



Distilled Spirits Aotearoa (NZ) Incorporated

New Zealand Business Number (NZBN): 9429047031708

Certificate of Incorporation: 2716891

Registered office: 16d Sunley Street, Westown, New Plymouth 4312, New Zealand

Telephone: +64(0)21 222 9881 email: chair@distilledspiritsaotearoa.org.nz

DistilledSpiritsAotearoa.org.nz

DISTILLED SPIRITS AOTEAROA (NZ) INCORPORATED

Minutes - DSA Committee

Date: Monday 7 March 2022

Time: 9:05am

Where: Zoom

Attendees on the call

Sue James, Juno Gin - **Chair**
Soren Crabb, 1919 Distilling - **Secretary**
Antony Michalik, The Spirits Workshop – **Committee**
Rob Auld, Auld Distillery - **Committee**
Richard Wilson – **Committee**

Apologies:

Matt Bridge - **Committee**
Isla Sherrington, Cardrona Distillery – **Committee**

Previous Minutes

- Minutes previously circulated.

Matters Arising (from last minutes and any actions)

1. Incorporation and Constitution

- Existing committee should provide a declaration of intent to stay standing for the committee.
- Soren, Antony, Rob, Richard, Matt have declared intent to stay. Rob is happy to stand down if a DSA member wished to be on the committee. Sue wishes to stand down as Chair - DSA will send out an invite for expressions of interest in due course.
- New Policy for discussion
 - *DSA as an Association won't endorse support for any particular charities or fundraising due to sensitivities of promotion of alcohol, however if individual distilleries want to get involved then they should do so with their own due diligence.*

First Antony

Second

Rob

Carried

2. Membership

- Update on Membership numbers:
- Approval of new Membership applications: Committee to review new application information on the Google Drive on file: Membership file.
 - New Member – Akaroa Distillery - Approved
 - New Associate Member - Linkeight Ltd - Approved



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- Membership drive to boost / maintain both full and associate numbers: Committee to review "Approached" sheet on [Membership file](#).
- FAQ requests and Queries for the Committee:
 - Lavender Hill - tastings in the red light framework
 - RoughHands - Distillery startup/ Worksafe
 - Juno Gin – Excise info for MP visit

Correspondence (tabled)

3. Inward

- (4/2/22) Australian Gin Distillers Association requesting involvement of DSA and NZ distillers with the "Juniper Parties" in 2023 in Auckland. Aim is to complement the existing local events calendar whilst providing a festival with a difference, and with the sole focus being Gin; promote the local craft gin scene within New Zealand and encourage the market to 'drink local'; connect New Zealand distilleries with their Australian neighbours; encouraging collaborative relationships; give the New Zealand market exclusive access to a mix of boutique Australian and New Zealand craft gins (Soren and Antony to coordinate response). - Soren meeting with them in March.
- (22/2/22) Approach by Polio New Zealand Inc (via Dunedin Craft distillers) for interest in creating a purple gin to help raise awareness about World Polio Day, celebrated in October each year. (Response by Sue, and discussion on new DSA policy with Committee)

4. Outward

- (9/2/22) Jonathan Price – interview for Food Ticker article (Sue) [Alcohol excise tax warning - Food Ticker 14/2/21](#) (Sue)
- (9/2/22) Article for IBD magazine accepted for March issue: New Zealand Government backs emerging Distilling Industry (Sue)
- (14/2/22) Article for The Shout – Diversity of background of NZ distillers (Sue) [The Shout NZ February 2022 by The Intermedia Group - Issue](#)
- (24/2/22) Letter to David Seymore, Act Party Leader. NZ Distilled Spirits industry - Follow up. Excise and understanding what is happening in our industry. (Soren and Excise Working group)
- (1/3/22) Paul McLeay ADA. Free Trade Agreement with UK signed and includes a specific Wine and Spirits Annex to address details of Technical Barriers to Trade. Informing ADA that we will work closely with them (and TWSA etc), Spirits & Cocktails, Spirits NZ and NZWA to secure a standard for "whisky" or "whiskey" in the Australia New Zealand Joint Food Standards Code.

First Rob

Second Antony

Carried

5. Internal



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Financial Statements (tabled)

Previous Month income/expenses in Appendix 1

- Current balance \$53,572.18
- Request approval to reimburse Sue for \$130.57 (\$US85) for Google GSuite, paid 2/2/22

First Soren Second Rob Carried

Committee Reports

6. Online presence

- Website:
 - Still to upload
 - Members Logos 10
 - Assoc Members logos 15
 - Assoc Members Profiles 20
- Facebook page:
 - All ok

7. NZ Spirits Awards (Antony/ Sue)

- First pool of Judges collected for the Spirit Awards. Final selection depends on the number and scope of entries.
- Working closely with WSET as "educational partners". 2.5 hour judges refresher for scoring and tasting afternoon prior to the judging.
- Entries are now open

8. Excise Rebate (Soren)

- Meeting with Damian Smith (Act Party) on the 9th March to discuss excise reform.
- Waiting on feedback from Stuart Nash & Minister Whitiri's Office. Correspondence sent Feb.

9. Establish Industry Standards

Distillery Safety Standards (Antony):

Starting work with Becca, Started 2nd to last week of February.

Working group for Rum classifications (Matt)

- Awaiting update from Matt



10. Any other matters

Australia/NZ regular 2-month update meeting

- First of regular Australia/NZ regular 2-month update meetings for distilled spirit association presidents/representatives held on 3/2/22. Commenced with a round table of current status and areas of focus. Minutes will be sent out when these are received. Notes:
- Australia is far advanced in their:
 - (i) relationship with Spirits & Cocktails Australia (Spirits NZ equivalent). S&CA has done most of the hard work lobbying and achieving excise reforms. Strong relationship with Govt. Have a program of cooperation with ADA (MoU) including subsidising ADA with physical and financial resources including part of CEO salary. Paid for industry surveys. Current focus is (a) a parliamentary enquiry to produce a national plan for the Spirits Industry (b) Creating a new body *Spirits Australia* to lobby for Govt assistance for export/quality as per the wine industry (c) involvement in Global Spirits associations relating to benefiting small distillery industry
 - (ii) benefits from the Govt. Along with excise relief, most state Distillers Associations get grants and subsidies to help tourism and jobs including fully paying for Association secretariat (admin costs), travel, workshops, cellar door grants, drink-local festivals, costs of setting up distillery trails.
- Based on Australian experience NZ's first clearly critical step is to produce an Industry Blueprint – a full survey of NZ's landscape showing growth and projected employment. Data raises awareness in the Govt and the departments rush in to be involved in tourism, trade opportunities, grants, planning. The survey needs to be done by a 3rd party for data confidentiality (distiller confidence in sharing info) eg. Deloitte, and needs to be extremely detailed. Data mining and reports need to be part of the survey company's remit/ output.
- DSA has agreed that we will (i) keep in contact on industrial standards activity and share Beca final report with ADA (note: Tasmania has mentioned pushing the Govt for changes in Hazardous Goods Act [the Govt supports this and has granted them \$250k to research and action the changes] coupled with introducing compulsory training before you can "become" a distiller), (ii) work together on Spirit Specifications especially with future FSANZ review of Food Standard legislation based on FTA Spirits Annex request impacting both NZ and Australia (note: Tasmania has mentioned developing a trademark for Tasmanian single malt whisky and their stronger specifications for whisky).
- (iii) DSA delegate to attend ADA April conference if possible. Soren (DSA Secretary) Will be in Melbourne already for the Gin Palooza, DSA has agreed to cover 7 nights accommodation \$700 NZD to cover the duration of the event & time for meetings. Soren (1919 Distilling) will cover all additional costs (Flights, food, Covid Testing etc) The ADA has agreed to waive the conference fee for Soren to attend and represent the DSA. Meetings have / are being set up with the ADA / Australian Gin Events and the ADA's working group to maximize the value of the trip.

- Approved & Carried.

Spirits NZ Exec meeting (Sue Invited to attend 3 March 2022)

- Presentation by Glen Neal FSANZ –
 - Likely to be one more label change (with a 3 year transition) because Energy/Carbs and Sugar changes will not be finalised before the deadline for pregnancy label (Aug 2023).



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- Proposal should be out shortly for Energy. Still unsure whether Carbs/Sugar (including Added Sugar) will be 'do nothing/voluntary/mandatory'.
 - Truncated NIP will be allowed – quarter size of current NIP
 - Serve size likely to be used (as well as 100ml?), but industry needs to decide on size
 - Must be accompanied by a consumer education program.
 - Presentation by Todd Kriebel NZIER – Health reforms of 2022
 - Discussed HealthNZ reorganisation. Govt not likely to make huge health changes post-Covid, eg sugar, obesity, alcohol. No appetite for bringing in new controversial mandates and restrictions.
 - Expect the HPA levy to be rolled over in the meantime.
 - Presentation by Mark Unsworth – Current political situation
 - Justice Minister is keen on review of Alcohol Act, but will probably only look at LAP (Local Alcohol Policies) eg opening hours, access to alcohol, density or outlets. May focus on RTDs and Spritzers.
 - Spirits Normalisation
 - Spirits NZ working with Restaurant Association. They are keen to help increase spirits and cocktail accessibility in bars and restaurants, naming spirits by name, equal billing on menus (and sell more/ make more money)
 - Suggesting insights and training platform associated with a Golden Shaker award program in bars and restaurants (like Michelin Stars)

Next Meeting

- Next committee meeting – Monday 11th April 9am



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Appendix 1 – Previous Month Financials Balances – End of Feb 2022:

Income	Expenses	Current Bank Acc
Running total	Running total	Total
\$ 69,894.88	\$ 16,322.70	\$ 53,572.18

\$ INCOME BY MONTH																
Bank Acc opened 1/10/18	F18/19 final	F19/20 final	F20/21 final	2021 Apr	2021 May	2021 Jun	2021 Jul	2021 Aug	2021 Sep	2021 Oct	2021 Nov	2021 Dec	2022 Jan	2022 Feb	2022 Mar	F21/22 current
Advertising sales	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	450.00	0.00	750.00	50.00	100.00	50.00		1500.00
Donations received	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Fees - Associate Member	1112.50	2420.50	3749.65	2,410.11	1,017.34	600.00	100.00	100.00	383.33	233.34	0.00	91.63	33.33	0.00		4969.08
Fees - Full Member	7750.00	12180.00	14813.12	8,062.51	4,187.50	4,925.00	1,500.00	225	500	1125.01	500	229.16	104.2	41.67		21400.03
Bank Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Merchandise sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Total Income	8,862.50	14,600.50	18,562.77	10,472.62	5,204.84	5,525.00	1,700.00	325.01	1,333.33	1,358.35	1,250.00	370.79	237.50	91.67	0.00	27869.11

\$ EXPENSES BY MONTH																
Bank Acc opened 1/10/18	Total F18/19	Total F19/20	Total F20/21	2021 Apr	2021 May	2021 Jun	2021 Jul	2021 Aug	2021 Sep	2021 Oct	2021 Nov	2021 Dec	2022 Jan	2022 Feb	2022 Mar	YTD F21/22
Admin and Research costs	0.00	259.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	98	0.00	0.00	0.00	0.00		98.00
Approved meeting costs	0.00	394.86	1491.17	0.00	0.00	0.00	900.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		900.00
Approved Travel Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Bank Fees	25.00	7.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Consulting & Accounting	0.00	0.00	0.00	0.00	0.00	828.00	0.00	0.00	5,727.86	0.00	0.00	0.00	0.00	0.00		6555.86
Entertainment Food / Beverage	0.00	136.80	0.00	0.00	0.00	0.00	148.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00		148.75
IT Platforms ongoing costs	415.73	404.23	907.22	0.00	0.00	0.00	0.00	0.00	149.90	32.77	0.00	401.58	0.00	0.00		584.25
IT Platforms set up costs	1336.27	1222.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Legal expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Merchandise purchase	0.00	0.00	1156.66	0.00	80.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		80.00
Society set-up	200.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Fee Overpayment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-0.83	0.00	0.00	0.00	0.00		-0.83
	1977.03	2424.59	3555.05	0.00	80.00	828.00	1048.75	0.00	5877.76	129.94	0.00	401.58	0.00	0.00	0.00	8366.03

Payment date				Accrued Expenses		Payment
Category	Year	Month	Day	Approx Amount	Detail	
Approved meeting costs	2022	March		\$1,500.00	NZ Rum Meetings facilitation - Tash McGill	
Consulting & Accounting	2022	April		\$18,704.00	Beca Industrial Standards - \$16,700 + GST	
IT Platforms ongoing costs	2022	March		\$130.57	G Suite Basic annual payment US\$85 from 2 Feb 2022	Paid by Sue 2/2/22 - reimbursement

For Budgeting - Future Income		
Category	Amount	Detail
ASB Bank Account	-	No interest/ No fees
Invoiced - Member fee	0.00	0 x F21/22 payments not yet received (includes pro-rata discounts for partial year fees)
Invoiced - Associate Member fee	0.00	0x F21/22 payments not yet received (includes pro-rata discounts for partial year fees)
New Members - in application	0.00	1x New members
New Assoc Members - in applic.	0.00	1x New Assoc. members (pro-rata discounts for partial year fees)
Total Income	\$ -	

Payment date				For Budgeting - Future Payments		Payment
Category	Year	Month	Day	Approx Amount	Detail	
IT Platforms ongoing costs	2022	Dec	19	\$401.58	WordPress hosting signup: WPNet - \$401.58/year	Annual
IT Platforms ongoing costs	2023	Feb	2	\$130.00	G Suite Basic approx \$US6.90/month from 2 Feb 2022	Annual - one forward payment by Sue US\$85.00
IT Platforms ongoing costs	2022	Sep	7	\$149.90	Zoom subscription Standard Pro Annual US \$149.90 (07/09/22-06/09/23)	Annual - one forward payment by Sue \$149.90
IT Platforms ongoing costs	2022	Dec	20	\$32.77	DSA domain name: 1st domain (website name)	Annual - one forward payment by Sue \$32.77
Consulting & Accounting	2022	June	8	\$855.60	Xero \$71.30 / month Standard Plan. Pay 12 months in advance \$855.60	Annual - one forward payment by Sue \$855.60