



*Boating Industry Association
of Victoria*

ANNUAL REPORT

January - December

2021

Boating is
good for you



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The Boating Industry Association of Victoria

The Boating Industry Association of Victoria is the Voice of the Marine Industry. Whilst supporting and representing direct members, the BIAV also advocates for the state's 200,000 registered boat owners and 420,000 marine licence holders. This extends to an additional 500,000 people in Victoria who list boating as a past-time of choice. Those numbers are sneaking up toward one million Victorians who are in effect, boaters. So whether they boat for fishing, cruising, houseboating, tow sports, racing, sailing, paddling, jet-skiing, adventuring, or for other reasons, the BIAV exists to take all possible steps to make boating more attractive and accessible.

As an industry body, and as a supporter of almost one million Victorians that list boating as a past-time, BIAV is a highly connected conduit to government. This is primarily the Victorian state government; however, it extends to local government in many instances, and at times to the federal level. Government linked bodies such as Parks Victoria and Marine Safety Victoria are examples of other bodies that BIAV remains closely connected to and works with to take all possible steps to make boating more attractive and accessible.

BIAV works to influence outcomes in many areas however in essence it comes back to supporting industry to maximise its opportunities and to boost boating participation by influencing outcomes to make it more attractive, and accessible. These outcomes often relate to boating related facilities and infrastructure, to making Victorian waterways more accessible and user-friendly, and to there being a balance between environmental and sustainability priorities, along with access and user priorities.

BIAV represents over 90% of the marine industry in Victoria. Members come from a diverse range of businesses and organisations, some of which are leaders in Australia's marine industry. BIAV's membership covers industry sectors that include:

- Boat Dealers Division
- Marinas & Clubs Division
- Chandlery, Associations & Services Division
- Manufacturing, Wholesalers & Distributors Division
- Honorary Life Member Division

Vision

A thriving boating industry.

Mission

Drive industry success by taking all possible steps to make boating more attractive, accessible, and the recreational pastime of choice.

Code of Ethics

All members of the BIAV are bound by a Code of Ethics, providing the consumer with peace of mind and the assurance that they will receive quality products and services.

Member businesses are placed in a position of trust to -

1. Act honestly and fairly in all business dealings with the consumer.
2. Maintain professional courtesy and integrity at all times.
3. Ensure all advertising and representations are truthful and accurate.
4. At all times act in an environmentally responsible manner.
5. Do all that is possible to promote safe boating and education practices.
6. Render accurate, truthful and expert advice to the community.
7. Strive for excellence in quality of service to customers.
8. Promptly attend to all justifiable warranty claims.

Presidents

1961	M.J. Wittman	1983	A.T. Lock	2002	R.H. Smith
1962	M.J. Wittman	1984	A.T. Lock	2003	R.H. Smith
1963	M.J. Wittman	1985	D.N. Herningway	2004	R.H. Smith
1964	L.C. Stevenson	1986	D.N. Herningway	2005	R.H. Smith
1965	L.C. Stevenson	1987	T.V. Minear	2006	C. Warner
1966	L.C. Stevenson	1988	T.V. Minear	2007	G. Howlett
1967	E.V. Smith	1989	C.W. Brewer	2008	G. Howlett
1968	J.B. McLachlan	1990	C.W. Brewer	2009	G. Howlett
1969	J.B. McLachlan	1991	C.W. Brewer	2010	D. Heyes
1970	J.B. McLachlan	1992	C.O. Brown	2011	D. Heyes
1971	A.S. Dunklerly	1992	I.B. Harris	2012	A. Warner
1972	A.S. Dunklerly	1993	I.B. Harris	2013	A. Warner
1973	A.S. Dunklerly	1994	I.B. Harris	2014	P. Benjamin
1974	S.O. Bush	1994	P.E. Buckingham	2015	I. Hoe
1975	S.O. Bush	1995	P.E. Buckingham	2016	T. Rozakis
1976	S.O. Bush	1996	J.D. Lewis	2017	M. Crockford
1977	D.J. Hassett	1997	J.D. Lewis	2018	M. Crockford
1978	D.J. Hassett	1997	C. Warner	2019	M. Crockford
1979	P.L. Gray	1998	C. Warner	2019	D. Meehan
1980	A.T. Lock	1999	C. Warner	2020	D. Meehan
1981	A.T. Lock	2000	C. Warner	2021	D. Meehan
1982	DJ. Hassett	2001	R.H. Smith		

Life Members

H.T. West*	T.V. Minear*	J. Stavrinidis
L.C. Stevenson*	C.J. Dyer*	L. Savage
M.J. Wittman*	C.W. Brewer	P. Savage
J.B. McLachlan*	I.B. Harris	N. Whittley
A.S. Dunklerly*	C.O. Brown	D. Heyes
S.O. Bush*	P.E. Buckingham	A. Murray AM
A.G. Cochran*	Hon. G.R. Craige M.L.C.	J. Temple
D.J. Hassett	C. Warner*	G. Howlett
A.T. Lock	R.H. Smith	

*deceased

Staff

Chief Executive Officer
Steve Walker

Administration & Membership Manager
Mary Papantoniou

Project Manager
Katrina Muir

Communications Co-ordinator
Amelia Kelly
(until May 2021)

Executive Committee

President
David Meehan
Mercury Marine

Vice President
Scott O'Hare
The Anchorage Marina

Treasurer
John Temple

Board

President
David Meehan
Mercury Marine

Vice President
Scott O'Hare
The Anchorage Marina

Treasurer
John Temple
Life Member

Directors:

Rohan Veal
38 South Boat Sales

Daved Lambert
Appointed Director

Neil James
Appointed Director

Franz Grasser
VR Fish

Sub-Committees

Events

Chair: Steve Walker – CEO
Scott O'Hare – Anchorage Marina
John Haber- Southern Formula
Eleni Savva - Savwinch
Anthony Cooke - Moose Marine
Greg Walker – JV Marine World
Charlie Micallef – Savage Seas Adventures

Finance

Chair: John Temple- Life Member
Steve Walker - CEO
Andrew Draffin - DW Accounting
Brett Lethborg - Daniel Alison & Associates
Mary Papantoniou – Staff Liaison

Membership

Chair: Neil James - Appointed Director
Steve Walker - CEO
Michael Neumann - Royal Yacht Club of Victoria
Mary Papantoniou – Staff Liaison

Education & Industry Skills

Chair: Andy Warner – Anchor Marine
Steve Walker- CEO
Trevor Henri - Mercury Marine
Brett Ambrosio - GOTAFE
Hari Nikolaou - HEADSTART Cluster Director
Rob McGrath - Gippsland Ports

Advocacy

Chair: Peter Buckingham – Life Member
David Heyes – BRP
Michael Polan – St Kilda Boat Sales
Peter Cleland - Bar Crusher
Franz Grasser - VR Fish
Steve Walker - CEO

President's Report

The marine industry continued to boom in Victoria in 2021 despite ongoing challenges with COVID lockdowns and restrictions. Demand definitely outpaced supply in most sectors of the marine industry which created plenty of supply chain challenges, however for many of our members it was a very positive year in the end. I think by December the majority of our members were well and truly exhausted and looking forward to a good break!

From a BIAV perspective we continued to adapt to the COVID environment by remaining lean in terms of staffing numbers in the absence of event revenue. I'd particularly like to acknowledge the tireless work Steve Walker, Mary Papantoniou and Katrina Muir have given the association this year, most of which had to be done remotely working from home.

Unfortunately again we were forced to cancel the 60th Melbourne BIAV Boatshow and attempted on a couple of occasions to run the Discover Boating Showcase, however COVID lockdown threats and an absence of dealer inventory really made these events difficult to progress. We also looked to try something different with a BIAV run fishing competition but again were forced to put this on the backburner due to COVID uncertainty. We will continue to monitor dealer and manufacturer appetite for these types of events into 2022/3 and hopefully we will see a return in some format to ensure the Marine Industry stays front and centre of the highly disposable income of many outdoor and adventure consumers currently spending lots of money!

I'd particularly like to thank those BIAV members who contributed over and above to our association financially when we reached out to you for a one off member levy. This was a huge assistance to our cashflow and was gratefully appreciated. As advised in our special general meeting the decision was made to sell our York St property and the sale was completed in November 2021. We were very pleased with the end result taking advantage of a bullish market selling the building for \$4.1 million, which was about \$500k over what we may have hoped for previously.

I'd sincerely like to thank Daved Lambert one of our independent directors for all his advice and foresight to get a planning permit for the site and all his contacts and efforts making this sale a success. The Board has developed an investment strategy so as to carefully manage the proceeds, with an emphasis on a suitable new building at the right time, a small cash reserve, a professionally advised managed fund, and above all else, to do all in its power to help and support its members and the industry.

We continue to make solid progress with the government and in particular acknowledge Better Boating Victoria and their commitment to release the Victorian Recreational Boating strategy which outlines a solid plan to invest in excess of \$33 million dollars of our licence and registrations fees back into important marine facilities and infrastructure. We have already seen the benefits of this at Hastings, Mordialloc, Point Richards and Queenscliff with some great plans to upgrade many other facilities including Rhyll, Lakes Entrance, Bullen Merri, Waranga Basin and Warrambbool. There are many other design concepts currently being developed as "shovel ready" projects over the coming years.

I'd also like to acknowledge my fellow board members Rohan Veal, Scott O'Hare, Daved Lambert, Neil James, John Temple, and Franz Grasser for their contributions in 2021. Again I don't think they missed a board meeting which was fantastic in such a challenging year.

Moving forward in 2022 we are hopeful of a 'more normal' trading environment or at least a COVID free one. We will continue to follow our strategic plan with the following six strategic pillars:

1. Demonstrate the benefits of boating and boost participation growth
2. Deliver outstanding boatshows and event success
3. Facilitate meaningful advocacy outcomes
4. Enhance education and industry skills outcomes
5. Provide strong stable governance and revenue generation plans
6. Achieve high levels of member satisfaction, retention and growth

Last but not least to our members – thank you for your ongoing support of the BIAV. We are here to support you, this is your association. We welcome your input and engagement and look forward to what's shaping up to be another fantastic year for our industry.



David Meehan
President

Chief Executive Officer's Report

It would be great to say that 2021 was a year like no other for BIAV and the industry, however it really did play out as an extension of the extraordinary 2020.

Once again, our members showed great resolve and determination, and in many cases had successful years in terms of brand awareness, lead generation, and sales. The demand for boats, boating and the boating lifestyle continued to escalate, and the industry responded, making the most of every opportunity to stay open and trade, when it was possible. Supply issues became the greatest challenge for many, and early ordering, great customer expectation management, and diligent planning became the order of the day. 2021 concluded with many BIAV members with orders stretching well into 2022, and with a great deal of boating market confidence.

The supply chain issues referenced above certainly combined with lingering covid fears, to thwart all attempts at hosting boat show events. First the June Melbourne Boat Show had to be abandoned, followed by postponements of Discover Boating Showcase attempts in both October and November. BIAV remains steadfast and looks forward to delivering the 60th Melbourne Boat Show, and at the time of writing, that intends to be in October 2022. BIAV members indicated during 2021 that boat shows remain a priority, and should be a feature of the future, however that the model for their delivery will have to be constantly monitored and must evolve.

The year suffered for a few other events and innovations being deferred. Aspirations to deliver several Industry Immersion Days, as well as Boating Industry Hubs at Careers Expos amounted to just the one event. That was the Hub at the South East Careers Expo at Cranbourne in April. Covid pushed these other events into 2022 and beyond and BIAV remains determined to deliver on these plans and to make our industry more visible and attractive to a next generation of potential workers. Skills shortages, especially in the marine mechanic space, materialised during 2021. BIAV is working with members to recruit and develop more apprentices, and held a well attended OS recruitment seminar late in the year.

A second year of no boat show really bit from a financial perspective and a solid industry wide effort helped BIAV's financial recovery strategy. This culminated in the timely sale of 24 York St, after exhaustive member consultation, as well as a well-supported member levy, a dramatic cost reduction effort, and continued government support. BIAV continued to deliver for members with a reduced staffing structure of 2.2 FTEs.

That said, member satisfaction levels, as surveyed in November, met 2020 levels with scores of over 3.5 in all categories, and over four, out of a maximum of five, in many, including the all-important; Would you recommend BIAV to a like business as your own. Member retention ran at 96% and 11 new members were secured.

A major 2021 highlight for BIAV was no doubt the launch of the state government's Recreational Boating Strategy in November, by Minister Melissa Horne at Altona Boat Ramp. There is a more detailed report in relation to this in the Advocacy Report, however in summary, it captures the long yearned for structure and strategy that BIAV has been wanting and working toward for years. Our own minister, government department, Better Boating Fund, and now a great plan. An overwhelming success story for BIAV and eventually for boaters.

It was a great year working with President David Meehan and the Board, with our fantastic committees, as well as with Mary Papantoniou and Katrina Muir in the office (mostly from home in challenging remote settings). I'd like to really thank these people, as well as everyone that made a contribution toward BIAV and the industry in 2021.

Thanks again to all members and all the best for the challenges and opportunities of 2022.



Steve Walker
Chief Executive Officer

ADVOCACY REPORT

2021 was another very interesting, however successful year in the advocacy space. The below feature article from March 2022 captures this, showcasing the progress made during the three-years since the last state election, and following BIAV's two-pronged approach to influence better outcomes for boaters and for industry, and culminating in the state government's Recreational Boating Strategy that was launched by the Minister in November.

As well as the great progress outlined in the below article, BIAV also had significant influence with regard to the Wave/Surge study and its proposed remediation for Williamstown, the review of the Marine Safety Regulations that the Department of Transport has commenced, a long list of BBV driven concept and boat ramp enhancement plans, various DELWP coastal plans and projects, BBV's dredging grants program, the review of Australian Boat Building standard 1799, Australian Builders Plate reviews, the National Water Sports Centre upgrade planning, covid rules and regulations, and more.

We are extremely grateful to our Advocacy Committee, Board, CEO, Minister's Round-table members (David Meehan and Peter Cleland), and engaged members, who took great interest in, and were activated by these advocacy issues. We also thank Minister Melissa Horne, BBV CEO Katherine Grech, and everyone else at BBV and VFA, who welcomed BIAV input, and have done so much to deliver upon many BIAV wishlist items that BIAV has had for many years.

Note: The BIAV Advocacy Committee consists of Peter Buckingham (Chair), David Heyes, Peter Cleland, Michael Polan, Franz Grasser, and Steve Walker (BIAV CEO).



Feature Article – March 2022 Advocacy, Progress and Election 2022

Early in this election year it is good to reflect on where we have come in the past three years, including how effective our advocacy work has been. It is time to also develop BIAV's aspirations for the 2022 election and subsequent parliamentary period. What can be said is that our advocacy efforts of many years, and in particular leading up to, and after the 2018 state election have been very successful. Whilst there is a way to go until Victorian boaters specifically see and experience a better level of service and product offering, as of now, a completely superior set of strategic and structural factors are in place. Structurally speaking, we now have in place a specific and engaged Boating Minister. Hon. Melissa Horne holds this first of its kind role, having taking it over from Hon. Jaala Pulford mid-term.

Early in the term, the then Boating Minister and the Premier established Better Boating Victoria. A never seen before component of the Transport Department with a dedicated focus on making boating better in Victoria. This has given BIAV unprecedented access to government, a seat at all tables, and the ability to liaise closely and influence outcomes. It has been a stark contrast to what was in place previously, under both types of previous governments.

Soon after Min. Horne transitioned into the role, the Better Boating Fund was legislated, and then established on 1 July 2021. In essence, it sees in excess of \$30m per year, going from the boating fees collected, straight into the fund. The fund is to be broken up and allocated for all of the BIAV 'wishlist' items. The dominant wishlist item is to improve the quality and quantity of boat ramp facilities, and in particular to see more capacity in terms of car/trailer parking. This is where the biggest portion of the fund will be going. There are also allocations for maintenance, a systematic dredging program (of boating facilities), safety programs, aids to navigation, the promotion of boating and the boating lifestyle, boating destinations, and, revising the boater behaviour study.

Already there are numerous boat ramp projects at either concept, planning, or implementation stage, and many more on the drawing board. Better Boating Victoria has established a great team, lead by Katherine Grech, and 12-months ago moved into the Vic Fishing Authority department, where it certainly seems to be well suited, and best supported.

During the Spring of 2021 the Victorian Recreational Boating Strategy was launched by the Minister. This document shines with BIAV wishlist items, a determination to make boating better in Victoria, to improve facilities and access, and more. It is driven by BBV and Katherine Grech, with full Minister, Department, and VFA support. So in terms of the strategy and structure the situation is light years ahead of where it was just one cycle ago. BIAV is well placed to work alongside this structure, continuing to influence for the right budget allocations from the Fund, and the best long-term outcomes for boaters. Being an election year, our Board and Advocacy Committee will join me in looking forward, to see what we can expect of both parties, if they are either re-elected in the case of the government, or elected, in the case of the opposition.

Whilst the Fund is a great thing that is working well, one thing that remains aspirational for BIAV is that the fees are 'hypothecated' into the Fund. Currently the legislation requires that they be approved each time by the Treasurer. That's working fine right now, however it is not guaranteed or future proofed. This will certainly come up in discussions with both political sides as November approaches.

Another significant issue to push for may be a more streamlined governance model for public boating facilities. Boat ramps. This is especially with regard to Port Phillip and Westernport, where so many different entities have management, influence, constraints and conflicting priorities. Whilst streamlining this would be a major task, a single unity model is certainly something that BIAV sees as suitable, that could form another election wishlist item for 2022. BBV with VFA and full Minister support would be the obvious candidate for this task.

Driving the Recreational Boating Strategy, and the pipeline of priority projects, so as to meet boater needs, and specifically tackle the best projects may well be the third cog of BIAV's 2022 election wishlist. Priority projects may include, however not be limited to the development of one or two new supersites for boat launching, upgrades and capacity increases at some current sites, or other boating experience improvements that boaters advise are needed. The structure is now in place to support this so maximising will be a priority.

There is plenty of time for our members and stakeholders to weigh in on this and our Board, Advocacy Committee and I would be only too happy to hear any thoughts, ideas, or election wishlist items.



(pictured from left) Peter Vogel (Grampians Wimmera Mallee Water Board) Steve Walker (BIAV), Peter Cleland (Bar Crusher), David Meehan (BIAV), Hon. Melissa Home, Cameron Toy (MSV), Katherine Grech (BBV) and Ben Scullin (VR Fish)

EDUCATION & INDUSTRY SKILLS REPORT

The 2021 highlight in the Education and Industry Skills space was no doubt the Boating Industry Hub at the South East Careers Expo. The success of this event is captured in the below Feature Article from late April in 2021.

Although the activity was isolated, given the covid interruption of other expo and immersion plans, it was a great example of what BIAV and its committee was planning for 2021, and will be planning for 2022 and beyond. We have a great appetite to attend these events, make the boating industry attractive and appealing to potential employees, and make some connections between employers, TAFEs, career advisors, and students.

We thank Matt Lawrence – Concept Fibres, Trevor Henri – Mercury, Eric Sandberg – GoTAFE, and Dave A’vard – Cranbourne Boating Centre for their great contributions and attendance on the day, as well as Hari Nikolau from HEADStart for guiding us, and Steve Walker for making it happen.

The Education and Industry Skills Committee had a really strong and dedicated year, meeting monthly, and mapping out the future, albeit with those previously mentioned covid interruptions. We thank Andrew Warner (Chair), Steve Walker (CEO/convenor), Brett Ambrosio (GoTAFE), Hari Niklaou (HeadStart), Trevor Henri (Mercury), and Rob McGrath (Gippsland Ports). Without this group and its expertise being directed to BIAV, we would be at a great loss.

Also in 2021 the committee awarded the Industry Apprentice of the Year awards and we congratulate our Apprentice of the Year Brad Ferguson, as well as the two Finalists Jay Jay Be Zar and Finn Vant Slot. Their respective employers and mentors are extremely proud of them, as will be their parents and friends as they are recognised this way, as they make progress into their marine careers.



There is clearly a skills shortage in Victoria and still some TAFE related challenges. BIAV and the committee were delighted during late 2021 when the Automotive and Marine Trimming course was re-instated at Holmesglen, after some pushing and prodding by BIAV. In terms of the Marine Craft Construction course offering at GoTAFE we were delighted in September to host an industry and GoTAFE forum to look at potential improvements to the course, and to address industry concerns. This will have been the most highly attended boat builder meeting in many years, and a good outcome was reached with GoTAFE looking to take on all BIAV suggestions and requests.

The skills shortage has a two-pronged BIAV approach. The 'slower boil' is the attraction and recruitment of more apprentices, especially in marine mechanic, boat building and marine trimming disciplines. The other 'quicker boil' is the assist members in recruiting skilled workers from overseas. An excellent and well attended zoom forum in relation to that took place in November.

The 'rapid boil' solution of delivering local, ready and reliable skilled staff from a pool of applicants just isn't quite in place, so the previously mentioned two methods will continue to occupy BIAV attention. 2021 has planted the seed for more Career Expo attendance, Industry Immersion days, making the industry attractive to young people, and all other mechanisms to link suitable candidates to good businesses.

Feature Article – April 2021 South East Careers Expo

The Boating Industry Hub was a great success at the South East Careers Expo at Cranbourne Racecourse on Tuesday 27 April.

Over 3,000 secondary age students were exposed to a great array of career options, and prominently amongst them, was the Boating Industry Hub. Mercury, Concept Fibres, Cranbourne Boating Centre and GoTAFE joined BIAV to present an excellent display and make sure a career in the boating industry was an attractive option. Whilst apprenticeships in the marine mechanic and boat-building areas were emphasised, the overall lifestyle element of boating, and working in the boating world, was on display. Many of the students interacted with the industry representatives and left with information and/or an interest in the industry. Some just loved climbing onto one of the display boats and taking it all in.

There is no doubt that we have industry challenges in relation to skills shortages, attracting talent, and retaining talent. As well as making industry opportunities look attractive, relative to other industries. BIAV will therefore escalate its efforts at events such as this, conduct industry immersion programs, link potentials to employers, work with the TAFEs, and all else possible to position the industry as attractive and accessible. We are calling on industry members to join in with this, just as Mercury, Concept Fibres, Cranbourne Boating Centre and GoTAFE did this week.

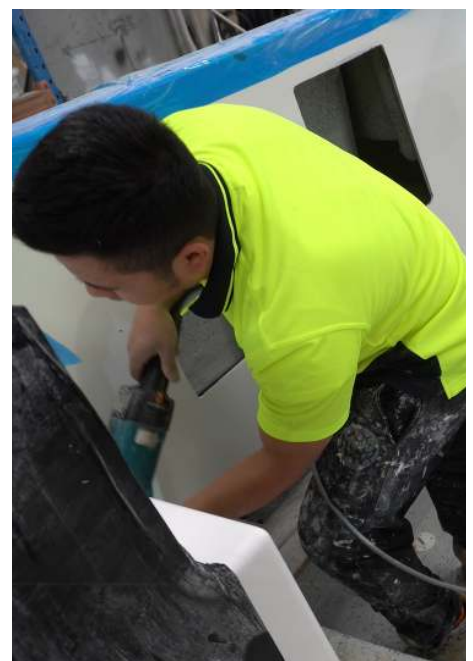
Keep your eye on the BIAV comms to see what is coming up later in the year.

APPRENTICE COURSE ENROLMENTS 2021

Marine Mechanical Technology
KANGAN Institute
48

Marine Craft Construction
GoTAFE
80

Automotive and Marine Trimming
Homesglen
12



MEMBERSHIP REPORT

During 2021 we were delighted to welcome the following new members from across the boating industry –

NEW MEMBERS IN 2021:

- The Boat Clinic
- Cove Yacht Sales
- Flatwater Covers
- My Boats for Sale
- The Boating Place
- Deckee
- Race Marine
- Runaway Bay Pontoon Boats
- E Star Marine
- Mazu Marine
- Form a Sign
- Polaris Australia
- Hitchable

Those joining were looking to gain a closer connection to their industry colleagues, to make a contribution toward their industry association, to be in readiness for future boat shows and activations, to engage with BIAV communications and promotions, to gain a better understanding of the industry and its influencers, to benefit from travel and other insurance offerings, and to build their own profile across the boating community.

Meanwhile, we were equally delighted with our excellent retention figures. During 2021 we did lose 11 members, mainly to retirement, or exit from the industry, however our retention figure of 96% was in line with our target and a very good sign of member satisfaction.

Specific to member satisfaction, this was tested via our annual survey in November. Highlights included scores of over Four (4) out of a maximum Five (5), in items including overall satisfaction with BIAV services, likelihood to recommend BIAV to a like business, and advocacy outcomes.

Although meeting in person was still a rarity for the year, member contact remained strong thanks to Zoom. Many valued sessions were held with regard to covid rules and requirements, recruiting staff from overseas, apprenticeship course enhancement, Australian Builders Plate requirements, and more. Whilst we hope to get back together in person in 2022 and beyond, the value of members connecting via zoom is apparent and it is expected to be part of the mix.

Other things that members reported benefiting from during 2021 included being placed on the Products and Services Catalogue, the MitchCap Floorplan Finance offering, the Make it Cheaper energy package, the fortnightly BIAV Enews, profiling of their products on BIAV's facebook and Instagram, and most importantly BIAV's advancing advocacy efforts.

We look forward to 2022 and in particular to understanding our members' needs and wants, and working with our team, Board and committees to deliver upon those.

MEMBERSHIP NUMBERS AS THE END OF 2021:

DIVISIONS	2021
Chandlery, Services & Associations	89
Manufacturers, Wholesale & Distributors	37
Boat Dealers	66
Clubs & Marinas	30
Life Members	16
Total	238

Let's Go



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**BOATING INDUSTRY ASSOCIATION OF
VICTORIA LIMITED
AND CONTROLLED ENTITY**

ABN: 51 004 985 102

**Financial Report For The Year Ended
31 December 2021**

BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED AND CONTROLLED ENTITY

ABN: 51 004 985 102

Financial Report For The Year Ended 31 December 2021

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**BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED
AND CONTROLLED ENTITY
ABN: 51 004 985 102
DIRECTORS' REPORT**

Your directors present their report on the consolidated group for the financial year ended 31 December 2021.

General Information

Directors

The names of the directors in office at any time during, or since the end of the period are:



David Meehan - President

Appointed 16 February 2017

David Meehan has spent over 25 years in the marine industry commencing his working career at Mercury Marine back in 1994. He has held a number of key positions within Mercury Marine including Qld sales representative, WA state manager, and director of Mercruiser and is currently director of sales from Australian and NZ.

David has a strong interest in sales and marketing having obtained a degree in economics and marketing at Deakin University in Melbourne. An avid fisherman and boating enthusiast, he spends most weekends on the water when time permits. David is passionate about growing the marine industry, getting more people in boating and ensuring we have a boating industry association that adds value to its members.



Rohan Veal - Vice President

Appointed 30 April 2019

Rohan Veal has been racing dinghies and yachts since the age of 10. After graduating from RMIT University with a Bachelor of Business Administration in 1999, he co-founded an ecommerce software company which he later sold in 2006 to become a professional sailor and then went on to win 2 x World Championships, 8 x National Championships and was also a finalist for the Rolex World Sailor of the Year twice. In 2013, he purchased and became the sole director of 38 South Boat Sales and then was elected to the BIA Victoria Board in 2019.



John Temple - Treasurer

Appointed 18 April 2018

John was appointed to the board in April 2018. He was also appointed a life member after a 12 month assignment in 2017 as C.E.O of the association guiding it successfully through a turbulent period. John had also served as a director on the board previously over a number of years.

John has over 35 years' experience in the marine industry. He was the Regional Director and General Manager of the Brunswick Asia Pacific Group, a subsidiary of the world leading Brunswick Corporation of the USA, being charged with the business responsibility of the Australia, New Zealand and South Pacific region. In his career, he has been responsible for the oversight of premium brands such as Mercury and Mariner Outboards, MerCruiser, Sea Ray, Boston Wahler, Rayglass Boats in New Zealand, Savage Aluminium and Fibreglass boats, and a director of many of the company's business offshoots including Navman & Rayglass through his career.

John is an avid boater and can be regularly seen on his boat at the Eildon Boat Club where he has been a member since 1979.



Scott O'Hare

Appointed 16 February 2017

In 2004 when his dad said, "Let's re-build the marine.", Scott gave up his day job to hit the tools and then moved into managing The Anchorage Marina, which at the time, seemed to be a natural progression to a life that has been full of boating in some capacity.

From water skiing to ocean sailing, being shipwrecked in Africa, caught in cyclone off the coast of Queensland or playing in the family pool as a toddler with a truck tube and an outboard, Scott has had numerous stints in the marine industry. This includes but is not limited to: operating his own chandlery, operations manager on the Tassie SeaCat, running a commercial houseboat business, importing new boats from the USA - Chaparral and Robalo used boat brokerage and working the family Seaplane business in Queensland.

Scott is a passionate yachtsman - competing weekly in the summer months, water-skier and generally a boatie at heart. He is currently enjoying learning how to wake surf.

**BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED
AND CONTROLLED ENTITY
ABN: 51 004 985 102
DIRECTORS' REPORT**



David Lambert

Appointed 19 August 2019

With over 30 years' experience in the property industry, I have developed successful projects in the residential, land subdivision, commercial and retail sectors. In addition to the development business, I own and manage a significant portfolio of property holdings in both NSW and Victoria.

Throughout my property career I have managed offshore super funds, reviewing and engaging in different types of financing proposals and processes and bought several major projects to successful conclusion.

Outside of property I am a founding Director and Board member of Stile Education with over 50 full time employees and offices all around Australia. Stile is an online education platform creating science content delivered to teachers and students. Stile is being used in 75% of all schools in Victoria and approximately 35% of all schools in Australia

Further to my business activities I am the chairman and trustee for a family charitable foundation focusing on investments in the Australian equity markets.

I have owned numerous businesses over my career in various industries including events management, aerated concrete technology and publishing and still operate as a consultant across these areas .

I am currently a multiple boat owner with a houseboat at Lake Eildon, Mastercraft Surf Boat, Haines Ski Boat and Brig Inflatable. I have been involved in boating since the age of 16 (33yrs). Having dealt with a large cross section of the industry including marina operators, workshops, dealerships, boat builders and the like. I am truly passionate about the industry and its future.



Neil James

Appointed 23 June 2020

Neil James is a Chartered Accountant and has held a range of Senior Management positions in a broad range of businesses with a focus on developing and implementation of those strategies to grow the business. This includes being the past General Manager of RACV Marine during which time he developed a close relationship with the BIA Vic and the Boat Show. Neil has a strong understanding of Membership organisations having been a General Manager at RACV for 15 years.

Neil also has a strong interest in boating as a consumer having been involved in boating from an early age and is passionate about the boating industry and developing its future growth.



Franz Grasser

Appointed 14 December 2020

Franz spent his career in various management roles in the energy sector. He commenced a journey of advocacy for the clean energy sector as a board member of a number of sustainable energy industry organisations that were the precursor organisations of the present Clean Energy Council.

The skills that Franz brings to BIAV are based on this business experience as well as his lifelong fishing and boating experience. This knowledge of advocacy and leadership includes decades of experience as a board member of advocacy organisations and includes his current role as a board member of VRFish.

Franz stood for election to the BIAV board because of his great interest in the present opportunity to fundamentally reform and improve the way that boating infrastructure is delivered in Victoria. As the Chairman of the VRFish Access & Infrastructure Reference Group, Franz is able to work with both organisations to obtain the sort of changes that will hopefully deliver real reform and improved boating infrastructure for all Victorians.

Company Secretary

Mr John Temple was appointed company secretary on 23 June 2020.

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

During the financial year ended 31 December 2021, 11 meetings of directors (including committee of directors) were held.

Attendance by each director during the year were as follows:

	Directors' Meetings		Finance Committee	
	Number eligible to attend	Number attended	Number eligible to attend	Number attended
David Meehan	11	11	-	-
Rohan Veal	11	10	-	-
Scott O'Hare	11	11	-	-
John Temple	11	11	11	11
Franz Grasser	11	10	-	-
Neil James	11	9	-	-
Brett Lethborg*	-	-	11	7
David Lambert*	11	10	-	-

* Independent Directors

**BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED
AND CONTROLLED ENTITY
ABN: 51 004 985 102
DIRECTORS' REPORT**

Review of operations

The financial year ended 31 December 2021 's operating result of the Group after providing for income tax was a loss of \$222,414. (2020: loss of \$139,003)

Significant Changes in the State of Affairs

The spread of the novel coronavirus (COVID-19) was declared a global pandemic on 11 March 2020 by the World Health Organisation and is having a significant impact on both local and global communities and economies.

The Group has made an assessment of the COVID-19 pandemic impact on financial reporting and determined that the Group's revenues for the year and overall financial position as at 31 December 2021 has been impacted.

The Group has undertaken measures and precautions to ensure that it continues to operate and to protect staff and members as the COVID-19 pandemic continues to extend globally. Technology has facilitated effective communication whilst working from home, including video conferencing facilities. The Group also implemented a range of initiatives to protect staff and members including travel restrictions, social distancing protocols and guidelines for visitors.

Except for the above, there have been no significant changes in the state of affairs of the Group during the year.

Events subsequent to the End of the Reporting Period

As the COVID-19 pandemic continues to create uncertainty in both local and global communities and economies, the Group continues to consider the impact on its future operations and undertake appropriate measures and precautions in response.

Except for the above, no other matters or circumstances or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the Group, the results of those operations or the state of affairs of the group in future financial years.

Likely Developments and Expected Results of Operations

Likely developments in the operations of the consolidated group and the expected results of those operations in future financial years have not been included in this report as the inclusion of such information is likely to result in unreasonable prejudice to the consolidated group.

Environmental Regulation

The consolidated group's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or of a state or territory.

Dividends

No dividends have been paid or declared during or since the end of the period.

Shares

No shares were issued during or since the end of the reporting period.

Indemnification of Officers

Professional Indemnity Insurance premiums were paid, during or since the end of the financial year, for persons who are or have been officers of the consolidated group.

No indemnities have been given during or since the end of the financial period, for any person who is or has been an auditor of the consolidated group.

Proceedings on Behalf of the Company

No person has applied for leave of Court to bring proceedings on behalf of the company or intervene in any proceedings to which the company is a party for the purpose of taking responsibility on behalf of the company for all or any part of those proceedings.

The company was not a party to any such proceedings during the period.

Auditor's Independence Declaration

A copy of the auditor's independence declaration as required under section 307c of the Corporations Act 2001 is set out on page 4.

This directors' report is signed in accordance with a resolution of the Board of Directors.



John Temple

Dated: 04.04.2022



Level 13, Freshwater Place, 2 Southbank Boulevard,
Southbank VIC 3006

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Website: www.morrrows.com.au

AUDITOR'S INDEPENDENCE DECLARATION UNDER S 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED

I declare that, to the best of my knowledge and belief, during the year ended 31 December 2021 there have been no contraventions of:

- i. the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- ii. any applicable code of professional conduct in relation to the audit.



MORROWS AUDIT PTY LTD



A.M. FONG
Director

Melbourne: 4 April 2022

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AAC 509944



BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2021

		Consolidated Group	
	Note	2021	2020
		\$	\$
Continuing operations			
Revenue	3	245,025	338,108
Other income	3	71,686	258,150
Employee benefits expense	4	(333,340)	(385,409)
Boat Shows expense		(912)	(130,038)
Depreciation and amortisation expense	14	(57,915)	(59,084)
Finance costs	4	(3,523)	(2,594)
Other expenses	-	(143,435)	(158,136)
(Loss)/Profit before income tax	-	<u>(222,414)</u>	<u>(139,003)</u>
Tax expense	5	-	-
Net Profit/(Loss) for the year	-	<u>(222,414)</u>	<u>(139,003)</u>
Other comprehensive income:			
Revaluation of Marine House, York Street	14	955,779	-
Total other comprehensive income for the year	-	<u>955,779</u>	<u>-</u>
Total comprehensive income for the year	-	<u>733,365</u>	<u>(139,003)</u>
Net Loss attributable to:			
Owners of the Parent Entity	-	(222,414)	(139,003)
Total comprehensive income attributable to:			
Owners of the Parent Entity	-	733,365	(139,003)

The accompanying notes form part of these financial statements.

BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 104
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2021

		Consolidated Group	
	Note	2021	2020
		\$	\$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	8	464,906	119,271
Trade and other receivables	9	186,008	100,768
Other assets	10	29,575	26,694
Assets held for sale	13	4,028,064	-
TOTAL CURRENT ASSETS		<u>4,708,553</u>	<u>246,733</u>
NON-CURRENT ASSETS			
Goodwill	11	2	2
Property, plant and equipment	14	162,769	3,284,116
TOTAL NON-CURRENT ASSETS		<u>162,771</u>	<u>3,284,118</u>
TOTAL ASSETS		<u>4,871,324</u>	<u>3,530,851</u>
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	15	894,284	315,143
Borrowings	16	81,000	81,000
Provisions	17	75,680	47,713
TOTAL CURRENT LIABILITIES		<u>1,050,964</u>	<u>443,856</u>
TOTAL LIABILITIES		<u>1,050,964</u>	<u>443,856</u>
NET ASSETS		<u>3,820,360</u>	<u>3,086,995</u>
EQUITY			
Reserves	25	2,928,966	1,973,187
Retained earnings		891,394	1,113,808
TOTAL EQUITY		<u>3,820,360</u>	<u>3,086,995</u>

The accompanying notes form part of these financial statements.

BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2021

	Retained Earnings	Asset Revaluation Reserve	Total
	\$	\$	\$
Consolidated Group			
Balance at 1 January 2020	1,252,811	1,973,187	3,225,998
Comprehensive income			
Loss for the year	(139,003)	-	(139,003)
Other comprehensive income for the year	-	-	-
Total comprehensive income for the year attributable to owners of the parent entity	(139,003)	-	(139,003)
Balance at 31 December 2020	1,113,808	1,973,187	3,086,995
Balance at 1 January 2021	1,113,808	1,973,187	3,086,995
Comprehensive income			
Loss for the year	(222,414)	-	(222,414)
Other comprehensive income for the year	-	955,779	955,779
Total comprehensive income for the year attributable to owners of the parent entity	(222,414)	955,779	733,365
Balance at 31 December 2021	891,394	2,928,966	3,820,360

The accompanying notes form part of these financial statements.

BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 104
CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 DECEMBER 2021

	Consolidated Group	
Note	2021	2020
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers	413,764	180,570
Interest received	2,545	100
Covid-19 Grant received	85,105	244,900
Payments to suppliers and employees	(474,146)	(654,921)
Finance costs	(3,523)	(2,594)
Net cash generated by operating activities	<u>23,745</u>	<u>(231,945)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property, plant and equipment	(8,853)	(69,603)
Part proceeds from sale of property	330,743	-
Net cash (used in)/generated by investing activities	<u>321,890</u>	<u>(69,603)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	-	80,000
Net cash provided by (used in) financing activities	<u>-</u>	<u>80,000</u>
Net increase in cash held	345,635	(221,548)
Cash and cash equivalents at beginning of financial year	119,271	340,819
Cash and cash equivalents at end of financial year	<u>8</u> <u>464,906</u>	<u>119,271</u>

The accompanying notes form part of these financial statements.

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

These consolidated financial statements and notes represent Boating Industry Association of Victoria Limited and controlled entity ('Consolidated Group' or 'Group' and the separate financial statements and notes of Boating Industry Association of Victoria Limited and as an individual parent entity ("Parent Entity"). The Company is a company limited by guarantee.

The financial statements were authorised for issue on 4 April 2022 by the directors of the company.

Note 1 Summary of Significant Accounting Policies

Basis of Preparation

The financial statements are general purpose financial statements that have been prepared in accordance with Australian Accounting Standards (including Australian Accounting Interpretations) of the Australian Accounting Standards Board (AASB) and the Corporations Act 2001. The Company is a for-profit-entity for financial reporting purposes under Australian Accounting Standards.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions. Compliance with Australian Accounting Standards ensure that the financial statements and notes also comply with International Financial Reporting Standards (IFRS). Material accounting policies adopted in the preparation of the financial statements are presented below and have been consistently applied unless stated otherwise.

Except for cash flow information, the financial statements 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.

(a) Principles of Consolidation

The consolidated financial statements incorporate the assets, liabilities and results of the entity controlled by Boating Industry Association of Victoria Limited at the end of the reporting period. A controlled entity is any entity over which Boating Industry Association of Victoria Limited as the power to govern the financial and operating policies so as to obtain benefits from its activities.

Where controlled entities have entered or left the Group during the year, the financial performance of those entities are included only for the period of the year that they were controlled. A list of controlled entities is contained in Note 12 to the financial statements.

In preparing the consolidated financial statements, all intragroup balances and transactions between entities in the consolidated group have been eliminated in full on consolidation.

Goodwill

Goodwill is carried at cost less any accumulated impairment losses.

Goodwill is tested for impairment annually and is allocated to the group's cash-generating units or groups of cash-generating units, which represents the lowest level at which goodwill is monitored but where such level is not larger than an operating segment. Gains and losses on the disposal of an entity include the carrying amount of goodwill related to the entity sold.

Changes in the ownership interests in a subsidiary that do not result in a loss of control are accounted for as equity transactions and do not affect the carrying amounts of goodwill.

(b) Income Tax

The Company's income from members and member related activities are exempt from income tax.

For non-member related income, the Company adopts the liability method of tax-effect accounting whereby the income tax expense is based on operating profit adjusted for any permanent differences.

The income tax expense (income) for the year comprises current income tax expense (income) and deferred tax expense (income).

Current income tax expense charged to profit or loss is the tax payable on taxable income for the current period. Current tax liabilities (assets) are measured at the amounts expected to be paid to (recovered from) the relevant taxation authority using tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax expense reflects movements in deferred tax asset and deferred tax liability balances during the year as well as unused tax losses.

Current and deferred income tax expense (income) is charged or credited outside profit or loss when the tax relates to items that are recognised outside profit or loss or arising from a business combination.

(c) Fair Value of Assets and Liabilities

The Group measures some of its assets and liabilities at fair value on either a recurring or non-recurring basis, depending on the requirements of the applicable accounting standard.

Fair value is the price the Group would receive to sell an asset or would have to pay to transfer a liability in an orderly (i.e. unforced) transaction between independent, knowledgeable and willing market participants at the measurement date.

As fair value is a market-based measure, the closest equivalent observable market pricing information is used to determine fair value. Adjustments to market values may be made having regard to the characteristics of the specific asset or liability. The fair values of assets and liabilities that are not traded in an active market are determined using one or more valuation techniques. These valuation techniques maximise, to the extent possible, the use of observable market data.

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 1: Summary of Significant Accounting Policies (continued)

To the extent possible, market information is extracted from either the principal market for the asset or liability (i.e. the market with the greatest volume and level of activity for the asset or liability) or, in the absence of such a market, the most advantageous market available to the entity at the end of the reporting period (i.e. the market that maximises the receipts from the sale of the asset or minimises the payments made to transfer the liability, after taking into account transaction costs and transport costs).

For non-financial assets, the fair value measurement also takes into account a market participant's ability to use the asset in its highest and best use or to sell it to another market participant that would use the asset in its highest and best use.

The fair value of liabilities and the entity's own equity instruments (excluding those related to share-based payment arrangements) may be valued, where there is no observable market price in relation to the transfer of such financial instruments, by reference to observable market information where such instruments are held as assets. Where this information is not available, other valuation techniques are adopted and, where significant, are detailed in the respective note to the financial statements.

(d) Property, Plant and Equipment

Each class of property, plant and equipment is carried at cost or fair value as indicated less, where applicable, any accumulated depreciation and impairment losses.

Property

Freehold land and buildings are shown at their fair value (being the amount for which an asset could be exchanged between knowledgeable willing parties in an arm's length transaction), based on periodic, but at least triennial, valuations by external independent valuers, less accumulated depreciation for buildings.

Increases in the carrying amount arising on revaluation of land and buildings are credited to a revaluation surplus in equity. Decreases that offset previous increases of the same asset are recognised against revaluation surplus directly in equity; all other decreases are recognised in profit or loss.

Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount of the asset.

Plant and equipment

Plant and equipment are measured on the cost basis and therefore carried at cost less accumulated depreciation and any accumulated impairment. In the event the carrying amount of plant and equipment is greater than the estimated recoverable amount, the carrying amount is written down immediately to the estimated recoverable amount and impairment losses are recognised either in profit or loss. A formal assessment of recoverable amount is made when impairment indicators are present (refer to Note 1(k) for details of impairment).

The carrying amount of plant and equipment is reviewed annually by directors to ensure it 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 asset's employment and subsequent disposal. The expected net cash flows have been discounted to their present values in determining recoverable amounts.

The cost of fixed assets constructed within the consolidated group includes the cost of materials, direct labour, borrowing costs and an appropriate proportion of fixed and variable overheads.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are recognised as expenses in profit or loss during the financial period in which they are incurred.

Depreciation

The depreciable amount of all fixed assets including buildings and capitalised leased assets, but excluding freehold land, is depreciated on a straight-line basis over the asset's useful life to the Group commencing from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The depreciation rates used for each class of depreciable assets are:

Class of Fixed Asset	Depreciation Rate
Buildings	3%
Leasehold improvements	5-25%
Office Machines	5-25%

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains and losses are recognised in profit or loss in the period in which they arise. Gains shall not be classified as revenue. When revalued assets are sold, amounts included in the revaluation surplus relating to that asset are transferred to retained earnings.

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 1: Summary of Significant Accounting Policies (continued)

(e) Leases (the Group as lessee)

At inception of a contract, the Group assesses if the contract contains or is a lease. If there is a lease present, a right-of-use asset and a corresponding lease liability is recognised by the Group where the Group is a lessee. However, all contracts that are classified as short-term leases (lease with remaining lease term of 12 months or less) and leases of low-value assets are recognised as an operating expense on a straight-line basis over the term of the lease.

Initially, the lease liability is measured at the present value of the lease payments still to be paid at commencement date. The lease payments are discounted at the interest rate implicit in the lease. If this rate cannot be readily determined, the Group uses the incremental borrowing rate.

Lease payments included in the measurement of the lease liability are as follows:

- fixed lease payments less any lease incentives;
- variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- the amount expected to be payable by the lessee under residual value guarantees;
- the exercise price of purchase options, if the lessee is reasonably certain to exercise the options;
- lease payments under extension options, if the lessee is reasonably certain to exercise the options; and
- payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.

The right-of-use assets comprise the initial measurement of the corresponding lease liability as mentioned above, any lease payments made at or before the commencement date, as well as any initial direct costs. The subsequent measurement of the right-of-use assets is at cost less accumulated depreciation and impairment losses.

Right-of-use assets are depreciated over the lease term or useful life of the underlying asset, whichever is the shortest.

Where a lease transfers ownership of the underlying asset, or the cost of the right-of-use asset reflects that the Group anticipates to exercise a purchase option, the specific asset is depreciated over the useful life of the underlying asset.

(f) Financial Instruments

Initial Recognition and Measurement

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions to the instrument. For financial assets, this is the date that the Group commits itself to either the purchase or sale of the asset (i.e. trade date accounting is adopted).

Financial instruments (except for trade receivables) are initially measured at fair value plus transactions costs except where the instrument is classified 'at fair value through profit or loss' in which case transaction costs are expensed to profit or loss immediately. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

Trade receivables are initially measured at the transaction price if the trade receivables do not contain a significant financing component or if the practical expedient was applied as specified in AASB 15.63.

Classification and Subsequent Measurement

Financial liabilities

Financial instruments are subsequently measured at:

- amortised cost; or
- fair value through profit or loss.

A financial liability is measured at fair value through profit and loss if the financial liability is:

- a contingent consideration of an acquirer in a business combination to which AASB 3: *Business Combinations* applies;
- held for trading; or
- initially designated as at fair value through profit or loss.

All other financial liabilities are subsequently measured at amortised cost using the effective interest method.

The *effective interest method* is a method of calculating the amortised cost of a debt instrument and of allocating interest expense in profit or loss over the relevant period. The effective interest rate is the internal rate of return of the financial asset or liability. That is, it is the rate that exactly discounts the estimated future cash flows through the expected life of the instrument to the net carrying amount at initial recognition.

A financial liability is held for trading if:

- it is incurred for the purpose of repurchasing or repaying in the near term;
- part of a portfolio where there is an actual pattern of short-term profit taking; or
- a derivative financial instrument (except for a derivative that is in a financial guarantee contract or a derivative that is in a effective hedging relationships).

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 1: Summary of Significant Accounting Policies (continued)

Any gains or losses arising on changes in fair value are recognised in profit or loss to the extent that they are not part of a designated hedging relationship.

The change in fair value of the financial liability attributable to changes in the issuer's credit risk is taken to other comprehensive income and are not subsequently reclassified to profit or loss. Instead, it is transferred to retained earnings upon derecognition of the financial liability. If taking the change in credit risk in other comprehensive income enlarges or creates an accounting mismatch, then these gains or losses should be taken to profit or loss rather than other comprehensive income.

A financial liability cannot be reclassified.

Financial assets

Financial assets are subsequently measured at:

- amortised cost;
- fair value through other comprehensive income; or
- fair value through profit or loss.

Measurement is on the basis of two primary criteria:

- the contractual cash flow characteristics of the financial asset; and
- the business model for managing the financial assets.

A financial asset that meets the following conditions is subsequently measured at amortised cost if it meets the following conditions:

- the financial asset is managed solely to collect contractual cash flows; and
- the contractual terms within the financial asset give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding on specified dates.

A financial asset that meets the following conditions is subsequently measured at fair value through other comprehensive income:

- the contractual terms within the financial asset give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding on specified dates;
- the business model for managing the financial assets comprises both contractual cash flows collection and the selling of the financial asset.

The initial designation of the financial instruments to measure at fair value through profit or loss is a one-time option on initial classification and is irrevocable until the financial asset is derecognised.

Derecognition

Derecognition refers to the removal of a previously recognised financial asset or financial liability from the statement of financial position.

Derecognition of financial liabilities

A liability is derecognised when it is extinguished (ie when the obligation in the contract is discharged, cancelled or expires). An exchange of an existing financial liability for a new one with substantially modified terms, or a substantial modification to the terms of a financial liability is treated as an extinguishment of the existing liability and recognition of a new financial liability.

The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable, including any non-cash assets transferred or liabilities assumed, is recognised in profit or loss.

Derecognition of financial assets

A financial asset is derecognised when the holder's contractual rights to its cash flows expires, or the asset is transferred in such a way that all the risks and rewards of ownership are substantially transferred.

All of the following criteria need to be satisfied for derecognition of financial asset:

- the right to receive cash flows from the asset has expired or been transferred;
- all risk and rewards of ownership of the asset have been substantially transferred; and
- the Group no longer controls the asset (ie it has no practical ability to make a unilateral decision to sell the asset to a third party).

On derecognition of a financial asset measured at amortised cost, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in profit or loss.

On derecognition of a debt instrument classified as at fair value through other comprehensive income, the cumulative gain or loss previously accumulated in the investment revaluation reserve is reclassified to profit or loss.

On derecognition of an investment in equity which the Group elected to classify under fair value through other comprehensive income, the cumulative gain or loss previously accumulated in the investment revaluation reserve is not reclassified to profit or loss, but is transferred to retained earnings.

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 1: Summary of Significant Accounting Policies (continued)

Impairment

The Group recognises a loss allowance for expected credit losses on:

- financial assets that are measured at amortised cost or fair value through other comprehensive income;
- lease receivables;
- contract assets (eg amounts due from customers under contracts);
- loan commitments that are not measured at fair value through profit or loss; and
- financial guarantee contracts that are not measured at fair value through profit or loss.

Loss allowance is not recognised for:

- financial assets measured at fair value through profit or loss; or
- equity instruments measured at fair value through other comprehensive income.

Expected credit losses are the probability-weighted estimate of credit losses over the expected life of a financial instrument. A credit loss is the difference between all contractual cash flows that are due and all cash flows expected to be received, all discounted at the original effective interest rate of the financial instrument.

The Group uses the following approaches to impairment, as applicable under AASB 9: Financial Instruments:

- the general approach
- the simplified approach

General approach

Under the general approach, at each reporting period, the Group assesses whether the financial instruments are credit-impaired, and:

- if the credit risk of the financial instrument has increased significantly since initial recognition, the Group measures the loss allowance of the financial instruments at an amount equal to the lifetime expected credit losses; or
- if there is no significant increase in credit risk since initial recognition, the Group measures the loss allowance for that financial instrument at an amount equal to 12-month expected credit losses.

Simplified approach

The simplified approach does not require tracking of changes in credit risk at every reporting period, but instead requires the recognition of lifetime expected credit loss at all times. This approach is applicable to:

- trade receivables or contract assets that result from transactions within the scope of AASB 15: *Revenue from Contracts with Customers* that do not contain a significant financing component; and
- lease receivables.

In measuring the expected credit loss, a provision matrix for trade receivables is used taking into consideration various data to get to an expected credit loss (ie diversity of customer base, appropriate groupings of historical loss experience, etc).

(g) Impairment of Assets

At the end of each reporting period, the company assesses whether there is any indication that an asset may be impaired. The assessment will include the consideration of external and internal sources of information, including dividends received from subsidiaries, associates or joint ventures deemed to be out of pre-acquisition profits. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs of disposal and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised immediately in profit or loss, unless the asset is carried at a revalued amount in accordance with another Standard (e.g. in accordance with the revaluation model in AASB 116: *Property, Plant and Equipment*). Any impairment loss of a revalued asset is treated as a revaluation decrease in accordance with that other Standard.

Where it is not possible to estimate the recoverable amount of an individual asset, the entity estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Impairment testing is performed annually for goodwill, intangible assets with indefinite lives and intangible assets not yet available for use.

When an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

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NOTES TO THE FINANCIAL STATEMENTS
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Note 1: Summary of Significant Accounting Policies (continued)

(h) Investments in Associates

An associate is an entity over which the company has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the entity but is not control or joint control of those policies. Investments in associates are accounted for in the financial statements by applying the equity method of accounting, whereby the investment is initially recognised at cost (including transaction costs) and adjusted thereafter for the post-acquisition change in the company's share of net assets of the associate. In addition, the Company's share of the profit or loss and other comprehensive income is included in the financial statements.

The carrying amount of the investment includes, when applicable, goodwill relating to the associate. Any discount on acquisition, whereby the Company's share of the net fair value of the associate exceeds the cost of investment, is recognised in profit or loss in the period in which the investment is acquired.

Profits and losses resulting from transactions between the Company and the associate are eliminated to the extent of the Company's interest in the associate.

When the Company's share of losses in an associate equals or exceeds its interest in the associate, the Company discontinues recognising its share of further losses unless it has incurred legal or constructive obligations or made payments on behalf of the associate. When the associate subsequently makes profits, the Company will resume recognising its share of those profits once its share of the profits equals the share of the losses not recognised.

The requirements of AASB 128: *Investments in Associates and Joint Ventures* and AASB 9: *Financial Instruments* are applied to determine whether it is necessary to recognise any impairment loss with respect to the Group's investment in an associate or a joint venture. When necessary, the entire carrying amount of the investment (including goodwill) is tested for impairment in accordance with AASB 136: *Impairment of Assets* as a single asset by comparing its recoverable amount (higher of value in use and fair value less costs of disposal) with its carrying amount. Any impairment loss recognised forms part of the carrying amount of the investment. Any reversal of that impairment loss is recognised in accordance with AASB 136 to the extent that the recoverable amount of the investment subsequently increases.

(i) Interests in Joint Arrangements

Joint arrangements represent the contractual sharing of control between parties in a business venture where unanimous decisions about relevant activities are required.

Separate joint venture entities providing joint venturers with an interest to net assets are classified as a joint venture and accounted for using the equity method. Refer to Note 1(m) for a description of the equity method of accounting.

Joint operations represent arrangements whereby joint operators maintain direct interests in each asset and exposure to each liability of the arrangement. The company's interests in the assets, liabilities, revenue and expenses of joint operations are included in the respective line items of the financial statements.

Gains and losses resulting from sales to a joint operation are recognised to the extent of the other parties' interests. When the Company makes purchases from a joint operation, it does not recognise its share of the gains and losses from the joint arrangement until it resells those goods/assets to a third party.

(j) Employee Benefits

Short-term employee benefits

Provision is made for the Company's obligation for short-term employee benefits. Short-term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before twelve months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

The company's obligations for short-term employee benefits such as wages, salaries and sick leave are recognised as part of current trade and other payables in the statement of financial position. The company's obligations for employees' annual leave and long service leave entitlements are recognised as provisions in the statement of financial position.

Other long-term employee benefits

Provision is made for employees' long service leave and annual leave entitlements not expected to be settled wholly within 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.

Expected future payments incorporate anticipated future wage and salary levels, durations of service and employee departures and are discounted at rates determined by reference to market yields at the end of the reporting period on government bonds that have maturity dates that approximate the terms of the obligations. Any remeasurements for changes in assumptions of obligations for other long-term employee benefits are recognised in profit or loss in the periods in which the changes occur.

The company's obligations for long-term employee benefits are presented as non-current provisions in its statement of financial position, except where the company 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.

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NOTES TO THE FINANCIAL STATEMENTS
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Note 1: Summary of Significant Accounting Policies (continued)

(k) Provisions

Provisions are recognised when the Group has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

Provisions are measured using the best estimate of the amounts required to settle the obligation at the end of the reporting period.

(l) Cash and Cash Equivalents

Cash and cash equivalents include cash on hand and deposits held at call with banks.

(m) Revenue and Other Income

Revenue from contracts with customers

The Group is in the business of the promotion of boating activities and the marine industry. Revenue from contracts with customers is recognised when control of the goods or services are transferred to the customer at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services. The Group has generally concluded that it is the principal in its revenue arrangements because it typically controls the goods or services before transferring them to the customer.

Boat Show Income

Revenue from the Boat Show is recognised in the period of which the Boat Show is held. Payments received in advance from Exhibitors for future Boat Shows are recorded as Income in Advance in Trade and Other Payables.

Sponsorship income

Sponsorship income is recognised in the period of which the sponsorship is provided.

Membership Subscriptions

Membership subscriptions is recognised as income over the period of the membership as it is a performance obligation that is satisfied over time. Membership subscriptions received for future periods are recorded as Income in Advance in Trade and Other Payables.

Interest Income

Interest income is recognised using the effective interest method.

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

(n) Trade and Other Receivables

Trade and other receivables include amounts due from customers for goods sold and services performed in the ordinary course of business. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

Trade and other receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less any provision for impairment. Refer to Note 1 (g) for discussion on the determination of impairment losses.

(o) Trade and Other Payables

Trade and other payables represent the liabilities for goods and services received by the entity that remain unpaid at the end of the reporting period. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability. Trade and other payables are initially measured at fair value and subsequently measured at amortised cost using the effective interest method.

(p) Borrowing Costs

All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

(q) Goods and Services Tax (GST)

Revenues, 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 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 statement of financial position.

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

(r) Comparative Figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

Where the Group retrospectively applies an accounting policy, makes a retrospective restatement or reclassifies items in its financial statements, an additional (third) statement of financial position as at the beginning of the preceding period in addition to the minimum comparative financial statements is presented.

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 1: Summary of Significant Accounting Policies (continued)

(s) Critical Accounting Estimates and Judgements

The directors evaluate estimates and judgements incorporated into the financial statements based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the company.

Key Estimates

(i) Impairment

The Group assesses impairment at the end of each reporting period by evaluating the conditions and events specific to the Group that may be indicative of impairment triggers. Recoverable amounts of relevant assets are reassessed using value-in-use calculations which incorporate various key assumptions.

Note 2 Parent Information

The following information has been extracted from the books and records of the parent and has been prepared in accordance with Australian Accounting Standards.

	2021	2020
	\$	\$
STATEMENT OF FINANCIAL POSITION		
ASSETS		
Current Assets		
Cash and cash equivalents	464,933	119,298
Trade and other receivables	186,008	100,768
Assets held for sale	4,028,064	-
Other assets	29,575	26,694
Total Current Assets	4,708,580	246,760
Non-Current Assets		
Financial assets	2	2
Property, plant and equipment	162,770	3,284,116
Total Non-Current Assets	162,772	3,284,118
TOTAL ASSETS	4,871,352	3,530,878
LIABILITIES		
Current Liabilities		
Trade and other payables	1,480,233	757,754
Provision	-	-
Total Current Liabilities	1,480,233	757,754
TOTAL LIABILITIES	1,480,233	757,754
NET ASSETS	3,391,119	2,773,124
EQUITY		
Reserves	3,178,966	2,223,187
Retained earnings	212,153	549,937
TOTAL EQUITY	3,391,119	2,773,124
STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME		
Profit/(Loss) for the year	(337,784)	(453,795)
Total comprehensive income	(337,784)	(453,795)

Guarantees

Boating Industry Association of Victoria Limited has not entered in any guarantees, in the current or previous financial year, in relation to debts of its subsidiaries except those described under contingent liabilities below.

Contingent liabilities

As at 31 December 2021, Boating Industry Association of Victoria had a contingent liability of \$81,000 with a maximum redraw to \$450,000 if required (31 December 2020: \$450,000) relating to a guarantee provided to National Australia Bank for its subsidiary BIA Promotions Pty Ltd's obligation under a bank bill facility. At the end of the reporting period, the consolidated group is in a satisfactory financial position and is not likely to default on the facility.

Contractual commitments

At 31 December 2021, Boating Industry Association of Victoria Limited had not entered into any contractual commitments for the acquisition of property, plant and equipment. (31 December 2020: Nil)

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 3 Revenue and Other Income

The Group has recognised the following amounts relating to revenue in the statement of profit or loss.

	Consolidated Group	
	2021	2020
	\$	\$
Operating Revenue		
- Boat Show Income	652	135,941
- Membership subscriptions	184,083	126,511
- Life's Better with a Boat Subscriptions	(514)	-
- Commissions received	23,259	9,193
- Sponsorship income	35,000	66,364
	<u>242,480</u>	<u>338,009</u>
Other income		
- interest received	2,545	99
	<u>2,545</u>	<u>99</u>
Total Revenue	<u>245,025</u>	<u>338,108</u>
Other income		
- Rental income	-	200
- Sundry income	(369)	-
- COVID-19 government subsidies	72,055	257,950
	<u>71,686</u>	<u>258,150</u>

Note 4 Profit for the Year

Profit before income tax from continuing operations includes the following specific expenses:

	Consolidated Group	
	2021	2020
	\$	\$
(a) Expenses		
Interest expense on financial liabilities not classified as fair value through profit or loss:		
— Borrowing costs expense	3,523	2,594
Total finance cost	<u>3,523</u>	<u>2,594</u>
Employee benefits expense		
— wages and salaries	303,105	347,539
— contributions to defined contribution superannuation fund	26,763	35,345
— Workcover	3,472	2,525
	<u>333,340</u>	<u>385,409</u>

Profit from the sale of 24 York Street will be recognised in the 2022 financial year once the sale has completed, anticipated for 3 May 2022. See Note 13 and 25 for further details.

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 5 Tax Expense

	Consolidated Group	
	2021	2020
	\$	\$
(a) The prima facie tax on profit from ordinary activities before income tax is reconciled to income tax as follows:		
Prima facie tax payable on profit from ordinary activities before income tax at 26% (2020: 27.5%)		
— consolidated group	(57,828)	(38,226)
Add:		
Tax effect of:		
— non-allowable items	-	-
	<u>(57,828)</u>	<u>(38,226)</u>
Less:		
Tax effect of:		
— net exempt loss/(income)	87,824	97,294
— Unutilised tax losses not brought into account	(29,996)	(59,068)
Income tax attributable to entity	<u>-</u>	<u>-</u>
The weighted average effective tax rates are as follows:	0.0%	0.0%

The future income tax benefit which has not been recognised as an asset will only be recognised if:

- (i) the Company derives future assessable income of a nature and of an amount sufficient to enable the benefit to be realised.
- (ii) the Company continues to apply with the conditions for deductibility imposed by the law; and
- (iii) no changes in tax legislation adversely affecting the Company in realising the benefit.

(b) Deferred tax assets

	Consolidated Group	
	2021	2020
	\$	\$
Tax losses	345,218	394,798
Temporary differences - others	7,271	(4,030)
Net deferred tax assets	<u>352,489</u>	<u>390,768</u>
Less tax deferred tax assets not recognised	<u>(352,489)</u>	<u>(390,768)</u>
	<u>-</u>	<u>-</u>

Note 6 Key Management Personnel Compensation

Refer to the Remuneration Report contained in the Directors' Report for details of the remuneration paid or payable to each member of the Group's key management personnel (KMP) for the year ended 31 December 2021.

The totals of remuneration paid to KMP of the company and the Group during the year are as follows:

	2021	2020
	\$	\$
Short-term employee benefits	152,600	175,081
Post-employment benefits	14,904	16,633
Total KMP compensation	<u>167,504</u>	<u>191,714</u>

The Chief Executive Officer and Events Operations Manager of the Association are considered to be part of the KMP, no Directors were considered as KMP due to their non-executive status.

Other KMP Transactions

For details of other transactions with KMP, refer to Note 22: Related party Transactions.

Note 7 Auditor's Remuneration

	Consolidated Group	
	2021	2020
	\$	\$
Remuneration of the auditor for:		
— auditing or reviewing the financial statements	7,000	7,000
	<u>7,000</u>	<u>7,000</u>

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 8 Cash and Cash Equivalents

	Consolidated Group	
	2021	2020
	\$	\$
Cash at bank and on hand	464,906	119,271
	<u>464,906</u>	<u>119,271</u>

Reconciliation of cash

Cash and cash equivalents at the end of the financial year as shown in the statement of cash flows is reconciled to items in the statement of financial position as follows:

Cash and cash equivalents	464,906	119,271
	<u>464,906</u>	<u>119,271</u>

Note 9 Trade and Other Receivables

	Consolidated Group	
	2021	2020
	\$	\$
CURRENT		
Trade receivables	194,008	95,718
Provision for impairment	(8,000)	(8,000)
	<u>186,008</u>	<u>87,718</u>
Sundry debtors	-	13,050
Total current trade and other receivables	<u>186,008</u>	<u>100,768</u>

Set out below is the movement in the allowance for expected losses of trade receivables

	Consolidated Group	
	2021	2020
	\$	\$
As at 1 January	8,000	4,562
Provision for expected credit losses	-	3,438
Write-off	-	-
As at 31 December	<u>8,000</u>	<u>8,000</u>

The Group applies the simplified approach to providing for expected credit losses prescribed by AASB 9, which permits the use of the lifetime expected loss provision for all trade receivables. To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due. The loss allowance provision as at 31 December 2021 is determined as follows; the expected credit losses also incorporate forward-looking information.

The "amounts written off" are all due to customers declaring bankruptcy, or term receivables that have now become unrecoverable.

	Current	>30 days past due	>60 days past due	>90 days past due	Total
	\$	\$	\$	\$	\$
2021					
Gross carrying amount	17,505	990	58,506	117,006	194,008
Loss allowing provision	-	-	-	(8,000)	(8,000)
2020					
Gross carrying amount	691	10,045	70,539	14,443	95,718
Loss allowing provision	-	-	-	(8,000)	(8,000)

Credit risk

The Group has no significant concentration of credit risk with respect to any single counter party or group of counter parties other than those receivables specifically provided for and mentioned within Note 9. The class of assets described as Trade and Other Receivables is considered to be the main source of credit risk related to the Group.

		Consolidated Group	
		2021	2020
		\$	\$
(a) Financial Assets Measured at Amortised Cost	Note		
Trade and other Receivables			
— Total current		186,008	100,768
— Total non-current		-	-
		<u>186,008</u>	<u>100,768</u>
Total financial assets measured at amortised cost	23	<u>186,008</u>	<u>100,768</u>

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 9: Trade and Other Receivables (continued)

(b) Collateral Pledged

No collateral is held over trade and other receivables.

Note 10 Other Assets

	Consolidated Group	
	2021	2020
	\$	\$
CURRENT		
Prepayments	29,575	26,694
	<u>29,575</u>	<u>26,694</u>

Note 11 Goodwill

	Consolidated Group	
	2021	2020
	\$	\$
NON-CURRENT		
Goodwill	2	2
	<u>2</u>	<u>2</u>

Note 12 Interests in Subsidiaries

(a) Information about Principal Subsidiaries

Name of subsidiary	Principal place of business	Ownership interest held	
		2021	2020
		(%)	(%)
BIA Promotions Pty Ltd	Australia	100	100

Note 13 Assets held for sale

	Consolidated Group	
	2021	2020
	\$	\$
LAND AND BUILDINGS		
Freehold land at:		
— fair value	2,779,364	-
Total land	<u>2,779,364</u>	<u>-</u>
Buildings at:		
— fair value	1,248,700	-
Total buildings	<u>1,248,700</u>	<u>-</u>
Assets held for sale	<u>4,028,064</u>	<u>-</u>

On 3 November 2021, the contract of sale to sell 24 York Street, South Melbourne was executed and a total sale price of \$4,100,000 was achieved. Settlement is expected to occur on 3 May 2022 and the gain on the sale of the property will be recognised in the income statement on this date. As such, 24 York Street has been reclassified from Property, Plant and Equipment to Assets held for sale.

The carrying value of the assets held for sale is its fair value less costs to sell.

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Note 14 Property, Plant and Equipment

	Consolidated Group	
	2021	2020
	\$	\$
LAND AND BUILDINGS		
Freehold land at:		
— directors' valuation 2018	-	2,113,049
Total land	<u>-</u>	<u>2,113,049</u>
Carrying amount of all freehold land had it been carried under the cost model		
Buildings at:		
— directors' valuation 2018	-	1,086,951
Accumulated depreciation	-	(97,825)
Total buildings	<u>-</u>	<u>989,126</u>
Total land and buildings	<u>-</u>	<u>3,102,175</u>
Carrying amount of all buildings had they been carried under the cost model		
PLANT AND EQUIPMENT		
Property Improvements		
At cost	513,377	504,756
Accumulated depreciation	<u>(354,178)</u>	<u>(328,388)</u>
	<u>159,199</u>	<u>176,368</u>
Office Machines		
At cost	129,330	129,099
Accumulated depreciation	<u>(125,760)</u>	<u>(123,526)</u>
	<u>3,570</u>	<u>5,573</u>
Total plant and equipment	<u>162,769</u>	<u>181,941</u>
Total property, plant and equipment	<u>162,769</u>	<u>3,284,116</u>

(a) Movements in Carrying Amounts

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

	Freehold Land	Buildings	Property Improvement	Office Equipment	Total
	\$	\$	\$	\$	\$
Consolidated Group:					
Balance at 1 January 2020	2,113,049	1,021,734	130,776	8,038	3,273,597
Additions	-	-	69,603	-	69,603
Depreciation expense	-	(32,608)	(24,011)	(2,465)	(59,084)
Balance at 31 December 2020	<u>2,113,049</u>	<u>989,126</u>	<u>176,368</u>	<u>5,573</u>	<u>3,284,116</u>
Balance at 1 January 2021	2,113,049	989,126	176,368	5,573	3,284,116
Additions	-	-	8,621	231	8,852
Movement in fair value	715,951	311,765	-	-	1,027,716
Adjustments for selling costs	(49,636)	(22,300)	-	-	(71,936)
Reclassification to assets held for sale	(2,779,364)	(1,248,700)	-	-	(4,028,064)
Depreciation expense	-	(29,891)	(25,790)	(2,234)	(57,915)
Balance at 31 December 2021	<u>-</u>	<u>-</u>	<u>159,199</u>	<u>3,570</u>	<u>162,769</u>

The revaluation surplus was credited to the assets revaluation reserve.

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NOTES TO THE FINANCIAL STATEMENTS
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Note 15 Trade and Other Payables

	Consolidated Group	
	2021	2020
	\$	\$
CURRENT		
Unsecured liabilities		
Trade payables	4,168	679
Sundry payables and accrued expenses	88,335	102,377
GST payables	50,594	31,518
Income in advance	751,187	180,569
	<u>894,284</u>	<u>315,143</u>
	Consolidated Group	
	2021	2020
	\$	\$
(a) Financial liabilities at amortised cost classified as trade and other payables		
Trade and other payables		
— Total current	894,284	315,143
— Total non-current	-	-
	<u>894,284</u>	<u>315,143</u>
Less: Income in advance	<u>(751,187)</u>	<u>(180,569)</u>
Financial liabilities as trade and other payables	<u>143,097</u>	<u>134,574</u>

Note 16 Borrowings

	Note	Consolidated Group	
		2021	2020
		\$	\$
CURRENT			
Secured liabilities at amortised cost:			
Bank loan - secured	16(a)	<u>81,000</u>	<u>81,000</u>
Total current borrowings		<u>81,000</u>	<u>81,000</u>
Total borrowings	23	<u>81,000</u>	<u>81,000</u>
		Consolidated Group	
		2021	2020
		\$	\$
(a) Total current and non-current secured liabilities			
Bank loan		<u>81,000</u>	<u>81,000</u>
		<u>81,000</u>	<u>81,000</u>

(b) Collateral provided

The bank loan is secured by a first ranking registered mortgage over the freehold property owned and occupied by the Company.
The carrying amounts of current assets and non-current assets pledged as security are:

	Note	Consolidated Group	
		2021	2020
		\$	\$
Assets held for sale	13	4,028,064	-
Freehold land and buildings	14	-	3,102,175
Total financial assets pledged		<u>4,028,064</u>	<u>3,102,175</u>

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 17 Provisions

	Consolidated Group	
	2021	2020
	\$	\$
CURRENT		
Employee Benefits		
Opening balance at 1 January	47,713	62,368
Net additional/(used)	27,967	(14,655)
Balance at 31 December	<u>75,680</u>	<u>47,713</u>

Provision for Employee Benefits

Provision for employee benefits represents amounts accrued for annual leave and long service leave.

The current portion for this provision includes the total amount accrued for annual leave entitlements and the amounts accrued for long service leave entitlements that have vested due to employees having completed the required period of service. Based on past experience, the Group does not expect the full amount of annual leave or long service leave balances classified as current liabilities to be settled within the next 12 months. However, these amounts must be classified as current liabilities since the Group does not have an unconditional right to defer the settlement of these amounts in the event employees wish to use their leave entitlement.

Note 18 Capital Management

Management controls the capital of the Group in order to maintain a sustainable debt to equity ratio, generate long-term shareholder value and ensure that the Group can fund its operations and continue as a going concern.

The Group's debt and capital include ordinary share capita and financial liabilities, supported by financial assets.

The Group is not subject to any externally imposed capital requirements.

Management effectively manages the group's capital by assessing the group's financial risks and adjusting its capital structure in response to changes in these risks and in the market. These responses include the management of debt levels and maintaining adequate cash

		Consolidated Group	
	Note	2021	2020
		\$	\$
Total borrowings and lease liabilities	16	81,000	81,000
Trade and other payables	15	143,097	134,574
Less cash and cash equivalents	8	(464,906)	(119,271)
Net debt		<u>(240,809)</u>	<u>96,303</u>
Total equity		<u>3,820,360</u>	<u>3,086,995</u>
Total net debt and equity		<u>3,579,551</u>	<u>3,183,298</u>

Note 19 Capital Commitments

The Group is not engaged in any capital and leasing agreements at the date of this report.

Note 20 Cash Flow Information

	Consolidated Group	
	2021	2020
	\$	\$
(a) Reconciliation of Cash Flows from Operating Activities with Profit		
(Loss)/Profit after income tax	(222,414)	(139,003)
Non-cash flows in profit		
- Depreciation	57,915	59,084
Changes in assets and liabilities, net of the effects of purchase and disposal of subsidiaries:		
(Increase)/decrease in trade and term receivables	(85,240)	76,607
(Increase)/Decrease in prepayments	(2,881)	46,732
Increase/(decrease) in income in advance	269,943	(243,857)
Increase/(Decrease) in trade payables and accruals	(21,545)	(16,853)
Increase/(Decrease) in provisions	27,967	(14,655)
Net cash generated by operating activities	<u>23,745</u>	<u>(231,945)</u>

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Note 21 Events After the Reporting Period

As the COVID-19 pandemic continues to create uncertainty in both local and global communities and economies, the Group continues to consider the impact on its future operations and undertake appropriate measures and precautions in response.

Except for the above, no other matters or circumstances or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the Group, the results of those operations or the state of affairs of the group in future financial years.

Note 22 Related Party Transactions

Transactions between related parties are on normal commercial terms and conditions no more favourable than those available to other parties unless otherwise stated. The Directors are representatives of member organisations and these member organisations may have dealings with the Association, such as payment of membership fees, attendance at forums, boat shows and other promotional activities.

The total directors fees paid for the year ended 31 December 2021 is nil. (31 December 2020: nil)

Note 23 Financial Risk Management

The Group's financial instruments consist mainly of deposits with banks, accounts receivable and payable, loans to and from subsidiaries.

The totals for each category of financial instruments, measured in accordance with AASB 139: *Financial Instruments: Recognition and Measurement* as detailed in the accounting policies to these financial statements, are as follows:

		Consolidated Group	
	Note	2021	2020
		\$	\$
Financial Assets			
Cash and cash equivalents	8	464,906	119,271
Trade and other receivables	9	186,008	100,768
Total Financial Assets		<u>650,914</u>	<u>220,039</u>
Financial Liabilities			
Trade and other payables	15	143,097	134,574
Borrowings	16	81,000	81,000
Total Financial Liabilities		<u>224,097</u>	<u>215,574</u>

Financial Risk Management Policies

The directors' overall risk management strategy seeks to assist the Group in meeting its financial targets, while minimising potential adverse effects on financial performance. Risk management policies are approved and reviewed by the Board of Directors on a regular basis. These include the credit risk policies and future cash flow requirements.

Specific Financial Risk Exposures and Management

The main risks the Group is exposed to through its financial instruments are credit risk, liquidity risk and market risk relating to interest rate

a. Credit risk

Exposure to credit risk relating to financial assets arises from the potential non-performance by counterparties of contract obligations that could lead to a financial loss to the Group.

Credit risk is managed through the maintenance of procedures (such as utilisation of systems for the approval, granting and renewal of credit limits, regular monitoring of exposures against such limits and monitoring of the financial stability of significant customers and counterparties), ensuring to the extent possible that customers and counterparties to transactions are of sound credit worthiness. Such monitoring is used in assessing receivables for impairment. Depending on the division within the Group, credit terms are generally within 30 days from the date of invoice.

Credit Risk Exposures

The maximum exposure to credit risk by class of recognised financial assets at the end of the reporting period, excluding the value of any collateral or other security held is equivalent to the carrying amount and classification of those financial assets (net of any provisions) as presented in the statement of financial position. Credit risk also arises through the provision of financial guarantees, as approved at Board level, given to parties securing the liabilities of certain subsidiaries (refer note 2 for details).

The Group has no significant concentration of credit risk with any single counterparty or group of counterparties. Details with respect to credit risk of Trade and Other Receivables are provided in Note 9.

Trade and other receivables that are neither past due or impaired are considered to be of high credit quality. Aggregates of such amounts are as detailed at Note Provision for expected credit losses.

The Group does not have any material credit risk exposure to any single receivable or group of receivables. Customers are assessed of credit worthiness using the criteria detailed above.

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021

Note 23: Financial Risk Management (continued)

b. Liquidity risk

Liquidity risk arises from the possibility that the Group might encounter difficulty in settling its debts or otherwise meeting its obligations related to financial liabilities. The Group manages this risk through the following mechanisms:

- preparing forward-looking cash flow analyses in relation to its operating, investing and financing activities;
- monitoring undrawn credit facilities;
- obtaining funding from a variety of sources;
- maintaining a reputable credit profile;
- managing credit risk related to financial assets;
- only investing surplus cash with major financial institutions; and
- comparing the maturity profile of financial liabilities with the realisation profile of financial assets

The table below reflects an undiscounted contractual maturity analysis for financial assets and financial liabilities. Financial guarantee liabilities are treated as payable on demand since the Group has no control over the timing of any potential settlement of the liabilities.

Cash flows realised from financial assets reflect management's expectation as to the timing of realisation. Actual timing may therefore differ from that disclosed. The timing of cash flows presented in the table to settle financial liabilities reflect the earliest contractual settlement dates and do not reflect management's expectations that banking facilities will be rolled forward.

Financial liability and financial asset maturity analysis

Consolidated Group	Within 1 Year		1 to 5 years		Over 5 years		Total	
	2021	2020	2021	2020	2021	2020	2021	2020
	\$	\$	\$	\$	\$	\$	\$	\$
Financial liabilities due for payment								
Bank overdrafts and loans	81,000	81,000	-	-	-	-	81,000	81,000
Trade and other payables	143,097	134,574	-	-	-	-	143,097	134,574
Total expected outflows	224,097	215,574	-	-	-	-	224,097	215,574

Consolidated Group	Within 1 Year		1 to 5 years		Over 5 years		Total	
	2021	2020	2021	2020	2021	2020	2021	2020
	\$	\$	\$	\$	\$	\$	\$	\$
Financial Assets - cash flows realisable								
Cash and cash equivalents	464,906	119,271	-	-	-	-	464,906	119,271
Trade, term and loan receivables	186,008	100,768	-	-	-	-	186,008	100,768
Total anticipated inflows	650,914	220,039	-	-	-	-	650,914	220,039
Net (outflow) / inflow on financial	426,817	4,465	-	-	-	-	426,817	4,465

The Group has no financial assets pledged as collateral.

c. Market Risk

i. Interest rate risk

Exposure to interest rate risk arises on financial assets and financial liabilities recognised at the end of the reporting period whereby a future change in interest rates will affect future cash flows or the fair value of fixed rate financial instruments. The Group is also exposed to earnings volatility on floating rate instruments. The financial instruments that exposure the Group to interest rate risk are limited to borrowings, cash and cash equivalents.

Interest rate is managed using a mix of fixed and floating rate debt.

The net effective variable interest rate borrowings (i.e. unhedged debt) exposure the Group to interest rate risk which will impact future cash flows and interest charges and is indicated by the following interest rate financial liabilities:

Maturity of notional amounts	Consolidated Group	
	2021	2020
	\$	\$
Bank loan	81,000	81,000
	81,000	81,000

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FOR THE YEAR ENDED 31 DECEMBER 2021

Note 23: Financial Risk Management (continued)

iii. Other price risk

The Group is not exposed to any material commodity price risk.

Sensitivity Analysis

The following table illustrates sensitivities to the Group's exposures to changes in interest rates, exchange rates and commodity and equity prices. The table indicates the impact of how profit and equity values reported at the end of the reporting period would have been affected by changes in the relevant risk variable that management considers to be reasonably possible.

These sensitivities assume that the movement in a particular variable is independent of other variables.

	Consolidated Group	
	Profit	Equity
Year ended 31 December 2021	\$	\$
+/- 0.5% in interest rates - cash and cash equivalents	2,325	2,325
+/- 0.5% in interest rates - bank loans	405	405
	Consolidated Group	
	Profit	Equity
Year ended 31 December 2020	\$	\$
+/- 0.5% in interest rates - cash and cash equivalents	596	596
+/- 0.5% in interest rates - bank loans	405	405

There have been no changes in any of the methods or assumptions used to prepare the above sensitivity analysis from the prior year.

Fair Values

Fair value estimation

The fair values of financial assets and financial liabilities are presented in the following table and can be compared to their carrying amounts as presented in the statement of financial position. Refer to Note 24 for detailed disclosures regarding the fair value measurement of the group's financial assets and financial liabilities.

Differences between fair values and carrying amounts of financial instruments with fixed interest rates are due to the change in discount rates being applied by the market since their initial recognition by the Group.

	Note	2021		2020	
		Carrying	Fair Value	Carrying	Fair Value
		Amount		Amount	
Consolidated Group		\$	\$	\$	\$
Financial assets					
Financial assets at amortised cost:					
Cash and cash equivalents	8	464,906	464,906	119,271	119,271
Trade and other receivables	9	186,008	186,008	100,768	100,768
Total financial assets		650,914	650,914	220,039	220,039
Financial liabilities at amortised cost					
Trade and other payables	15	143,097	143,097	134,574	134,574
Bank loan	16	81,000	81,000	81,000	81,000
Total financial liabilities		224,097	224,097	215,574	215,574

- (i) Cash and cash equivalents, trade and other receivables, and trade and other payables are short-term instruments in nature whose carrying amounts are equivalent to their fair values.

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
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Note 24 Fair Value Measurements

The Group measures and recognises the following assets and liabilities at fair value on a recurring basis after initial recognition:

- derivative financial instruments;
- financial assets held for trading;
- financial assets at fair value through other comprehensive income;
- freehold land and buildings;
- investment properties; and
- obligation for contingent consideration arising from a business combination.

The Group does not subsequently measure any liabilities at fair value on a non-recurring basis.

(a) *Fair value hierarchy*

AASB 13: *Fair Value Measurement* requires the disclosure of fair value information by level of the fair value hierarchy, which categorises fair value measurements into one of three possible levels based on the lowest level that an input that is significant to the measurement can be categorised into as follows:

Level 1	Level 2	Level 3
Measurements based on quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date.	Measurements based on inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.	Measurements based on unobservable inputs for the asset or liability.

The fair values of assets and liabilities that are not traded in an active market are determined using one or more valuation techniques. These valuation techniques maximise, to the extent possible, the use of observable market data. If all significant inputs required to measure fair value are observable, the asset or liability is included in Level 2. If one or more significant inputs are not based on observable market data, the asset or liability is included in Level 3.

Valuation techniques

The Group selects a valuation technique that is appropriate in the circumstances and for which sufficient data is available to measure fair value. The availability of sufficient and relevant data primarily depends on the specific characteristics of the asset or liability being measured. The valuation techniques selected by the Group are consistent with one or more of the following valuation approaches:

- Market approach: valuation techniques that use prices and other relevant information generated by market transactions for identical or similar assets or liabilities.
- Income approach: valuation techniques that convert estimated future cash flows or income and expenses into a single discounted present value.
- Cost approach: valuation techniques that reflect the current replacement cost of an asset at its current service capacity.

Each valuation technique requires inputs that reflect the assumptions that buyers and sellers would use when pricing the asset or liability, including assumptions about risks. When selecting a valuation technique, the Group gives priority to those techniques that maximise the use of observable inputs and minimise the use of unobservable inputs. Inputs that are developed using market data (such as publicly available information on actual transactions) and reflect the assumptions that buyers and sellers would generally use when pricing the asset or liability are considered observable, whereas inputs for which market data are not available and therefore are developed using the best information available about such assumptions are considered unobservable.

The following tables provide the fair values of the Group's assets and liabilities measured and recognised on a recurring basis after initial recognition and their categorisation within the fair value hierarchy.

		31 December 2021			
Recurring fair value measurements	Note	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
<i>Non-financial assets</i>					
Freehold land	13	2,779,364	-	-	2,779,364
Buildings	13	1,248,700	-	-	1,248,700
Total non-financial assets recognised at fair value on a recurring basis		4,028,064	-	-	4,028,064
		31 December 2020			
Recurring fair value measurements	Note	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
<i>Non-financial assets</i>					
Freehold land	14	2,113,049	-	-	2,113,049
Buildings	14	989,126	-	-	989,126
Total non-financial assets recognised at fair value on a recurring basis		3,102,175	-	-	3,102,175

There were no transfers between Levels 1 and 2 for assets measured at fair value on a recurring basis during the reporting period. (31 December 2020: no transfers)

BOATING INDUSTRY ASSOCIATE OF VICTORIA LIMITED AND CONTROLLED ENTITY
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NOTES TO THE FINANCIAL STATEMENTS
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Note 25 Reserves

a. **Asset Revaluation Reserve**

The asset revaluation reserve records the fair value movement on Land and Building.

	Consolidated Group	
	2021	2020
	\$	\$
Opening Balance		
Movement in revaluation of Land and Building	1,973,187	1,973,187
Total	<u>955,779</u>	<u>-</u>
	<u>2,928,966</u>	<u>1,973,187</u>

On 3 November 2021, a contract of sale to sell 24 York Street, South Melbourne was executed with a sale price of \$4,100,000 achieved. Settlement is expected to occur on 3 May 2022 and the gain on the sale of the property will be recognised in the income statement on this date. As such, 24 York Street has been reclassified from Property, Plant and Equipment to Assets held for sale, and the increase in market valuation has been recognised in the Asset Revaluation Reserve before being transferred to the income statement at settlement date.

Note 26 Economic Dependence

B I A Promotions Pty Ltd is a dependent on the Parent Company, Boating Industry Association of Victoria Limited.

Note 27 Company Details

The registered office of the company is:
 Boating Industry Association of Victoria Limited
 Marine House
 24 York Street
 South Melbourne Vic 3205

The principal places of business are:
 Boating Industry Association of Victoria Limited
 Marine House
 24 York Street
 South Melbourne Vic 3205

BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED AND CONTROLLED ENTITY
ABN: 51 004 985 102
DIRECTORS' DECLARATION

In accordance with a resolution of the directors of Boating Industry Association of Victoria Limited, the directors of the company declare that:

1. the financial statements and notes, as set out on pages 5 to 28, are in accordance with the Corporations Act 2001 and:
 - (a) comply with Australian Accounting Standards applicable to the entity, which, as stated in accounting policy Note 1 to the financial statements, constitutes compliance with International Financial Reporting Standards; and
 - (b) give a true and fair view of the financial position as at 31 December 2021 and of the performance for the year ended on that date of the consolidated group;
2. in the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

Director



John Temple
Dated this 4 April 2022



Level 13, Freshwater Place, 2 Southbank Boulevard,
Southbank VIC 3006

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Website: www.morrrows.com.au

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of Boating Industry Association Of Victoria Limited and Controlled Entity (the Entity), which comprises the consolidated statement of financial position as at 31 December 2021, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Entity is in accordance with the Corporations Act 2001, including:

- (i) giving a true and fair view of the Entity's financial position as at 31 December 2021 and of its financial performance for the year ended;
- (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001; and
- (iii) complying with International Financial Reporting Standards as disclosed in Note 1.

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 Entity in accordance with the auditor independence requirements of the Corporations Act 2001 and 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.

Other Information

The directors are responsible for the other information. The other information obtained at the date of this auditor's report relates to the Directors' Report.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed on the other information obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Your financial future,
tailored your way



Morrrows Audit Pty Ltd
ABN 18 626 582 232
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Liability limited by a scheme approved under professional standards legislation





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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF BOATING INDUSTRY ASSOCIATION OF VICTORIA LIMITED *continued*

Responsibilities of Directors for the Financial Report

The directors of the Entity are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the Entity'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 the directors either intend to liquidate the Entity or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for overseeing the Entity'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 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 the financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at: http://www.auasb.gov.au/auditors_responsibilities/ar3.pdf. This description forms part of our auditor's report.



MORROWS AUDIT PTY LTD



A.M. FONG
Director

Melbourne: 4 April 2022

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