

**Budget - 5 Year Planning (Conference every year)**

**Distilled Spirits Aotearoa (NZ) Inc**

Account	2023/24 Plan	2023/24 YTD (Aug	2024/25 Plan	2025/26 Plan	2026/27 Plan	2027/28 Plan	Comment
<b>Income</b>							YTD as at 15 Aug 2023
Commercial (Full) Member Fees (200)	\$26,000.00	\$25,934.88					Membership numbers remain relatively static. ?Increase fee 2028/29 (10 years no change)
- Large			\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	
- Medium			\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	
- Amsll			\$22,750.00	\$22,750.00	\$22,750.00	\$22,750.00	
Associate Member Fees (201)	\$9,000.00	\$7,997.51					Membership numbers remain relatively static. ?Increase fee 2024/25 by \$50 (6 years no change)
- Individual			\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	
- Corproate			\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	
Pre-Commercial			\$2,550.00	\$2,550.00	\$2,550.00	\$2,550.00	
Bank Interest Income (270)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	? Term deposits
Events - Income (290)	\$0.00	\$0.00	-\$5,000.00	\$5,000.00	\$10,000.00	\$15,000.00	e.g. estimated income from annual Conference.
Advertising sales (210)	\$10,000.00	\$7,450.00	\$5,000.00	\$7,000.00	\$10,000.00	\$10,000.00	Newsletter ads only at this stage
Merchandise sales (260)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<b>Total Income</b>	<b>\$45,000.00</b>	<b>\$41,382.39</b>	<b>\$69,800.00</b>	<b>\$81,800.00</b>	<b>\$89,800.00</b>	<b>\$94,800.00</b>	
<b>Gross Profit</b>	<b>\$45,000.00</b>	<b>\$41,382.39</b>	<b>\$69,800.00</b>	<b>\$81,800.00</b>	<b>\$89,800.00</b>	<b>\$94,800.00</b>	
<b>Other Income</b>							
Donations received (280)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<b>Total Other Income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	
<b>Less Operating Expenses</b>							
Income Tax Expense (505)	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	Tax returns/ GST
<b>Total Operating Expenses</b>	<b>\$500.00</b>	<b>\$500.00</b>	<b>\$500.00</b>	<b>\$500.00</b>	<b>\$500.00</b>	<b>\$500.00</b>	
<b>Less Overheads</b>							
Accounting Fees		\$984.50	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	End of year accounts
Admin and Research costs (008)	\$13,000.00	\$18,893.75	\$28,080.00	\$28,080.00	\$28,080.00	\$28,080.00	Monday / Wednesday / Friday 3 hours per day - changeable as required
Approved Meeting costs (005)	\$1,500.00	\$0.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	Strategy Planning 2025-2028. 1 full day or two half days - Online (November)
Approved Travel/Accom Costs (493)	\$14,000.00	\$3,293.39	\$6,000.00	\$8,000.00	\$10,000.00	\$10,000.00	ADA Attendance \$2000.00); AGM \$500pp

Bank Fees (404)	\$0.00	\$39.13	\$50.00	\$50.00	\$50.00	\$50.00	
Consulting & Accounting (412)	\$1,300.00	\$134.43	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	Introduction to PR/Advocacy - member plan development
Entertainment Food / Beverage (006)	\$1,500.00	\$0.00	\$0.00	\$1,500.00	\$1,500.00	\$1,500.00	Committee food/drink official gatherings/ travelling
Events - Losses (480)	\$15,853.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	e.g. losses from Conference. ?Do we take over NZ Spirits Awards
Insurance (487)	\$0.00	\$1,855.34	\$2,000.00	\$2,200.00	\$2,400.00	\$2,600.00	Committee Liability insurance, ? 2025/26
IT Platforms Ongoing Costs (004)	\$1,600.00	\$1,328.51	\$1,500.00	\$1,800.00	\$1,900.00	\$2,000.00	Xero, Googledrive, Zoom etc
IT Platforms Set up Costs (003)	\$0.00	\$3,500.00	-\$3,500.00	\$0.00	\$0.00	\$0.00	Reimburment of Spirit Awards APP
Legal expenses (441)	\$0.00	\$0.00	\$750.00	\$0.00	\$0.00	\$0.00	MOU with Spirits NZ
Merchandise purchase (007)	\$300.00	\$286.96	\$500.00	\$300.00	\$300.00	\$300.00	DSA branding eg Items for conference etc
Promotion & Marketing			\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	graphic artisit work/printing or promotion (mainly Industry Standard)
Society Set up (001)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Subscriptions (485)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<b>Total Overheads</b>	<b>\$49,053.18</b>	<b>\$30,316.01</b>	<b>\$47,380.00</b>	<b>\$53,930.00</b>	<b>\$56,230.00</b>	<b>\$56,530.00</b>	
<b>Total Expenses</b>	<b>\$49,553.18</b>	<b>\$30,816.01</b>	<b>\$47,880.00</b>	<b>\$54,430.00</b>	<b>\$56,730.00</b>	<b>\$57,030.00</b>	
<b>Net Profit</b>	<b>-\$4,553.18</b>	<b>\$10,566.38</b>	<b>\$21,920.00</b>	<b>\$27,370.00</b>	<b>\$33,070.00</b>	<b>\$37,770.00</b>	
Actual 2022/23 YE bank balance:							
	\$44,492.90						
Estimated YE bank balance	\$39,939.72	\$56,798.69	\$78,718.69	\$106,088.69	\$139,158.69	\$176,928.69	