	302,394	162,979
Total Cash & Cash Equivalents	302,394	162,979
	2020	2019

3. Receivables

Current		
Trade Debtors	93,679	200,819
Total Current	93,679	200,819
Total Receivables	93,679	200,819
	2020	2019

4. Property Plant and Equipment

Plant and Equipment		
Plant and equipment at cost	13,098	11,917
Accumulated depreciation of plant and equipment	(12,586)	(10,570)
Total Plant and Equipment	512	1,347
Total Property Plant and Equipment	512	1,347



	2020	2019
5. Payables		
Current		
GST	2,789	18,987
Superannuation Payable	13,569	1,217
Trade Creditors	81,393	24,056
Total Current	97,751	44,261
Total Payables	97,751	44,261

Depreciation Schedule

Independent Brewers Association Ltd

For the year ended 30 June 2020

NAME	COST	OPENING VALUE	PURCHASES	DISPOSALS	DEPRECIATION	CLOSING VALUE
Plant & Equipment						
Alexis Roitman Dell Laptop	2,980	868	-	-	579	289
Boardroom Table	2,955	-	-	-	-	-
Computer	1,236	41	-	-	21	21
Computer	1,943	25	-	-	12	12
HP Pav x360 Convert	1,181	-	1,181	-	1,181	-
iMac for Admin	1,544	313	-	-	157	157
Macbook Air	1,260	99	-	-	66	33
Total Plant & Equipment	13,098	1,347	1,181	-	2,016	512
Total	13,098	1,347	1,181	-	2,016	512

IBA BOARD & STAFF

**WE'D LIKE TO THANK THE
IBA BOARD, STAFF AND
VOLUNTEERS WHO WORKED
TIRELESSLY THROUGHOUT
2019-2020.**

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

Thank you to Jamie Cook our
past Chair, Jason Sommers,
Event Manager and Maryann
Separovic, our Head of Marketing
for their contribution to the IBA
and the industry in general.

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
Dereck Hales
Founder
Bad Shepherd
Cheltenham VIC



Director
Jamie Cook
Founder
Founder Stone &
Wood Brewery
(Retired from the
Board in April 2020)



Director
Corinna Steeb
Founder
Prancing Pony Brewing
Totness SA



Director
Johnny Latta
Founder
Nomad Brewing
Brookvale NSW



**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 2019/20
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.
BELOW WE RECOGNISE KEY
BUSINESSES THAT HAVE
HELPED US ACHIEVE THESE
OUTSTANDING RESULTS IN
THIS REPORT.**

Bintani Australia
Cryer Malt
Kegstar
Orora
Hop Products Australia
Lallemand Brewing
Ellerslie Australia
Barrett Burston
Yakima Chief
Victorian Government
O-I
Barth-Haas Group
Chr. Hansen
Cloud Culture
Liquex Logistics

Crafted Insurance
Gigayeast
Heron Beverages
Unleashed Software
Bargo Events
BOC
Australian Brews News
Chill Logistics
Schenker
Harry the Hirer
JFHillebrand
KegID
Roxset
Sahm | JM Style Sun
Tap Decals
Thirsty Merchants








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This report is available online at iba.org.au

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