



Fair Work
Commission

21 August 2024

Peter Wilson
Treasurer
NSW Farmers' (Industrial) Association

Sent via email: industrial@nswfarmers.org.au

CC: james.winter@au.gt.com

Dear Peter Wilson

**NSW Farmers' (Industrial) Association
Financial Report for the year ended 31 March 2024 – FR2024/9**

I acknowledge receipt of the financial report for the year ended 31 March 2024 for the NSW Farmers' (Industrial) Association (the reporting unit). The documents were lodged with the Fair Work Commission (the Commission) on 2 August 2024.

The financial report has now been filed. You are not required to take any further action in respect of the report lodged.

The financial report was filed based on a primary review. This involved confirming that the financial reporting timelines required under sections 253, 265, 266 and 268 of the *Fair Work (Registered Organisations) Act 2009 (RO Act)* have been satisfied, all documents required under section 268 of the RO Act were lodged and that various disclosure requirements under the Australian Accounting Standards, RO Act and reporting guidelines have been complied with. A primary review does not examine all disclosure requirements.

Please note that next year's financial report may be subject to an advanced compliance review.

If you have any queries regarding this letter, please call 1300 341 665 or email regorgs@fwc.gov.au.

Yours sincerely

Fair Work Commission

Certificate by prescribed designated officer

Designated Officer's Certificate for the period ended 31 March 2024

I, Peter Wilson, being the Treasurer of the *NSW Farmers' (Industrial) Association* certify:

- that the documents lodged herewith are copies of the full report for the *NSW Farmers' (Industrial) Association* for the period ended referred to in s.268 of the *Fair Work (Registered Organisations) Act 2009*; and
- that the full report was provided to members of the reporting unit on 27 June 2024; and
- that the full report was presented to a general meeting of members of the reporting unit on 24 July 2024 in accordance with s.266 of the *Fair Work (Registered Organisations) Act 2009*.



Signature of prescribed designated officer:

Name of prescribed designated officer: Peter Wilson

Title of prescribed designated officer: Treasurer

Dated: 2 August 2024

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

ABN 003 829 767

Financial Report For the year ended 31 March 2024

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

NSW FARMER' (INDUSTRIAL) ASSOCIATION

ABN 49 058 101 237

FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2024

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Independent Auditor's Report

To the Members of NSW Farmers' (Industrial) Association

Report on the audit of the financial report

Opinion

We have audited the financial report of NSW Farmers' (Industrial) Association (the "Association"), which comprises the statement of financial position as at 31 March 2024, the statement of profit or loss and other comprehensive income, statement of changes in equity, statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, the committee of management statement, the subsection 255(2A) report and the officer declaration statement.

In our opinion, the accompanying financial report presents fairly, in all material aspects, the financial position of NSW Farmers' (Industrial) Association as at 31 March 2024, and its financial performance and its cash flows for the year ended on that date in accordance with:

1. the Australian Accounting Standards; and
2. any other requirements imposed by the Reporting Guidelines or Part 3 of Chapter 8 of the Fair Work (Registered Organisations) Act 2009 (the "RO Act").

We declare that management's use of the going concern basis in the preparation of the financial statements of the Association is appropriate.

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 Reporting Unit in accordance with 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.

Information Other than the Financial Report and Auditor's Report Thereon

The Committee of Management is responsible for the other information. The other information obtained at the date of this auditor's report is in the operating report accompanying the financial 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, 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.

Responsibilities of Committee of Management for the financial report

The Committee of Management of the Association is responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the RO Act, and for such internal control as the Committee of Management 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 Committee of Management is responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Committee of Management either intend to liquidate the Association or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial report

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

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

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Reporting Unit's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Committee of Management.

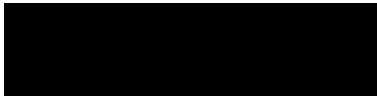
- Conclude on the appropriateness of the Committee of Management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Reporting Unit's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Reporting Unit to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

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

We declare that James Winter is an auditor registered under the RO Act.

Grant Thornton

Grant Thornton Audit Pty Ltd
Chartered Accountants



James Winter
Partner – Audit & Assurance
Sydney, 13 June 2024

Registration number AA2017/180

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

s.255(2A) Fair Work (Registered Organisations) Act 2009

Expenditure Report

Report for the year ended 31 March 2024

The Committee of Management presents the expenditure report as required under subsection 255(2A) on NSW Farmers' (Industrial) Association (the "Association") for the financial year ended 31 March 2024.

Descriptive form

Categories of expenditures	12 months to 31 March 2024	3 months to 31 March 2023
Remuneration and other employment-related costs and expenses – employees	415,989	82,604
Advertising	-	-
Operating costs	3,320,133	852,206
Donations to political parties	-	-
Legal costs	-	1,427

Signature of prescribed designated officer:



Name of prescribed designated officer: Xavier Martin

Title of prescribed designated officer: President

Dated: 28 May 2024

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

OPERATING REPORT

The Committee of Management (the "Committee") presents its financial report and notes of NSW Farmers' (Industrial) Association (the "Association") for the financial year ended 31 March 2024.

Review of principal activities, the results of those activities and any significant changes in the nature of those activities during the period

The principal activities of the Association are the provision of Industrial Relations Services, management of investment funds and investment property and receipting of membership subscription funds. This is consistent with the principal activities of the Association in 2023.

Review of operations and significant changes in financial plan

	12 months to 31 March 2024	3 months to 31 March 2023
Net deficit for the period	1,447,311	104,493

A number of factors have affected the financial performance of the Association.

A management fee was received in current period of \$3,900 (2023: \$975) from NSW Farmers' Association to this Association. An interest charge of \$158,632 (2023: \$37,220) was also received from NSW Farmers' Association for interest on the loan to this Association, with interest charges commencing from the 2023 financial year. Additionally, a management fee expense payable to NSW Farmers' Association of \$2,698,439 (2023: \$694,695) was recognised in the current period. For further details, refer to Note 10.

The unrealised fair value gain on investment assets was \$777,710 (2023: gain of \$458,097) and was reflective of movement in local and international equity and bond markets. The returns of the Investment Manager were generally in line with the benchmarks relating to their portfolio allocations. The management of the investment portfolio is continually reviewed by the Committee. See Note 11 for further information regarding financial risk management policies.

The valuation basis of investment properties is fair value being the amounts for which the assets could be exchanged between willing parties in an arm's length transaction as at valuation date. Fair value is determined by the Committee by direct reference to recent market transactions on arm's length terms for land and buildings comparable in size and location to those held by the Association, and to market based yields for comparable properties.

Right of members to resign

Members can resign in accordance with Clause 13 of the Rules of the Association.

Officers & employees who are superannuation fund trustee(s) or Director of a company that is a superannuation fund trustee

No officer or member of the Association holds a position as a trustee or Director of a superannuation entity or exempt public sector superannuation scheme where the criterion for holding such position is that they are an officer or member of an organisation.

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

Number of members

Number of members as at 31 March 2024 was 4,031 (2023: 4,175).

Number of employees

Number of full-time employees who served for the complete financial year ended 31 March 2024 was 3 (2023: 3).

Names of Committee of Management members and period positions held during the financial year

Director	Date appointed	Date resigned	Qualifications
P Wilson	05/08/2022		Farmer, BEc/LLB Dip Fin Man, GAICD
B Petrie	05/08/2022		Farmer
A Brown	05/08/2022		Farmer, BAppSc(CSU) and DipVET
H Carrigan	05/08/2022	21/07/2023	Farmer
S Kilby	21/10/2020		Farmer, B Econ, Dip Ed
I McColl	05/08/2022		Farmer
O Pearse	07/08/2023		Farmer, BAgBus
C Stillard	21/10/2020		Farmer
W Martin	21/10/2020		Farmer FAICD
R Reardon	20/07/2016		Farmer BAgEcon (Hons) GAICD

Signature of designated officer:



Name and title of designated officer: Xavier Martin, President

Dated: 28 May 2024

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

COMMITTEE OF MANAGEMENT STATEMENT

For the year ended 31 March 2024

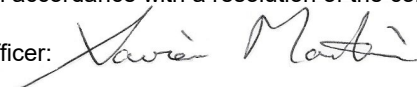
On 28 May 2024 the Committee of Management of NSW Farmers' (Industrial) Association (the "reporting unit") passed the following resolution in relation to the general purpose financial report (GPFR) for the year ended 31 March 2024:

The Committee of Management declares that in its opinion:

- a) the financial statements and notes comply with the Australian Accounting Standards;
- b) the financial statements and notes comply with any other requirements imposed by the Reporting Guidelines or Part 3 of Chapter 8 of the *Fair Work (Registered Organisations) Act 2009* (the **RO Act**);
- c) the financial statements and notes give a true and fair view of the financial performance, financial position and cash flows of the reporting unit for the financial period to which they relate;
- d) there are reasonable grounds to believe that the reporting unit will be able to pay its debts as and when they become due and payable; and
- e) during the financial period to which the GPFR relates and since the end of that period:
 - meetings of the committee of management were held in accordance with the rules of the organisation including the rules of a branch concerned; and
 - the financial affairs of the reporting unit have been managed in accordance with the rules of the organisation including the rules of a branch concerned; and
 - the financial records of the reporting unit have been kept and maintained in accordance with the RO Act; and where the organisation consists of two or more reporting units, the financial records of the reporting unit have been kept, as far as practicable, in a consistent manner with each of the other reporting units of the organisation; and
 - where information has been sought in any request by a member of the reporting unit or the Commissioner duly made under section 272 of the RO Act, that information has been provided to the member or the Commissioner; and
 - where any order for inspection of financial records has been made by the Fair Work Commission under section 273 of the RO Act, there has been compliance.

This declaration is made in accordance with a resolution of the committee of management.

Signature of designated officer:



Name and title of designated officer: Xavier Martin, President

Dated: 28 May 2024

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

For the year ended 31 March 2024

	Notes	12 months to 31 March 2024 \$	3 months to 31 March 2023 \$
Revenue from contracts with customers			
Membership subscriptions		669,239	178,406
Project income		-	-
Management fee – NSW Farmers' Association		3,900	975
Total revenue from contracts with customers		673,139	179,381
Income for furthering objectives			
Grants and/or donations		-	-
Total income for furthering objectives		-	-
Other Income			
Revenue from recovery of wages activity		-	-
Investment income	2A	1,601,585	652,363
Rental income		-	-
Other income	2B	56	-
Gain on sale of investment		14,031	-
Total other income		1,615,672	652,363
Total income		2,288,811	831,744
Expenses			
Employee expenses	3A	(415,989)	(82,604)
Capitation fees and other expense to another reporting unit		-	-
Promotional expenses	3B	-	-
Investment expenses		(124,584)	(28,010)
Fair value unrealised losses from investments		-	-
Affiliation fees		-	-
Administration expenses	3C	(2,734,628)	(701,985)
Grants or donations		-	-
Depreciation and amortisation	3D	(365,746)	(91,436)
Finance costs	3E	(80,175)	(22,575)
Legal costs	3F	-	(1,427)
Other expenses		-	-
Audit fees	12	(15,000)	(8,200)
Total expenses		(3,736,122)	(936,237)
Deficit for the year/period		(1,447,311)	(104,493)
Other comprehensive income		-	-
Total comprehensive loss for the year/period		(1,447,311)	(104,493)

The Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the accompanying notes to the financial report.

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

Statement of financial position

As at 31 March 2024

	Note	2024 \$	2023 \$
ASSETS			
Current assets			
Cash and cash equivalents	4A	7,461,433	2,012,735
Trade and other receivables	4B	7,135	3,084
Other current assets	4C	-	750,000
Total current assets		7,468,568	2,765,819
Non-current assets			
Property, plant and equipment	5A	26,155	26,155
Right-of-use assets	5B	1,676,766	2,042,512
Investment property	5C	-	-
Other financial assets	5D	12,111,070	18,691,948
Other receivables	5E	31,082,640	31,268,965
Total non-current assets		44,896,631	52,029,580
Total assets		52,365,199	54,795,399
LIABILITIES			
Current liabilities			
Trade payables	6A	-	-
Other payables	6B	52,177	21,354
Other liabilities	6C	345,647	998,763
Lease liabilities	6D	360,595	392,274
Total current liabilities		758,419	1,412,391
Non-current liabilities			
Lease liabilities	6D	1,728,430	2,057,347
Total non-current liabilities		1,728,430	2,057,347
Total liabilities		2,486,849	3,469,738
Net assets		49,878,350	51,325,661
EQUITY			
Retained earnings	8	49,878,350	51,325,661
Total equity		49,878,350	51,325,661

The Statement of Financial Position should be read in conjunction with the accompanying notes to the financial report.

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

Statement of changes in equity

For the year ended 31 March 2024

	Notes	Retained earnings \$	Total equity \$
Balance as at 1 January 2023		51,430,154	51,430,154
Deficit for the period		(104,493)	(104,493)
Other comprehensive income		-	-
Closing balance at 31 March 2023		51,325,661	51,325,661
Balance as at 1 April 2023		51,325,661	51,325,661
Deficit for the year		(1,447,311)	(1,447,311)
Other comprehensive income		-	-
Closing balance at 31 March 2024		49,878,350	49,878,350

The Statement of Changes in Equity should be read in conjunction with the accompanying Notes to the financial report.

NSW FARMERS' (INDUSTRIAL) ASSOCIATION

FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024

Statement of Cash Flows

For the Year Ended 31 December 2023

	Note	12 months to 31 March 2024 \$	3 months to 31 March 2023 \$
OPERATING ACTIVITIES			
Receipts from member subscriptions		611,859	493,832
Receipts from projects funds received		-	211,673
Interest received and other income		298,089	18,077
Payments to suppliers and employees		(1,160,668)	(193,918)
Interest payments and other finance costs		<u>(80,175)</u>	<u>(22,575)</u>
Net cash provided/(used) by operating activities	9A	<u>(330,895)</u>	<u>507,089</u>
INVESTING ACTIVITIES			
Net withdrawal from (re-investment in) investment portfolio		7,729,640	(1,313,980)
(Advances loaned to)/ repayment by related party		(2,353,482)	(489,762)
Proceeds from sale of land and buildings		<u>764,031</u>	<u>-</u>
Net cash from/(used) in investing activities		<u>6,140,189</u>	<u>(1,803,742)</u>
FINANCING ACTIVITIES			
Repayment of lease liabilities (principal component)	6D	<u>(360,596)</u>	<u>(85,811)</u>
Net cash used in financing activities		<u>(360,596)</u>	<u>(85,811)</u>
Net increase / (decrease) in cash held		5,448,698	(1,382,464)
Cash and cash equivalents at the beginning of the year/period	4A	<u>2,012,735</u>	<u>3,395,199</u>
Cash and cash equivalents at the end of the year/period		<u><u>7,461,433</u></u>	<u><u>2,012,735</u></u>

The above Statement of Cash Flows should be read in conjunction with the accompanying
Notes to the financial report

Notes to the Financial Statements

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**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024**

Note 1 Summary of Significant Accounting Policies

1.1 General information and statement of compliance

The financial report is a general purpose financial report which has been prepared in accordance with the requirements of the Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board (AASB) that apply for the reporting period, and Section 253 of the Fair Work (Registered Organisations) Act 2009.

The financial statements cover NSW Farmers' (Industrial) Association (the "Association") as an individual entity incorporated and domiciled in Australia. For the purposes of preparing the general purpose financial statements, the Association is a not-for-profit entity. The financial report for the year ended 31 March 2024 was approved and authorised for issue by the Executive Committee on 28 May 2024.

1.2 Basis of preparation

The financial report has been prepared on the basis of historical cost, except for the revaluation of certain assets and financial instruments. Historical cost is based on the fair values of the consideration given in exchange for assets. When required by accounting standards, comparative figures have been adjusted to conform to changes in presentation for the current financial period.

The results and financial position of the Association is expressed in Australian dollars, which is the functional currency and the presentation currency for the financial statements.

Comparative amounts

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

1.3 Critical accounting judgements and key sources of estimation uncertainty

The Executive Committee of the Association evaluates estimates and judgments incorporated into the financial statements based on historical knowledge and best available current information. Actual results may differ from these estimates. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the Association.

Key estimates and critical judgments include estimation of fair values of investment properties and classification of investments as "financial assets at fair value through profit or loss".

Significant accounting judgments, estimates and assumptions

Accounting policies are selected and applied in a manner which ensures that the resultant financial information satisfies the concepts of relevance and reliability, thereby ensuring the substance of the underlying transaction and other events is reported.

In the application of Australian Accounting Standards, management is required to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and other various factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Adoption of New Australian Accounting Standards and amendments

No accounting standard has been adopted earlier than the application date stated in the standard.

Future Australian Accounting Standards

No new standards, amendments to standards or interpretations that were issued prior to the sign-off date and are applicable to future reporting periods are expected to have a significant impact on the Association's financial statements.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024**

Note 1 Summary of Significant Accounting Policies (continued)

f) 1.4 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. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST components of investing and financing activities, which are disclosed as operating cash flows.

g) 1.5 Revenue and other income

Revenue recognition policy for revenue from contracts with customers (AASB 15)

The Association enters into various arrangements where it receives consideration from another party. These arrangements include consideration in the form of membership subscriptions, capitation fees, levies, grants, and donations.

The timing of recognition of these amounts as either revenue or income depends on the rights and obligations in those arrangements.

Where the Association has a contract with a customer, the Association recognises revenue when or as it transfers control of goods or services to the customer. The Association accounts for an arrangement as a contract with a customer if the following criteria are met:

- the arrangement is enforceable; and
- the arrangement contains promises (that are also known as performance obligations) to transfer goods or services to the customer (or to other parties on behalf of the customer) that are sufficiently specific so that it can be determined when the performance obligation has been satisfied.

Revenue from the rendering of a service

Generally the timing of the payment for rendering of services corresponds closely to the timing of satisfaction of the performance obligations, however where there is a difference, it will result in the recognition of a receivable, contract asset or contract liability as follows:

Membership subscription revenue

Where the consideration from membership subscriptions consists of a recurring fixed amounts over the term of the subscription contract and the check member receives and consumes the benefits of the services as the Association provides them then revenue is recognised on a straight line basis over the term of the contract.

Project revenue

For project revenue, generally, the timing of the payment for rendering of services corresponds closely to the timing of satisfaction of the performance obligations, however where there is a difference, it will result in the recognition of a receivable, contract asset or contract liability.

Income recognition policy for income streams which are either not enforceable or do not have sufficiently specific performance obligations (AASB 1058)

Grant income

Assets arising from grants in the scope of AASB 1058 are recognised at their fair value when the asset is received. These assets are generally cash but maybe property which has been donated or sold to the Association at significantly below its fair value. Once the asset has been recognised, the Association recognises any related liability amounts (e.g. provisions, financial liabilities). Once the assets and liabilities have been recognised then income is recognised for any difference between the recorded asset and liability.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
FINANCIAL REPORT FOR THE YEAR ENDED 31 MARCH 2024**

Note 1 Summary of Significant Accounting Policies (continued)

1.6 Contract liabilities

A contract liability is recognised if a payment is received, or a payment is due (whichever is earlier) from a customer before the Association transfers the related goods or services. Contract liabilities include revenue from projects and subscriptions. Contract liabilities are recognised as revenue when the Association performs under the contract (i.e. transfers control of the related goods or services to the customer).

1.7 Cash and cash equivalents

Cash and cash equivalents comprise demand deposits, together with other short-term, highly liquid investments that are readily convertible to known amounts of cash, which are subject to an insignificant risk of changes in value and have a maturity of three months or less at the date of the acquisition.

1.8 Financial assets

Recognition, initial measurement and derecognition

Financial assets and financial liabilities are recognised when the Association becomes a party to the contractual provisions of the financial instrument, and are measured initially at fair value adjusted by transactions costs, except for those carried at fair value through profit or loss, which are measured initially at fair value. Subsequent measurement of financial assets and financial liabilities are described below.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred. A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

For the purpose of subsequent measurement, financial assets other than those designated and effective as hedging instruments are classified into the following categories upon initial recognition:

- amortised cost
- fair value through profit or loss (FVPL)
- equity instruments at fair value through other comprehensive income (FVOCI)
- debt instruments at fair value through other comprehensive income (FVOCI)

All income and expenses relating to financial assets that are recognised in profit or loss are presented within finance costs, finance income or other financial items, except for impairment of trade receivables which is presented within other expenses.

Classifications are determined by both:

- The entities business model for managing the financial asset
- The contractual cash flow characteristics of the financial assets

All income and expenses relating to financial assets that are recognised in profit or loss are presented within finance costs, finance income or other financial items, except for impairment of trade receivables, which is presented within other expenses.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 1 Summary of Significant Accounting Policies (continued)

Subsequent measurement financial assets

Financial assets at amortised cost

Financial assets are measured at amortised cost if the assets meet the following conditions (and are not designated as FVPL):

- they are held within a business model whose objective is to hold the financial assets and collect its contractual cash flows
- the contractual terms of the financial assets give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding.

After initial recognition, these are measured at amortised cost using the effective interest method. Discounting is omitted where the effect of discounting is immaterial. The Association's cash and cash equivalents, trade and most other receivables fall into this category,

Financial assets at fair value through profit or loss (FVPL)

Financial assets that are held within a different business model other than 'hold to collect' or 'hold to collect and sell' are categorised at fair value through profit and loss. Further, irrespective of business model financial assets whose contractual cash flows are not solely payments of principal and interest are accounted for at FVPL.

Equity instruments at fair value through other comprehensive income (Equity FVOCI)

Investments in equity instruments that are not held for trading are eligible for an irrevocable election at inception to be measured at FVOCI. Under Equity FVOCI, subsequent movements in fair value are recognised in other comprehensive income and are never reclassified to profit or loss. Dividend from these investments continue to be recorded as other income within the profit or loss unless the dividend clearly represents return of capital. The Association has not elected to apply FVOCI to its major investment portfolio, which are carried at FVPL.

Debt instruments at fair value through other comprehensive income (Debt FVOCI)

Financial assets with contractual cash flows representing solely payments of principal and interest and held within a business model of collecting the contractual cash flows and selling the assets are accounted for at debt FVOCI.

Any gains or losses recognised in OCI will be reclassified to profit or loss upon derecognition of the asset.

Impairment of financial assets

For trade receivables that do not have a significant financing component, the Association applies a simplified approach in calculating expected credit losses (ECLs). Therefore, the Association does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date.

The Association has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

1.9 Property, plant, and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and impairment. Costs include all expenditure that is directly attributable to the acquisition of the asset. In the event that settlement of all or part of the purchase consideration is deferred, cost is determined by discounting the amounts payable in the future to their present value as at the date of acquisition.

Depreciation is calculated on a straight line basis so as to write off the net cost or other revalued amount of each asset over its expected useful life to its estimated residual value. The estimated useful lives, residual values and depreciation method are reviewed at the end of each annual reporting period, with the effect of any changes recognised on a prospective basis.

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Note 1 Summary of Significant Accounting Policies (continued)

The gain or loss on disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

The following useful lives are used in the calculation of depreciation:

Property, plant and equipment: 3-5 years

1.10 Investment property

Investment properties are properties held to earn rentals and/or capital appreciation. Investment properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties are measured at fair value. Gains and losses arising from changes in the fair value of investment properties are included in profit or loss in the period in which they arise.

An investment property is derecognised upon disposal. Any gain or loss arising on derecognition of the property is included in profit or loss in the period in which the property is derecognised.

1.11 Impairment of long-lived assets

At each reporting date, the Association reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any).

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but only to the extent 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 in prior periods. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at fair value, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.12 Employee benefits

A liability is recognised for benefits accruing to employees in respect of wages and salaries, annual leave and long service leave when it is probable that settlement will be required and they are capable of being measured reliably.

Liabilities recognised in respect of employee benefits which are not expected to be settled within 12 months are measured as the present value of the estimated future cash outflows to be made by the Association in respect of services provided by employees up to reporting date.

Defined contribution plans are expensed when employees have rendered service entitling them to contributions.

1.13 Provisions

Provisions are recognised when the Association has a present obligation (legal or constructive) as a result of a past event, it is probable that the Association will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 1 Summary of Significant Accounting Policies (continued)

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

1.14 Financial instruments issued by the Association

Financial liabilities, including borrowings, are initially measured at fair value net of transaction costs.

Financial liabilities are subsequently measured at amortised cost using the effective interest method, with interest expense recognised on an effective yield basis except for financial liabilities held for trading or designated at FVTPL, that are carried subsequently at fair value with gains or losses recognised in profit or loss.

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant periods. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or, where appropriate, a shorter period.

1.15 Right-of-use assets

A right-of-use asset is recognised at the commencement date of a lease. The right-of-use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except where included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the consolidated entity expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of-use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

1.16 Lease liabilities

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Association's incremental borrowing rate. Lease payments comprise of fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties. The variable lease payments that do not depend on an index or a rate are expensed in the period in which they are incurred.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of-use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.

1.17 Income taxes

The Association is exempt from income tax under section 50.1 of the Income Tax Assessment Act 1997 however still has an obligation for Fringe Benefits Tax (FBT) and the Goods and Services Tax (GST).

Revenues, expenses and assets are recognised net of GST except:

- where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO); and
- for receivables and payables.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 1 Summary of Significant Accounting Policies (continued)

Cash flows are included in the statement of cash flows on a gross basis. The GST component of cash flows arising from investing and financing activities which is recoverable from, or payable to, the ATO is classified within operating cash flows.

1.18 Current versus non-current classification

The Association presents assets and liabilities in the statement of financial position based on current/non-current classification.

An asset is current when it is:

- Expected to be realised or intended to be sold or consumed in the normal operating cycle;
- Held primarily for the purpose of trading;
- Expected to be realised within twelve months after the reporting period; or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in the normal operating cycle;
- It is held primarily for the purpose of trading;
- It is due to be settled within twelve months after the reporting period; or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The terms of the liability that could, at the option of the counterparty, result in its settlement by the issue of equity instruments do not affect its classification.

The Association classifies all other liabilities as non-current.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$

Note 2 Revenue and other income

Disaggregation of revenue from contracts with customers

A disaggregation of the Association's revenue by type of arrangement is provided on the face of the Statement of Profit or Loss and Other Comprehensive Income. The table below also sets out a disaggregation of revenue by type of customer:

Type of customer		
Members	669,239	178,406
Other reporting units	3,900	975
Government	-	-
Other parties	-	-
Total revenue from contracts with customers	673,139	179,381

Note 2A: Investment income

Interest from deposits with banks	294,188	17,102
Interest from loan to NSW Farmers' Association	158,632	37,220
Dividends	371,055	139,944
Fair value unrealised gain on investments held at fair value through profit and loss	777,710	458,097
Total investment income	1,601,585	652,363

Note 2B: Other income

Rental income	-	-
Sundry Income	56	-
Total other income	56	-

Note 3 Expenses

Note 3A: Employee expenses

Employees other than office holders:

Wages and salaries	368,673	72,411
Superannuation	38,600	9,993
Other employee expenses	8,716	200
Subtotal employee expenses other than holders of office	415,989	82,604

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	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
Holders of office:		
Wages and salaries	-	-
Superannuation	-	-
Leave and other entitlements	-	-
Separation and redundancies	-	-
Other employee expenses	-	-
Total employee expenses	415,989	82,604

Refer also Note 7 – employee expenses represent staff related costs of persons who are employees of NSW Farmers' Association.

Note 3B: Promotional expenses

Scholarships granted	-	-
Donations	-	-
Prizes granted	-	-
Total promotional expenses	-	-

Note 3C: Administration expenses

Management fees paid to NSW Farmers' Association	2,698,439	694,695
Fees/allowances - meeting and conferences	-	-
Property expenses	6,703	-
Office expenses	-	-
Other expenses	29,486	7,290
Total administration expenses	2,734,628	701,985

Note 3D: Depreciation and amortisation

Depreciation		
Property, plant and equipment	-	-
Right-of-use assets	-	-
Total depreciation	-	-
Amortisation	365,746	91,436
Total amortisation	365,746	91,436
Total depreciation and amortisation	365,746	91,436

Note 3E: Finance costs

Lease finance costs	80,175	22,575
Total finance costs	80,175	22,575

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	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
Note 3F: Legal costs		
Litigation	-	-
Other legal costs	-	1,427
Total legal costs	-	1,427

Note 4 Current assets

Note 4A: Cash and cash equivalents

Cash in bank	3,858,683	189,927
Term deposits	-	-
Cash held with investment manager	3,602,750	1,822,808
Total cash and cash equivalents	7,461,433	2,012,735

Note 4B: Trade and other receivables

Other receivables:

GST receivable	3,185	3,035
Other receivables	3,950	49
Total other receivables	7,135	3,084

Note 4C: Asset held for sale

Property	-	750,000
Total asset held for sale	-	750,000

Refer to Note 13. The property was sold on 18 April, 2023 at a contracted sale price of \$782,000.

Note 5 Non-Current Assets

Note 5A: Property, Plant and Equipment

Property, plant and equipment:		
- at cost	101,348	101,348
- accumulated depreciation	(75,193)	(75,193)
Total property, plant and equipment	26,155	26,155

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 5A: Property, Plant and Equipment (continued)

Reconciliations of the written down values at the beginning and end of the current and previous financial period are set out below:

	Plant and Equipment	Total
	\$	\$
Net book value as at 1 January 2023	26,155	26,155
Additions		
Impairments	-	-
Depreciation expense	-	-
Disposals	-	-
Net book value as at 31 March 2023	26,155	26,155
Net book value as of 31 March 2023 represented by:		
Gross book value	101,348	101,348
Accumulated depreciation and impairment	(75,193)	(75,193)
Net book value as at 31 March 2023	26,155	26,155

	Plant and Equipment	Total
	\$	\$
Net book value as at 1 April 2023	26,155	26,155
Additions	-	-
Impairments	-	-
Depreciation expense	-	-
Disposals	-	-
Net book value as at 31 March 2024	26,155	26,155
Net book value as at 31 March 2024 represented by:		
Gross book value	101,348	101,348
Accumulated depreciation and impairment	(75,193)	(75,193)
Net book value as at 31 March 2024	26,155	26,155

Note 5B: Right-of-use assets

	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
Right-of-use asset - building		
Gross book value	3,596,502	3,596,502
Accumulated depreciation	(1,919,736)	(1,553,990)
Total right-of-use assets	1,676,766	2,042,512

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 5B: Right-of-use assets (continued)

Set out below are the carrying amounts of right-of-use assets recognised and the movements during the year/period:

	Building	Total
	\$	\$
As at 1 January 2023	2,133,948	2,133,948
Additions	-	-
Depreciation expense	(91,436)	(91,436)
Impairment	-	-
As at 31 March 2023	2,042,512	2,042,512
Additions	-	-
Depreciation expense	(365,746)	(365,746)
Impairment	-	-
As at 31 March 2024	1,676,766	1,676,766

Reconciliation of the Opening and Closing Balances of Right-of-use Assets

	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
As at 31 March		
Gross book value	3,596,502	3,596,502
Accumulated depreciation and impairment	(1,919,736)	(1,553,990)
Net book value as at 31 March	1,676,766	2,042,512
Net book value as at beginning of the year/period end	2,042,512	2,133,948
Reassessment of lease period (additions)	-	-
Impairment	-	-
Depreciation expense	(365,746)	(91,436)
Other movement	-	-
Disposals	-	-
Net book value as at year/period end	1,676,766	2,042,512

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	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
Note 5C: Investment property		
Opening balance as at 1 January 2024	-	-
Additions	-	-
Net gain from fair value adjustment	-	-
Closing balance as at 31 March 2024	-	-

Note 5D Other financial assets

Financial assets designated at fair value through profit or loss

Debt instruments	3,773,367	10,372,443
Convertible securities	1,138,072	1,130,279
Equities	6,766,154	6,170,425
Alternative investments	-	569,674
Commodities	-	473,833
Forwards	-	(24,706)
Government bonds	433,477	-
	12,111,070	18,691,948

Note 5E: Other receivables

Receivables from other reporting unit – related party receivable

NSW Farmers' Association (i)	31,082,640	31,268,965
Total receivables from other reporting unit (net)	31,082,640	31,268,965
Less allowance for credit losses	-	-
Total allowance for expected credit losses	-	-
Receivables from other reporting unit	31,082,640	31,268,965

(i) On 5 March 2021 the Association entered into loan agreement regarding this receivable with a related party, NSW Farmers' Association, the terms of which agreement included that the loan is interest bearing, unsecured and for a period of ten years from the date of the loan agreement.

Note 6 Current Liabilities

Note 6A: Trade payables

Trade creditors and accruals	-	-
Total trade creditors	-	-
Payables to other reporting unit(s)		
Payables to other reporting unit(s)	-	-
Total payables to other reporting unit(s)	-	-
Total trade payables	-	-

Settlement is usually made within 30 days.

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	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
Note 6B: Other payables		
Payable to employers for making payroll deductions of membership subscriptions	-	-
Legal costs		
Litigation	-	-
Other legal costs	-	-
Other payables	52,177	21,354
Total other payables	52,177	21,354
Total other payables are expected to be settled in:		
No more than 12 months	52,177	21,354
More than 12 months	-	-
Total other payables	52,177	21,354
Note 6C: Other liabilities		
Unearned income	345,647	998,763
Total other liabilities	345,647	998,763

Note 6D: Lease Liabilities

NSW Farmers' (Industrial) Association as a lessee

Refer to Note 5B Right of Use Assets arising from leases to which the lease liabilities pertain.

Set out below are the carrying amounts of lease liabilities and the movements during the year/period:

As at 31 March 2023	2,449,621	2,535,432
Additions	-	-
Accretion of interest	80,175	22,575
Payments (principal and interest components)	(440,771)	(108,386)
As at 31 March 2024	2,089,025	2,449,621
Current	360,595	392,274
Non-current	1,728,430	2,057,347
	2,089,025	2,449,621

The following are the amounts recognised in profit or loss:

Depreciation expense of right-of-use assets	365,746	91,436
Interest expense on lease liabilities	80,175	22,575
Expense relating to short-term leases	-	-
Expense relating to leases of low-value assets	-	-
Variable lease payments	-	-
Total amount recognised in profit or loss	445,921	114,011

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	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$

Note 7 Employee Provisions

Employee provisions in relation to the 3 employees (2023: 3) recorded in NSW Farmers' Association's financial statements, hence the balance is nil as at 31 March 2024 (2023: Nil).

Note 8 Equity

Note 8A: Retained earnings

Balance as at start of year/period	51,325,661	51,430,154
Deficit for the year/period	(1,447,311)	(104,493)
Transferred from investment revaluation	-	-
Balance as at end of year/period	49,878,350	51,325,661

Note 9 Cash Flow

Note 9A: Cash flow reconciliation

Cash at the end of the financial period as shown in the Statement of Cash Flows is reconciled in the statement of Financial Position as follows:

Cash at bank	3,858,683	189,927
Term deposits	-	-
Cash held with investment manager	3,602,750	1,822,808
Total cash and cash equivalents	7,461,433	2,012,735

Reconciliation of deficit to net cash from operating activities:

Deficit for the year/period	(1,447,311)	(104,493)
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Adjustments for non-cash items

Depreciation/amortisation	365,746	91,436
Fair value gain on financial assets	(777,710)	(458,097)
Dividend and distribution income on investments	(371,055)	(139,944)
Operating expenses and income that were not cash flows	2,525,776	657,474

Changes in assets/liabilities

(Increase)/decrease in net receivables	(4,049)	8,703
(Decrease)/increase in trade and other payables	(622,292)	452,010

Net cash provided/(used) by operating activities

(330,895)	507,089
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**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 10 Related Party Disclosures

Note 10A: Related party transactions for the reporting period

(a) Transactions with Key Management Personnel

- i. There are no employee benefits paid to any holders of office in the NSW Farmers' (Industrial) Association.

(b) Transactions with other related parties:

- i. During the year/period, the entity paid management fees of \$2,698,439 (2023: \$694,695) to NSW Farmers' Association, a related entity.
- ii. An administration fee of \$3,900 (2023: \$975) was received from NSW Farmers' Association.
- iii. The entity has provided loans advances to NSW Farmers' Association, a related entity – Refer Note 5E. The loan at period end was unsecured, with a term of ten years to 2030. The loan receivable amount from NSW Farmers' Association at year ended 31 March 2024 was \$31,082,640 (2023: \$31,268,965). An interest fee was charged of \$158,632 (2023: \$37,220).
- iv. In November 2018, the NSW Farmers' (Industrial) Association entered into a five year lease (with a five year option exercised in November 2023) with NSW Farmers' Association for the rental of the premises at 154 Pacific Highway, St Leonards. The rental amount for the financial period to 31 March 2024 is \$363,464 (2023: \$106,959). Transactions between related parties are on normal commercial terms and conditions unless otherwise stated. The lease is disclosed at Note 5B and Note 6D.
- v. Remuneration of key management personnel, including the Chief Executive, is borne by a related entity – NSW Farmers' Association. See Note 10B below.

Note 10B: Key management personnel remuneration for the reporting period

Remuneration of key management personnel, including the Chief Executive, is borne by a related entity – NSW Farmers' Association. Committee members receive no remuneration.

The NSW Farmers' (Industrial) Association meets the cost of or reimburses Committee members for travel and accommodation directly related to attendance at meetings associated with their role as Committee members. The President, Vice-President and Treasurer of the related entity NSW Farmers' Association (who are also Committee members of this entity), receive allowances for their specific additional duties of that entity and which are paid by that entity, and the President has the use of that related entity's property for accommodation regarding his duties.

Note 11 Financial Instruments

Financial risk management objectives and policies

The Executive Committee has overall responsibility for the establishment and oversight of the Association's financial management framework. The Board of a related entity – NSW Farmers' Association has an established Finance and Audit Committee ("Finance Committee"), which is responsible for developing and monitoring the Association's financial management policies. The Committee provides regular reports to the Board of Directors on its activities.

The NSW Farmers' (Industrial) Association's risk management policies are established to identify and analyse the risks faced by the Association, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Association's activities.

The Finance Committee will oversee how Management monitors compliance with risk management policies and procedures and review the adequacy of the risk management framework in relation to the risks.

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Note 11 Financial Instruments (continued)

The main risk arising from the Association's financial instruments are price risk, foreign exchange risk, interest rate risk, credit risk, and liquidity risk. The Board reviews and agrees policies for managing each of these risks and they are summarised below.

Capital risk management

The Executive Committee's policy is to maintain a strong capital base so as to maintain members' confidence and to sustain future development of the Association. There were no changes in the Association's approach to capital management during the period.

The Association's capital structure comprises cash, short-term deposits, investments and other financial assets. The main purpose of these financial instruments is to raise finance for and fund the Association's operations. The Association has various other financial instruments such as trade debtors and creditors, which arise directly from its operations.

Categories of financial instruments

	12 months to 31 March 2024	3 months to 31 March 2023
	\$	\$
Financial assets		
Cash and cash equivalents	7,461,433	2,012,735
Loans and receivables	31,082,640	31,268,965
Financial assets at fair value through other comprehensive income	-	-
Financial assets designated as fair value through profit or loss	12,111,070	18,691,948
Total financial assets	50,655,143	51,973,648
Financial liabilities		
Trade and other payables	52,177	21,354
Margin lending facility	-	-
Lease liabilities	2,089,025	2,449,621
Forward foreign exchange contracts	-	-
Total financial liabilities	2,141,202	2,470,975

Market risk

Market risk is the risk that changes in market prices, foreign exchange rates, and interest rates, will affect the Association's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and monitor market risk exposures within acceptable parameters, whilst optimising the return on risk.

There has been no change to the Association's exposure to market risks or the manner in which it manages and measures the risk from the previous period.

Interest rate risk management

The Association is exposed to interest rate risk as a consequence of its cash and deposits balances which attracts average variable interest rates as well as a margin lending facility exposed to variable interest rates.

Interest rate risk sensitivity analysis

The sensitivity analysis below have been determined based on the Association's exposure to interest rates for its financial assets and financial liabilities as at the reporting date and the stipulated change taking place at the beginning of the financial period and held constant throughout the reporting period.

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Note 11 Financial Instruments (continued)

A 50 basis point increase or decrease is used when reporting interest rate risk internally to key management and represents management's assessment of the possible change in interest rates.

At reporting date if interest rates had been 50 basis points higher/lower and all other variables were held constant, the Association's profit for the year ended 31 March 2024 would decrease/increase by \$37,308 (2023: decrease/increase by \$10,063). This is mainly attributable to the Association's exposure to interest rates on its variable rate deposits and the balance of the loans and receivables.

Market price sensitivity

The Association is exposed to market price risk as a consequence of its fair value through profit and loss assets as set out in Note 5D.

The Association has taken steps to limit the risk by spreading the financial assets into different asset classes.

The sensitivity analysis below has been determined based on the exposure to equity price risks at the reporting date.

A 5% increase or decrease is used when reporting market price risk internally to key management and represents management's assessment of the possible change in equity prices.

The sensitivity analysis below have been determined based upon the Association's exposure to market prices at reporting date and the stipulated change taking place at the beginning of the financial period and held constant throughout the reporting period.

At reporting date, if market prices had been 5% higher or lower and all other variables were held constant, the Association's net profit would increase/decrease by approximately \$605,553 (2023: \$934,598).

Foreign exchange risk sensitivity

The Association is exposed to foreign exchange risk as a consequence of certain financial asset investments (equities, convertible securities, commodities, quoted securities, debt instruments, alternative investments and cash and equivalents, and forward foreign exchanges) being denominated in currencies other than the Australian dollar (AUD).

The main currency exposure risk is a US denominated currency holdings USD Nil AUD Nil (prior period USD 5,615,823 AUD 8,353,652).

The sensitivity below has been determined based on a 5% movement in the AUD/USD at reporting date and the stipulated change taking place at the beginning of the financial period and held constant throughout the reporting period.

At reporting date if the AUD/USD currency rates had been 5% higher or lower and all other variables were held constant, the Association's net profit (reflected via market movement in investments at fair value) would increase/decrease by approximately \$Nil (2023: \$397,793).

Credit risk management

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in a financial loss to the Association. The Association has adopted a policy of only dealing with creditworthy counterparties. The main receivables balance relates to a related party – NSW Farmers' Association.

The Association establishes an allowance for expected credit losses that represents its estimate of incurred losses in respect of trade and other receivables. The carrying amount of financial assets recorded in the financial statements, net of any provisions for losses, represents the Association's maximum exposure to credit risk.

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Note 11 Financial Instruments (continued)

Liquidity risk management

Liquidity risk is the risk the Association will not be able to meet its financial obligations as they fall due. The Association's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions.

The Association's overall objective is to maintain a balance between continuity of funding and flexibility through the use of its assets under investment management.

The Association manages liquidity risk by maintaining adequate cash reserves and by continuously monitoring forecast and actual cash flows.

Liquidity and interest risk tables

The following table details the Association's remaining contractual maturity for its non-derivative financial liabilities. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Association can be required to pay. The table includes both interest and principal cash flows.

	Weighted average effective interest rate %	Less than 1 year \$	1 - 2 years \$	Longer than 2 years \$
2024				
Financial liabilities				
Non-interest bearing	-	360,595	395,162	1,333,268
Variable interest rate instruments	-	-	-	-
		360,595	395,162	1,333,268
2023				
Financial liabilities				
Non-interest bearing	-	392,274	398,043	1,659,304
Variable interest rate instruments	-	-	-	-
		392,274	398,043	1,659,304

The following table details the Association's remaining contractual maturity for its non-derivative financial assets. The tables have been drawn up based on the undiscounted contractual maturities of the financial assets including interest that will be earned on those assets except where the Association anticipates that the cash flow will occur in a different period.

	Weighted average effective interest rate %	Less than 1 year \$	1 - 2 years \$	Longer than 2 years \$
2024				
Financial assets				
Non-interest bearing		12,111,070	-	-
Fixed interest rate instruments	0.5	31,082,640	-	-
Variable interest rate instruments	3.5	7,461,433	-	-
		50,655,143	-	-
2023				
Financial assets				
Non-interest bearing	-	18,691,948	-	-
Fixed interest rate instruments	0.5	31,268,965	-	-
Variable interest rate instruments	1.0	2,012,735	-	-
		51,973,648	-	-

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Note 11 Financial Instruments (continued)

Fair value of financial instruments

This note provides information about how the Association determines the fair values of various financial assets and financial liabilities.

Fair value hierarchy

The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable.

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

	31 March 2024			
	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Financial assets at fair value through profit or loss				
Non-derivative financial assets designated as at fair value through profit or loss	12,111,070	-	-	12,111,070
Financial assets at fair value through other comprehensive income				
Unquoted equities	-	-	-	-
Total	12,111,070	-	-	12,111,070

There were no transfers between Level 1 and 2 in the period.

	31 March 2023			
	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Financial assets at fair value through profit or loss				
Non-derivative financial assets designated as at fair value through profit or loss	18,691,948	-	-	18,691,948
Financial assets at fair value through other comprehensive income				
Unquoted equities	-	-	-	-
Total	18,691,948	-	-	18,691,948

There were no transfers between Level 1 and 2 in the period.

**NSW FARMERS' (INDUSTRIAL) ASSOCIATION
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Note 11 Financial Instruments (continued)

Fair value of the Association's financial assets and financial liabilities that are measured at fair value on a recurring basis

Some of the Association's financial assets and liabilities are measured at fair value at the end of each reporting period. The following table gives information about how the fair values of these financial assets and financial liabilities are determined (in particular, the valuation technique(s) and inputs used).

Financial assets/ financial liabilities	Fair value as at		Fair value hierarchy	Valuation technique(s) and inputs(s)	Significant un-observable input(s)	Relationship of un-observable inputs to fair value
	31 March 2024 \$	31 March 2023 \$				
Financial assets at fair value through profit or loss – listed securities	12,111,070	18,691,948	Level 1	Quoted bid prices in an active primary market	N/A	N/A
Financial assets at fair value through profit or loss – unlisted securities	-	-	Level 2	Quoted bid prices in a secondary market	N/A	N/A
Financial assets at fair value through other comprehensive income	-	-	Level 3	Proportionate net assets of investee company	Net assets of investee company	Higher the net assets, the higher the fair value

The Committee consider that the carrying amounts of all other financial assets and financial liabilities recognised in the financial statements approximate their fair values.

Reconciliation of Level 3 fair value measurements

	12 months to 31 March 2024 \$	3 months to 31 March 2023 \$
Financial assets at fair value through other comprehensive income		
Opening balance	-	-
Fair value gain	-	-
Closing balance	-	-
Total financial assets at fair value through other comprehensive income	-	-

Note 12 Remuneration of Auditors

Value of the services provided

Financial statement audit services	15,000	8,200
Other services	-	-
Total remuneration of auditors	15,000	8,200

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Note 13 Subsequent Events

Other than the above, there has not been any other matter or circumstance occurring subsequent to the end of the financial period that has significantly affected, or may significantly affect, the operations of the Association, the results of those operations, or the state of affairs of the Association in subsequent financial periods.

Note 14 Commitments

Nil.

Note 15 Contingent Assets and Contingent Liabilities

Nil.

Note 16 General Information

NSW Farmers' (Industrial) Association is an association registered under the Commonwealth of Australia's Fair Work (Registered Organisations) Act 2009.

The Association's principal place of business and registered office is as follows:

Level 4, 154 Pacific Highway
St Leonards NSW 2065

Note 17 Section 272 Fair Work (Registered Organisations) Act 2009

In accordance with the requirements of the *Fair Work (Registered Organisations) Act 2009*, the attention of members is drawn to the provisions of subsections (1) to (3) of section 272, which reads as follows:

Information to be provided to members or Commissioner:

- 1) A member of a reporting unit, or the Commissioner, may apply to the reporting unit for specified prescribed information in relation to the reporting unit to be made available to the person making the application.

The application must be in writing and must specify the period within which, and the manner in which, the information is to be made available. The period must not be less than 14 days after the application is given to the reporting unit.

A reporting unit must comply with an application made under subsection (1).

OFFICER DECLARATION STATEMENT

I, Xavier Martin, being the President of the NSW Farmers' (Industrial) Association (the "reporting unit"), declare that the following activities did not occur during the reporting year ending 31 March 2024.

The reporting unit did not:

- agree to receive financial support from another reporting unit to continue as a going concern (refers to agreement regarding financial support not dollar amount)
- acquire an asset or liability due to an amalgamation under Part 2 of Chapter 3 of the RO Act, a restructure of the branches of an organisation, a determination or revocation by the General Manager, Fair Work Commission
- receive capitation fees or any other revenue amount from another reporting unit
- receive revenue via compulsory levies
- receive donations or grants
- receive revenue from undertaking recovery of wages activity
- incur fees as consideration for employers making payroll deductions of membership subscriptions
- pay capitation fees or any other expense to another reporting unit
- pay affiliation fees to other entity
- pay compulsory levies
- pay a grant that was \$1,000 or less
- pay a grant that exceeded \$1,000
- pay a donation that was \$1,000 or less
- pay a donation that exceeded \$1,000
- pay wages and salaries to holders of office
- pay superannuation to holders of office
- pay leave and other entitlements to holders of office
- pay separation and redundancy to holders of office
- pay other employee expenses to holders of office
- pay leave and other entitlements to employees (other than holders of office)
- pay separation and redundancy to employees (other than holders of office)
- pay to a person fees or allowances to attend conferences or meetings as a representative of the reporting unit
- incur expenses due to holding a meeting as required under the rules of the organisation
- pay legal costs relating to litigation
- pay a penalty imposed under the RO Act or the Fair Work Act 2009
- have a payable with other reporting unit(s)
- have a payable to an employer for that employer making payroll deductions of membership subscriptions
- have a payable in respect of legal costs relating to litigation
- have a payable in respect of legal costs relating to other legal matters

OFFICER DECLARATION STATEMENT (continued)

- have an annual leave provision in respect of holders of office
- have a long service leave provision in respect of holders of office
- have a separation and redundancy provision in respect of holders of office
- have other employee provisions in respect of holders of office
- have a separation and redundancy provision in respect of employees (other than holders of office)
- have other employee provisions in respect of employees (other than holders of office)
- have a fund or account for compulsory levies, voluntary contributions or required by the rules of the organisation or branch
- transfer to or withdraw from a fund (other than the general fund), account, asset or controlled entity
- have a balance within the general fund
- have another entity administer the financial affairs of the reporting unit
- make a payment to a former related party of the reporting unit

Signature of designated officer: 

Name and title of designated officer: Xavier Martin, President

Dated: 28 May 2024