ABN: 34 519 216 085

Financial Statements

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Committee's Report

For the Year Ended 31 December 2016

The committee members submit the financial report of the Association for the financial year ended 31 December 2016.

1. General information

Committee members

The names of committee members throughout the year and at the date of this report are:

Anthony Hill President

Mark Dixon (Resigned June 2016) Former President

Richard Hocking Vice President and Telemark Director

Warren Feakes (Resigned June 2016)

Andrew Rae

Former Vice President

General Manager

Deborah Meehan Treasurer
Richard Jameson Alpine Director
Adam Federico Snowboard Director
Warren Feakes Nordic Director
Tom Hodges Adaptive Director

Adam Hosie Snowsport School Representative

Michael Bierczynski Resorts Representative

Principal activities

The principal activities of the Association during the financial year were:

- to promote, develop, co-ordinate and conduct education, training, accredition and other programs and projects related to snow sport instructions and APSI activities
- to ensure the protection of the separate and collective interests of all members and affiliated bodies
- to implement policies in relation to the conduct, administration, promotion and regulation of snowsport instructor training and accredition
- to raise the levels and standards of instruction in snow sports
- to provide opportunities for all members to maximise their individual potential by fully developing their skills
- to co-operate with and assist any organisation having objects and purposes similar to those of the APSI in any manner which may further the interest of snow sport instruction or the APSI generally, including liaison, support and collaboration with the ISIA, Interski, IVSS and ASAA and other snow sport organisations
- to disseminate information to all members
- to maintain relevant records of APSI activities
- to promote greater awareness of the APSI throughout the community, government, media and corporate sector
- to select and appoint members to represent the APSI in international snow sport instruction events and related activities.

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Committee's Report

1.	General information	
	Significant changes	
	No significant change in the nature of these activi	ties occurred during the year.
2.	Operating results and review of operations for	the year
	Operating result	
	The surplus of the Association for the financial ye 47,738).	ear after providing for income tax amounted to \$ 72,017(2015: \$
	Signed in accordance with a resolution of the Mer	mbers of the Committee:
	Committee member:	Committee member:
	Anthony Hill	Deborah Meehan
	Dated	

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Income and Expenditure Statement

		2016	2015
	Note	\$	\$
Revenue	3	607,287	516,561
Accommodations		(12,911)	(12,944)
Advertising & Promotion		(1,209)	(1,949)
Audit & Accounting fees		(3,475)	(3,145)
Bad & Doubtful Debts		284	(18,695)
Bank charges		(12,339)	(8,610)
Board costs		(704)	(1,100)
Computer expenses		(4,922)	(3,074)
Course & Exam expenses		(10,156)	(5,129)
Depreciation expense		(299)	(598)
Electricity & Gas		(1,617)	(1,723)
Employee Costs		(329,746)	(237,406)
Insurance		(6,293)	(7,604)
Interski expenses		(5,781)	(34,571)
Membership fees		(3,588)	(3,260)
Office supplies		(3,380)	(3,184)
Printing and stationery		6,461	(9,868)
Professional Fees		(8,908)	(2,402)
Purchases - Mechandise & Manuals		(35,118)	(36,473)
Rent expenses		(14,700)	(16,800)
Telephone		(4,261)	(4,573)
Travel / meals - Locals		(60,658)	(49,972)
Uniform costs		(7,523)	(88)
Web Hosting & Design costs		(525)	(381)
Membership expenses		(13,902)	(5,274)
Surplus before income tax Income tax expense		72,017 -	47,738 -
Surplus for the year		72,017	47,738

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Statement of Financial Position

As At 31 December 2016

		2016	2015
	Note	\$	\$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	4	462,600	334,213
Trade and other receivables	5	17,779	33,764
Inventories	6	6,633	21,800
Other assets	7	4,724	1,334
TOTAL CURRENT ASSETS		491,736	391,111
NON-CURRENT ASSETS			
Property, plant and equipment	8	-	300
TOTAL NON-CURRENT ASSETS		-	300
TOTAL ASSETS		491,736	391,411
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	9	17,215	28,731
Employee benefits	11	27,093	19,483
Fees received in advance	10	64,133	32,798
TOTAL CURRENT LIABILITIES		108,441	81,012
NON-CURRENT LIABILITIES			
Employee benefits	11	1,671	792
TOTAL NON-CURRENT LIABILITIES		1,671	792
TOTAL LIABILITIES		110,112	81,804
NET ASSETS		381,624	309,607
EQUITY			
Retained earnings		381,624	309,607
TOTAL EQUITY	_	381,624	309,607

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Statement of Changes in Equity

For the Year Ended 31 December 2016

2016

Balance at 1 January 2016	Note _	Retained earnings \$	Total \$ 309,607
Surplus for the year	_	72,017	72,017
Balance at 31 December 2016	=	381,624	381,624
2015		Retained earnings	Total
	Note	\$	\$
Balance at 1 January 2015		261,869	261,869
Surplus for the year	<u>-</u>	47,738	47,738
Balance at 31 December 2015	_	309,607	309,607

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Statement of Cash Flows

		2016	2015
	Note	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES:			
Receipts from customers		646,852	503,126
Payments to suppliers and employees		(526,221)	(462,196)
Interest received		7,756	3,169
Net cash provided by/(used in) operating activities	13	128,387	44,099
Net increase/(decrease) in cash and cash		420 207	44.000
equivalents held		128,387	44,099
Cash and cash equivalents at beginning of year	_	334,213	290,114
Cash and cash equivalents at end of financial year	4 =	462,600	334,213

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Notes to the Financial Statements

For the Year Ended 31 December 2016

The financial statements cover Australian Professional Snowsport Instructors Association Incorporated as an individual entity. Australian Professional Snowsport Instructors Association Incorporated is a not-for-profit Association incorporated in New South Wales under the Associations Incorporation Act (NSW) 2009 and Associations Incorporation Regulation (NSW) 2010 ('the Act').

The functional and presentation currency of Australian Professional Snowsport Instructors Association Incorporated is Australian dollars.

1 Basis of Preparation

These general purpose financial statements that have been prepared in accordance with the *Associations Incorporation Act (NSW) 2009* and Australian Accounting Standards and interpretations of the Australian Accounting Standards Board. The association is a not-for-profit entity for financial reporting purposes under Australian Accounting Standards. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless stated otherwise.

The financial statements, except for the cash flow information, have been prepared on an accrual basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities. The amounts presented in the financial statements have been rounded to the nearest dollar.

2 Summary of Significant Accounting Policies

(a) Income Tax

The Association is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

(b) Revenue and other income

Revenue is recognised when the amount of the revenue can be measured reliably, it is probable that economic benefits associated with the transaction will flow to the Association and specific criteria relating to the type of revenue as noted below, has been satisfied.

Revenue is measured at the fair value of the consideration received or receivable and is presented net of returns, discounts and rebates.

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

Sale of goods / mechandise

Revenue is recognised on transfer of goods to the customer as this is deemed to be the point in time when risks and rewards are transferred and there is no longer any ownership or effective control over the goods.

Interest revenue

Interest is recognised on a proportional basis taking into account the interest rates applicable to the financial asset

Membership fees

Membership fees are recognised as revenue when received.

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Notes to the Financial Statements

For the Year Ended 31 December 2016

2 Summary of Significant Accounting Policies

(c) Goods and services tax (GST)

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

Receivables and payable are stated inclusive of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included as part of receivables or payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST component of cash flows arising from investing or financing activities which is recoverable from, or payable to, the ATO are presented as operating cash flows included in receipts from customers or payments to suppliers.

(d) Inventories

Inventories are measured at the lower of cost and net realisable value. Cost of inventory is determined using the first-in-first-out basis and is net of any rebates and discounts received.

(e) Property, plant and equipment

Property, Plant and equipment are carried at cost, independent or committees' valuation. All assets excluding freehold land, are depreciated over their useful lives to the Association.

Depreciation

Property, plant and equipment, excluding freehold land, is depreciated on a straight-line basis over the assets useful life to the Association, commencing when the asset is ready for use.

(f) Financial instruments

Initial recognition and measurement

Financial assets and financial liabilities are recognised when the entity becomes a party to the contractual provisions to the intstrument. For financial assets, this is equivalent to the date that the association commits itself to either purchase or sell the asset (ie trade date accounting is adopted).

Financial instruments are initially mesured at fair value plus transaction costs except where the instrument is clssified "at fair value through profit or loss", in case transaction costs are expensed to profit or loss immediately.

Financial Assets

Financial assets are divided into the following categories which are described in detail below:

- loans and receivables;
- financial assets at fair value through profit or loss;
- available-for-sale financial assets; and

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Notes to the Financial Statements

For the Year Ended 31 December 2016

2 Summary of Significant Accounting Policies

(f) Financial instruments

held-to-maturity investments.

Financial assets are assigned to the different categories on initial recognition, depending on the characteristics of the instrument and its purpose. A financial instrument's category is relevant to the way it is measured and whether any resulting income and expenses are recognised in profit or loss or in other comprehensive income.

All income and expenses relating to financial assets are recognised in the income and expenditure statement in the 'finance income' or 'finance costs' line item respectively.

Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are subsequently measured at amortised cost. Gains or losses are recognised in profit or loss throught the amortisation process when the financial asset is derecognised.

Financial assets at fair value through profit or loss

Financial assets are classified at "fair value through profit or loss" when they are held for trading purposes of short-term profit taking, derivatives not held for hedging purposes, or when they are designed as such to avoid an accounting mismatch or to enable performance evaluation where a group of financial assets is managed by key management personnel on a fair value basis in accordance with a documented risk management or investmetn strategy. Such assets are subsequently measured at fair value with changes in fair value (ie gains or losses) being recognised in profit or loss.

Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed maturities and fixed or determinable payments, and it is the association's intention to hold these investments to maturity. They are subsequently measured at amortised cost. Gains or losses are recognised in profit or loss through the amortisatiuon process and when the financial asset is derecognised.

Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that do not qualify for inclusion in any of the other categories of financial assets or which have been designated in this category.

All available-for-sale financial assets are measured at fair value, with subsequent changes in value recognised in other comprehensive income.

Gains and losses arising from financial instruments classified as available-for-sale are only recognised in profit or loss when they are sold or when the investment is impaired.

In the case of impairment or sale, any gain or loss previously recognised in equity is transferred to the profit or loss.

Financial liabilities

Financial liabilities are classified as either financial liabilities 'at fair value through profit or loss' or other financial liabilities depending on the purpose for which the liability was acquired. The Association's financial liabilities

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Notes to the Financial Statements

For the Year Ended 31 December 2016

2 Summary of Significant Accounting Policies

(f) Financial instruments

include borrowings, trade and other payables, which are measured at amortised cost using the effective interest rate method.

Impairment of Financial Assets

Impairment of financial assets

At the end of the reporting period the Association assesses whether there is any objective evidence that a financial asset or group of financial assets is impaired.

Financial assets at amortised cost

If there is objective evidence that an impairment loss on financial assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the financial assets original effective interest rate.

Impairment on loans and receivables is reduced through the use of an allowance accounts, all other impairment losses on financial assets at amortised cost are taken directly to the asset.

Subsequent recoveries of amounts previously written off are credited against other expenses in profit or loss.

Available-for-sale financial assets

A significant or prolonged decline in value of an available-for-sale asset below its cost is objective evidence of impairment, in this case, the cumulative loss that has been recognised in other comprehensive income is reclassified from equity to profit or loss as a reclassification adjustment. Any subsequent increase in the value of the asset is taken directly to other comprehensive income.

(g) Cash and cash equivalents

Cash and cash equivalents comprises cash on hand, demand deposits and short-term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

(h) Employee benefits

Short-term employee benefits

Provision is made for the Association's obligation for short-term employee benefits. Short-term employee benefits are benfits that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

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Notes to the Financial Statements

For the Year Ended 31 December 2016

2 Summary of Significant Accounting Policies

(h) Employee benefits

Other long-term employee benefits

Provision is made for employees' leave entitlements not expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service. Other long-term employee benefits are measured at the present value of the expected future payments to be made to employees. Any remeasurements of other long-term employee benefit obligations due to changes in assumpltions are recognised in profit or loss in which the changes occur.

The association's obligations for long-term employee benefits are presented as non-current provisions in the statement of financial position, except where the association does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period, in which case the obligations are presented as current provisions.

(i) New Accounting Standards and Interpretations

An assessment of Accounting Standards issued by the AASB that are not yet mandatorily applicable and their potential impact on the association when adopted in future periods is discussed below:

 AASB 9: Financial Instruments and associated Amending Standards (applicable to annual reporting periods beginning on or after 1 January 2018).

The Standard will be applicable retrospectively (subject to the provisions on hedge accounting outlined below) and includes revised requirements for the classification and measurement of financial instruments, revised recognition and derecognition requirements for financial instruments, and simplified requirements for hedge accounting.

Although members of the committee anticipate that the adoption of AASB 9 may have an impact on the association's financial instruments, it is impractible at this stage to provide a reasonable estimate of such impact.

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Notes to the Financial Statements

For the Year Ended 31 December 2016

3 Revenue and Other Income

		2016 \$	2015 \$
	Revenue		
	- ASAA Income	22,030	21,640
	- Fees - Course & Exam	414,358	343,359
	- Sales - Manuals	44,172	39,109
	- Sales - Mechandise	4,989	8,015
	- Membership Fees	109,072	80,857
	- Sponsorship & Interski Income	3,809	20,191
	- Interest Received	7,756	3,169
	- Other Income	1,101	221
	Total Revenue	607,287	516,561
4	Cash and Cash Equivalents		
		2016	2015
		\$	\$
	Cash on hand	2,174	2,940
	Bank balances	206,268	131,273
	Short-term deposits	254,158	200,000
		462,600	334,213

Reconciliation of cash

Cash and Cash equivalents reported in the statement of cash flows are reconciled to the equivalent items in the statement of financial position as follows:

	Cash and cash equivalents	\$ \$	\$ 334,213
	Balance as per statement of cash flows	462,600	334,213
5	Trade and Other Receivables		
		2016	2015
		\$	\$
	CURRENT		
	Trade receivables	36,190	52,459
	Provision for impairment	(18,411)	(18,695)
	Total current trade and other receivables	17,779	33,764

2016

2015

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Notes to the Financial Statements

•		
6	Invant	tories
•	11 I V G I I I	ULICS

	CURRENT	2016 \$	2015 \$
	Stock on hand	6,633	21,800
		6,633	21,800
7	Other Assets		
		2016 \$	2015 \$
	CURRENT	0.440	4.004
	Prepayments Accrued income	2,449 2,275	1,334 -
		4,724	1,334
8	Property, plant and equipment		
		2016 \$	2015 \$
	Plant and equipment At cost	24,109	24,109
	Accumulated depreciation	(24,109)	(23,809)
	Total plant and equipment		300

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Notes to the Financial Statements

For the Year Ended 31 December 2016

8 Property, plant and equipment

(a) Movements in carrying amounts of property, plant and equipment

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year:

	Plant and Equipment \$	Total \$
Year ended 31 December 2016 Balance at the beginning of year Depreciation expense	299 (299)	299 (299)
Balance at the end of the year		-
	Plant and Equipment \$	Total \$
Year ended 31 December 2015 Balance at the beginning of year Depreciation expense	897 (598)	897 (598)
Balance at the end of the year	299	299

9 Trade and Other Payables

	2016	2015
	\$	\$
CURRENT		
Trade payables	-	660
GST payable	4,456	6,622
Accrued expenses	6,385	13,027
Other payables	6,374	8,422
	17,215	28,731

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Notes to the Financial Statements

10 Fees received in adv	vance
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	2016	2015
	\$	\$
CURRENT		
Membership fees in advance	38,269	26,680
Training fees in advance	25,864	6,118
	64,133	32,798
11 Employee Benefits		
	2016	2015
	\$	\$
Current liabilities		
Long service leave	19,135	16,422
Annual leave provisions	7,958	3,061
	27,093	19,483
	2016	2015
	\$	\$
Non-current liabilities		
Long service leave	1,671	792
	1,671	792
12 Auditors' Remuneration		
	2016	2015
	\$	\$
Remuneration of the auditor of the association, Hardwickes Chartered Accountants, for:		
- auditing or reviewing the		
financial statements	3,200	3,000
Total	3,200	3,000

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Notes to the Financial Statements

For the Year Ended 31 December 2016

13 Cash Flow Information

(a) Reconciliation of result for the year to cashflows from operating activities

Reconciliation of net income to net cash provided by operating activities:

	2016	2015
	\$	\$
Surplus for the year	72,017	47,738
Non-cash flows in profit:		
- depreciation	299	598
- impairment of receivables	18,411	18,695
Changes in assets and liabilities:		
- (increase)/decrease in trade and other receivables	(2,425)	(35,372)
- (increase)/decrease in prepayments	(3,390)	1,493
- (increase)/decrease in inventories	15,167	(6,143)
- increase/(decrease) in income in advance	31,335	6,412
- increase/(decrease) in trade and other payables	(11,516)	12,240
- increase/(decrease) in employee benefits	8,489	(1,562)
Cashflow from operations	128,387	44,099

14 Events after the end of the Reporting Period

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the Association, the results of those operations or the state of affairs of the Association in future financial years.

15 Association Details

The registered office of the association is:
Australian Professional Snowsport Instructors Association Incorporated
PO Box 131
Jindabyne NSW 2627

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Statement by Members of the Committee

In the opinion of the committee the financial report as set out on pages 3-16:

- 1. Present fairly the financial position of Australian Professional Snowsport Instructors Association Incorporated as at 31 December 2016 and its performance for the year ended on that date in accordance with Australian Accounting Standards (including Australian Accounting Interpretations) of the Australian Accounting Standards Board.
- 2. At the date of this statement, there are reasonable grounds to believe that Australian Professional Snowsport Instructors Association Incorporated will be able to pay its debts as and when they fall due.

Th	is statement is ma	ide in ac	ccordance v	vith a	resolution	of the	committee	and is	signed	for ar	nd on	behalf	of the	committee
by	:													

President	Anthony Hill
Treasurer	Deborah Meehan

Dated

Independent Audit Report to the members of Australian Professional Snowsport Instructors Association Incorporated

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of Australian Professional Snowsport Instructors Association Incorporated (the Association), which comprises the statement of financial position as at 31 December 2016, the income and expenditure statement, the statement of changes in equity and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the declaration by those charged with governance.

In our opinion, the accompanying financial report presents fairly, in all material respects, including:

- (i) giving a true and fair view of the Association's financial position as at 31 December 2016 and of its financial performance and its cash flows for the year ended; and
- (ii) complying with Australian Accounting Standards.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Association in accordance with the auditor independence requirements of the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance

Management is responsible for the preparation and fair presentation of the financial report in accordance with the Associations Incorporation Act (NSW) 2009 and Associations Incorporation Regulation (NSW) 2010, and for such internal control as management determines is necessary to enable the preparation of the financial report is free from material misstatement, whether due to fraud or error.

In preparing the financial report, management is responsible for assessing the the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Association's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judegement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the overide of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the committee.
- Conclude on the appropriateness of the committee's use of the going concern basis of accounting and, based on the audit evidence obatined, whether a material uncertainty exists related to the events or conditions that may cast significant doubt on the association's ability to continue as a going concern. If we conclude that a material uncertaintly exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the aduit evidence obtained up to the date of the auditor's report. However, future events or conditions may cause the association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the committee regarding, amounother matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Hardwickes
Chartered Accountants

Robert Johnson FCA Partner

Canberra